



PONDICHERRY UNIVERSITY

PUDUCHERRY

B. Com (GENERAL)

DEGREE PROGRAMME

SEMESTER PATTERN

UNDER CBCS

REVISED SYLLBI & REGULATIONS

WITH EFFECT FROM

ACADEMIC YEAR 2021 – 2022

CURRICULAM STRUCTURE

PONDICHERRY UNIVERSITY
BACHELOR OF COMMERCE (B.COM) DEGREE COURSE CBCS
REGULATIONS
(WITH EFFECT FROM ACADEMIC YEAR 2021 – 2022)

AIM OF THE COURSE:

The B. Com (General/Foreign Trade/Corporate Secretaryship/ Co-operative Management) Degree programme provides ample exposure to subjects from the fields of Commerce, Accountancy and Management. The course equips the students for entry level jobs in Industry as well as to become future entrepreneurs and thus play the role of a key contributor to the economic development of the country.

DURATION OF THE COURSE:

The duration of the B.Com (General/Foreign Trade/Corporate Secretaryship/ Co-operative Management) Degree programme shall be for three academic years of six semesters.

ELIGIBILITY FOR ADMISSION:

Candidates for admission to the first year of the B. Com (General/Foreign Trade/Corporate Secretaryship/ Co-operative Management) Degree shall require to have passed the Higher Secondary Course examination (+2) of any board or equivalent recognized by the Pondicherry University, having Commerce and Accountancy courses.

For lateral entry, candidates who passed Diploma in Commerce or Diploma in Modern Office Practice (3 years course) awarded by Directorate of Technical Education of Tamil Nadu or other states shall be admitted to the second year of B. Com Degree Programme.

AGE LIMIT:

The rules are as applicable to other Under Graduate Courses as prevailing in Pondicherry University.

COURSE OF STUDY

The course of study for B. Com (General/Foreign Trade/Corporate Secretaryship/ Co-operative Management) Degree shall comprise the following.

Part I - Language (For the First year only: Any one of the Part I languages at the option of the candidate. This includes Hindi, Tamil, Malayalam, Sanskrit, Telugu, French and Bengali). The syllabus and text books for the Language courses are as prescribed by Pondicherry University from time to time.

Part II - English for First year only). The syllabus and text books for the English courses are as prescribed by Pondicherry University from time to time.

Part III – Includes Discipline Specific Courses both Compulsory (DSC) and Electives (DSE); Skill Enhancement Courses (SEC); Ability Enhancement Compulsory Courses (AECC) and Generic Elective Courses (GE). The syllabus and text books for major courses are as prescribed by the Board of Studies in Commerce, Pondicherry University from time to time.

EXAMINATION

There shall be examinations at the end of each semester i.e. December/April. A student who does not pass the examination in any course(s) shall be permitted to appear in such failed course(s) in the subsequent semester examinations. No student shall be permitted to register for a subsequent examination without having registered at the first appearance. In this regard, the rules and regulations prevailing in the University in respect of other courses will be followed. The results of all the examinations will be communicated to the students through the principals of the respective Colleges.

PATTERN OF EXAMINATION

The End-Semester examination for each course in a Programme of Study shall be conducted by the Pondicherry University for a maximum of 75 marks and Internal Continuous Assessment for 25 marks.

1. Internal Assessment: Internal assessment for all courses which do not have practical shall have twenty five marks in total assessed through at least two Internal Assessment tests (15 marks), term courses/assignments/seminars/case demonstrations/ presentations/write-ups/viva etc. (5 marks) and attendance (5 marks). Question paper for the First Internal Test is to be from the units covered in the syllabus up to the tests time to assess the knowledge of students and for the second internal tests, question paper is to be from the Practical Exercises given in each paper of the syllabus. The following weightage shall be given to attendance:

95% - 100%	(5 marks)
90% - 94%	(4 marks)
85% - 89%	(3 marks)
80% - 84%	(2 marks)
75% - 79%	(1 mark)

Internal Assessment for the courses which have practical like Computer Applications in Business/E-Commerce two practical exams (10 marks each) are to be conducted with 20 marks in total and 5 marks for attendance as prescribed above. If required, theory questions can be added with the practical. Idea is to ensure that students are equipped with required skill of the subjects.

Internal Assessment marks shall be displayed on the notice board a week before the commencement of end- semester examinations and students are expected to sign on the internal marks prepared by the department for onward transmission to University when required.

2. End Semester Examinations: Students who have adequate attendance and participated in internal assessment process are eligible for end semester examinations. Student who did not take part in internal assessment process is not eligible for end semester examinations. It is the responsibility of the course teacher/Department/College for not registering them for end semester examinations.

a) Examinations for the Courses which do not have practical: End-semester examination for all such courses which do not have practical shall be conducted by the University and the duration of the examination shall be 3 hours. Maximum marks are 75 (Seventy-five). Student would be declared as pass only when he/she acquires minimum of 40 (Forty) marks.

b) Examinations for the courses which have practical: End Semester Examinations for all such courses which has practical like Computer Applications in Business, E-Commerce shall purely be internal without any University examinations; course teacher who teaches these courses are responsible for conducting these examinations. Students' practical skills are to be assessed through only practical exams for three hours duration; if needed, some theory questions can be added with practical. Maximum marks are 75 (Seventy-Five). Student would be declared as pass only when he/she acquires minimum of 40 (Forty) marks.

c) Passing Minimum: To pass a course the student must secure minimum of 40 out of 100 marks (40%) in the internal and the end-semester examination put together. A student who has earned the required number of 180 credits by clearing all the required courses shall be declared as pass even if he/she could not clear optional courses which were taken in excess of the required number of courses.

SUPPLEMENTARY EXAMINATION

A failed student who meets the attendance requirement may be permitted to register for the next end-semester examination in the following semester itself. Students who have failed due to insufficient attendance should repeat the course as and when offered.

EVALUATION: Theory/Practical examinations will be evaluated by Pondicherry University.

ATTENDANCE:

No student with less than 75% in any particular course shall be permitted to attend the end- semester examination and shall be given grade FA-failure due to lack of attendance. A student who has been awarded FA shall repeat the course when offered. The Principal/Head of the Department shall

ensure that the candidate is informed about the lack of attendance before the commencement of end-semester examination and confirm that such candidates are not permitted to write the examination.

CLASSIFICATION OF SUCCESSFUL CANDIDATES:

Classification of a student into I Class, II Class and III Class based on CPGA will be according to the CBCS guidelines.

AWARD OF THE DEGREE:

The student should have undergone the prescribed course of study for a period of not less than 3 years and passed the prescribed examination in all the courses / years. Further, a Student will get a maximum of six years only from the year of admission to pass all the courses.

REVISION OF REGULATIONS AND CURRICULUM:

The University may, from time to time, revise, amend and change the Regulations and Curriculum, if found necessary.

QUESTION PAPER PATTERN UNDER CBCS

FOR QUANTITATIVE SUBJECTS

SECTION A: Answer any 5 out of 8 questions (5X7 Marks = 35 Marks)

SECTION B: Answer any 2 out of 3 questions (2X20 Marks = 40 Marks)

FOR OTHER SUBJECTS

SECTION A: Answer all questions (5X2 Marks = 10 Marks)

SECTION B: Answer any 5 out of 8 questions (5X7 Marks = 35 Marks)

SECTION C: Answer any 2 out of 3 questions (2X15 Marks = 30 Marks)

FACULTY REQUIREMENTS AND WORKLOAD:

Every faculty member shall be assigned workload as per the UGC norms. In addition to regular handling classes, teachers are required to participate in preparation of detailed syllabus, designing of the teaching plan, invigilation, course setting, evaluation of answer scripts during continuous assessment and any other duties as and when assigned by the Principal or University authorities. Teachers shall associate with organizing practical lab sessions, internships, field visits, industrial tours, and guided project work etc., as per directives of the Principal/ Head of the institution.

- As per the UGC guidelines for course with three credits minimum 45 (15 weeks x 3 hours per week) hours, for four credit courses 60 hours (15 weeks x 4 hours), and for two credit courses 30 hours (15 weeks x 2 hours) of teaching/lecture hours is a must in addition to two weeks for two internal tests.

Faculty requirements in Departments shall be as per UGC guidelines and based on teachers and students ratio of 1:20. Faculty are expected to have any M.Com and NET (Commerce) /Ph.D (Commerce) to teach B. Com courses (Commerce, Finance, Taxation, Business Mathematics, Business Economics, Cost and Financial Accountancy, Banking, Marketing Management, Business Management, Human Resources Management TALLY, Computerized Accounting). Allied subjects (like Indian Economy, Micro and Macro Economy, General Mathematics, General Statistics) and specialized subjects (like Foreign Trade, Cooperative Management and Corporate Secretaryship) are to be taught by the faculty who are qualified with respective degree and NET/Ph.D in the respective subjects.

Minimum Number of Faculty Required:

Semester	Subject	No. of Faculty Required	Semester	Subject	No. of Faculty Required
I	English - I	1	II	English – II	1
	Language - I	1		Language - II	1
	Commerce Subjects	3		Commerce Subjects	3
	Allied Subjects	1		Allied Subjects	1
	Specialised Subjects	0		Specialised Subjects	0
III	Commerce Subjects	5	IV	Commerce Subjects	5
	Allied Subjects	0		Allied Subjects	0
	Specialised Subjects	0		Specialised Subjects	0
V	Commerce Subjects	5	VI	Commerce Subjects	5
	Allied Subjects	0		Allied Subjects	0
	Specialised Subjects	0		Specialised Subjects	0

Chartered Accountant, Cost Accountant, Bank Managers (Senior Level), Stock Brokers (Senior Level), Senior Managers from Business Establishments can be appointed as adjunct/visiting faculty.

INDUSTRIAL VISIT AND INTERNSHIP:

During the first year and second year summer breaks all students are expected to take up internship for 30 days each with any business establishment (like MSME, Audit Firms, Stock Broking firms, Forex Traders, Company administration, etc) with monitoring by the faculty adviser from the Department. Students should receive certificate of internship from the responsible officer of the business establishment and submit it along with the report consisting of day wise learnings during the internship. Students from Islands are to be brought to main land for such internship by the College/Government for such internships if no business establishments are available in adequate number. During the third semester students should be taken for industrial visit to enhance the practical knowledge and industrial visit report should be submitted to the college for further perusal and they are subjected to verification by University. Students from Islands are to be taken on visit to main land by the College/Government. The head of the Department with the approval of the principal

of college should certify and submit the list of students who have successfully completed internship and industrial visit.

LEARNER SUPPORT SERVICES: The ICT-based support services to be provided by the College for the learners of B. Com. Programme are listed below:

1. **Website:** The College has to develop full-fledged official website for the learners and general public. All the necessary information is provided to the learners through this website. The website is linked with the social-networking site like Facebook for interaction among the learners, faculty members and stakeholders.
2. **Community Radio Service:** The Community Radio, being a platform for the community for taking up community issues, is also a platform to broadcast several educational programmes that includes debates, discussions, and talk shows.
3. **Akashvani Phone-in Programme:** The College has to make arrangement to offer one hour live phone-in counseling programme through AIR, Puducherry where officers and members of the faculty from the College clarify queries of listeners/learners via telephone.
4. **e-SLM:** An e-learning portal may be launched by the College. It is also a digital repository where the study materials are uploaded for the benefit of the learners. All the study materials of the programme can be assessed in this portal.
5. **Open Access Journals Search Engine (OAJSE)** may be developed to provide easy access to various open access Journals across the world,
6. **Mobile App:** The College has to develop a mobile application to connect the learners 24x7 with the College.
7. **SMS and e-mail Alert Facility:** The College has to initiate an SMS and e-mail alert facility for learners regarding news, events and learner-related information of the College.
8. Learners can write emails to any officials/faculty members through this mail id. Queries raised through this e-mail id are addressed by concerned official/faculty members of the College.
9. **TV programme:** The College has to initiate a half an hour live educational programme through a TV Channel.

REQUIREMENTS OF THE LABORATORY SUPPORT AND LIBRARY RESOURCES:

Laboratory Support:

Commerce has more practical application to business and businesses are run with modern technology and therefore, colleges are expected to have computer lab separately for UG Commerce students with licensed software like TALLY, MS Excel, SPSS, and SAP. College has to ensure that minimum one computer system for two students enrolled for the B. Com course. Adequate servers and power back up should also installed.

Library Resources:

Library services are to be offered to the learners through physical library facilities set up by the College. The Central Library has to have text books to add 5 books for each subjects every year from the list of books provided in the syllabus for each paper.

Magazines and Newspapers: The following magazines should be subscribed by the college and made available in the central library for students references:

1. Chartered Accountant
2. Management Accountant
3. Company Secretary
4. Commerce
5. Management
6. Marketing
7. Financial Express
8. Business Line
9. Currency and Finance
10. Economic Times
11. Nanayam (Tamil)

E-Journals: The Central Library should subscribe for e-journals from JSTOR (www.jstor.org), and the resources are very much necessary for academic and research community of the Commerce discipline. Hard copies of **five National and five international journals** should be subscribed and made available for reference for each subject like Finance, Marketing, Human Resources Management, Cost Accounting, Financial Accounting, Stock Market, Taxation and Management.

Digital Library: Digital Library is to locate, digitize, preserve, collect and make accessible the accumulated wisdom of the institute's output to the global community. The resources of the Digital Library include Administrative Documents, Conference/Seminar Proceedings, Faculty Publications,

Newsletters, Annual Reports, Public Lectures, Convocation Addresses, Working Papers, etc.

INFLIBNET Subscription

Expected Programme Outcomes: The expected outcomes of the programme are as follows:

- To enable the learners to acquire knowledge and to articulate the conditions around them.
- To help the learners to seek employment and career prospect avenues in the development sector, entrepreneurial venture, self-employment and/or other upcoming sectors like banking, insurance and other service sectors.

COURSE STRUCTURE AND SCHEME OF EXAMINATION
Semester Wise B. Com (General) CBCS Pattern

Course No	Course Type	Title of the Paper	Credits	Lecturers	Tutorials	Practical	Marks
SEMESTER – I							
	LANG –I	Language – I	3	3	-	-	100
	Part - II	English – I	3	3	-	-	100
	Core Course – 1	Financial Accounting	5	5	-	1	100
	Core Course – 2	Business Organisation & Management	5	5	-	1	100
	GE – 1	Business Economics	6	5	1	-	100
	AECC – I	Introduction to Public Administration	4	4	-	-	100
Gross Total Credit Point			26	-	-	-	600
SEMESTER – II							
	LANG –II	Language – II	3	3	-	-	100
	Part - II	English – II	3	3	-	-	100
	Core Course – 3	Advanced Accountancy	5	5	-	1	100
	Core Course – 4	Business Law	5	5	-	1	100
	GE – 2	Indian Economy - Performance and Policies	6	5	1	-	100
	AECC – II	Environmental Studies	4	4	-	-	100
Gross Total Credit Point			26	-	-	-	600
SEMESTER – III							
	Core Course – 5	Principles of Costing	5	5	-	-	100
	Core Course – 6	Goods and Service Tax	5	5	-	-	100
	Core Course – 7	Business Statistics	5	5	-	-	100
	Core Course –8	Corporate Accounting	5	5	-	-	100
	DSE – 1 (A)	Business Environment	6	5	1	-	100
	DSE – 1 (B)	E-Business					
	SEC -1	Business Communication	4	4	-	-	100
Gross Total Credit Point			30	-	-	-	600
SEMESTER – IV							
	Core Course – 09	Management Accounting	5	5	-	-	100
	Core Course – 10	Human Resource Management	5	5	-	-	100
	Core Course – 11	Company Law	5	5	-	-	100
	Core Course – 12	Sustainable Development	5	5	-	-	100
	DSE-2 (A)	Principles and Practice of Auditing	6	5	1	-	100
	DSE-2 (B)	International Business					
	SEC -2	Arithmetic Skills	4	4	-	-	100
Gross Total Credit Point			30	-	-	-	600

SEMESTER – V							
	Core Course –13	Income Tax Law and Practice – I	5	5	-	-	100
	Core Course – 14	Money and Financial System	5	5	-	-	100
	Core Course – 15	Methods and Techniques of Costing	5	5	-	-	100
	Core Course – 16	Fundamental of Financial Management	5	5	-	-	100
	DSE-3 (A)	Marketing Management	6	5	1	-	100
	DSE-3 (B)	Advertising and Personal Selling					
	SEC -3	Computer Skills for Business	4	2	-	2	100
Gross Total Credit Point			30	-	-	-	600
SEMESTER – VI							
	Core Course –17	Income Tax Law and Practice – II	5	5	-	-	100
	Core Course – 18	Fundamentals of Investment	5	5	-	-	100
	Core Course – 19	Principles and Practice of Insurance	5	5	-	-	100
	Core Course – 20	International Trade and Export Management	5	5	-	-	100
	DSE-4 (A)	Industrial Relations and Labour Laws	6	5	1	-	100
	DSE-4 (B)	Organisational Behaviour					
	SEC -4	Entrepreneurship Development	4	4	-	-	100
Gross Total Credit Point			30	-	-	-	600

A) Consolidation of Contact Hours and Credits

Sl. No	Semester	Contact Hours/Week	Credits
1	I	30	26
2	II	30	26
3	III	30	30
4	IV	30	30
5	V	30	30
6	VI	30	30
TOTAL		180	172

B) Curriculum Credits

Part I	Tamil	2 x 3 = 06	Credits
Part II	English	2 x 3 = 06	Credits
Part III	Compulsory Core Course (C C)	= 100	Credits
	Discipline Specific Elective	4 x 6 = 24	Credits
	Generic Elective (G E)	2 x 6 = 12	Credits
Part IV	Ability Enhancement Compulsory Course (AECC)	2 x 4 = 08	Credits
	Skill Enhancement Elective Course (SEC)	4 x 4 = 16	Credits
Total Credits		172	Credits

SEMESTER WISE SYLLABUS

SEMESTER – I

C C 01 - FINANCIAL ACCOUNTING

Course Objectives: To make the students learn the basic accounting records, statements and to prepare them.

Learning Outcomes: After completion of the course, learners will be able to:

1. Explain Journal, Subsidiary books, ledger, Trial Balance and rectifying journal entries.
2. Prepare Bank Reconciliation Statement and record the transactions
3. To Analyse and prepare the final accounts of a sole traders.
4. Familiarize with the various methods of depreciation as per AS 6

UNIT I

Accounting – Definition – Branches of Accounting – Objectives of accounting – Methods of accounting - Double Entry System of Accounting - Accounting Concepts and Conventions Accounting standards in India, International accounting standards – Preparation of Journal and Ledger.

UNIT II

Subsidiary Books – Meaning – Advantages – Preparation of Purchases book, Sales book, Purchases returns book, Sales returns book- Cash book – Single column, Double column and Three column cash book – Petty cash book – Imprest system – Journal proper.

Trial Balance - Errors disclosed by Trial Balance - Errors not disclosed by Trial Balance - Rectification of Errors - Classification of errors – Suspense A/c.

UNIT III

Bank Reconciliation Statement – Meaning of Bank Reconciliation Statement– Causes of the difference between Cash book and Pass book – Preparation of Bank Reconciliation Statement.

UNIT IV

Final Accounts of Sole Traders: Meaning of Final Accounts–Utility of Final Accounts–Components of Final Accounts – Manufacturing Account - Trading Account – Profit and Loss account – Balance Sheet - Adjusting Entries – Treatment of Closing Stock, Outstanding expenses, Prepaid expenses, Accrued income, Income received in advance, Depreciation, Interest on capital, Interest on drawings, Bad debts, Provision for Bad and doubtful debts, Provision for discount on debtors and creditors, Loss of stock by accidents, fire etc., stock taken away by the proprietor, stock given as free samples

Unit – V

Depreciation Accounting - Meaning – Causes of depreciation - Objectives of providing depreciation - Factors affecting Depreciation – methods of providing depreciation - Straight Line Method – Diminishing Balance Method – Annuity Method – Sinking Fund Method - Insurance Policy Method – Revaluation Method.

(Problems – 80% & Theory 20%)

Practical Exercises: The learners are required to:

1. Download 'Framework for the Preparation and Presentation of Financial Statements' from the websites of the Institute of Chartered Accountants of India (ICAI) analyze the qualitative characteristics of accounting information provided therein.
2. Collect and examine the balance sheets of business Organisations to study how these are prepared.
3. Examine the accounting policies and revenue recognition policies by collecting necessary data from small business firms.
4. Prepare Trading and Profit & Loss Account and Balance Sheet collecting necessary data from small business firms.
5. Prepare financial statements manually and using appropriate software.
6. Collect data from your college and prepare Receipt and Payment Account, Income and Expenditure Account and Balance Sheet.

Text Book

1. T.S. Reddy & Dr. A. Murthy, 2019: Advanced Accountancy- Volume: I, Second Revised Edition, Reprint 2019, Margham Publications, Chennai.

Books for References

1. S.P. Jain, K. L. Narang, 2019: Advanced Accountancy- Volume: I, Twenty Second Edition Kalyani Publishers, Ludhiana
2. R.L. Gupta & M. Radaswamy, 2019: Advanced Accountancy- Volume: I, S. Chand and Company Ltd., New Delhi.

Note: Latest edition of the text books should be used.

SEMESTER – I

C C 02 - BUSINESS ORGANISATION AND MANAGEMENT

Course Objectives: To acquaint learners with the basics of business concepts and functions, forms of business organisation, and functions of management.

Learning Outcomes: After completion of the course, the learners will be able to:

1. Distinguish and explain each form of business;
2. Explain principles and functions of management implemented in the Organisation;
3. Identify and explain the managerial skills used in business;
4. Analyse the concept of Delegation of Authority, coordination, and control.

Unit I

Concept and Forms of Business Organisations Concepts of Business, Trade, Industry and Commerce- Objectives and functions of Business– Social Responsibility of a business, Responsible Business, Ethical Conduct & Human Values. Forms of Business Organisation-Meaning, Characteristics, Advantages and Disadvantages of Sole Proprietorship – Meaning, Characteristics, Advantages and Disadvantages of Partnership - Kinds of Partners - Partnership Deed - Concept of Limited liability partnership – Meaning, Characteristics, Advantages and Disadvantages of Hindu Undivided Family – Meaning, Advantages and Disadvantages of Co-operative Organisation.

Unit II

Joint Stock Company Joint Stock Company- Meaning, Definition, Characteristics - Advantages and Disadvantages, Code of Business Ethics. Kinds of Companies - Promotion - Stages of Promotion - Promoter - Characteristics - Kinds - Preparation of Important Documents - Memorandum of Association - Clauses - Articles of Association - Contents –Prospectus - Contents – Red herring Prospectus Statement In lieu of Prospectus (as per Companies Act, 2013).

Unit III

Principles and Functions of Management - Meaning - Characteristics - Fayol's 14 Principles of Management. Functions of Management - Levels of Management – Skills of Management- Scientific Management - meaning, objectives, relevance and criticism.

Unit IV

Planning and Organizing Meaning, Characteristics, Types of Plans, Advantages and Disadvantages – Approaches to Planning - Management by Objectives (MBO) - Steps in MBO - Benefits –Weaknesses. Organizing - Process of Organizing; Principles of Organisation - Formal and Informal Organisations - Line, Staff Organisations, Line and Staff Conflicts. Functional Organisation, Span of Management - Meaning - Determining Span - Factors influencing the Span of Supervision.

Unit V

Authority, Coordination, and Control Meaning of Authority, Power, responsibility and accountability - Delegation of Authority - Decentralization of Authority - Definition, importance, process, and principles of Coordination techniques of Effective Coordination. Control-Meaning, Relationship between planning and control, Steps in Control – Types (post, current, and pre-control). Requirements for effective control.

Practical Exercises: The learners are required to:

1. Complete the exercise wherein they are given different situations and scenarios to start their own business (in terms of capital, liability, scale of operations, etc.) and are asked to select the most suitable form of business and justify the same highlighting the advantages and disadvantages of their choice.
2. Prepare the Article of Association & Memorandum of Association/rules and regulations/bye laws for the form of business organisation chosen in Unit 1.
3. Participate in role play activity for describing the various levels of Management and the ways the 14 Principles of Management are used in defining the policies of the chosen organisation.
4. Participate in simulation activity wherein each learner is asked to prepare plans with respect to increasing the effectiveness in their respective organisation.
5. Participate in simulation activity wherein learners are asked to draft roles and responsibilities of members in the chosen organisation.

Text Books:

1. Koontz, H., & Weihrich, H. (2008). Essentials of Management. New York: McGraw Hill Education.
2. Gupta, C.B., Business Management by, Sultan Chand Publication
3. Drucker Peter., Practice of Management, Pan Books, London
4. Maslow, A. H., Frager, R., & Cox, R., Motivation and Personality Harper & Row New York
5. Virmani, B.R., The Challenges of Indian Management, Response Books, New Delhi

Books for References

1. Basu, C. R. (1998). Business Organization and Management. New Delhi: McGraw Hill Publishing India.
2. Chhabra, T. N. (2011). Business Organization and Management. New Delhi: Sun India Publications.
3. Kaul, V. K. (2012). Business Organization and Management, Text and Cases. New Delhi: Pearson Education.
4. Singh, B. P., & Singh, A. K. (2002). Essentials of Management. New Delhi: Excel Books.

Note: Latest edition of the text books should be used.

SEMESTER I

GE -1: BUSINESS ECONOMICS

Course Objective: To familiarize the students with basic concepts of Business Economics

Learning Outcomes: After completing the course the students would be able to:

- Understand Basic problems of an economy and concept of business cycles
- Learn the theory of Demand and related concepts
- Understand the theory of supply and Consumer Behaviour.
- Obtain knowledge about the theory of Production, Costs and Revenue.
- Identify various types of Markets.

UNIT- I

Introduction to Business Economics: Meaning of Business Economics - Scope of Business Economics - Basic problems of an Economy - Role of Price Mechanism - Concept of Business Cycles: Meaning of Business Cycles - Phases of Business Cycles - Features of Business Cycles - Causes behind Business Cycles.

UNIT- II

Theory of Demand: Theory of Demand - Meaning and determinants of demand - Law of demand and Elasticity of demand - Price elasticity, Income elasticity and Cross elasticity.

UNIT- III

Theory of Supply and Consumer Behaviour - Meaning and determinants of supply - Law of supply - Elasticity of supply - Theory of consumer's behaviour - Marshallian approach and Indifference curve approach - Demand Forecasting.

UNIT- IV

Theory of Production - Theory of Production - Meaning and Factors of production - Laws of Production - The Law of Variable Proportions and Laws of Returns to Scale - Producer's equilibrium - Theory of Cost - Concepts of Costs - Short-run and long-run costs, Average and marginal costs, Total, fixed and variable costs.

UNIT- V

Market Structure - Various forms of markets - Meaning and characteristics – Perfect Competition, Monopoly, Monopolistic Competition and Oligopoly - Price determination in these markets.

Practical Exercises: The learners are required to:

- 1) Apply concept of demand analysis in real life;
- 2) Study various effects in changes in demand and supply in consumption;
- 3) Visit local markets and classify firms into various markets;

- 4) Visit any industrial unit and study its production process;
- 5) Prepare a production schedule for a hypothetical product under and particular condition of demand supply;
- 6) Visit any industrial unit and classify its cost into fixed and variable costs;
- 7) **Analyse the effects of changes in demand and supply on pricing policies.**

Text Books:

1. Dr. S. Sankaran, 2015, Business Economics, Margham Publications, Chennai.

Reference Books:

1. Samuelson, Paul Antony and William D Nordhaus, 2015, Economics, Tata Mc Graw Hill Publishing Company Ltd, New Delhi
2. C A.G. Sekar, C A. B.Saravana Prasath, Business Economics & Business and Commercial Knowledge, Padhukas Publications, Chennai, 2019.
3. ICAI, Study Material, June, 2020.

Note: Latest edition of the text books should be used.

SEMESTER – I

A E C C – I -INTRODUCTION TO PUBLIC ADMINISTRATION

**(Compulsory Course designed as per the directions issued by Government of India,
MHRD, Department of Higher Education (Central University Bureau) F.No.19-6.2014-Desk
U Dated 19-05-2014)**

Course Rationale

This Course introduces the students to the elements of public administration. This would help them obtain a suitable conceptual perspective on Public Administration. In addition, the course introduces to students, the growth of such institution devices as to meet the need of changing times. The course also aims to instill and emphasize the need of ethical seriousness in contemporary Indian public administration within the Constitutional framework.

Unit I : Introduction:

Meaning, nature and Scope of Public Administration and its relationship with other disciplines- Evolution of Public Administration as a discipline – Woodrow Wilson, Henry Fayol , Max Weber and others - Evolution of Public Administration in India – Arthashastra – Colonial Administration upto 1947

Unit: II Public Administration in India

Enactment of Indian Constitution - Union Government – The Cabinet – Central Secretariat — All India Services – Training of Civil Servants – UPSC – Niti Ayog – Statutory Bodies: The Central Vigilance Commission – CBI - National Human Rights Commission – National Women’s Commission –CAG

Unit III: State and Union Territory Administration

Differential Administrative systems in Union Territories compared to States Organization of Secretariat: -Position of Chief Secretary, Functions and Structure of Departments, Directorates – Ministry of Home Affairs supervision of Union Territory Administration – Position of Lt. Governor in UT - Government of Union Territories Act 1963 – Changing trend in UT Administration in Puducherry and Andaman and Nicobar Island

UNIT IV: Emerging Issues in Indian Public Administration

Changing Role of District Collector – Civil Servants – Politicians relationship- Citizens Charter - Public Grievance Reddressal mechanisms — The RTI Act 2005 – Social Auditing and Decentralization – Public Private partnership -

References:

1. A. R. Tyagi, Public Administration, Atma ram sons, New Delhi, 1983.
2. Appleby P.H, Policy and Administration, The University of Alabama Press, Alabama, 1949.
3. Avasthi and Maheswari, Public Administration in India, Agra: Lakshmi Narain Agarwal, 2013

4. Gerald.E. Caden. Public Administration. Pablidas Publishers, California, 1982.
5. <http://cic.gov.in/>
6. <http://www.mha.nic.in/>
7. <http://rti.gov.in/>
8. <http://www.cvc.nic.in/>
9. R.B.Jain, Public Administration in India, 21st Century Challenges for Good Governance, New Delhi: Deep and Deep, 2002
10. Ramesh K Arora, Indian Public Administration, New Delhi: Wishwa Prakashan
11. Ramesh K. Arora. Public Administration, Fresh Perspective. Alekh publishers, Jaipur
12. Rumki Basu, Public Administration: Concept and Theories, New Delhi: Sterling, 2013

SEMESTER – II

C C – 3: ADVANCED ACCOUNTANCY

Course Objective: To train the students in preparing the final accounts of non-profit organizations and accounts of Consignments and Joint ventures.

Learning Outcomes: After completion of the course, the learners will be able to:

1. Prepare Receipts & Payment Account, Income & Expenditure Account and Balance Sheet for Non-Profit Organizations
2. Define single entry system, compare with double entry system and apply the accounting treatment in business
3. Explain the Fundamentals of Partnership accounts and Prepare accounts relating to admission of a partner.
4. Acquire knowledge on dissolution accounting
5. Using appropriate software for recording transactions and preparing accounts under Hire Purchase and Installment Purchase System.

UNIT - I

Accounts of Non - Profit Organisations – Meaning of Non-Profit Organizations- Accounts of Non- Profit Organisations - Preparation of Final Accounts - Receipts and Payments Account, Income and Expenditure account and Balance Sheet – Treatment of items peculiar to Non-Trading Concern – Donations – Legacy – Entrance fees – Life membership fees – Endowment fund

UNIT - II

Single Entry System- Meaning–Limitations of Single-Entry System–Double entry system Vs Single entry system – Ascertainment of profit – Net worth method – Conversion method – Statement of Affairs Versus Balance Sheet – Preparation of Trading, Profit and Loss A/c and Balance Sheet from incomplete records.

UNIT - III

Average Due Date: Meaning - Uses–Determination of Average Due Date. Account Current –Meaning – Preparation of Account Current – Product Method– Red-ink Interest –Interest Table Method – Daily Balance Method – Epoque Method – Varying Rate of Interest.

UNIT - IV

Partnership Accounts: Introduction – Partnership Deed – Rules applicable in the absence an agreement Admission of a Partner: New profit sharing ratio – Sacrificing ratio – Revaluation of Assets and Liabilities – Memorandum Revaluation Account– Methods of Valuation of Goodwill – Treatment of Goodwill (as per Accounting Standard 10) - Adjustment of capital in proportion to profit sharing ratio- Balance sheet of the new firm.

Retirement of a Partner: Retirement – Treatment of Goodwill –Gaining ratio – settlement of amount due

to the retiring partner - Admission cum Retirement – Calculation of capital of the new firm – Balance sheet of the new firm.

Dissolution Accounting: Simple dissolution - Settlement of accounts on Dissolution - Insolvency of a partner Piece-meal Distribution: Proportionate capital method and Maximum loss method.

UNIT - V

Hire Purchase Account: Hire - Purchase and Installment Purchase system - hire-purchase contract, legal provisions regarding hire – purchase contract; Accounting records for goods of substantial Value and accounting records for goods of small values, Installment purchase system.

(Problems – 80% & Theory 20%)

Practical Exercises: The learners are required to:

1. Collect data from Charitable Institutions and make entry of Receipt and Payment Vs Income & Expenditure
2. Prepare Partnership Accounts with appropriate software.
3. Visit a local firm to gain in-house knowledge on accounts keeping and prepare a report.
4. Use of appropriate software for recording transactions and preparing accounts under Hire Purchase and Installment Purchase System and provide comparative data for decision making.

Text Book

1. T.S. Reddy, A. Murthy, 2019: Advanced Accountancy- Volume: I, Fifth Revised Edition, Margham Publications, Chennai.

Books for References

1. S.P. Jain, K.L. Narang, 2019: Advanced Accountancy- Volume: I, Twenty Second Edition Kalyani Publishers, Ludhiana.
2. R.L. Gupta & M. Radaswamy, 2019: Advanced Accountancy- Volume: I, S.Chand and Company Ltd., New Delhi.

Note: Latest edition of the text books should be used.

SEMESTER – II

C C 04 - BUSINESS LAW

Course Objectives: To familiarizes the students with the provisions of various Acts relating to commercial undertakings.

Learning Outcomes: After the completion of the course, the learners will be able to:

1. Examine the various provisions of the Indian Contract Act, 1872
2. Define Various legal procedures under Sale of Goods Act, 1930 and apply the same in business.
3. Summaries the Negotiable Instruments Act 1881
4. Analyse the Provision of Information Technology Act 2000
5. Familiarise with Consumer Protection Act,1986

UNIT - I

Indian Contract Act, 1872: Definitions – Contract – Essentials of a valid contract- Classification of contracts – Offer - Legal rules of an offer – Acceptance – Legal rules as to acceptance – Communication of offer, Acceptance and Revocation – Consideration – Legal Rules as to Consideration – Capacity to Contract– Free Consent – Coercion – Undue Influence- Fraud – Misrepresentation – Mistake –Discharge of Contracts – Breach - Remedies for breach

UNIT - II

The Sale of Goods Act, 1930: Definitions - Essentials of a Contract of Sale – Sale Vs Agreement to Sell – Sale Vs Hire-purchase Agreement – Classification of Goods – Conditions and Warranties – Express and Implied Conditions and Warranties – Delivery of Goods – Rules as to Delivery of Goods – Rights and Duties of the Buyer – Unpaid Seller – Rights of an Unpaid Seller against the goods.

UNIT - III

Negotiable Instruments Act, 1881: Introduction of Negotiable Instruments Act 1881 – History and nature of Negotiable Instruments – different kinds of Negotiable Instruments – Promissory note – Bill of Exchange and Cheque – Nature and Definition. Holder and Holder in due Course – Meaning – Rights and privileges ofholder in due course - Liability of parties and Discharge from liability: Liability of acceptor or maker, Drawer, Drawee and Endorser. – Crossing – Types - Banker's liabilities for unjustified dishonor of Cheque – Discharge from Liability by cancellation, by Release, by payment, by material alteration, by qualified acceptance and by negotiation.

UNIT – IV

Information Technology Act, 2000: Salient features of Information Technology Act 2000 – Legal provisions under Information Technology Act - Information Technology (Amendment Act) 2008 – Data Privacy – Section 43A – Punishment for Cyber Crimes: Section 66A, 66B, 66C, 66D, 66E and 66F – Section 67A, 67B and 67C.

UNIT – V Competition Act, 2002 and Consumer Protection Act, 2019:

Competition Act, 2002: Objectives and basic concepts, Consumer, goods, service, Prohibition of anti-competitive agreements, Prohibition of Abuse of Dominant Position;

Consumer Protection Act, 2019: Introduction, application of the Act - Objectives of the Act - Definitions - Consumer Protection Councils - Redressal Machinery under the Act - District forum - State Commission - National Commission - Administrative Control - Procedures for complaints - Nature and scope of remedies under the Act - Appeals - enforcement of orders - Penalties.

UNIT – VI

Foreign Exchange Management Act, 1999

Important definition, Regulation and management of foreign exchange, RBI Guidelines on KYC.

Practical Exercises: The learners are required to:

1. Enlist steps involved in execution of contract.
2. Enlist steps involved in agreement to sale.
3. Enlist steps involved in discharge of contract.
4. Prepare agreement to sale and contract related to sale of movable property, pledging of property, indemnity & guarantee bond etc.
5. Enlist the various KYC documents for opening of bank account, e-wallet account, mutual fund account, bank locker, etc.

Text Book:

1. N.D.Kapoor, 2019, Elements of Company Law, 34th Revised Edition, Sultan Chand & Sons, New Delhi.

Books for References

1. ND Kapoor, 2019, Elements of Mercantile Law, Sultan Chand & Sons Educational Publishers, NewDelhi.
2. R.S.N Pillai and Bagavathi, 2019: Business Law, S. Chand and Co Pvt Ltd. New Delhi.

Note: Latest edition of the text books should be used.

SEMESTER II

GE – 02 - INDIAN ECONOMY – PERFORMANCE AND POLICIES

Course Objectives: To enable the students to grasp the major economic problems in India and their solutions. It also seeks to provide an understanding of modern tools of macro-economic analysis and policy framework.

Learning Outcomes: After the completion of the course, the learners will be able to:

1. Evaluate the magnitude, size, and dimensions of Indian economy and to study effect of privatization and liberalization on Indian economy;
2. Evaluate the role of population as an economic resource;
3. Explain the role and contribution of agriculture in economic development of India;
4. Analyse contribution of industrial and service sector in Indian economy;
5. Evaluate the recent trends in economic planning of India as well as role and functions of central bank and commercial banks.

UNIT I: Basic Issues and Features of Indian Economy:

- a) **Basic Issues:** Concept and Measures of Development and Underdevelopment; Human Development; Composition of national income and occupational structure.
- b) **Indian Economy:** Major features and problems. Role of public and private sector in Indian Economy; Functions and problems of public sector; dis-investment; Privatization –its importance in Indian Economy. Globalization, Liberalization, and its impact on Indian Economy.

UNIT II: Policy Regimes:

- a) The Evolution of planning and import substituting industrialization.
- b) Economic Reforms since 1991.
- c) Monetary and Fiscal policies with their implications on economy

UNIT III: Growth, Development and Structural Change

- a) The experience of Growth, Development and Structural Change in different phases of growth and policy regimes across sectors and regions.
- b) The Institutional Framework: Patterns of assets ownership in agriculture and industry; Policies for restructuring agrarian relations and for regulating concentration of economic power;
- c) Changes in policy perspectives on the role of institutional framework after 1991.
- d) Growth an Distribution; Unemployment and Poverty; Human Development; Environmental Concerns.
- e) Demographic Constraints: Interaction between population change and economic

development.

UNIT IV: Sectoral Trends and Issues

- a) *Agriculture Sector:* Agrarian growth and performance in different phases of policy regimes i.e. pre green revolution and the two phases of green revolution; Factors influencing productivity and growth; the role of technology and institutions; price policy, the public distribution system and food security.
- b) *Industry and Services Sector:* Phases of Industrialisation – the rate and pattern of industrial growth across alternative policy regimes; Public sector – its role, performance and reforms; the small scale sector; Role of Foreign capital.
- c) *Financial Sector:* Structure, Performance and Reforms. Foreign Trade and Balance of Payments: Structural Changes and Performance of India's Foreign Trade and Balance of Payments; Trade Policy Debate; Export policies and performance; Macro-Economic Stabilisation and Structural Adjustment; India and the WTO, Role of FDI, Capital account convertibility.

UNIT V:

- a) **Inflation, Unemployment and Labour Market: Inflation:** Causes of rising and falling inflation, inflation and interest rates, social costs of inflation; Unemployment – natural rate of unemployment, frictional and wait unemployment. Labour market and its interaction with production system; Phillips curve, the trade-off between inflation and unemployment, sacrifice ratio, role of expectations adaptive and rational.

b) Planning Process in India: Trends and Features

Planning process and features of Economic planning in India, planning commission and NITI Aayog, Budgeting in India.

Practical Exercises: The learners are required to:

1. Prepare a statistical profile of India Economy.
2. List out the various PSUs which have been undergone disinvestment since 1991. Visit to one or two may be advisable.
3. Prepare a chart explaining demographic development.
4. Prepare a comparative statement of private companies and PSUs.
5. Visit any PSU and prepare a report on how it functions.

Text Book

1. Mishra & Puri, Indian Economy, Himalaya Publishing House

Books for References:

1. Acharya, S., & Mohan, R. (2010). *India's Economy: Performance and Challenges*. New Delhi: OUP India.
2. Puri, V. K., & Mishra, S. K. (2018). *Indian Economy*. Mumbai: Himalaya Publishing House.
3. Datt, G., & Sundharam, A. (2017). New Delhi: Sultan Chand Publishing.
3. Hingra, I. C., Indian Economy, Sultan Chand & Sons
4. Gaurav, D. & Sundarum, K.P.M., Indian Economy, S. Chand & Company
5. Uma Kapila, Indian Economy since Independence, Relevant articles
6. Bhagwati, J. & Desai, P., India: Planning for industrialization, OUP, Ch 2
7. Patnaik, Prabhat. Some Indian Debates on Planning. T. J. Byres (ed.). The Indian Economy: Major Debates since Independence, OUP
8. Ahluwalia, Montek, S. State-level Performance under Economic Reforms in India in A. O. Krueger. (ed.). Economic Policy Reforms and the Indian Economy, The University of Chicago Press

Note: Latest edition of the text books should be used.

SEMESTER II

A E C C – II - ENVIRONMENTAL STUDIES

Course Objective: The course aims to train learners to cater to the need for ecological citizenship through developing a strong foundation on the critical linkages between ecology-society-economy.

Learning Outcomes: After completion of the course, learners will be able to:

1. Demonstrate skills in organizing projects for environmental protection and sustainability;
2. Analyse various projects and initiatives with respect to ecosystem restoration;
3. Interpret significance of carbon footprints;
4. Describe the environmental issues and their possible repercussions on the planet in the next few decades;
5. Summarize the green strategies and policies adopted by various business entities to preserve the environment.

UNIT I

Introduction Environmental Studies: Meaning, Nature, Scope, Importance and Limitations; Ecosystems; Biodiversity and Natural Systems; Natural Cycles and flows—material and energy; Levels of biological diversity: genetic, species and ecosystem diversity; Biogeographic Zones of India; Biodiversity patterns and global biodiversity hotspots. Salient Features: Wildlife (Protection) Act, 1972; Water (Prevention and control of pollution) Act, 1974; Forest (Conservation) Act, 1980; Air (Prevention and control of pollution) Act, 1981; Environmental Protection Act, 1986.

UNIT II

Environmental Concerns: Human Systems and Human impact on natural systems, Climate Change, Air Issues: Ozone Depletion, Smog, Water issues: Water quality/access, Pollution, Land Use Changes, Soil degradation, Waste: Quantity generated, Treatment, ex: landfills v. incinerators, E-waste. Threats to biodiversity: Habitat loss, poaching of wildlife, man-wildlife conflicts, biological invasions.

UNIT III

Measurement and Reporting ISO Standard 14001: Environmental Management System; Life Cycle Assessment; Environmental Product Declaration; Carbon Foot printing and Ecological Handprints; Environmental Impact Analysis, Environmental Impact Assessment in India: procedure & practices.

UNIT IV

Green Business Concept and Evolution of Green Business; Drivers and Motivations; Model of Corporate Greening; Green Business Strategies; Planning and Policy Initiatives for Green Business; Capturing Green Consumers; Preparing for the future. Green Tax Incentives and Rebates (to Green Projects and Companies). Green Reporting. National Green Tribunal: Structure, composition and functions.

UNIT V

Emerging Trends Environmental Accounting: Concept, Significance, and Types. Environmental Economics, KYOTO Protocol: Aim, Vision, and Functioning; Carbon Trading; Green HRM, Green Marketing, Green Finance. Environmental Ethics. Corporate Environmental Responsibility, Green Entrepreneurship.

Practical Exercises: The learners are required to:

1. Setup an Eco - Club in their Institution; organize at least five activities under the club during the semester which would contribute towards environmental protection and sustainability;
2. Identify an area and write a report highlighting its biodiversity. Also, propose actions that would improve its biodiversity;
3. Participate in simulation exercise highlighting the present environmental issues and their possible repercussions on the planet in the next few decades;
4. Identify an organisation involved in the work of ecosystem restoration (like river rejuvenation, etc.). Prepare a report on its projects and achievements;
5. Calculate individual Carbon Footprints and prepare a report depicting the ways to reduce the same;
6. Identify, interpret, and analyse the various green business strategies adopted by companies and prepare a report on your learning from the same;
6. Analyse the case study entitled “Energize Employees with Green Strategy” (Winston, 2009), and prepare a report on your learning from the same;
7. Analyse green reporting initiatives taken by a company of your choice;
8. Identify a firm using Green Marketing to sell its product. Analyse its strategy and present a report on your key learning from the same

Text Books

1. Basu, M., & Xavier, S. (2016). Fundamentals of Environmental Studies. Cambridge: Cambridge University Press.
2. Basu, R. N. (2000). Environment. University of Calcutta.
3. CSE India. (ND). Understanding EIA. <https://www.cseindia.org/understanding-eia-383>.
4. Winston, A. (2009). Energize Employees with Green Strategy. Harvard Business School Publishing. Enger, E., & Smith, B. (2010). Environmental Science: A Study of Interrelationships, Publisher: McGraw Hill Higher Education.
5. Kumar, S., & Kumar, B. S. (2016). Green Business Management. Hyderabad: Thakur Publishing Pvt. Ltd.
6. Mitra, A. K., & Chakraborty, R. (2016). Introduction to Environmental Studies. Kolkata: Book Syndicate Pvt. Ltd

Note: Latest edition of the text books should be used.

SEMESTER - III

C C 05 – PRINCIPLES OF COSTING

Course Objectives: To enable the students to learn the basic concepts of Cost Accounting and enable them to compute the cost of products and services.

Learning Outcomes: After completion of the course, learners will be able to:

1. The Concept and Principles of Cost, Costing and Cost Accounting;
2. Compute unit cost and total cost of production and prepare cost statement;
3. Apply the various material control techniques
4. Compute the labour cost under different methods and allocate the overheads to various departments;
5. Prepare Reconciliation Statement

UNIT I

Cost Accounting: Meaning of Costing and Cost Accounting – Objectives – Advantages of Costing – Methods and Treatment of Costing – Basic cost concepts – Cost Centre – Cost Unit - Elements of Cost – Classification of Cost – Preparation of Cost Sheet – Preparation of Tenders and Quotations.

UNIT II

Material Control: Meaning – Objectives of Material Control - Material Control Techniques – Economic Order Quantity (EOQ) –Bin Card Vs Stores Ledger –Preparation of Stores ledgers - Pricing of material issues under LIFO, FIFO, Simple Average, Weighted Average and Base Stock Methods – Merits and demerits of each method – ABC Analysis - VED Analysis, Continuous stock taking and Perpetual Inventory System.

UNIT III

Labour Cost: Computation of labour cost - Labour Turnover - Meaning – Causes – Methods of Computation of Labour Turnover.

Remuneration and Incentives: System of wage payment – Time Wage System – Piece Rate System – Merits and Demerits of each system – Essential features of a Good Wage System – Premium and Bonus Plans – Halsey Premium Plan – Rowan Premium Plan – Taylors and Merricks Differential Piece Rate Systems.

UNIT IV

Overheads: Meaning –Classification of Overheads – Accounting for overheads - Allocation Vs Apportionment of Overheads – Bases of Apportionment –Primary Distribution and Secondary Distribution of Overheads: Repeated distribution, Simultaneous equation method – Absorption of overheads- Bases of absorption - Calculation of Machine Hour Rate.

UNIT V

Reconciliation of Cost and Financial Accounts: Need for Reconciliation – Reasons for disagreement in profit – Preparation of Reconciliation Statement.

Problems – 80% & Theory 20%

Practical Exercises: The learners are required to:

1. Prepare a cost statement for manufacturing and/ or service organisation.
2. Identify the items to be included and excluded in the cost system.
3. Apply different price determination methods to assess sales price.
4. Prepare a cost statement for different processes.
5. Suggest ideal cost system.
6. Calculate impact of material consumption, usage and wastages on total material cost.
7. Prepare of different format of acquisition of material and storage.
8. Determine total labour cost.

Text Books:

1. S.P.Jain and K.L. Narang, 2012: Cost Accounting, Kalyani Publishers, Ludhiana

Books for References

1. V.K. Saxena & C.D, Vashist, Sultan Chand and Sons, New Delhi.
2. R. S. N. Pillai and V. Bagavathi, 2013: Cost Accounting, Sultan Chand and Company Limited, New Delhi.
3. A Murthy and S Gurusamy, 2014: Cost Accounting, Vijay Nicole Imprints (P) Ltd., Chennai.

Note: Latest edition of the text books should be used.

SEMESTER - III

C C -06 GOODS AND SERVICES TAX (GST)

Course Objectives: To enable the students get familiarize with the existing Companies Act 2013.

Learning Outcomes: After the completion of the course, the learners will be able to:

1. Explain concept, need, and utility of indirect taxes;
2. Understand and analyse the taxable event, i.e., supply under GST; 3. Describe the provisions relating to levy of GST;
3. Identify exemptions for different types of goods and services;
4. Examine implications of input tax credit;
5. Explain the various procedures under GST;
6. Analyse provisions regarding penalties and interest;
7. Prepare and file GST return online.

UNIT-I

Concept and types of Indirect Tax; Right to impose indirect tax by Centre (Union)/State and Union Territory Governments before and after 101st Amendment of the Constitution of India; Introduction of GST in India; Definition - Supply, Aggregate Turnover, Person, Business, Appropriate Government, Mixed Supply, Composite Supply, GSTN, GSTIN, E-Commerce Operator, Input Tax Credit etc.– Salient Features of GST - GST Models: Single GST & Dual GST; Types of GST: - CGST,SGST/UTGST,IGST Act;

UNIT –II

Levy and collection of GST – Time and Value of Supply - Reverse Charge Mechanism - Composition Scheme and assessment under composition scheme, Zero rated supply, Exemption from GST, GST Tax rate, Time, Place and Value of Supply

Registration under GST: Persons liable to get registered, Compulsory Registration, Registration Procedure, Amendment of Registration, Cancellation of Registration, Revocation of Cancellation of Registration.

UNIT-III

Input Tax Credit (ITC), Eligibility and conditions for taking Input Tax Credit, Apportionment of ITC and Blocked Credit; Various Documents under GST- Tax Invoice, (Meaning and Content of Tax Invoice) - Bill of Supply, Debit Note, Credit Note, Payment Voucher, Receipt Voucher, E-way bill, HSN Code and SAC Code.

UNIT-IV

Administration of GST - Tax Authorities and their powers - Role and Functions of GST Council.

Assessment of GST – Meaning - Types of Assessment & Assessment Procedures, Types of GST Returns, Tax deduction at Source & Tax Collection at Source, Refund of Tax - Demand and Recovery.

UNIT V

Accounts & Records: Manner of maintenance of accounts, period of retention of relevant records. Audit: meaning, types – Advance Ruling – Meaning and Procedure - Appeals and Revision - Offences and Penalty under GST.

Practical Exercise: Learners are required to:

1. Fill up online application for registration under GST for hypothetical firm.
2. Fill up online various forms of GST Returns for hypothetical firm.
3. Prepare e-Way bill for hypothetical firm.
4. Practical problems on computation of input tax under reverse charge for hypothetical firm.
5. Practical problems on computation of input tax credit for hypothetical firm.
6. Practical problems on payment of tax and interest, if any, for hypothetical firm.

Text Book:

1. GST Manual 2017 by Taxmann Publications
2. GST Laws Manual: Acts, Rules and Forms - May 2017 by Rakesh Garg, Sandeep Garg
3. GST Law and Analysis with Conceptual Procedures by "Bimal Jain", "Isha Bansal"
4. GST in India -- Impact, Management and Way Forward by RBKEZGCTGNQJMKUA
5. GST Made Easy-Answers to All Your Queries on GST by CA Arpit Haldia

Books for References

1. Ahuja, G., & Gupta, R. (2020). *Direct Taxes Ready Reckoner*. New Delhi: Wolters Kluwer India Private Limited.
2. Mehrotra, H.C., & Agarwal, V. P. (2019). *Goods and Services Tax GST*. Uttar Pradesh: Sahitya Bawan Publications.
3. Singhania, V. K., & Singhania, M. (2020). *Students' Guide to Income Tax Including GST*. New Delhi: Taxmann Publication.
4. Singhania, V. K., & Singhania, K. (2020). *Direct Taxes: Law & Practice*. New Delhi: Taxmann Publication.
5. The ICAI Study Material for Final Course Group-II, Paper-8: Indirect Tax Laws [Module 1, 2, and 3]

Note: Latest edition of the text books should be used.

SEMESTER - III

C C 07 - BUSINESS STATISTICS

Course Objectives: To train the students in the collection, processing, analysis and presentation of Statistical Data.

Learning Outcomes:

After completing the course, the student shall be able to:

1. Develop an understanding of the various averages and measures of dispersion to describe statistical data;
2. Explain the relationship between two variables through correlation and regression;
3. Explain the construction and application of index numbers to real life situations;
4. Analyse the trends and tendencies over a period of time through time series analysis.

UNIT I

Statistics – Definition – Functions, Scope and Limitations of statistics - Statistical Enquiry – Stages in conducting a statistical survey – Primary data Vs secondary data – Sources of secondary data – Classification, Tabulation and Presentation of data- Diagrams.

UNIT II Univariate Analysis

- (a) **Measures of Central Tendency** - Average – Meaning – Characteristics of a typical average – Computation of Mean, Median, Mode, Geometric Mean, Harmonic Mean and Weighted Arithmetic Mean- Merits and Limitations of each.
- (b) **Measures of Dispersion:** Dispersion – Meaning – Properties of a good measure of dispersion – Absolute versus relative measure of dispersion – Computation of Range, Quartile Deviation, Mean Deviation, Standard Deviation and Co-efficient of Variation- Merits and Limitations of each.
- (c) **Skewness** – Meaning – Variation versus Skewness – Measures of Skewness- Karl Pearson's and Bowley's Co-efficient of Skewness.

UNIT III Bi-variate Analysis

- (a) **Simple and Liner Correlation Analysis:** Meaning - Definition – Types of Correlation – Methods of Studying Correlation – (Karl Pearson's Co-efficient and Spearman's Rank Correlation) and Properties.
- (b) **Simple and Liner Regression Analysis:** Definition – Correlation Vs Regression – Regression lines and Regression Equations – Regression co-efficient- Computation of correlation co-efficient from regression co- efficient.

UNIT IV

Index Numbers: Definition – Characteristics of Index numbers – Uses – Types of index numbers – Construction of Price Index numbers – Unweighted Index numbers – Weighted Index numbers – Tests of adequacy of Index number - formulae. Chain – basis index number base shifting, splicing, and deflating problems in constructing index numbers; Consumer price index.

UNIT V

Analysis of Time Series: Introduction – Uses - Components of time series – Measurement of trend-graphical method, semi-average method, moving average and method of least square (including linear, second degree, Parabolic and exponential trend) – Computational of seasonal, indices by simple average, Ratio – trend, ratio –to –moving average and link relative methods.

Practical Exercises: The learners are required to:

1. Take the case of a business problem and identify the decision-making variables and assess their functional relationship with other variables affecting the decision in a business situation;
2. Use commonly used statistical packages to apply various statistical tools to a data set available through secondary sources;
3. Make use of computer aided software packages and prepare the practical graphical presentation of correlation and regression analysis, frequency charts etc.

(Problems: 80%, Theory: 20%)

Text Books

1. J. K. Sharma, Business Statistics, Vikas Publishing House (P), Ltd., New Delhi.
2. R.S.N. Pillai and Bagavathi, Business Statistics, S. Chand & Co., New Delhi.

Books for References

1. S.P. Gupta & M.P Gupta, Statistical Methods, Sultan Chand & Co, New Delhi
2. K. Alagar, Business Statistics, Tata McGraw Hill Publications, New Delhi
3. Arora & Arora., Statistics for Management, S.Chand & Co, New Delhi

Note: Latest edition of the text books should be used.

SEMESTER - III

C C 08 - CORPORATE ACCOUNTING

Course Objectives: To train the students in the preparation of company accounts and to enable them to prepare company final accounts.

Learning Outcomes: After completion of the course, learners will be able to:

1. Describe the rationale, merits, and demerits of issuing bonus shares for a company;
2. Prepare financial statements (Profit & Loss Account, Balance Sheet, etc.) using online software;
3. Prepare balance sheet after Internal Reconstruction of company;
4. Analyse the case study of major amalgamations of companies in India;
5. Describe the process of Holding companies.

UNIT I

Shares: Shares – Definition – Classes of shares – Issue of shares for cash – Issue of shares for consideration other than cash – Issue of shares at premium – Issue of shares at discount – Forfeiture of shares - Re-issue of forfeited shares – Issue of Rights and Bonus Shares; ESOPs and Buy Back of shares. Debentures -Definition – Types of debentures – Issue of debentures – Redemption of debentures. Underwriting of shares and debentures.

Underwriting – Marked and Unmarked applications – Pure underwriting– Firm underwriting – Determination of liability of underwriters. (*In reference to Relevant Accounting Standards (AS and Ind AS) and Guidance Notes as applicable*).

UNIT II

Final Accounts: Preparation of Profit and Loss account and balance sheet of corporate entities (excluding calculation of managerial remuneration) Disposal of Company Profit.

UNIT III

Valuation of Goodwill and Shares: Goodwill – Definition – Factors affecting value of goodwill – Need for valuation – Methods of Valuation - Valuation of shares –Yield method – Earning capacity method – Fair value of a share.

UNIT IV

Amalgamation, Absorption and Reconstruction: Meaning – Purchase consideration – Accounting treatment in the books of purchasing company and the vendor company – Alteration of share capital – Internal reconstruction – Scheme of capital reduction – Construction of Balance Sheet after reconstruction (Excluding external reconstruction)

UNIT V

Accounts of Holding Companies: Meaning of Holding Company and Subsidiary company – Minority interest – Cost of control or capital reserve – Preparation of consolidated balance sheet (Simple problems only).

Liquidation: Meaning – Legal provisions – Preparation of Statement of affairs & Deficiency / surplus a/c – Preparation of liquidator's final statement of account.

Problems – 80% & Theory 20%

Practical Exercises: The learners are required to:

1. Collect prospectus issued by reputed companies, examine the matters related to issues of shares.
2. Examine the annual reports of business Organisations to find out whether applicable accounting standards (AS and Ind AS) are complied with or not.
3. Collect information from business newspapers and periodicals on amalgamation of companies and prepare a report.
4. Prepare financial statements using appropriate software.

Text Books

1. T.S. Reddy and A. Murthy, 2016: Corporate Accounting, Margham publications, Chennai.

Books for References

1. R.L. Gupta and M. Radaswamy, 2014: Advanced Accountancy, Sultan Chand and Sons, New Delhi.
2. S.Kr. Paul, 2009: Corporate Accounting, New Central Book Agency, Kolkatta

Note: Latest edition of the text books should be used.

SEMESTER – III

D S E -1 (A) BUSINESS ENVIRONMENT

Course Objectives: To realize the importance of micro and macro environmental factors for business decisions

Learning Outcomes: After completion of the course, the learners will be able to:

1. Know and analysis different business environment
2. Conduct a business analysis of the local environment
3. Understand the major problems in Indian Economy
4. Know about five year planning and LPG on different sectors
5. Explain the concept of social and political responsibilities of Business

UNIT I

Indian Business Environment: Concept, components, and importance- Indian economy ; features of mixed economy- major problems in Indian economy – poverty, inequalities, unemployment and population.

UNIT II

Economic Environment: Business and economic environment – Economic Systems – Economic parameters and their impact on business – five year planning – Economic reforms – Liberalisation; Privatisation; Globalisation – Impact on LPG on different sectors, Foreign Investments – MNCs.

UNIT III

Industrial and Technological Environment: Business Environment and IPRS – Industrial Licensing – Anti-social Trends and practices – Regulation Monopoly and Restrictive Trade Practices.

UNIT IV

Social and Political Environment: Political Environment – Government and business relationship in India – Provision of Indian constitution pertaining to business – Social responsibility of business – Business and society – Ethical issues and value in business – corporate social policies, issues and challenges.

UNIT V

Natural and Technological Environment: Innovation, technological leadership and followership, sources of technological dynamics, impact of technology on globalization, transfer of technology, time lags in technology introduction, Status of technology in India; Management of technology; Features and Impact of technology.

Practical Exercises: The learners are required to:

1. To visit Companies & collect details about technologies upgradation
2. Suggest practical measures to overcome unemployment in India
3. Prepare LPG Status in India vs Other countries.

Text Book

1. K. Aswathappa, 2014: Essentials of Business Environment, Himalaya Publishing House, New Delhi.

Books for References

1. Francis Cherunilam, 2016: Business Environment Text and cases, 25th Edition, Himalaya Publishing House, Mumbai.
2. Dr.K.Chidambaram and Dr.V.Alagappan, 2012:Business Environments, Vikas Publishing HousePvt Ltd., New Delhi.

Note: Latest edition of the text books should be used.

SEMESTER – III

D S E - 1 (B) E- BUSINESS

Objective: The course aims to enable students to know the mechanism for conducting business through electronic means.

Learning Outcomes: After completion of the course, learners will be able to:

1. Explain the concept of E-business and its various aspects;
2. Acquire skills of designing a website for e-business;
3. Explain about e-commerce activities and its applications;
4. Comprehend about various payment gateway options;
5. Assess the security issues and measures of e-business.

UNIT I

Introduction: Overview of E-Business; Origin and need of E-Business; Factors affecting E-Business, Major requirements in E-Business; Emerging trends and technologies in E-Business, E-Business models, E-Market and its types, E-Government services, Management challenges and opportunities, Impact of E-Commerce on Business. Enterprise system – Enterprise Resource Planning, Customer Relationship Management, Supply Chain Management.

UNIT II

Website Designing and Publishing : Internet Services, elements, URLs and Internet-Protocols (shopping cart, cookies) Internet Service Protocols (ISP), World Wide Web (WWW); Portals – steps in designing and developing E- Commerce website.

Introduction to HTML tags and attributes: Text formatting, fonts, hypertext links, tables, images, lists, forms, cascading style sheets. Online publishing, strategies, and approaches.

Unit III

E-Commerce Activities and Operations: Various E-Commerce activities; various manpower associated with e-commerce activities; Types of E-Commerce Providers and Vendors; Modes of operations associated with E-Commerce; E- Commerce types. E-commerce business models - key elements of a business model and categories; E-Commerce Systems and Pre-requisites. E-commerce applications in various industries (banking, insurance, payment of utility bills and others), e-marketing, e-tailing, online services, e-auctions, online portal, online learning, e-publishing and e-entertainment, online shopping.

Unit IV

Payment Gateways Management: Electronic payment system, electronic cash, smart cards, risk and electronic payment system, Unified Payment Interface, Mobile wallets; Application and management, Role of National Payments Corporation of India.

Unit V

Security and Legal Aspects of E-Business: E-commerce security – meaning and issues. Security threats in the E-commerce environment- security intrusions and breaches, attacking methods like hacking, sniffing, cyber-vandalism etc.; Technology solutions- encryption, security channels of communication, protecting networks, servers and clients. Information Technology Act 2000- provisions related to offences, secure electronic records, digital signatures, penalties and adjudication.

Practical Exercises: The learners are required to:

1. Design a Web Page in Notepad and HTML;
2. Design a webpage for a hypothetical e-business model;
3. Help others to learn the use of e-wallet, e-payment, digital signatures. Prepare a report on the skills used by you to help them learn;
4. Open internet banking account and operate it.

Text Books

1. Chaffey, D. (2011). E-Business and E-Commerce Management: Strategy, Implementation and Practice. London: Pearson Education.

Books for References

1. Bajaj, K. K., & Nag, D. (2017). E-Commerce. New Delhi: Tata McGraw Hill Pvt. Ltd.
2. Marilyn, G. M., & Feinman, T. (2000). Electronic Commerce: Security Risk Management and Control. New York: McGraw-Hill Education.

Note: Latest edition of the text books should be used.

SEMESTER - III

SEC - 01 - BUSINESS COMMUNICATION

Course Objective: To enable the students to gain proficiency in business related communication

Learning Outcomes: After completion of the course, learners will be able to:

1. Know various forms of communication, communication barriers;
2. Comprehend a variety of business correspondence and respond appropriately;
3. Communicate in writing for various commercial purposes;
4. Use appropriate grammatical constructions and vocabulary to communicate effectively;
5. Use business language and presentation skills.

UNIT I

Communication: Meaning and Definition – Need – Objective and Principles – Communication Media – Types - Process – Interpersonal and Business Communication – Characteristics – Verbal and Non Verbal Communication – Barriers to Communication.

UNIT II

Business Letters: Functions and kinds – Essentials of an effective Business Letter – Layout – Appearance – Size – Style – Form and punctuation, Kinds of letters – Routine request letters – Responses to letters – Refusal letters – Claims letters – Collection letters- Kinds of Letters- Enquiries - Quotations – Orders – follow up letter – refusal letters – complaint and adjustment letters –Sales letters.

UNIT III

Intra organizational communication – memos – office orders – office notes – circulars – meeting communications; notice – agenda – resolutions – minutes – Reports: Types - Characteristics– Preparing and Organization of a Report: modern forms of communication: Fax, Email – videoconferencing, Internet - website.

UNIT IV

Banking Correspondence and Art of Writing Letters - Meaning of Banking Correspondence – Letter Requesting the Banker to Stop payment of Cheque – Request for overdraft facility – Request for opening Letter of Credit – Job Application - Letter – Types – Form and Content of Application Letter – Letter to Principal requesting for Bonafide Student Certificate – Fee Structure Certificate for Scholarship.

UNIT V

Business Language and Presentation - Introduction to Business language, Importance of Business language; Business vocabulary; Oral presentation -importance, characteristics, and plan. Power point presentation – style, visual aids.

Practical Exercises: The learners are required to:

1. Interview employees of some Organisation to find out communication issues and challenges

2. Make a vocabulary of various terms used in business documentation.
3. Collect some samples of business correspondence and documentations and find out their effectiveness.

Text Books

1. Rajendra Paul and J.S. I Korlahaill, (2012), Essentials of Business Communication, Sultan Chand & Sons, NewDelhi.
2. K. K. Ramachandran, K. K. Lakshmi, M. Krishna Kumar, (2014), Business Communication, Vikas Publishing House (P) Ltd., New Delhi.
3. Ramesh, M.S., & Pattanshetti, C. C., Business Communication, R.Chand&Co, New Delhi,
4. Rodriquez, M. V., Effective Business Communication Concept, Vikas PublishingCompany
5. Munter Mary., Effective Business Communication, PHI, New Delhi

Books for References

1. Lesikar, R. V., & Fiatley, M. E. (2008). *Business Communication Skills for the Internet Generation*. New York: Tata McGraw Hill Education.
2. Herta, M., Herbert, H., & Jane, T. (2017). *Effective Business Communication*. New York: Tata McGraw Hill Education.
3. Bovee, C., & Thill, J. (2016). *Business Communication Essentials: A Skills-Based Approach, 7th Edition*. New York: Pearson Education.
4. Guffey, M. E., & Seefer, C. M. (2014). *Business Learning*. Boston: Cengage Learning.
5. Lowe, S., & Pile, L. (2008). *Business English Language Practice: Grammar and Vocabulary*. Delta Publishing
6. Rani, D. S. (2012). *Business Communication and Soft Skills Laboratory Manual*. New Delhi: Pearson Education.
7. Taylor, S. (2005). *Communication for Business: A Practical Approach, 4th Edition*. Canada: Pearson Education
8. Young, D. J. (2006). *Foundations of Business Communication: An integrative Approach*. New York: Tata McGraw Hill Education.

Note: Latest edition of the text books should be used.

SEMESTER – IV

C C 09 - MANAGEMENT ACCOUNTING

Course Objectives: To expose students to management principles, management accounting and their applications

Learning Outcomes: After completing the course learners will be able to:

1. Explain the Concepts and technique of Management Accounting and Preparation of the Financial Statements
2. Compute and construct the Balance sheet by using ratios
3. Prepare the Fund flow statement and to compare it with the balance sheet
4. Apply accounting Standard 3 in the preparation of Cash flow statement
5. Determine the working capital requirements of a business

UNIT I

Management Accounting: Meaning – Definition – Nature and Scope, and functions, Role of management accounting in decision making; management accounts Vs. financial accounting, Tools and techniques of management accounting.

Financial Statements: Meaning and types of financial statement; Limitations of financial Statement analysis; Common size and Comparative statements – Trend Analysis - Comparative Statement Analysis.

UNIT II

Ratio Analysis: Meaning - Utility and Limitations of Ratio Analysis – Classification of Ratios – Advantages of ratio analysis, Limitations of accounting ratios - Computation of Liquidity, Solvency, Profitability and Turnover Ratios and construction of Balance Sheet.

UNIT III

Funds Flow Analysis: Meaning- Need - Objectives - Preparation of fund flow statement (As per AS 3) - Calculation of fund from operation – Advantages and limitations of fund flow analysis – Fund flow statement versus Balance sheet

UNIT IV

Cash Flow Analysis: Meaning – Preparation of cash flow statement (As per AS 3) – Calculation of cash from operation –Utility and Limitation of cash flow analysis.

UNIT V

Working Capital Management: Meaning - Concepts and importance of working capital – Factors determining working capital requirements – Sources of working capital – Estimating working capital.

(Problems: 80%, Theory: 20%)

Practical Exercise: The learners are required to:

1. Prepare Financial Statement Analysis, Ratio Analysis for a company, small factory.
2. They shall also prepare a little report on the financial performance of the company.

Text Book

1. Jawahar Lal., Advanced Management Accounting Text and Cases, S. Chand & Co., NewDelhi

Books for References

1. Horngren, C. T., Sundem, G. L., Stratton, W. O., Burgstahler, D., & Schatzberg, J., Introduction to management accounting, Prentice Hall, New Delhi
2. Garrison H., Ray & Eric W. Noreen, *Managerial Accounting*, McGraw Hill., Delhi.
3. Khan, M.Y., & Jain, P.K., *Management Accounting*, Tata McGraw Hill Publishing Co., New Delhi.

Note: Latest edition of the text books should be used.

SEMESTER – IV

C C 10 - HUMAN RESOURCE MANAGEMENT

Course Objective: To acquaint learners with the techniques and principles to manage human resources of an organisation.

Learning Outcomes: After the completion of the course, the learners will be able to:

- 1) Develop necessary skills to prepare an HR policy to enable the employees attain work life balance;
- 2) Prepare a Human Resource Plan in an organisation;
 - i) Prepare a report on job analysis;
 - ii) Organize an induction programme in an organisation;
- 3) Analyse the applicability and use of different kinds of trainings strategies in real life scenarios;
- 4) Organize counselling sessions for employees in an organisation;
 - i) Design incentive schemes for different job roles in an organisation;

UNIT I

Introduction to Human Resource Management: Concept and Functions – Nature and Scope – Objectives – Nature of people and organizations – Personnel Policies and Principles – Environment of Human Resource Management – Social Systems – Human Resource accounting and audit – workforce diversity, empowerment, downsizing – VRS – Work life balance.

UNIT II

Acquisition of Human Resources: Human Resource Planning – Human resource / manpower planning – meaning – process of HR Planning – Job analysis- Job description and Job specification – Recruitment Concept and Sources - Selection – Concept and process – Test and interview - Orientation and Placement – Orientation Programmes – Retention.

UNIT III

Employee and Reward Systems – Training of personnel – Job evaluation – Job satisfaction – Appraising and rewarding performance – money as means of rewarding – economic incentives systems – Wage incentives – Wage administration – Benefits and services – Profit and production sharing.

UNIT IV

Motivation – Human needs – Theories of motivation – Maslows Hierarchy needs – Herzberg's two factor model – Other theories – Behavioral modification – Motivational Patterns – Expectancy model – Application of motivation concepts.

UNIT V

Leadership, Communication and counseling – Nature of leadership behavior – Leadership Style –

Employee Participation – Nature, Scope, Programmes and benefits of Participation – Employee Communication Process – Communication System – Employee counseling and types.

Practical Exercise: Learners are required to:

1. Participate in simulation activity on Work Life Balance in class and prepare a report of their analysis.
2. Draft an HR policy to combat work life issues assuming themselves as an HR manager.
3. Develop a human resource plan for a select organisation.
4. Conduct job analysis for any two positions in a select organisation and present the report of the same
5. Design an induction programme and perform role play for select organisation.
6. Participate in role play on employee counselling.
7. Draft incentive schemes for different job roles in their organisation.

Text Book

1. Michael V.P., Human Resource Management and Human Relations, Himalaya Publishing House, New Delhi.

Books for References

1. Rudrabasavaraj, M.N., Cases in Human Resource Management, Himalaya Publishing House, New Delhi,
2. Bernardin, H. J., & Beatty, R. W., Performance Appraisal: Assessing human Behavior at work, Kent Publication, Boston,
3. Milkovich, G. T., & Boudreau, J. W., Personnel / Human Resources Management: A Diagnostic Approach, Business Publications,

Note: Latest edition of the text books should be used.

SEMESTER – IV

C C 11 - COMPANY LAW

Course Objective: The course aims to impart the learners working knowledge of the provisions of the Companies Act, 2013.

Learning Outcomes: After completion of the course, learners will be able to:

1. Explain relevant definitions and provisions relating to issue of prospectus and allotment of shares;
2. To familiar with the provisions of Limited Liability Partnership Act 2008
3. Describe the framework of dividend distribution, Accounts of the company and Audit and Auditors of company;
4. Determine the role of Board of directors and their legal position;
5. Develop the knowledge about the company meeting

UNIT – I

Companies Act, 2013- An Introduction: Salient Features of the Companies Act, 2013 - Important Definitions and Concepts – Companies Act, 2013 Vs Companies Act, 1956 - Corporate Identity Number (CIN) – Features of a Company – Kinds of Companies (including One Person Company, Small Company, Producer Company and Dormant Company) – Company Vs Partnership – Public Company Vs Private Company.

UNIT - II

Incorporation of a Company: Promoters – Functions – Duties and Remuneration of Promoters – Stages in the formation of a Private and a Public Limited Company –Promotion- Documents to be submitted for registration – Incorporation – Capital Formation – Commencement of Business- Memorandum of Association – Contents – Articles of Association – Contents – Distinction between Memorandum and Articles of Association – Prospectus – Contents – Statement in lieu of Prospectus – Shelf Prospectus –Red- herring Prospectus – Private Placement.

UNIT - III

The Limited Liability Partnership (LLP) Act, 2008: Definitions – Origin – LLP in India - Salient features of LLP - Difference between LLP and Partnership - LLP Versus Company - LLP agreement - Nature of LLP - Partners and designated partners – Partners and their relations -Incorporation document - Incorporation - Registered office of LLP – Advantages and Disadvantages of LLP.

UNIT - IV

Company Management and Administration: Structure of Company Management- Board of Directors- appointment and Qualifications of Directors - Legal Position of Directors – Woman Director – Number of Directorship – Director Identification Number (DIN) - Qualification and Disqualification of Directors –

Appointment and Removal of Directors – Managerial Remuneration, Duties, Powers and Liabilities of Directors – Company Secretary– Appointment – Qualifications – Duties, Rights and Liabilities of a Company Secretary – Dismissal of a Secretary - Role of the Company Secretary before, during and after meetings.

Company Meetings: General Meetings - Statutory meeting – Statutory Report - Meaning of Annual General Meeting - Extraordinary General Meeting – Conduct of Extraordinary General Meeting – Board Meeting – Frequency, Notice and Agenda of Board Meeting – Methods of voting – Proxies- Quorum- Motions – Types of Motions - Resolutions – Types of Resolutions – Minutes.

UNIT - V

Winding up of Companies: modes of winding up- appointment, duties and remuneration of company liquidator – removal and replacement of company liquidator – appointment of official liquidator – effect of winding up order – procedures for liquidation.

Practical Exercises: The learners are required to:

1. Enlist the content of the prospectus.
2. Prepare a hypothetical notice, resolutions, and minutes of a meeting.
3. Read the Annual Report and Financial Statements of a company and prepare a report on the same.

Text Books

2. N.D. Kappor, N.D., Company Law – Incorporating the Provisions of the Companies Amendment Act, 2000, Sullen Chand & Sons, New Delhi.

Books for References

1. M.M.Sulphey and Basheer, 2013,-Law For Business, 2nd Edition, PHT Learning Pvt Ltd. New Delhi.
2. MC Kuchhal, 2018 Secretarial Practice, 18th Revised Edition, Vikas Publishing House Pvt.Ltd., Noida.
3. Chadha R., & Chadha, S. (2018). *Company Laws*. Delhi: Scholar Tech Press.
4. Gowar, L. C. B. (1969). *Principles of Modern Company Law*. London: Stevens & Sons.
5. Hicks, A., & Goo, S. H. (2017). *Cases and Material on Company Law*. Oxford: Oxford University Press.
6. Kuchhal, M. C., & Kuchhal, A. (2020). *Corporate Laws*. New Delhi: Shree Mahavir Book Depot.
7. Hanningan, B. (2018). *Company Law*. Oxford: Oxford University Press.
8. Sharma, J. P. (2018). *An Easy Approach to Corporate Laws*. New Delhi: Ane Books Pvt. Ltd.

Note: Latest edition of the text books should be used.

SEMESTER – IV

C C – 12 SUSTAINABLE DEVELOPMENT

Course Objectives: The course aims to provide the learners an understanding of the key challenges and pathways to sustainable development i.e. also socially inclusive and environmentally sustainable.

Learning Outcomes: After completion of the course, learners will be able to:

1. Explain key initiatives required to enhance the contribution of an organisation towards Sustainable Development;
2. Analyse the significance of various steps taken by UNDP to ensure Sustainable Development;
3. Assess the results of Smart Cities Mission Initiative of Government of India;
4. Explain the key achievements of National Programmes/Initiatives aligned with SDGs.

Unit I

INTRODUCTION: Sustainable Development: Meaning, Principles, History of Sustainable Development. Components of sustainability, Goal Based Development, Feasibility of Sustainable Development; Sustainable Development and International Contribution: International Summits, Conventions, Agreements. Triple Bottom Line approach.

Unit II

Sustainable Development Goals (SDGs) - I: Sustainable Development Goals (SDGs): Meaning, Background, Transition from Millennium Development Goals (MDGs) to SDGs. Role of UNDP; SDG Integration. SDGs (1-6): No Poverty, Zero Hunger, Good Health and Well-Being, Quality Education, Gender Equality, Clean Water and Sanitation. SDGs (1-6) in India: Key indicators of performance.

Unit III

Sustainable Development Goals (SDGs)-II: SDGs (7-17): Affordable and Clean Energy, Decent Work and Economic Growth, Industry, Innovation and Infrastructure, Reduced Inequalities, Sustainable Cities and Communities, Climate Action, Life Below Water, Life on Land. Peace, Justice and Strong Institutions, Partnerships for the Goals. SDGs (7-17) in India: Key indicators of performance.

Unit IV

Responsible Production and Mindful Consumption: Responsible Production and mindful consumption: concept, rationale, implications, challenges and opportunities. Global initiatives on Sustainable Development by Industry: World Business Council for Business Development.

Unit V

Responsible Investment: Responsible Investment: concept, rationale, implications, challenges, and opportunities. Socially Responsible Investment: Green Bonds, Carbon Credits. Socially Responsible Mutual Funds. Global Reporting Initiatives.

Practical Exercises: The learners are required to:

1. Identify an organisation and suggest key initiatives required to enhance the contribution of that organisation towards Sustainable Development and measure the quantum of improvements that would be achieved by the implementation of such initiatives.
2. Visit the website of UNDP and other related internet resources wherein the cases related to action taken for achieving the SDGs are specified and compare it with the organisation chosen in unit 1 above and present report of the benchmarking exercise and the new suggestions/recommendations for taking the organisation to the next level.
3. Prepare and present a report on Smart Cities Mission Initiative of Government of India highlighting the strategy, key features of Smart Cities, achievements, and challenges.
4. Identify an organisation which is integrating practices (green initiative, dry waste management, recycling, etc.) related to SDGs of responsible Production & Consumption. Prepare and present the report of its strategies highlighting the cumulative impact of its outcome.
5. Identify a company dealing with green bonds in India, analyse its business model. Prepare and present a report of its contribution to the environment.

Text Books:

1. Reid, D. (1995). *Sustainable Development: An Introductory Guide*. London: Earthscan Publications Ltd.

Books for References :

1. Edwards, A. R., & Orr, D. W. (2005). *The Sustainability Revolution: Portrait of a Paradigm Shift*. British Columbia: New Society Publishers.
2. Rogers, P. P., Jalal, K. F., & Boyd, J. A. (2012). *An Introduction to Sustainable Development*. Abingdon: Routledge.
3. Stokke, O. (2018). *Sustainable Development*. Abingdon: Routledge.

SEMESTER – IV

DSE – 02 (A) PRINCIPLES & PRACTICE OF AUDITING

Course Objective: The course aims to provide knowledge of auditing principles, procedures, and techniques in accordance with current legal requirements in India.

Learning Outcomes: After completion of the course, learners will be able to:

1. Explain the basic concepts of auditing and differentiate it with accounting and investigation
2. Prepare audit programme and frame the audit procedure
3. Examine the vouchers relating to cash book
4. Familiarise with the provisions of Companies Act Regarding qualification, appointment, rights and duties of company auditor.
5. Apply the concept of Computer Assisted Auditing Techniques and Green Audit in auditing practice.

UNIT I

Basic Principles of Auditing: Definition – Nature and Scope of Auditing – Difference between Accounting, Auditing and Investigation – Objects of Audit – Qualities of an Auditor – Types of Audit – Ethics of Auditing.

UNIT II

Audit Procedure and Internal Control: Preparatory steps to be followed in the commencement of a new audit - Audit Programme – Audit Note Book – Audit Working Papers – Audit Files – Audit report – Essentials of Effective Reporting.

Internal Control: Elements - Objectives – Internal check – Objects of Internal Check – Duties of an auditor in connection with Internal check.

UNIT III

Vouching: Definition - Meaning – Auditors duty regarding vouching of various items of debit side of the cash book: cash in hand, collection from debtors, interest on investment and rent received - Credit side of the cash book: wages, payment to suppliers, cash purchases and purchase of land & buildings – Verification of Assets and Buildings.

UNIT IV

Audit of limited companies: Company Auditor - qualification, disqualification, Appointment – Remuneration - rights and duties – removal of auditor - Liabilities of the auditor - Civil and Criminal liabilities.

UNIT V

Auditing of computerized accounting: EDP Audit – EDP Audit features and limitation – General approach to EDP Audit – Major areas on Internal control system – CIS and Internal Control System – Special Techniques for Auditing in EDP environment – Need for Computer Assisted Auditing Techniques (CAAT) – Types and Uses of CAAT – **Green Environmental Audit:** Definition – objectives – stages of Green Auditing.

Practical exercises: The learners are required to:

1. Prepare Audit Programme for conducting audit of receipts of a school/charitable institution.
2. Identify and verify any five-documentary evidences in connection with sales, purchases of goods/machineries, payment of expenses and liabilities.
3. Prepare internal control questionnaire and internal control checklist for audit of an organisation/business firm.
4. Perform internal control under computerized audit environment using Audit Expert Systems.
5. Perform vouching of cash book of college/student functions, small business firms, club etc. to gain a practical knowledge.
6. Collect audit evidence for verification of Property, Plant and Equipment.
7. Perform dummy audit of a club, college, and a small business firm.

Note:

- (i) Where necessary Standard on Auditing and Statements on Auditing Practice issued by the ICAI shall be referred.
- (ii) Students shall be provided with corporate annual reports along with audit report so that they can get an idea of the format and contents.

Text Book:

1. **AUDITING** –B.N. Tandon, Revised Edition-2009 Sultan Chand and Sons, 23, Dharyaganj, New Delhi
2. **PRINCIPLES AND PRACTICE** - Dr. T.R. Sharma OF AUDITING Revised edition 2010 Sahithya Bhavan, Hospital Road, Agra –282 003.
3. **CONTEMPORARY AUDITING** - Kamal Gupta Revised Edition-2008 Tata MC Graw Hill Publishing Co Ltd, 7, West Patel Nagar, New Delhi – 110008.
4. **A TEXT ON AUDITING** - Partha Chaterjee, Revised Edition – 2011, Vrinda Publications (p) ltd, New Delhi – 110 091.

Books for References

1. Ainapure, V., & Ainapure, M. (2009). *Auditing & Assurance*. Delhi: PHI Learning.
2. Aruna, J. (2016). *Auditing*. Delhi: Taxmann Publication.
3. Kumar, R., & Sharma, V. (2015). *Auditing Principles and Practice*. Delhi: PHI Learning.
4. Garg, P. (2019). *Auditing & Assurance*. Delhi: Taxmann Publication.
5. Singh A. K., & Gupta, L. *Auditing: Theory and Practice*. Galgotia Publishing.
6. Kamal, G. (1987). *Contemporary Auditing*. Delhi: Tata Mcgraw Hill Publishing Company.
7. Tandon, B. N., Sudharsnam, S., & Sundharabahu, S. (2013). *A Hand book on Practical Auditing*. New Delhi: S. Chand Publishing.

Note: Latest edition of the text books should be used.

SEMESTER – IV

DSE - 2 (B) INTERNATIONAL BUSINESS

Objective: The course aims to introduce learners to the international business, trading and financial environment. The course also creates awareness about emerging issues such as outsourcing and environmental sustainability in the context of international business.

Learning Outcomes: After completing the course, the learners will be able to:

1. Explain the process of globalization, its impact on the evolution and growth of international business and to appreciate the changing dynamics of the diverse international business environment (including various modes of entry);
2. Know the theoretical dimensions of international trade and intervention measures adopted; to appreciate the significance of different forms of regional economic integration and understand the concept of Balance of payment account and its components;
3. Explain the significance of different forms of regional economic integration and to appreciate the role played by various international economic organisations such as the WTO, UNCTAD, IMF and World Bank;
4. Assess international financial environment, and basic features of the foreign exchange market – its characteristics and determinants;
5. Examine the concept and form of foreign direct investment, and to create awareness about emerging issues in international business such as outsourcing and ecological issues.

Unit I

Introduction to International Business

International Business: Meaning Nature Scope and Importance of International Business. International business contrasted with domestic businesses – complexities of international business; Internationalization stages and orientations; Modes of entry into International businesses. International Business Environment: Economic, demographic, cultural and political- legal environment. Globalization and its growing importance in the world economy, Impact of Globalization.

Unit II

International Trade: Theories of International trade - Absolute advantage theory, Comparative advantage theory, The Heckscher–Ohlin theory of trade, New trade theory; Tariff and Non-Tariff Barriers. BOP- Balance of payment account and its components.

Unit III

Regional Economic Integration & Cooperation: Forms of regional integration; Integration efforts amongst countries in Europe, North America and Asia: EU, NAFTA and SAARC; Cost and benefits of

regional economic integration. International Economic Organisations: WTO, UNCTAD, World Bank, and IMF.

Unit IV

International Financial Environment: Foreign exchange rate meaning and nature, Types of exchange rate systems – fixed and floating, soft peg, crawling peg, free float, managed float; Foreign exchange risk and exposure. Spot market, spot rate quotations, bid-ask spreads, trading in spot markets, cross exchange rates, forward markets, forward rate, long and short forward positions, forwards premium and discount; Arbitrage, Hedging and Speculation.

Exchange rate Determination: Types of Exchange rates, Factors affecting exchange rate- relative inflation rates, interest rates, relative interest rates, relative income levels, government controls, expectations.

Unit V

Foreign Direct Investment: FDI – Reason for FDI, Modes of FDI, Types of FDI - Greenfield investment, Brownfield investments, Mergers & Acquisition, Strategic alliances; Benefits and drawbacks of FDI. FDI in India.

Practical Exercises: The learners are required to:

1. Identify entry modes of various companies into international business and carry out SWOT analysis for each company.
2. Analyse various regional economic integrations and their impact on Indian business environment.
3. Collect data to assess trends in foreign direct investment flows in India and draw a comparative with other emerging economies.

Books for References:

1. Bennett, R. (2012). *International Business*. London: Pearson Education.
2. Charles, W. L. H., & Jain, A. K. (2008). *International Business*, New York: McGraw Hill Education.
3. Czinkota, M. R., Ronkainen, I. A., & Moffett, M. H. (1998). *International Business*. Nashville: Southwestern Publishing Group.
4. Daniels, J. D., Radenbaugh, L. H., Sullivan, D. P., & Salwan, P. (2016). *International Business*. London: Pearson Education.
5. Griffin, R. W., & Pustay, M. W. (2002). *International Business-A Managerial Perspective*. New Jersey: Prentice Hall.
6. Menipaz, E., & Menipaz A. (2011). *International Business: Theory and Practice*. New Delhi. Sage Publications India Pvt. Ltd.

Note: Latest edition of the text books should be used.

SEMESTER – IV

SEC – 02 - ARITHMETIC SKILLS

Course Objectives: To enable students to gain understanding of mathematical applications to business activities.

Learning Outcomes: After completing the course, the student shall be able to:

1. Acquire proficiency in using different mathematical tools (Ratio, matrices and mathematics of finance) in solving real life business and economic problems

UNIT I

Ratio, Proportion and Percentage: Ratio: Definition – Continued Ratio – inverse Ratio. Proportion – Continued Proportion – Direct Proportion – Inverse Proportion – Variation – Inverse Variation – Joint Variation – Percentage: Meaning and computation of percentage. Interest: Simple interest – compound interest (reducing balance and flat interest rate) – equated monthly installments (EMI) – Problems.

UNIT II

Matrices and Determinates (up-to order 3 only): Multivariable data - Definition of a Matrix; Types of matrices; Algebra of matrices; Determinates – Ad-joint of a matrix – Inverse of a matrix via ad-joint matrix – homogeneous system – Solution of non-homogeneous system of linear equations (not more than three variables) – Conditions for existence and uniqueness of solution – Solution using inverse of the coefficient matrix – Problems.

UNIT III

Functions: (To identify and define the relationships that exist among the business variables) Definition of function, constants, variables, continuous real variable, domain or interval – Types of functions – one valued function – Explicit function – Algebraic functions – Polynomial functions – Absolute value function – Inverse function – Rational and irrational function – Monotone function – Even and odd function – Supply/demand function – Cost function – Total revenue function – Profit function – Production function – Utility function – Consumption function.

(Problems: 80%, Theory: 20%)

Practical Exercises: The learners are required to:

1. Take the business case and assess how the use of matrices help in deciding about competing alternatives both under constrained and unconstrained situations;
2. Take the case of a business problem and identify the decision-making variables and assess their functional relationship with other variables affecting the decision in a business situation;
3. Gather information about various deposit and loan schemes of banks and other financing institutions to find out interest rate differential, and compounded value;

Text Books

1. Kappor, V.K., Business Mathematics, Sultan Chand & Sons, New Delhi

Books for References:

1. Agarwal, B.M., Basic Mathematics & Statistics, Sultan Chand & Sons, New Delhi
2. Rajagopalan, S. & Sattanathan., R., Business mathematics, McGraw-Hill, New Delhi
3. Bari, Business Mathematics, New Literature Publishing Company, Mumbai.
4. Bhardwaj, R. S. (2019). *Business Mathematics and Statistics*. New Delhi: Scholar Tech Press.
5. Richard, I. L., Masood, H. S., David, S. R., & Rastogi, S. (2017). *Statistics for Management*. New Jersey: Pearson Education.
6. Thukral, J. K. (2017). *Business Mathematics and Statistics*. New Delhi: Maximax Publications.
7. Vohra, N. D. (2014). *Business Mathematics and Statistics*. New Delhi: Tata McGraw Hill Education India.

Note: Latest edition of the text books should be used.

SEMESTER V

C C 13 - INCOME TAX LAW AND PRACTICE – I

Course Objectives: To enable the students to learn the various provisions of the Income Tax Act 1961 and to apply them to compute tax under different heads of income.

Learning Outcomes: After completing the course, the student shall be able to:

1. Determine the residential status of individuals and to calculate the incidence of taxation
2. Compute income from salary by applying the provisions of income tax Act 1961
3. Compute income/loss from house property
4. Prepare Statement showing taxable income from business/profession
5. Assess capital gains and income from other sources.

UNIT – I

Introduction: Basic concepts – Exempted incomes – Fully exempted incomes – Partly exempted incomes – Agricultural income and Non- Agricultural income - Heads of incomes – Income which do not form a part of Total Income - Gross Total Income-Tax rate for individuals. Residential status of individuals and HUFs – Incidence of tax – Problems on incidence of taxation

UNIT – II

Income from salaries: Different forms of salary – Treatment of Allowances – Perquisites - Deductions from salary income – Computation of income from salary.

UNIT - III

Income from House property: Basis of charge – Exempted house property incomes – Computation of income from let out house property – Gross Annual Value- Deductions u/s 24 - Treatment of loss from house property – Income from self-occupied house property – Computation of total Income from house property.

Unit IV

Income from Business / Profession: Expressly admissible deductions – Expenses expressly disallowed- Deemed profits- Valuation of stock- Computation of Income from Business-Cash system and mercantile system of accounting - Computation of Income from Profession- simple problems.

UNIT - V

Income from Capital gains - Basis of charge – Meaning of capital assets – Types of capital gains- Transactions not regarded as transfer – Indexed cost of acquisition- Indexed cost of Improvement- Computation of capital gain - Exempted capital gains.

Income from Other Sources - Chargeability – Interest on Securities – Basis of charge- Grossing up - Deductions – Computation of Income from other sources.

(Problems: 80%, Theory: 20%)

Practical Exercises: The learners are required to:

1. File Income-tax return of individuals and HUF
2. Compute income under different heads, total income, and tax liability of an individual and HUF.

Text Book:

1. **INCOME TAX LAW & ACCOUNTS** – Dr. H.C. Mehrotra, Revised Edition (as per latest AY)
Sahitya hawan Publications, Hospital Road, Agra – 282 003.

Books for References:

1. **INCOME TAX LAW & PRACTICE** – V.P. GAUR, D.B. NARANG, Revised edition (as per latest AY) Kalyani Publications B-1/1292, Rajinder Nagar, Ludhiana-141 008
2. **INCOME TAX LAW & PRACTICE** - T.S. REDDY AND MURTHY, Revised edition (as per latest AY) Margham Publications, Chennai-17.

Note: Latest edition of the text books should be used.

SEMESTER – V

C C 14 - MONEY AND FINANCIAL SYSTEM

Course Objectives: To expose the students to the working of banking and financial system prevailing in India

Learning Outcomes: After the completion of the course, the learners will be able to:

- 1) Explain the Meaning, Scope and functions of Banking Systems in India
- 2) Illustrate the recent trends in Banking and its services
- 3) Explain the Concept of Credit Creation Process

UNIT I

Money: Functions; Alternative measures to money supply in India – their different Components; Meaning and changing relative importance of each; High powered money Meaning and uses; Sources of changes in High Powered Money.

Finance: Role of finance in an economy; kinds of finance; Financial System; Companies Financial intermediaries; Markets and instruments, and their functions.

UNIT II

Indian Banking System: Definition of Banking - Types of Banks – Commercial Banks - importance and functions; Structure of commercial banking- Agency services and General utility services of Commercial Banks - Importance and Meaning and importance of main liabilities and assets; Regional Rural Banks; Co-operative Banking in India.

UNIT III

Process of Credit Creation by Bank: Credit creation process; Determination of money supply and total bank credit; Interest Rates: Various rates in India (viz., bond rate, bill rate, deposit rates etc.) – impact of inflation and inflationary expectations.

UNIT IV

Recent Trends in Banking: Electronic Banking - Features - Internet Banking Vs Traditional banking – Mobile banking – Features – Requirements – Telephone banking – Features -Telephone banking facilities – ATM – Features – Functions of ATM – Benefits of ATM - Credit cards - Electronic Fund Transfer – Features – Real Time Gross Settlement (RTGS) – Digital Payments – Digital Payment Systems – Types of Digital Payment Systems- Measures for promoting digital payments and creation of Less cash economy.

UNIT V

The Reserve Bank of India Functions Instruments of monetary and credit control Main features of monetary policy since independence. - Development Bank and Other Non-Banking Financial Institutions: Their main features; unregulated credit markets in India – main feature.

Practical Exercises: The learners are required to:

1. Describe the Procedure of opening a Bank account – Current account, Savings account, Recurring account, and fixed deposit account on the basis of your experience.
2. Practice online account opening, E-banking operations and UPI transfers.
3. Analyse the Balance Sheet of a bank with respect to loan and advances and to identify the stressful assets.

Text Books

- 1) Gupta S.B. (2008) Monetary Planning of India S.Chand, New Delhi.

Books for References

1. Khan M.Y (2009) India Financial System – Theory and Practice; Tata McGrawHill New Delhi.
2. Modern Money & Banking, (1999) Roger Miller, McGraw Hill New Delhi
3. Banking Commission: Reports(s)
4. Reserve Bank of India Bulletins

Note: Latest edition of the text books should be used.

SEMESTER – V

C C 15 - METHODS AND TECHNIQUES OF COSTING

Course Objectives: To expose the students to the techniques of cost computation and control.

Learning Outcomes: After completing the course learners will be able to:

1. Prepare various budgets and to measure the performance of the business firm applying budgetary control measures;
2. Compute standard costs and analyse production cost preparing variance report;
3. Analyse cost, volume and profit and to solve short run decision making problems applying marginal costing and Break-Even technique;
4. Use spreadsheets and Expert System for managerial decision making;
5. Analyse the role of ERP in Business Decision Making.

UNIT I

Job Costing: Features – Objectives – Advantages and Limitation of Job Order Costing – Preparation of Job Cost Sheet – Batch Costing – Meaning – Economic batch Quantity – Contract Costing – Features – Calculation of Profits on Incomplete Contracts.

Process Costing - Features of Process Costing - Normal Loss - Abnormal Loss, Abnormal Gain (Excluding inter process profits and Equivalent Production).

UNIT II

Marginal Costing: Introduction - Meaning – Features - Advantages – Limitations – Marginal Costing versus Absorption Costing – Break Even Analysis and Cost Volume Profit analysis - Applications of Marginal Costing.

UNIT III

Standard Costing: Meaning of Standard Cost and Standard Costing - Estimated costs – Analysis of variances – Material variances and Variance Analysis – Labour variances –Overhead variances – Advantages and limitations of Standard costing.

UNIT IV

Budgetary Control: Meaning and need for Budget – Budget versus Forecast – Standard costing versus Budgetary control– Functional Budget: Production budget, Production cost budget, Sales budget and Cash budget – Flexible budget –Meaning of Master budget– Advantages and limitations of Budgetary control – Meaning of Zero base budgeting.

UNIT V

Software Based Managerial Decision Making

Managerial Decision-making using spreadsheets and Expert System for Management Accountants; Concept of Enterprise Resource Planning (ERP) and its role in Business Decision Making.

Practical Exercise: The learners are required to:

1. Prepare monthly cash budget, expense budget, activity budget, for a small retail shop, club, student association, college and also purchase/production/sales budget for a small factory. They shall also prepare time budget for specific job or function.
2. Compute Break Even Sales for small shops like Grocery (kirana) store, pharmacy, etc. by finding out monthly sales volume, variable expenses and fixed expenses.
3. Based on the Break-Even Sales, a report shall be prepared and submitted to the proprietor suggesting possible improvement in the performance.
4. Apply standard costing in factories/industries available in the locality.
5. Analyse and interpret case studies on unit 4.

(Problems – 80% & Theory 20%)

Text Book

1. S. P. Jain & K. L. Narang, 2015, Advanced Cost Accounting, Kalyani Publishers, Ludhiana.
2. R. S. N. Pillai & V. Bagavathi, 2013: Cost Accounting, S. Chand and Company Ltd., New Delhi.
3. A. Murthy and S. Gurusamy, 2014: Cost Accounting, Vijay Nicole Imprints Private Limited, Chennai.

Books for References:

1. Horngren, C. T., Sundem, G. L., Stratton, W. O., Burgstahler, D., & Schatzberg, J. (2005). Introduction to Management Accounting. New Jersey: Pearson Prentice Hall.
2. Hilton, R. W., & Platt, D. E. (2011). Managerial Accounting: Creating Value in a Global Business Environment. New York: McGraw Hill Education.
3. Maheshwari, S. N., & Mittal, S. N. (2017). Management Accounting-Principles & Practice. New Delhi: Mahavir Publications.
4. Singh, S. K., & Gupta, L. (2010). Management Accounting–Theory and Practice. New Delhi: Pinnacle Publishing House.
5. Khan, M. Y., & Jain, P. K. (2017). Management Accounting: Text, Problems and Cases. New Delhi: Tata McGraw Hill Education.
6. Balakrishnan, N., Render, B., & Stair, J. R. M. (2012). Managerial Decision Modelling with Spreadsheet. London: Pearson Education.
7. George E. M. (2000). Management Decision Making: Spreadsheet Modelling, Analysis, and Application, Cambridge: Cambridge University Press.

Note: Latest edition of the text books should be used.

SEMESTER – V

C C 16 - FUNDAMENTALS OF FINANCIAL MANAGEMENT

Course Objective: To help students to understand the conceptual framework of financial management.

Learning Outcomes: After completion of the course, learners will be able to:

1. Explain the nature and scope of financial management; Assess the impact of time value of money in different business decisions;
2. Analyse capital budgeting process and apply capital budgeting techniques for business decisions;
3. Explain various capital structure theories and analyse factors affecting capital structure decisions;
4. Critically examine various theories of dividend, identify and analyse factors affecting dividend policy; and suggest sound dividend policy;
5. Design working capital policy based on the assessment of financial requirements.
6. Compare CSR and Profitability.

UNIT I

Financial Management: Nature, scope, and objectives of financial management- profit maximization Vs. wealth maximization; Value maximization-concept and implications, Economic Value Added (EVA), Market Value Added (MVA). Functions and Responsibilities of Finance Manager. Responsible Investment–concept and significance; Triple Bottom Line Concept-People, Planet, and Profit. Time value of money, Risk and Return Analysis; Emerging dimensions in finance area- Crypto Currencies, Block Chain. Financial goals; Profit vs. Wealth maximization, Financial functions – Investment, financing, and dividend decisions; financial planning.

UNIT II

Cost of Capital: Significance of cost of capital; Calculating cost of debt; Preference share, equity capital and retained earnings; combined (weighted) cost of capital. Operating and Financial Leverage: Their measure; Effects on profit, analyzing alternate financial plans, and combined financial and operating leverage - Capital Structure: Theories and determinants.

UNIT III

Capital Budgeting: Nature of investment decisions - evaluation criteria, pay-back period - accounting rate of return, net present value, internal rate of return - profitability index - NPV and IRR Comparison.

UNIT IV

Management of Working Capital: Nature of working capital, significance of working capital, Operation cycle and factors determining working capital requirements - Management of Working capital – cash, receivables, and inventories.

UNIT V

Dividend Policies: Issues in dividend policies; Welters model; Gordon's model M.M. Hypothesis, forms of dividends and stability in dividends, determinants.

(Problems-60% & Theory 40%)

Practical Exercises: The learners are required to:

1. Work on the spreadsheet for various financing decisions of a select company based on published annual report.
2. Analyse and interpret case study on Capital Budgeting, Financial Structure, Working Capital, and CSR spending of a select company based on published annual report.
3. Read the case study titled 'Investment in Wee Infant Milk Formula: A Capital Budgeting Dilemma.' Prepare and present a report on key learnings from the same.
4. Select 10 companies (5 each from public and private sector). Study their CSR policy and present a comparative analysis of their profitability and CSR spending over a period of 5 years.
5. Prepare and present the strategy to be followed as a finance manager of a hypothetical company which is about to launch an IPO in market.
6. Prepare and present the strategy to be followed as a finance manager of a hypothetical company while taking decision on dividend distribution.
7. Use expert system for taking various decisions related to financial management.

Text Book:

1. Pandey, I.M., Financial Management, Vikas Publishing House, New Delhi.
2. Van Home, J.C., Financial Management and Policy, Prentice Hall of India, New Delhi.
3. Prasanna Chandra., Management Theory and practice, Tata McGraw Hill, New Delhi.
4. Bhalla, V.K., Modern working Capital Management, Anmol Publishers, Delhi.

Books for References:

1. Khan, M. Y., & Jain, P. K. (2018). *Financial Management: Text and Problem*. New Delhi: Tata McGraw Hill Education.
2. Kothari, R. (2016). *Financial Management: A Contemporary Approach*. New Delhi: Sage Publications India Pvt. Ltd.
3. Rustagi, R. P. (2015). *Fundamentals of Financial Management*. New Delhi: Taxmann Publication.
4. Pandey, I. M. (2015). *Financial Management*. New Delhi: Vikas Publications.
5. Sharma, S. K., & Sareen, R. (2018). *Fundamentals of Financial Management*. New Delhi: S.Chand Publishing.
6. Singh, P. (2010). *Financial Management*. New Delhi: Ane Books Pvt. Ltd.
7. Singh, J. K. (2016). *Financial Management-Theory and Practice*. Delhi: Galgotia Publishing House.
8. Singh, S., & Kaur, R. (2011). *Fundamentals of Financial Management*. New Delhi: SCHOLAR Tech. Press.
9. Tripathi, V. (2017). *Basic Financial Management*. Delhi: Taxmann Publication.
10. Chandra, P. (2007). *Financial Management-Theory and Practice*. New Delhi: Tata McGraw Hill Education.
11. Horne., J. C., & Wachowicz, J. M. (2008). *Fundamentals of Financial Management*. New Jersey: Prentice Hall.
12. Ross, S. A., Westerfield, R. W., Jaffe, J., & Kakani, R. K. (2014). *Corporate Finance*. New York: McGraw Hill Education.
13. Srivastava, R., & Mishra, A. (2011). *Financial Management*. New Delhi: OUP India.
14. Study Material of CA Course (New) Intermediate Level Paper 8A: Financial Management.

Note: Latest edition of the text books should be used.

SEMESTER – V

DSE -03 (A) - MARKETING MANAGEMENT

Course Objectives: To make the students aware of the basic concepts of marketing and the art of personal selling.

Learning Outcomes: After completing the course, the learners shall be able to:

1. Explain the marketing concept, functions of marketing and marketing mix
2. Develop a new product and to apply the pricing strategies
3. Determine the channels of distribution for marketing products
4. Apply the various promotional strategies in marketing
5. Segment the market and apply the modern marketing techniques

UNIT I

Nature and Scope of Marketing: Definition - Importance of Marketing – Scope – Approaches to the study of Marketing – Marketing Concepts – Functions of Marketing – Functions of Exchange – Functions of Physical Treatment – Facilitating functions -; Marketing concepts - traditional and modern; selling vs. marketing - Marketing mix; Marketing environment. – Marketing is Science as well as an art.

UNIT – II

Product: Concept of Product, - Features – Classification of Products – Stages involved in Development of New Product – Product Life Cycle – Product line and Mix – Product Differentiation; Branding, packaging; Labeling. **Pricing:** Pricing Strategies – Factors influencing Pricing Decisions – Procedure of Price Determination.

UNIT III

Channels of Distribution and Physical Distribution: Definition- Functions- Importance – Concept and Role - type of distribution channels - Factors affecting choice of a distribution channel; Retailer and wholesaler; Physical distribution of goods Transportation; Warehousing; inventory control - Order Processing. Types of Services – Direct Marketing – Meaning – Mass Marketing Vs Direct Marketing – Advantages and Limitations.

UNIT IV

Promotion: Promotion Mix – Sales Promotion – Objectives – Advertising – Kinds – Advertising Media their relative Merits and Limitations – Personal Selling – Kinds- Functions – Qualities of a Good Salesman – Personal Selling Vs. Sales Promotion – Market Research – Meaning- Objectives and Advantages.

UNIT V

Market Segmentation: Meaning – Importance – Base of Market Segmentation – Consumer Behaviour – Fundamentals – Factors influencing Consumer behavior – Electronic Marketing – Significance of Electronic Marketing – Meaning – Objectives – Advantages.

Practical Exercises: The learners are required to:

1. Analyse the impact of various environmental forces in the context of a given durable and non- durable product.
2. Analyse the marketing mix strategy of a durable and non-durable product.
3. Select any product and analyse its segmentation strategy in comparison to its immediate competitive product.
4. Analyse the case of product line extension and impact on business performance.
5. Analyse the distribution strategy of a given product and Find out ethical concerns of customers with regard to various marketing mix decisions in regard to a given product.

Text Books:

1. Phillip Kotler, Marketing Management, Englewood cliffs, Prentice Hall, NJ
2. R. S. N. Pillai and Bagavathi, 2014, Marketing Management, 3rd Ed, S. Chand & Co., Ltd., New Delhi.
3. Dr. C. B. Gupta & Dr. N. Rajan Nair, 2012: Marketing Management, Sultan Chand & Sons (P) Ltd., New Delhi.
4. Neelamegam,S., Marketing in India : Cases and Readings, Vikas, New Delhi.

Books for References:

1. Etzel, M. J., Walker, B. J., Stanton, W. J., & Pandit, A. (2010). *Marketing*. New York: McGraw Hill.
Grewal, D., & Levy, M. (2017). *Marketing*. New York: McGraw Hill Education.
2. Kotler, P., Armstrong, G., & Agnihotri, P. (2018). *Principles of Marketing*. London: Pearson Education. Kotler, P., Keller, K. L., Koshy, A., & Jha, M. (2013). *Principles of Marketing: A South Asian Perspective*. London: Pearson Education.
3. Mahajan, J. P., & Mahajan, A. (2014). *Principles of Marketing*. Delhi: Vikas Publications.
4. Saxena, R. (2006). *Marketing Management*. Delhi: Tata McGraw Hill Education.
5. Sharma, K., & Aggarwal, S. (2018). *Principles of Marketing*. Delhi: Taxmann Publication.

Note: Latest edition of the text books should be used.

SEMESTER – V

DSE -03 (B) - ADVERTISING AND PERSONAL SELLING

Objective: The course aims to teach the basics of advertising and personal selling as promotional tools in marketing and to develop a customer oriented attitude for designing advertising and personal selling messages.

Learning Outcomes: After completion of the course, learners will be able to:

1. Identify communication objectives behind advertising and promotions;
2. Explain various advertising and media elements in the advertising decisions;
3. Identify the ethical and legal issues of advertising;
4. Comprehend the importance and role of personal selling;
5. Explain the process of personal selling.

Unit I

Introduction to Advertising: Communication Process; Information Response Hierarchy Models- AIDA Model & Hierarchy of Effects Model; Advertising: Importance, types and objectives; DAGMAR Approach; Target audience selection- basis; Methods of setting of Advertising Budget.

Unit II

Advertising: Message and Media Decisions: Advertising Message-Advertising appeals; Elements of print and broadcast advertising copy; Types of Advertising Media- strengths and limitations; Factors influencing selection of advertising media; Media Scheduling.

Unit III

Advertising Effectiveness and Institutional Framework: Rationale of measuring advertising effectiveness; Communication and Sales Effect; Pre and Post- Testing Techniques; Advertising Agency: Role, types and selection. Ethical and legal aspects of advertising. Role of Advertising Standards Council of India (ASCI).

Unit IV

Introduction to Personal Selling: Concept of Personal Selling and Salesmanship; Qualities of a good salesperson. Ethical conduct in selling. Types of salespersons; Role of Personal Selling in CRM; AIDAS model of selling. Buying Motives.

Unit V

Personal Selling Process: Prospecting, Pre-Approach; Approach; Presentation and Demonstration; Handling of Objections; Closing the Sale; Follow-Up; Sales Reports and Sales Audit.

Practical Exercises: The learners are required to:

1. Perform a content analysis of various advertising campaigns to:
 - (a) Identify objective of an advertisement forming part of an advertising campaign.
 - (b) Find out the target audience of a campaign.
 - (c) Prepare a report on various media options used in a campaign.
 - (d) Prepare a report on message strategy and copy elements used in the campaign.
2. Identify various CRM tools used by the sales people in the context of a given selling situation.

Text Books:

1. Shah, K., & D'Souza, A. (2008). *Advertising and Promotions: An IMC Perspective*. New Delhi: Tata McGraw Hill Publishing Company Limited.
2. Castleberry, S. B., & Tanner, J. F. (2013). *Selling: Building Relationships*. New York: McGraw Hill Education.

Books for References:

1. Belch, G. E., Belch, M. A., & Purani, K. (2009). *Advertising and Promotion: An Integrated Marketing Communications Perspective*. McGraw Hill Education.
2. Buskirk, R. A. B. D., Buskirk, F. A. R. (1988). *Selling: Principles and Practices*. New York: McGraw Hill Education.
3. Futrell, C. (2013). *Fundamentals of Selling*. New York: McGraw Hill Education.
4. Sharma, K. (2018). *Advertising: Planning and Decision Making*. New Delhi: Taxmann Publication.

Note: Latest edition of the text books should be used.

SEMESTER – V

SEC -03 - COMPUTER SKILLS FOR BUSINESS

Course Objectives: To provide an exposure to the use of office automation software and accounting package software in making business decisions.

Learning Outcomes: After completing the course, the learners shall be able to:

1. Acquire the theoretical knowledge in MS-Office
2. Create documents in MS-Word
3. Construct worksheet on MS-Excel
4. Prepare presentations using MS-Power Point and to Develop database management system using MS-Access
5. Explain the fundamentals and key components of Tally ERP 9 and to Create ledgers and groups in various modes.

UNIT I

Introduction to Computer Concepts – Elements of computer – Characteristics of a Computer – Classification of Computers – Basic Computer Architecture – Input- output Devices - Software Concepts: Types of software – Software: its nature and qualities - Windows Operating System Functions.

UNIT II

Microsoft Word: Creating a New Document – Edit and Formatting a document – Change the page layout, Background and Borders – Headers & Footers – Creating Tables – Editing tables – insert Word Art, Clip Arts and Pictures - Business Correspondence: Letters, Tables, Mail Merge, Labels.

UNIT III

Microsoft Excel: Building a Spread Sheet – Using Auto fill – Adding and Removing Rows and Columns – Creating and Copying Formulae – Changing Column widths & Row Height – Using Auto format – Creating and Printing a Graphs and Chart - Calculation of various financial, Statistical Equations and functions.

UNIT IV

Microsoft Power Point: Creating and Saving a presentation using Auto- Content wizard – Design template – Blank Presentation – Opening an Existing Presentation – Setting Slide transitions – Slide Animations – Power Point Presentation views – Printing Slides, Notes and Handouts.

Microsoft Access: Creating a new database – Creating a new table – Creating a Primary Key – Adding, editing and deleting fields and records – Query: Query in Design View and by using Wizard – Forms: Creating an Auto form, by using wizard and Entering data by using forms – Reports: Design view and by using wizard.

UNIT V

Applications of Accounting Software Tally (Ver. 9. ERP): Characteristics of the Software Creation of a Company – Accounts Information – Creation of Ledgers – Vouchers – P& L a/c – Balance Sheet – Inventory Handling – Creation of Stock Groups -Creation of Stock Categories – Creation of Stock Items – Accounts of Banking and Departmental Accounting.

(Theory – 50% and Practical – 50%)

Text Book

1. Rajagopalan, S.P., Computer Application in Business, Vikas Publishing House, New Delhi.
2. Sanjey Saxena, 2009, MS Office 2007 for everyone, Vikas Publishing House Pvt. Ltd., New Delhi.
3. Nellai Kannan, C 2002: MS-Office, Nels Publiction, Thirunelveli, Tamil Nadu.

Books for References:

1. Deepak Bharihoke., Fundamentals of IT, Excel Books, New Delhi.
2. Dhiraj Sharma., Foundation of IT, Excel Books, New Delhi.
3. Bhatnagar, S.C. & Ramani, K.V., *Computers and Information Management*, Prentice Hall of India, New Delhi.
4. Martin, *Principles of Data Base Management*, Prentice Hall of India, New Delhi.
5. Sulochana, M., Kameswara Rao, K. & Kishore Kumar, R., *Accounting Systems*, Kalyani Publishers, Hyderabad.
6. Parameswaran, R., *Computer Application in Business*, S.Chand & Co, New Delhi.

Note: Latest edition of the text books should be used.

LIST OF PRACTICAL

Window OS

Practice in settings and search options

MS – Word

Formatting – text documents

Table manipulation

Sorting – Table of Content

Developing a letter and a resume

Practice of mail-merge option

MS –Excel

Formatting – Features

Functions

Chart – Features

MS – Access

Creation of Tables

Manipulating Queries

MS – Power Point

Organisational Structure using Slides

Graphical representation

Tally Programmes

Voucher and Invoice

Stock summary

Final Accounts

SEMESTER VI

C C 17 - INCOME TAX LAW AND PRACTICE – II

Course Objectives: To enable the students to learn the provisions of the Income Tax Act 1961 and to apply them to compute tax under different heads of income ascertainment of tax to be paid by individuals, firms and companies.

Learning Outcomes: After completing the course, the learners shall be able to:

1. Apply the concept and procedure of set off and carry forward of losses
2. Analyse and compute deductions from gross total income
3. Explain the meaning of assessment and its procedure to compute tax liability
4. Compare PFAF with PFAOP and its procedure to compute tax liability
5. Classify the companies and its procedure to compute tax liability.

UNIT I

Set off and carry forward of Losses: Set off- Intra-head adjustment – Inter-head adjustment – Carry forward of losses – Unabsorbed depreciation.

UNIT II

Deductions from Gross Total Income: Computation of Gross Total Income – Deductions from Gross Total Income u/s 80- Deductions allowed on Payments - Deductions allowed on Incomes.

UNIT III

Assessment: Meaning – Procedure – PAN- Types of Assessment- Assessment of Individuals - Computation of Gross Total Income of Individuals - Deductions allowed to Individuals u/s 80 – Computation of tax liability (Simple Problems).

UNIT IV

Assessment of Partnership firms: - Partnership firm assessed as PFAF - Computation of Book Profit of PFAF – Limits on payment of remuneration to partners of PFAF – Business Income and Total income of PFAF – Deductions allowed u/s 80 –Tax rate applicable to PFAF - Individual Income of Partners . Partnership firm assessed as PFAOP - Business Income and Total Income of PFAOP- Tax rate applicable to PFAOP -Individual Income of Partners of PFAOP- – Simple Problems.

UNIT V

Assessment of Companies- Meaning and types of Companies – Residential status of company – Gross Total Income of Companies – Deductions u/s 80 - Tax liability of companies (Simple Problems).

(Problems – 80% & Theory 20%)

Practical Exercises: The learners are required to:

1. Identify five individuals above the age of 18 years without PAN Card. Educate them about the relevance of getting a PAN card issued from IT Department of India and help them fill the online application form for generating their PAN Card. Also, educate them about the significance of filing return and help them fill the same online. Prepare and present a report of the key learnings from the exercise;
2. Apply for TAN for a firm and file its TDS return
3. Visit the website of Income Tax Department, Government of India and fill the various online ITR Forms with hypothetical data.

Text Book

1. Dr. H.C.Mehrotra, Income Tax Law &Accounts, Revised Edition (as per latest assessment year), Sahityahawan Publications, Hospital Road, Agra.

Books for References:

1. V.P.Gaur, D.B.Narang, Income Tax Law & Practice, Revised edition (as per latest assessment year), Kalyani Publications, B-1/1292, Rajinder Nagar, Ludhiana.
2. T.S.Reddy and Murthy, Income Tax Law &Practice ,Revised edition (as per latest assessment year)Margham Publications, T.nagar, Chennai.

Note: Latest edition of the text books should be used.

SEMESTER – VI

C C 18 - FUNDAMENTALS OF INVESTMENT

Course Objective: To familiarize the students with different investment alternatives, introduce them to the framework of their analysis and valuation and highlight the role of investor protection.

Learning Outcomes: After completion of the course, learners will be able to:

1. Demonstrate an understanding of, and be able to apply, fundamental investment analysis techniques
2. Apply methods and theories of finance to specific cases.
3. Understand about Portfolio management and financial derivative in India.
4. Know about equity and debt instrument
5. Create awareness about investor protection

UNIT I

Investment Environment : The investment decision process, Types of Investments – Commodities, Real Estate and Financial Assets (Equity, Mutual funds, Debt), the Indian securities market, the market participants (Stock exchanges, Stock brokers, Clearing House, Depositories, Depository Participants, FII, Domestic institutional investors, Individual investors), Online and offline trading in securities, security market indices, sources of financial information, Concept of return and risk, Impact of Taxes and Inflation on returns.

UNIT II

Analysis of Equity and Debt Instruments

- a) Fixed Income Securities: Bond features, types of bonds, estimating bond yields, Bond Pricing, types of bond risks, default risk and credit rating, Bond market indices.
- b) Approaches to Equity Analysis Introduction to Fundamental Analysis, Technical Analysis, dividend capitalisation models, and price-earnings multiple approach to equity valuation, Intrinsic value, Price to Book value ratio.

UNIT III

Portfolio Analysis and Financial Derivatives : Portfolio and Diversification, Portfolio Risk and Return; Mutual Funds; Introduction to Financial Derivatives; Financial Derivatives Markets in India

UNIT IV

Investor Protection: Role of SEBI and stock exchanges in investor protection; Investor grievances and their redressal system, insider trading, investor awareness and activism.

Practical Exercises: The learners are required to:

1. Prepare a structure of mutual fund market in India.
2. Prepare a report of different funds
3. Analyse the concept of risk portfolio in calculation of investment amounts and returns.

Text Book

1. Chandra, Prasanna. Investment Analysis and Portfolio Management. McGraw Hill Education

Books for References

1. Jones, C.P. Investments Analysis and Management, Wiley, 8th ed.
2. Rustogi, R.P. Fundamentals of Investment. Sultan Chand & Sons, New Delhi.
3. Vohra N.D. & Bagri B.R., Futures and Options, McGraw Hill Education 5. Mayo. An Introduction to Investment. Cengage Learning.

Note: Latest edition of the text books should be used.

SEMESTER – V

C C 19 - PRINCIPLES AND PRACTICE OF INSURANCE

Course Objectives: To expose the students to imparts knowledge on principles and practices of insurance in India.

Learning Outcomes: After completing the course learners will be able to:

1. Explain the Principles of Insurance.
2. Compare and Contrast insurance with assurance and explain provisions relating to life insurance.
3. Analyse the principles of Marine Insurance.
4. Prepare Claim on fire insurance policies.
5. Apply the acquired skills in marketing of Life Insurance business.

UNIT I

Principles of Insurance: Insurance - Meaning – Definition – Essentials of insurance contract – Kinds of Insurance contract – Principles of Insurance – Insurable interest – At most good faith – Indemnity – Subrogation – Contribution – Proximate clause – Mitigation of loss.

UNIT II

Life Insurance: Meaning of life insurance – Insurance versus Assurance – Features of life insurance – Procedure for effecting life insurance – Life Insurance policies –Classification of policies on the basis of duration, premium payment, participation in profits, persons assured, methods of payment of policy amount – Money back policies – Group insurance scheme – Partnership insurance – Employer - Employee Insurance- Features of each policy.

UNIT III

Marine Insurance – Important Definitions – Subject Matter of Marine Insurance – Characteristics of Marine Insurance – Elements of Marine Insurance – Contents of Marine Policy – Kindsof Marine Policies – Life Insurance versus Marine Insurance – Procedures for taking out aMarine Policy – Important Clauses in Marine Policy – Kinds of Marine Losses.

UNIT IV

Fire Insurance - Common policies in Fire Insurance – Average Clause in Fire Insurance Policy – Rights of the Insurer – Procedures for Fire Insurance Claim – Types of Losses due to Fire – Procedures for calculating claim for loss of stock.

UNIT V

Marketing of Life Insurance Business: Characteristics of Life Insurance Services – Objectives of Life Insurance Marketing – Importance of Life Insurance Marketing – Market segmentation in Insurance business – Distribution channels in Life Insurance business – Scope of Life Insurance Marketing.

Practical Exercise: The learners are required to:

1. Prepare the documents of a hypothetical insurance claim.
2. Make a comparative analysis of the claim settlement procedure of select insurance companies and assess their proficiency.

Text Book:

1. P. Periasamy, 2013; Fundamentals of Insurance, Vijay Nicole Imprints Pvt Ltd

Books for References:

1. Gupta, P. K. (2011). *Insurance and Risk Management*. New Delhi: Himalaya Publishing.
2. Inderjit Singh, Rakesh Katyayal and Sanjay Arora, 2010; Kalyani Publishers, Chennai.
3. Black, K. J., & Skipper, H. J. (2000). *Life and Health Insurance*. London: Pearson Education.
4. Mishra, M. N., & Mishra, S. B. (2007). *Insurance Principles and Practice*. New Delhi: S. Chand Publishing.
5. Vaughan, E. J., & Vaughan, T. M. (2013). *Fundamentals of Risk and Insurance*. New Jersey: Wiley.

Note: Latest edition of the text books should be used.

SEMESTER VI

C C 20 - INTERNATIONAL TRADE AND EXPORT MANAGEMENT

Course Objectives: To enable the students to understand the importance of international trade, the procedure for export of goods and services and the documents to be prepared at different stages of processing of an export order.

Learning Outcomes: After completing the course, the learners shall be able to:

1. Explain the concept of international trade and compare it with domestic trade.
2. Analyse the role of WTO in the international trading environment and explain the concept of Foreign Exchange market.
3. Carry out business according to foreign trade policy and regulations.
4. Mobilise funds from various export finance institutions.
5. Prepare documents related to export trade.

UNIT I

Introduction to International Trade: Meaning – Features – Objectives – Motives - Domestic Trade Vs International Trade – Arguments for and against international trade – Trade Policy - Free trade – Protection – Trade barriers – Tariffs and its types – Non Tariff barriers and its types.

UNIT II

International Trading Environment: World Trade Organisation (WTO) – Objectives and Functions of WTO- Salient Features of Uruguay Round Agreement –Concept of Balance of Trade and Balance of Payment – Foreign Exchange Market – Functions and Dealings on the Foreign Exchange Market – Exchange Rate systems and classifications.

UNIT III

Foreign Trade Policy and Regulation: The Foreign Trade (Development and Regulation) Act 1992- Foreign Trade Policy – Objectives, Strategies, Features and Promotional Measures – Export Promotion in India – Importance and Objectives – Export Promotion Measures – EOU, EPZ, and SEZ.

UNIT IV

Export Finance: Institutional Finance for Export – Pre Shipment Credit – Post Shipment Credit- EXIM Bank – ECGC – Quality Control and Pre- Shipment Inspection – FEMA – IMF – IFC – UNCTAD – UNIDO.

UNIT V

Export Procedures and Documentation – Procedures and Formalities in the export of goods – Exchange control formalities – Shipping of goods – Export documents – Documents related to goods – Certificates related to shipment – Documents related to payment – Documents related to inspection – Documents related to Excisable Goods – Documents related to Foreign Exchange Regulation.

Practical Exercises: The learners are required to:

1. To start your own export import business or may works as export import consultant.
2. Prepare a Trade Practices, procedures, documentation and International issues in today competitive world.
3. To analyze the trade performance of India by examining the determines of India's exports and imports procedures.

Text Book

1. Francis Cherunilam, 2010: International Trade and Export Management, 16th Edition, HimalayaPublishing House, Mumbai.

Books for References:

1. S.Sankaran, 2013: International Trade, Margham Publications, Chennai.
2. T.A.S.BalaGopal, International Marketing and Export Management, Himalaya Publishing House,Mumbai.

Note: Latest edition of the text books should be used.

SEMESTER VI

DSE- 04 (A) - INDUSTRIAL RELATIONS AND LABOUR LAWS

Course Objectives: The course enables the learners to understand and apply the important concepts of industrial relations including trade unions, discipline, and various labour enactments.

Learning Outcomes: After completing the course, the learners will be able to:

1. Explain the evolution and factors influencing industrial relations in changing environment;
2. Evaluate the effectiveness of trade unions and factors influencing their growth;
3. Examine the effectiveness of workers' participation in management;
4. Evaluate the effectiveness of grievance redressal mechanism;
5. Analyse industrial disputes and implementation of its legal provisions;
6. Discuss the concept of bonus and wages payments for all the workers under Code on Wages, 2019.

UNIT I

Industrial Relations

Concept, nature and objectives of Industrial Relations; Evolution and factors influencing IR in changing Environment, Employers' Organisation; Human Resource Management and IR.

UNIT II

Trade Unions Act, 1926

Important provisions of Trade Unions Act, 1926. Objectives of Trade Union in the era of liberalization; Factors influencing the growth of Trade unions, its registration, rights, and liabilities. Emerging trends in Union Management Relations.

UNIT III

Workers' Participation in Management

Concept, practices in India, Works Committees, Joint management councils; Participative Management and co-ownership; Productive Bargaining and Gain Sharing.

UNIT IV

Discipline and Grievance Redressal

Causes of indiscipline, Maintenance of discipline; Highlights of domestic enquiries; Principle of Natural Justice; Labour turnover; Absenteeism; Meaning of Grievance, Grievance redressal machinery in India, Grievance handling procedure.

UNIT V

Other Labour Enactments

- a) **The Industrial Disputes Act, 1947:** Important Definitions; various Authorities, Procedure, Powers and Duties of Authorities; Strikes and Lock outs, Lay-off, Retrenchment and closure
- b) **The Factories Act, 1948:** Provisions relating to Health, Safety, Welfare facilities, working hours, Employment of young persons, Annual Leave with wages, other leaves.
- c) **The Code on Wages, 2019:** Regulation of Minimum Wages, Payment of wages, payment of bonus.

Practical Exercise: Learners are required to:

1. Visit an industrial unit to learn about the industrial relations in the current environment after interacting with the trade union leaders, workers, and HR managers and prepare a report of such visit.
2. Consider the level of health, safety and welfare facilities provided to the employees during the industrial visit and present the report.
3. Assess and prepare a report on the grievance redressal mechanism of the industrial unit.

Text Books

1. Srivastava, S. C. (2012). *Industrial Relations and Labour Laws*. New Delhi: Vikas Publishing House.
2. Venkataratnam, C. S., & Dhal, M. (2017). *Industrial Relations*. 2nd Edition. Delhi: OUP India.

Books for References:

1. Malik, P. L. (2018). *Handbook of Labour and Industrial Law*. Lucknow, Uttar Pradesh: Eastern Book Company.
2. Monappa, A., Nambudiri, R., & Selvaraj, P. (2012). *Industrial Relations and Labour Laws*. New Delhi: Tata McGraw Hill Education.
3. Padhi, P. K. (2012). *Industrial Relations and Labour Law*. New Delhi: PHI Learning.
4. Sharma, J. P. (2018). *Simplified Approach to Labour Laws*. Bhilai, Chhattisgarh: Bharat Law House.

Note: Latest edition of the text books should be used.

SEMESTER VI

DSE- 04 (B) - ORGANISATIONAL BEHAVIOUR

Course Objectives: The course aims to develop a theoretical understanding among learners about the structure and behaviour of organisation as it develops over time. The course will also make them capable of realizing the competitiveness for firms.

Learning Outcomes: After completion of the course, learners will be able to:

1. Differentiate between various types of personality using standard tools;
2. Appreciate the applicability of decision making process in real life situations and use TA and Johari Window;
3. Have knowledge to understand the level of motivation in employees;
4. Describe characteristics of a leader;
5. Learn how to build a supportive organisational culture.

Unit I

Introduction and Individual Behaviour: Organisational Behaviour: concepts, determinants, challenges and opportunities of OB. Contributing disciplines of OB. Organisational Behaviour Models.

Personality- Type A and B, Big Five personality types, Factors influencing personality. Values and Attitudes- Concept and types of values: Terminal value and Instrumental Value. Components of attitude, job related attitudes. Learning- Concept, Learning theories, and reinforcement. Perception and Emotions- Concept, Perceptual process, Importance, Factors influencing perception, Emotional Intelligence.

Unit II

Decision making and Communication: Concept and nature of decision making process, Individual versus group decision making. Communication and Feedback, Transactional Analysis (TA), Johari Window.

Unit III

Motivation: Meaning and Importance, Equity theory of Motivation, Vroom's Valence Expectancy theory, Ken Thomas' Intrinsic Motivation theory, McClelland's theory of Motivation. Motivation and organisational effectiveness.

Unit IV

Leadership, Power, and Conflict: Meaning and concept of Leadership, Trait theory, Transactional, Charismatic, and Transformational Leadership. Power and conflict, Power tactics, Sources of conflict, Conflict Resolution Strategies.

Unit V

Dynamics of Organisational Behaviour: Organisational Culture and climate- Concept and determinants of organisational culture. Organisational change- Importance, Managing Change. Individual and organisational factors to stress; Prevention and Management of stress.

Practical Exercises: The learners are required to:

- 1) Apply the tools for measuring personality types like Type A&B, 16 Personality Traits, etc. Role Play on TA and Johari Window;
- 2) Assume a case for decision making in business context, write a report and present how they would proceed step by step to arrive at the final decision;
- 3) Design a questionnaire to measure the level of motivation & intrinsic motivation using Ken Thomas Theory;
- 4) Consider your role model of a leader and describe the characteristics of that leader;
- 5) Practice stress management tools including meditation;
- 6) Measure organisational culture using OCTAPACE or any other tool.

Text Books:

1. Robbins, S. P., & Judge, T. A. (2015). *Organizational Behaviour*. New Delhi: London: Pearson Education.
2. Singh, A. K., & Singh, B. P. (2007). *Organizational Behaviour*. New Delhi: Excel Books Pvt. Ltd.

Books for Reference:

1. Chhabra, T. N. (2017). *Management Process & Organizational Behaviour*. Delhi: Sun India Publications.
2. Greenberg, J., & Baron, R. A. (1996). *Organizational Behaviour*. New Jersey: Prentice Hall.
- Luthans, F. (2010). *Organizational Behaviour*. New York: McGraw Hill Education.

Note: Latest edition of the textbooks should be used.

SEMESTER VI

SEC - 04 - ENTREPRENEURSHIP DEVELOPMENT

Course Objectives: To expose students to the concepts of Entrepreneurship and to enable them to start a small business enterprise.

Learning Outcomes: After completion of the course, learners will be able to:

1. Discern distinct entrepreneurial traits;
2. Identify the parameters to assess opportunities and constraints for new business ideas;
3. Develop a business idea by adopting systematic process; Design strategies for successful implementation of ideas;
4. Analyse the institutional finance & Support to entrepreneurs. The steps involved in setting up of micro and small enterprises.
5. Create a Business Plan.

UNIT – I

Entrepreneurship: Meaning – Evaluation of the concept of the entrepreneur – Characteristics of successful entrepreneur – Functions – Needs for an entrepreneur – Types of an Entrepreneur – Intrapreneur - Growth of Entrepreneurship in India – Role of Entrepreneurship in Economic Development.

Women Entrepreneurship: Concept of Women Entrepreneur – Functions of Women Entrepreneur – Growth of Women Entrepreneurship in India – Problems of Women Entrepreneur – Developing Women Entrepreneur – Limitations of Women Entrepreneur – Institutional support and Assistance to Women Entrepreneur.

UNIT – II

Entrepreneurial Development Programmes: Meaning of Entrepreneurial competency – Major Entrepreneurial competencies – Meaning of EDP – Need for EDP –Objectives of EDP – EDP in India – Phases of EDP – Problems of EDP.

UNIT – III

Institutional Finance & Support to Entrepreneur: Need for Institutional finance – Commercial banks – IDBI – IFCI – ICICI – IRBI – SFC – SIDCS – SIDBI – EXIM bank - Need for institutional support – NSIC – SIDO – SSIB – SSID – SISI – DIC – TCO.

UNIT – IV

Micro & Small Enterprises: Meaning – Definition – Micro & Macro units –Characteristics, Objectives and essentials of Small Scale Enterprises – Steps in stepping up of small enterprises – Role of micro enterprises in economic development – Problems of Micro and small Enterprises

UNIT – V

Sources of business ideas and tests of feasibility: Significance of writing the business plan/ project proposal including feasibility analysis; Contents of business plan/ project proposal; Designing business

processes, location, layout, operation, planning & control; preparation of project report (various aspects of the project report such as size of investment, nature of product, sourcing of material, market potential may be covered); Project submission/ presentation and appraisal thereof by external agencies, such as financial/non- financial institutions **Mobilizing Resources:** Mobilizing resources for start-up. Accommodation and utilities; Preliminary contracts with the vendors, suppliers, bankers, principal customers; Contract management: Basic start-up problems.

Practical Exercises: The learners are required to:

1. Discuss various cases of entrepreneurship and distinguish between different entrepreneurial traits.
2. Analyse and interpret case study on business philosophy at Tata Group, Aditya Birla Group, Reliance Industries Limited, and similar organisations.
3. Analyse and present the key initiatives of Government of India for promoting entrepreneurship in the country for any one business area.
4. Develop a business idea and conduct a feasibility analysis of the same.
5. Participate in Business Plan Competition-designing a business plan proposal and identifying alternative sources of raising finance for startup.

Text Book:

1. S. S. Khanka, Entrepreneurial Development, Revised Ed (2013), S. Chand & Company Ltd., New Delhi.
2. Renu Arora, S.K. Sood, Revised Ed. 2004, Entrepreneurial Development, Kalyani Publishers, Ludhiana.
3. Desai, V., Dynamics of Entrepreneurial Development and Management, Himalaya Publishing House, Mumbai.

Books for Reference:

1. Desai, V. (2009). Dynamics of Entrepreneurial Development and Management. Mumbai: Himalaya Publishing House.
2. Dollinger, M. J. (2008). Entrepreneurship: Strategies and Resources. New Jersey: Prentice Hall.
3. Hisrich, R., Peters, M., & Shepherd, D. (2017). Entrepreneurship. New York: McGraw Hill Education.
4. Rao, T. V., & Kuratko, D. F. (2012). Entrepreneurship: A South Asian Perspective. Boston: Cengage Learning.
5. Yadav, V, & Goyal, P. (2015). User innovation and entrepreneurship: case studies from rural India. Journal of Entrepreneurship & Innovation, 4(5). Retrieved from <https://link.springer.com/article/10.1186/s13731-015-0018-4>.

Note: Latest edition of the text books should be used.



PONDICHERY UNIVERSITY

PUDUCHERRY

**B.Com
(General), (FT), (CM) & (CS)**

DEGREE PROGRAMME

SEMESTER PATTERN

REVISED SYLLBI & REGULATIONS UNDER CBCS

(For all affiliated colleges)

WITH EFFECT FROM

ACADEMIC YEAR 2017 – 2018

CONTENTS

- 1. CURRICULUM STRUCTURE**
- 2. REGULATIONS & QUESTION PAPER**
- 3. CHOICE BASED CREDIT SYSTEM GUIDELINES**
- 4. SEMESTER WISE SYLLABI UNDER CBCS**

1. CURRICULUM STRUCTURE

COURSE CURRICULUM FOR CHOICE BASED CREDIT SYSTEM

B.COM – GENERAL

To be implemented from 2017-18 onwards

Course	Sub Code	Title of the Paper	Credits Allotted		Teaching Hours
Semester-I			20 Credits		
Course	Sub Code	Title of the Paper	Lecture	Tutorial / Lab	Teaching Hours
MIL – 1	LHIN/LTAM/LFRE/LMAL /LTEL/LBEN/LSAN	HINDI-I/ TAMIL –I //MALAYALAM - I/TELUGU-I / BENGALI – I/SANSKRIT-I	3	-	4
ENGL – 1	ENGL 112	ENGLISH – I	3	-	5
DSC – 1A	BCGN 111	FINANCIAL ACCOUNTING	4	2	9
DSC – 2A	BCGN 112	BUSINESS LAW	4	2	9
AECC - 1	PADM 113	PUBLIC ADMINISTRATION	2	-	3
Total			16	4	30
Semester-II			20 Credits		
MIL - 2	LHIN/LTAM/LFRE/ LMAL/LTEL/LBEN/LSAN	HINDI-II/TAMIL –II /MALAYALAM -II/TELUGU-II/ BENGALI – II/ SANSKRIT-II	3	-	4
ENGL - 2	ENGL 122	ENGLISH – II	3	-	5
DSC – 1B	BCGN 121	BUSINESS MANAGEMENT	4	2	9
DSC – 2B	BCGN 122	COMPANY LAW	4	2	9
AECC - 2	ENVS 123	ENVIRONMENTAL STUDIES	2	-	3
Total			16	4	30
Semester-III			20 Credits		
DSC – 1C	BCGN 231	GOODS AND SERVICES TAX	4	2	9
DSC – 2C	BCGN 232	BUSINESS STATISTICS	4	2	9
DSC – 3C	BCGN 233	MANAGEMENT ACCOUNTING- I	4	2	9
SEC - 1	BCGN 234	COMMUNICATIVE SKILLS	2	-	3
Total			14	6	30
Semester-IV			20 Credits		
DSC – 1D	BCGN 241	MANAGEMENT ACCOUNTING - II	4	2	9
DSC – 2D	BCGN 242	COST ACCOUNTING	4	2	9
DSC – 3D	BCGN 243	INCOME TAX	4	2	9
SEC - 2	BCGN 244	ARITHMETIC SKILLS	2	-	3
Total			14	6	30
Semester-V			20 Credits		
SEC - 3	BCGN 351	COMPUTER APPLICATION SKILLS	2	-	3
DSE – 1A	BCGN 352	FINANCIAL MANAGEMENT	4	1	7 or 8
DSE – 2A	BCGN 353	FINANCIAL MARKET OPERATIONS	4	1	7 or 8
DSE – 3A	BCGN 354	PRINCIPLES OF MARKETING	4	1	7 or 8
DSE – 4A	BCGN 355	CONSUMER BEHAVIOUR	4	1	7 or 8
DSE – 5A	BCGN 356	CORPORATE ACCOUNTING	4	1	7 or 8
GE - 1	BCGN 357	PRINCIPLES OF MICRO ECONOMICS	3	-	5
Total			17	3	30
Semester-VI			20 Credits		
SEC - 4	BCGN 361	ENTREPRENEURIAL SKILLS	2	-	3
DSE – 1B	BCGN 362	BANK MANAGEMENT	4	1	7 or 8
DSE – 2B	BCGN 363	ESSENTIALS OF E-COMMERCE	4	1	7 or 8
DSE – 3B	BCGN 364	AUDITING	4	1	7 or 8
DSE – 4B	BCGN 365	ORGANIZATIONAL BEHAVIOUR	4	1	7 or 8
DSE – 5B	BCGN 366	HUMAN RESOURCE MANAGEMENT	4	1	7 or 8
GE - 2	BCGN 367	INDIAN ECONOMY	3	-	5
Total			17	3	30
Total Number of Credits			94	26	180

COURSE CURRICULUM FOR CHOICE BASED CREDIT SYSTEM

B.COM – FOREIGN TRADE

To be implemented from 2017-18 onwards

Course	Sub Code	Title of the Paper	Credits Allotted		Teaching Hours
Semester-I			20 Credits		
Course	Sub Code	Title of the Paper	Lecture	Tutorial / Lab	Teaching Hours
MIL – 1	LHIN/LTAM/LFRE/LMAL /LTEL/LBEN/LSAN	HINDI-I/TAMIL-I /MALAYALAM - I/TELUGU-I / BENGALI – I/SANSKRIT-I	3	-	4
ENGL – 1	ENGL 112	ENGLISH – I	3	-	5
DSC – 1A	BCFT 111	FINANCIAL ACCOUNTING	4	2	9
DSC – 2A	BCFT 112	BUSINESS LAW	4	2	9
AECC – 1	PADM 113	PUBLIC ADMINISTRATION	2	-	3
Total			16	4	30
Semester-II			20 Credits		
MIL - 2	LHIN/LTAM/LFRE/LMAL /LTEL/LBEN/LSAN	HINDI-II/TAMIL –II /MALAYALAM -II/TELUGU-II/ BENGALI - II/SANSKRIT-II	3	-	4
ENGL - 2	ENGL 122	ENGLISH – II	3	-	5
DSC – 1B	BCFT 121	BUSINESS MANAGEMENT	4	2	9
DSC – 2B	BCFT 122	COMPANY LAW	4	2	9
AECC - 2	ENVS 123	ENVIRONMENTAL STUDIES	2	-	3
Total			16	4	30
Semester-III			20 Credits		
DSC – 1C	BCFT 231	GOODS AND SERVICES TAX	4	2	9
DSC – 2C	BCFT 232	BUSINESS STATISTICS	4	2	9
DSC – 3C	BCFT 233	MANAGEMENT ACCOUNTING – I	4	2	9
SEC - 1	BCFT 234	COMMUNICATIVE SKILLS	2	-	3
Total			14	6	30
Semester-IV			20 Credits		
DSC – 1D	BCFT 241	MANAGEMENT ACCOUNTING - II	4	2	9
DSC – 2D	BCFT 242	COST ACCOUNTING	4	2	9
DSC – 3D	BCFT 243	INCOME TAX	4	2	9
SEC - 2	BCFT 244	ARITHMETIC SKILLS	2	-	3
Total			14	6	30
Semester-V			20 Credits		
SEC - 3	BCFT 351	COMPUTER APPLICATION SKILLS	2	-	3
DSE – 1A	BCFT 352	FUNDAMENTALS OF INTERNATIONAL TRADE	4	1	7 or 8
DSE – 2A	BCFT 353	FOREIGN TRADE PROMOTION	4	1	7 or 8
DSE – 3A	BCFT 354	GLOBAL RESOURCES	4	1	7 or 8
DSE – 4A	BCFT 355	INTERNATIONAL ECONOMICS	4	1	7 or 8
DSE – 5A	BCFT 356	EXIM FINANCE, SHIPPING & INSURANCE	4	1	7 or 8
GE - 1	BCFT 357	PRINCIPLES OF MICRO ECONOMICS	3	-	5
Total			17	3	30
Semester-VI			20 Credits		
SEC - 4	BCFT 361	ENTREPRENEURIAL SKILLS	2	-	3
DSE – 1B	BCFT 362	INTERNATIONAL MARKETING	4	1	7 or 8
DSE – 2B	BCFT 363	FOREIGN TRADE PROCEDURES & DOCUMENTATION	4	1	7 or 8
DSE – 3B	BCFT 364	FOREX MANAGEMNET	4	1	7 or 8
DSE – 4B	BCFT 365	LOGISTICS MANAGEMENT	4	1	7 or 8
DSE – 5B	BCFT 366	INSTITUTIONAL TRAINING & REPORT	4	1	7 or 8
GE - 2	BCFT 367	INDIAN ECONOMY	3	-	5
Total			17	3	30
Total Number of Credits			94	26	180

**CURRICULUM FOR CHOICE BASED CREDIT SYSTEM IN
B.COM – COOPERATE MANAGEMENT
To be implemented from 2017-18 onwards**

Course	Sub Code	Title of the Paper	Credits Allotted		Teaching Hours
Semester-I			20 Credits		
Course	Sub Code	Title of the Paper	Lecture	Tutorial / Lab	Teaching Hours
MIL - 1	LHIN/LTAM/LFRE/LMAL /LTEL/LBEN/LSAN	HINDI-I/TAMIL-I /MALAYALAM - I/TELUGU-I / BENGALI – I/SANSKRIT-I	3	-	4
ENGL - 1	ENGL 112	ENGLISH – I	3	-	5
DSC – 1A	BCCM 111	FINANCIAL ACCOUNTING	4	2	9
DSC – 2A	BCCM 112	BUSINESS LAW	4	2	9
AECC - 1	PADM 113	PUBLIC ADMINISTRATION	2	-	3
Total			16	4	30
Semester-II			20 Credits		
MIL - 2	LHIN/LTAM/LFRE/LMAL /LTEL/LBEN/LSAN	HINDI-II/TAMIL-II /MALAYALAM - II/TELUGU-I / BENGALI – I/SANSKRIT-II	3	-	4
ENGL - 2	ENGL 122	ENGLISH – II	3	-	5
DSC – 1B	BCCM 121	BUSINESS MANAGEMENT	4	2	9
DSC – 2B	BCCM 122	COMPANY LAW	4	2	9
AECC - 2	ENVS 123	ENVIRONMENTAL STUDIES	2	-	3
Total			16	4	30
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DSC – 1C	BCCM 231	GOODS AND SERVICES TAX	4	2	9
DSC – 2C	BCCM 232	BUSINESS STATISTICS	4	2	9
DSC – 3C	BCCM 233	MANAGEMENT ACCOUNTING – I	4	2	9
SEC - 1	BCCM 234	COMMUNICATIVE SKILLS	2	-	3
Total			14	6	30
Semester-IV			20 Credits		
DSC – 1D	BCCM 241	MANAGEMENT ACCOUNTING – II	4	2	9
DSC – 2D	BCCM 242	COST ACCOUNTING	4	2	9
DSC – 3D	BCCM 243	INCOME TAX	4	2	9
SEC - 2	BCCM 244	ARITHMETIC SKILLS	2	-	3
Total			14	6	30
Semester-V			20 Credits		
SEC - 3	BCCM 351	COMPUTER APPLICATION SKILLS	2	-	3
DSE – 1A	BCCM 352	PRINCIPLES AND PRACTICE OF CO-OPERATION	4	1	7 or 8
DSE – 2A	BCCM 353	CO-OPERATIVE CREDIT AND BANKING	4	1	7 or 8
DSE – 3A	BCCM 354	CO-OPERATIVE ACCOUNTING	4	1	7 or 8
DSE – 4A	BCCM 355	CO-OPERATIVE LAW	4	1	7 or 8
DSE – 5A	BCCM 356	CO-OPERATIVE AUDITING	4	1	7 or 8
GE - 1	BCCM 357	PRINCIPLES OF MICRO ECONOMICS	3	-	5
Total			17	3	30
Semester-VI			20 Credits		
SEC - 4	BCCM 361	ENTREPRENEURIAL SKILLS	2	-	3
DSE – 1B	BCCM 362	NON- CREDIT CO-OPERATIVES	4	1	7 or 8
DSE – 2B	BCCM 363	CO-OPERATIVE MANAGEMENT & ADMINISTRATION	4	1	7 or 8
DSE – 3B	BCCM 364	MARKETING MANAGEMENT IN CO-OPERATIVES	4	1	7 or 8
DSE – 4B	BCCM 365	HUMAN RESOURCE MNGEMENT IN CO-OPERATIVES	4	1	7 or 8
DSE – 5B	BCCM 366	COOPERATIVE INSTITUTIONAL TRAINING AND REPORT	4	1	7 or 8
GE - 2	BCCM 367	INDIAN ECONOMY	3	-	5
Total			17	3	30
Total Number of Credits			94	26	180

COURSE CURRICULUM FOR CHOICE BASED CREDIT SYSTEM
B.COM – CORPORATE SECRETARYSHIP
To be implemented from 2017-18 onwards

Course	Sub Code	Title of the Paper	Credits Allotted		Teaching Hours
Semester-I			20 Credits		
Course	Sub Code	Title of the Paper	Lecture	Tutorial / Lab	Teaching Hours
MIL - 1	LHIN/LTAM/LFRE/LMAL /LTEL/LBEN/LSAN	HINDI-I/TAMIL –I /MALAYALAM - I/TELUGU-I / BENGALI – I/SANSKRIT-I	3	-	4
ENGL - 1	ENGL 112	ENGLISH – I	3	-	5
DSC – 1A	BCCS 111	FINANCIAL ACCOUNTING	4	2	9
DSC – 2A	BCCS 112	BUSINESS LAW	4	2	9
AECC - 1	PADM 113	PUBLIC ADMINISTRATION	2	-	3
Total			16	4	30
Semester-II			20 Credits		
MIL - 2	LHIN/LTAM/LFRE/LMAL /LTEL/LBEN/LSAN	HINDI-II/TAMIL–II /MALAYALAM-II/TELUGU-II/ BENGALI – II/ SANSKRIT-II	3	-	4
ENGL - 2	ENGL 122	ENGLISH – II	3	-	5
DSC – 1B	BCCS 121	BUSINESS MANAGEMENT	4	2	9
DSC – 2B	BCCS 122	COMPANY LAW	4	2	9
AECC - 2	ENVS 123	ENVIRONMENTAL STUDIES	2	-	3
Total			16	4	30
Semester-III			20 Credits		
DSC – 1C	BCCS 231	GOODS AND SERVICES TAX	4	2	9
DSC – 2C	BCCS 232	BUSINESS STATISTICS	4	2	9
DSC – 3C	BCCS 233	MANAGEMENT ACCOUNTING - I	4	2	9
SEC - 1	BCCS 234	COMMUNICATIVE SKILLS	2	-	3
Total			14	6	30
Semester-IV			20 Credits		
DSC – 1D	BCCS 241	MANAGEMENT ACCOUNTING - II	4	2	9
DSC – 2D	BCCS 242	COST ACCOUNTING	4	2	9
DSC – 3D	BCCS 243	INCOME TAX	4	2	9
SEC - 2	BCCS 244	ARITHMETIC SKILLS	2	-	3
Total			14	6	30
Semester-V			20 Credits		
SEC - 3	BCCS 351	COMPUTER APPLICATION SKILLS	2	-	3
DSE – 1A	BCCS 352	SECRETARIAL PRACTICE	4	1	7 or 8
DSE – 2A	BCCS 353	CORPORATE CONTROL SYSTEM	4	1	7 or 8
DSE – 3A	BCCS 354	CORPORATE FINANCIAL MANAGEMENT	4	1	7 or 8
DSE – 4A	BCCS 355	MONEY AND FINANCIAL SYSTEM	4	1	7 or 8
DSE – 5A	BCCS 356	CORPORATE ACCOUNTING	4	1	7 or 8
GE - 1	BCCS 357	PRINCIPLES OF MICRO ECONOMICS	3	-	5
Total			17	3	30
Semester-VI			20 Credits		
SEC - 4	BCCS 361	ENTREPRENEURIAL SKILLS	2	-	3
DSE – 1B	BCCS 362	CORPORATE AUDITING	4	1	7 or 8
DSE – 2B	BCCS 363	CORPORATE GOVERNANCE	4	1	7 or 8
DSE – 3B	BCCS 364	PRINCIPLES OF MARKETING	4	1	7 or 8
DSE – 4B	BCCS 365	RESEARCH TECHNIQUES	4	1	7 or 8
DSE – 5B	BCCS 366	INSTITUTIONAL TRAINING & REPORT	4	1	7 or 8
GE - 2	BCCS 367	INDIAN ECONOMY	3	-	5
Total			17	3	30
Total Number of Credits			94	26	180

2. REGULATIONS & QUESTION PAPER

PONDICHERRY UNIVERSITY

**BACHELOR OF COMMERCE
(GENERAL, FOREIGN TRADE, COOPERATIVE MANAGEMENT &
CORPORATE SECRETARYSHIP)
DEGREE COURSE CBCS REGULATIONS**

(WITH EFFECT FROM ACADEMIC YEAR 2017 – 2018)

AIM OF THE COURSE:

The B. Com Degree programme provides ample exposure to courses from the fields of Commerce, Accountancy and Management. The course equips the students for entry level jobs in Industry, a key contributor to the economic development of the country.

DURATION OF THE COURSE:

The duration of the B.Com Degree programme shall be for three academic years of six semesters.

ELIGIBILITY FOR ADMISSION:

Candidates for admission to the first year of the B.Com Degree shall require to have passed the Higher Secondary Course examination (+2) of any board or equivalent recognized by the Pondicherry University, having commerce and / or accountancy as one of the courses.

For lateral entry, candidates who passed Diploma in Commerce or Diploma in Modern Office Practice (3 years course) awarded by Directorate of Technical Education of Tamil Nadu or other states shall be admitted to the second year of B.Com Degree Programme.

AGE LIMIT:

The rules are as applicable to other Under Graduate Courses as prevailing in Pondicherry University.

COURSE OF STUDY

The course of study for B.Com Degree shall comprise the following.

Part I - Language (Any one of the Part I language under the option of the candidate for first year only. This includes Hindi, Tamil, Malayalam, Sanskrit, Telugu and Bengali). The syllabus and text books for the Language courses are as prescribed by Pondicherry University from time to time.

Part II - English (for first year only). The syllabus and text books for the English courses are as prescribed by Pondicherry University from time to time.

Part III – Includes Discipline Specific Courses both Compulsory (DSC) and Electives (DSE) Skill Enhancement Courses (SEC) Ability Enhancement Compulsory Courses (AECC) and Generic Elective Courses (GE). The syllabus and text books for major courses are as prescribed for the Board of Studies (B.Com Degree Course) Pondicherry University from time to time.

EXAMINATION

There shall be examinations at the end of each semester i.e. December/April. A student who does not pass the examination in any course(s) shall be permitted to appear in such failed course(s) in the subsequent semester examinations. No student shall be permitted to register for a subsequent examination without having registered at the first appearance. In this regard, the rules and regulations prevailing in the University in respect of other courses will be followed. The results of all the examinations will be communicated to the students through the Principals of the respective Colleges.

SCHEME OF EXAMINATION:

All the theory/practical examinations will be of three hours duration. The maximum marks for each course shall be 100. Passing minimum for theory examinations is 40. For the Course Computer Application Skills - B.Com (General / Foreign Trade / Cooperative Management / Corporate Secretaryship) and for the Course E-Commerce courses - B.Com (General) 50 marks shall be for theory and 50 marks shall be for practical): Passing minimum shall be 20 marks each for theory and for practical components separately. (The internal assessment constitutes 25 marks for Practical only).

EVALUATION:

Theory/Practical examinations will be evaluated by Pondicherry University.

ATTENDANCE:

A Student shall be permitted to appear for the examination in a course of study only if

1. He/She secures not less than 75% attendance in the course concerned.
2. He/She may be allowed to appear for the examination under condonation category not below 60% of attendance.

CLASSIFICATION OF SUCCESSFUL CANDIDATES:

1. Students who pass in all the examinations in all the 3 years and secures an aggregate of not less than 60% of the total marks in the University examinations shall be declared to have passed the examination for the degree in First Class.
2. Students who pass in all the examinations in all the 3 years and secures an aggregate of not less than 50% of the total marks in the University examinations shall be declared to have passed the examination for the degree in Second Class.
3. All other successful Students who secure from 40% to 49% shall be declared to have passed the examination for the degree in Third Class.
4. For the purpose of declaring a Student to have qualified for the degree of B.Com in First Class/ Second Class / Third Class, marks obtained in Part III alone will be the criteria, provided he/she has secured the prescribed passing minimum in Part I and Part II.
5. There shall be no classification for Part I and Part II.

AWARD OF THE DEGREE:

The student should have undergone the prescribed course of study for a period of not less than 3 years and passed the prescribed examination course of study for a period not less than 3 years and passed the prescribed examinations in all the courses / years. Further, a Student will get a maximum of six years only from the year of admission to pass all the courses.

REVISION OF REGULATIONS AND CURRICULUM:

The University may, from time to time, revise, amend and change the Regulations and Curriculum, if found necessary.

PONDICHERRY UNIVERSITY

B.COM (General, FT, CM & CS) DEGREE COURSE

QUESTION PAPER PATTERN UNDER CBCS

(WITH EFFECT FROM ACADEMIC YEAR 2017 – 2018)

FOR QUANTITATIVE PAPERS

SECTION A: Answer any 5 out of 8 Questions (5 X 7 Marks = 35 Marks)

SECTION B: Answer any 2 out of 3 Questions (2 X 20 Marks = 40 marks)

FOR OTHER PAPERS

SECTION A: Answer all Questions (5 X 2 Marks = 10 Marks)

SECTION B: Answer any 5 out of 8 Questions (5 X 7 Marks = 35 Marks)

SECTION C: Answer any 2 out of 3 Questions (2 X 15 Marks = 30 Marks)

3. CHOICE BASED CREDIT SYSTEM GUIDELINES

CHOICE BASED CREDIT SYSTEM GUIDELINES

1. INTRODUCTION

The Choice Based Credit System (CBCS) is being introduced in affiliated colleges of Pondicherry University for select UG courses from the academic year 2017-2018 onwards in accordance with the directives of University Grants Commission (UGC). The system provides an opportunity to students to design curriculum to suit individual needs, mobility across related disciplines and institutions in both horizontal and vertical manner. This System enables a student to obtain a degree in a course by earning required number of credits prescribed for that degree. Number of credits earned by the student reflects knowledge or skill acquired and performance in each course is reflected in grades. The grade points earned for each course reflect the student's performance in that course. The students should study prescribed courses like Discipline Specific Core Courses, Ability Enhancement Compulsory Courses, Public Administration, Environment Awareness etc. They are allowed to exercise choices in selection of courses that are Discipline Specific Elective Courses, Skill Enhancement Courses, General Electives, and Modern Indian Language etc., out of those offered by departments within college or any other college/institution affiliated to Pondicherry University (PU) or any other PU recognized institutions. While allowing students to exercise choices, Pondicherry University notifies regulations by taking into account the practicality. Overall, CBCS is meant to promote student centric education instead of system centric education that is in vogue at present.

The following regulations for effective implementation of CBCS at the Under-graduate (UG) level in Arts, Science, and Commerce are adopted as per guidelines prescribed by UGC.

2. DEFINITIONS OF KEYWORDS

Programme: An educational program leading to award of a degree/ diploma/ certificate.

Programme Committee: Each Program of Study shall have a Programme Committee to oversee implementation of the program.

Course: Usually a course referred to as 'course' is a component of the Programme of Study. All courses need not carry the same weight. The courses should define learning objectives and

learning outcomes. A course may be designed to comprise lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/term courses/assignments/ presentations/ self-study etc., or a combination of some of these.

Core Course: There shall be Core Courses in the first four semesters. These courses shall be compulsorily studied by a student.

Elective Course: Elective Course is a course which can be chosen from a pool of courses. It may be:

- Supportive to the discipline of study
- Providing an expanded scope
- Enabling an exposure to some other discipline/domain
- Nurturing student's proficiency/skill.

An elective may be "Generic Elective" focusing on those courses which add generic proficiency to the students. An elective may be "Discipline Centric" or may be chosen from an unrelated discipline. It may be called an "Open Elective."

Foundation Course: The Foundation Courses may be of two kinds: Compulsory Foundation and Elective foundation. "Compulsory Foundation" courses are the courses based upon the content that leads to Knowledge enhancement. They are mandatory for all disciplines. Elective Foundation courses are value-based and are aimed at providing ethical and humanistic education.

Repeat Course: If a student gets (i) less than 40% in the internal assessment and fails in the course or (ii) fails to get the required attendance, the student shall repeat the course when offered.

Choice Based Credit System (CBCS): The CBCS provides choice for students to select from the prescribed courses (core, elective or minor or soft skill courses etc.). Under the CBCS, the requirement for awarding a degree / diploma / certificate is prescribed in terms of number of credits to be completed by the students.

Credit: It is a unit by which the course work is measured. It determines the number of hours of instructions required per week. One credit is equivalent to one hour of teaching (lecture or

tutorial) or two hours of practical work/field work per week.

Letter Grade: It is an index of the performance of students in a said course. Grades are denoted by letters O, A+, A, B+, B, C, P and F.

Grade Point: It is a numerical weight allotted to each letter grade on a 10-point scale.

Credit Point: It is the product of grade point and number of credits for a course.

Semester Grade Point Average (SGPA): It is a measure of performance of work done in a semester. SGPA is the ratio of total credit points secured by a student in various courses registered in a semester and the total course credits taken during that semester. It shall be expressed up to two decimal places.

Cumulative Grade Point Average (CGPA): It is a measure of overall cumulative performance of a student over all semesters. The CGPA is the ratio of total credit points secured by a student in various courses in all semesters and the sum of the total credits of all courses in all the semesters. It is expressed up to two decimal places.

Transcript or Grade Card or Certificate: Based on the grades earned, a grade certificate shall be issued to all the registered students after every semester. The grade certificate will display the course details (code, title, number of credits, grade secured) along with SGPA of that semester and CGPA earned till that semester.

Academic Year: Two consecutive (one odd + one even) semesters constitute one Academic year.

Semester: Each semester will consist of 15-18 weeks of academic work equivalent to 90 actual teaching days. The odd semester may be scheduled from July to December and even semester from January to June.

3. SCOPE AND COVERAGE

The CBCS is applicable to all full-time UG Programmes in Arts, Science, and Commerce approved by the Academic Council.

Teaching, learning and evaluation shall follow Semester pattern.

Students who have passed their Higher Secondary Examination under 10+2 system conducted by

the Government of Tamil Nadu or any other equivalent system recognized by the Government of Puducherry based on the admission criteria laid down by Pondicherry University are eligible to apply to appropriate UG Programme of Study. The exact eligibility criteria for each UG Programme will be as prescribed in the regulations approved by the Academic Council of Pondicherry University on the recommendation of the BOS of the respective Departments from time to time.

Prescribed Undergraduate studies in Arts, Science, and Commerce shall be of six consecutive semesters (three years). The maximum duration allowed for each student to acquire prescribed number of credits in order to complete the Programme of Study shall be twelve consecutive semesters (six years).

The academic year consists of two consecutive (one odd and one even) semesters.

The medium of instruction for all the courses, excepting Arabic, Bengali, French, Hindi, Malayalam, Sanskrit, Tamil, and Telugu, shall be English.

4. COURSE STRUCTURE

A course also referred to as 'course' is a component of a given Programme of Study. All the courses need not have same weightage in terms of credits allotted to them. Every Programme of Study has Discipline Specific Core (DSC) Courses, Discipline Specific Elective (DSE) Courses, Ability Enhancement Compulsory Courses (AECC), Skill Enhancement Courses (SEC), and Generic Elective (GE) courses apart from Modern Indian Language (MIL) and English. A course may be designed to cover lectures/tutorials/laboratory work/ field work/ outreach activities/ project work/vocational training/viva/seminars/term courses/ assignments/ presentations/self-study or a combination of some of these.

Course	Course Name	Number of credits
MIL (2 or 4 Semesters)	Modern Indian Languages	6-12 Credits
English (2 or 4 Semesters)	English	6-12 Credits
DSC	Discipline Specific Core Course	48-60 Credits
DSE	Discipline Specific Elective Course	24-30 Credits
AECC (2 Semesters)	Ability Enhancement Compulsory Course	(2x2)=4 Credits
SEC (4 Semesters)	Skill Enhancement Course	(4x2)= 8 Credits

GE (2 Semesters)	Generic Elective Course	(2x3) =6 Credits
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At least 60% (72 Credits) of the total minimum credit requirement must be earned by the student in DSC and DSE courses put together as defined by respective Boards of Studies (BOS) in order to obtain a degree in a specific discipline.

5. CREDITS

Every course (core/elective/foundation) is assigned certain credits. A credit is equated with one period of teaching for theory or two periods for laboratory/ practical course work per week in a Semester.

One teaching period shall be for 60 minutes duration.

One credit shall be assigned to one week of field training wherein the students spend the entire duration in the field and supervised by the faculty member(s).

Maximum two credits shall be assigned to one month of Internship undergone in Institutions / industry / company of high repute as approved by the Chairman of BOS.

Minimum number of credits to be earned by a student for the award of any UG Programme in Arts, Science, and Commerce disciplines is 120. Out of these, minimum 72credits are mandatory from Discipline Specific Core Courses (DSC) and Discipline Specific Elective Courses (DSE) put together for obtaining a degree in a particular discipline.

Minimum number of credit requirements as defined by respective BOS may go beyond 120 for certain Programmes of Study, but not less than 120 credits.

It is not mandatory that the total number of credits is evenly distributed among all the six semesters.

6. REGISTRATION

Every student will be assigned a Faculty Advisor after his/her completion of admission procedure. Based on the advice and consent of the Faculty Advisor the student shall register for a set of courses that he/she plans to take up in each semester from among those denoted by the Principal / HOD.

The student must take the consent of the course teacher offering course(s) for registration.

The student is permitted to register for courses not exceeding 30 credits per semester. However, registration for Repeat Courses is allowed in excess of this limit.

A student, in order to retain his/her status, should register for at least a minimum of 12 credits in a semester.

Students shall have to register for the courses within the first week of a semester.

The maximum number of students to be registered in each course shall depend upon the physical facilities available.

The information concerning the courses to be offered in every department in a semester with credits and pre-requisites, if any, along with the time-slot shall be made available by the respective Departments of the Institution.

In any department, a student shall not be denied registration for whom the courses are Discipline Specific Core Course (DSC) or Discipline Specific Elective (DSE).

The registration for all other courses shall be done in the spirit of accommodating as many students as possible in the interest of the students.

Dropping of courses may be allowed to enable students to opt for the courses of their choice within three weeks from the date of registration.

7. INTRODUCTION OF COURSES

The BOS shall define course structure, semester wise list of courses and total number of credits for every Programme of Study including theory, practical, field-work, project-work, and viva-voce examination, etc.

BOS shall prepare detailed syllabus for all the courses with specific number of units, details of text books and reference books. The college shall publish the document in its web-site and made

available to teachers and students.

Each course shall have a title and course code. The course code shall consist of four alphabets representing the discipline of study followed by three numerals. The first numeral '1' stands for level of the course (year of collegiate education, e.g., second year courses start with '2'. The second numeral stands for odd or even semester and the third numeral is for the serial number of the course.

The Course Structure and Syllabus for each UG programme shall be finalized and recommended by the Board of Studies (BOS) to be placed in the School Board, and then, in the Academic Council, for consideration and approval.

Any new course proposed by the college is to be first considered in the BOS and School Board and then the Academic Council.

The syllabi of each courses need to be revised at least once in three years, to keep in tune with recent developments in knowledge and innovations. Minor revisions in the already approved syllabus of a particular course may be approved by the Chairman of the Academic Council provided there is proper justification and recommendations by the Chairpersons of the BOS and School Board.

8. WORKLOAD OF TEACHERS

Every faculty member shall be assigned workload as per the UGC norms. In addition to regular handling of classes, teachers are required to participate in preparation of detailed syllabus, designing of the teaching plan, invigilation, course setting, evaluation of answer scripts during continuous assessment and any other duties as and when assigned by the Principal or University authorities.

Teachers shall associate with organizing practical lab sessions, field visits, industrial tours, and guided project work etc., as per directives of the Principal/ Head of the institution.

9. PATTERN OF EXAMINATION

The End-Semester examination for each course in a Programme of Study shall be conducted by

the Pondicherry University for a maximum of 75 marks and Internal Continuous Assessment for 25 marks.

Internal assessment for all theory courses shall be done on the basis of at least two Internal Assessment tests (15 marks), term courses/assignments/seminars/case demonstrations/ presentations/ write-ups/viva etc. (5 marks) and attendance (5 marks). The following weightage shall be given to attendance:

95% - 100% (5 marks)

90% - 94% (4 marks)

85% - 89% (3 marks)

80% - 84% (2 marks)

75% - 79% (1 mark)

Internal Assessment for practical courses involving Laboratory/Field work/Project work, appropriate distribution of marks for Practical Record/Project Report, Practical end-semester exam, Viva shall be decided by the BOS.

A schedule of Internal Assessment tests shall be prepared by each College commonly to all departments in the beginning of each semester. Internal Assessment marks shall be displayed a week before the commencement of end- semester examinations.

End-semester examination shall be conducted for all courses offered. The duration of the end-semester examination shall be 3 hours.

Every student has to pay examination fee per Credit basis as fixed by the University.

A schedule of end-semester examinations will be prepared and displayed by the University much in advance.

No student with less than 75% in any particular course shall be permitted to attend the end-semester examination and shall be given grade FA-failure due to lack of attendance. However, an overall condonation of 10% is permitted for valid reasons (NCC, NSS, and Swatch Bharat) or medical reasons. A student who has been awarded FA shall repeat the course when offered. The Principal/Head of the Department shall ensure that the candidate is informed about the lack of attendance before the commencement of end-semester examination and confirm that such candidates are not permitted to write the examination.

To pass a course the student must secure minimum of 40 out of 100 marks (40%) in the internal and the end-semester examination put together.

A student who has earned the required number of 120 credits by clearing all the required courses shall be declared as pass even if he/she could not clear optional courses which were taken in excess of the required number of courses.

Result Passing Board for each Programme of Study shall be constituted by the Pondicherry University from time to time.

Revaluation and re totaling of the answer scripts shall be allowed within the stipulated period of time as decided by the Controller of Examinations (COE) after paying the required amount of fee.

10. SUPPLEMENTARY EXAMINATION

A failed student who meets the attendance requirement may be permitted to register for the next end-semester examination in the following semester itself.

Students who have failed due to insufficient attendance and /or less than 40% Internal Assessment marks should repeat the course as and when offered.

11. PROGRAMME COMMITTEE

The Programme Committee (PC) of each department shall be chaired by the Principal / Head of the institution. The HOD all the faculty members offering DSC and DSE course and two students (one male and one female, where possible) from each class shall be Members of PC.

The PC shall meet at least once in a semester to discuss implementation of the program. The discussions and resolutions should be on adherence to time- table, proper syllabus coverage, introduction of new courses and all other issues concerning academic matters.

The minutes of the PCM must be communicated to the Chairman of BOS, Controller of Examinations and Dean, College Development Council of Pondicherry University.

12. BOARD OF STUDIES

The University shall constitute BOS as per its statues and ordinances. The BOS shall meet once

in a year or as per requirements.

Board of Studies prescribes syllabus, schemes of evaluation and monitors the implementation of CBCS guidelines for each programme.

BOS shall review and recommend infrastructure requirements for smooth conduct of teaching-learning activities in every discipline.

BOS provides an opportunity to introduce new courses, new methods of teaching, ICT implementation, etc.

Any other important item(s) pertinent to implementation of CBCS.

13. SCHOOL BOARD

The Dean, who is Chairperson of the respective School Board, is the overall in-charge of implementing CBCS in the concerned Departments of the Institutions affiliated to Pondicherry.

The Dean, being the Chairman of the School Board shall suggest certain uniform academic practices across the institutions that come under its purview.

The Dean of the respective School shall periodically review the Academic activities of the concerned disciplines in the colleges/institutions that come under his/her purview and resolve any issues in the conduct of academic Programmes under CBCS regulations.

14. GRADING AND GRADE CARD

Letter grades shall be used to assess the performance of students in each course by converting final marks (out of 100) into grades. In case of fractions the marks shall be rounded off to next integer. The following shall be used to convert marks into awarding grades:

Range of Marks	Letter Grade	Grade Point
96-100	O	10
86-95	A+	09
76-85	A	08
66-75	B+	07
56-65	B	06
46-55	C	05
40-45	P	04
Below 40	F	00
Lack of attendance	FA	00

The SGPA shall also be calculated by taking all courses taken by the student in the semester and CGPA shall also be calculated by taking all the courses taken by the student in all the semesters (refer 16 and 17).

The University shall award “class” to students who acquired 120 (or as prescribed by BOS, see 5.6) according to the following:

CGPA	Class
9.00 – 10.00	First Class with Distinction (should not have failed in any course)
7.00 – 8.99	First Class
5.50 – 6.99	Second Class
4.00 – 5.49	Pass

The Grade card shall be issued to the students containing grades obtained by the student in the previous semester Grade Point Average (SGPA) and Cumulative Grade Point Average (CGPA).

The Grade card shall list the following:

- a. Title of the course taken by the student
- b. Number of credits allotted to the course
- c. The grades secured by the student in each course
- d. Total number of credits earned by the student in that semester
- e. SGPA of the student
- f. Total number of credits earned by the student till that semester
- g. CGPA of the student

15. FAIRNESS IN ASSESSMENT

To ensure fairness of examination and evaluation following shall be followed.

In case of at least 50% of core courses offered in different programmes across the disciplines, the assessment of the theoretical component towards the end of the semester should be undertaken by external examiners from outside the university conducting examination, who may be appointed by the Controller of Examinations. In such courses, the question courses will be set as well as assessed by external examiners.

In case of the assessment of core practical courses, the team of examiners should be constituted on 50 – 50 % basis. i.e., half of the examiners in the team should be invited from outside the University for conducting examination.

In case of the assessment of project reports / thesis / dissertation etc. the work should be undertaken by internal as well as external examiners.

16. COMPUTATION OF SGPA AND CGPA

Following procedure to compute the Semester Grade Point Average (SGPA) and Cumulative Grade Point Average (CGPA) shall be followed:

The SGPA is the ratio of sum of the product of the number of credits with the grade points scored by a student in all the courses taken by a student and the sum of the number of credits of all the courses undergone by a student, i.e.,

$$\text{SGPA (Si)} = \frac{\sum (C_i \times G_i)}{\sum C_i}$$

where C_i is the number of credits of the i th course and G_i is the grade point scored by the student in the i th course.

The CGPA is also calculated in the same manner taking into account all the courses undergone by a student over all the semesters of a programme, i.e.

$$\text{CGPA} = \frac{\sum (C_i \times S_i)}{\sum C_i}$$

Where S_i is the SGPA of the i th semester and C_i is the total number of credits in that semester.

The SGPA and CGPA shall be rounded off to 2 decimal points and reported in the transcripts.

17. ILLUSTRATION OF COMPUTATION OF SGPA AND CGPA AND FORMAT FOR TRANSCRIPTS

Computation of SGPA and CGPA

Illustration 1 for calculation of SGPA

The illustration is for a student who has taken six courses of given credits in a semester and performance is given in grade letter which carry certain grade point.

Course	Credit	Grade letter	Grade point	Credit Point Credit x Grade
Course 1	3	A	08	3x08 = 24
Course 2	4	B+	07	4x07 = 28
Course 3	3	B	06	3x06 = 18
Course 4	3	O	10	3x10 = 30
Course 5	3	C	05	3x05 = 15
Course 6	4	B	06	4x06 = 24
	20			139

$$\text{SGPA} = 139/20 = 6.95$$

Illustration 2 for calculation of SGPA

A student registered for 6 (six) courses in a semester. At the end of the semester the student got A grade in a 4 credit course, A grade in 2 credit course B+ in a 3 credit course another B+ in a 3 credit course, B in a 3 credit course and F grade in a 3 credit course. Calculation of SGPA of this student is:

$$\text{SGPA} = (8 \times 4 + 8 \times 2 + 7 \times 3 + 7 \times 3 + 6 \times 3 + 0 \times 3) / (4 + 2 + 3 + 3 + 3 + 3) = (32 + 16 + 21 + 21 + 18 + 0) / 18 = 108 / 18 = 6.00 \text{ Out of } 10.00.$$

SGPA of the student is 6.00.

Illustration for calculation of CGPA (Example)

The illustration is for calculation of CGPA of a student who studied six semesters in a UG program.

Semester	Credits	SGPA
Semester 1	20	6.95
Semester 2	22	7.80
Semester 3	18	5.65
Semester 4	21	6.04
Semester 5	19	7.21
Semester 6	20	7.85
	Total = 120	

CGPA =

$(20 \times 6.95 + 22 \times 7.80 + 18 \times 5.65 + 21 \times 6.04 + 19 \times 7.21 + 20 \times 7.85)$ divided by 120	$= 139.00 + 171.60 + 101.70 + 126.84 + 136.99 + 157.00 = 833.13/120 = 6.94275$ Rounded off to 6.94
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CGPA = 6.94. The student has passed in the program and is placed in 2nd Class.

Transcript: the University shall issue a transcript for each semester as given in 14.7 and a consolidated transcript indicating the performance in all semesters.

18. POWER TO MODIFY AND REMOVE DIFFICULTIES

Notwithstanding anything 15.1 contained in the foregoing, the Chairman, Academic Council shall have the power to issue directions or orders to remove any difficulty.

Nothing in the foregoing limits the power of the Academic Council to amend, modify or repeal any or all of the above.

3. SEMESTER-WISE SYLLABI UNDER CBCS



PONDICHERY UNIVERSITY

PUDUCHERRY

B.Com (General)

DEGREE PROGRAMME

SEMESTER PATTERN

UNDER CBCS

REVISED SYLLBI & REGULATIONS

WITH EFFECT FROM

ACADEMIC YEAR 2017 – 2018

UNDER CBCS

COURSE CURRICULUM FOR CHOICE BASED CREDIT SYSTEM**B.COM – GENERAL****To be implemented from 2017-18 onwards**

Course	Sub Code	Title of the Paper	Credits Allotted		Teaching Hours
Semester-I			20 Credits		
Course	Sub Code	Title of the Paper	Lecture	Tutorial / Lab	Teaching Hours
MIL – 1	LHIN/LTAM/LFRE/LMAL /LTEL/LBEN/LSAN	HINDI-I/ TAMIL –I /MALAYALAM - I/TELUGU-I / BENGALI – I/SANSKRIT-I	3	-	4
ENGL – 1	ENGL 112	ENGLISH – I	3	-	5
DSC – 1A	BCGN 111	FINANCIAL ACCOUNTING	4	2	9
DSC – 2A	BCGN 112	BUSINESS LAW	4	2	9
AECC - 1	PADM 113	PUBLIC ADMINISTRATION	2	-	3
Total			16	4	30
Semester-II			20 Credits		
MIL - 2	LHIN/LTAM/LFRE/ LMAL/LTEL/LBEN/LSAN	HINDI-II/TAMIL –II /FRENCH-II/MALAYALAM -II/TELUGU-II/ BENGALI – II/ SANSKRIT-II	3	-	4
ENGL - 2	ENGL 122	ENGLISH – II	3	-	5
DSC – 1B	BCGN 121	BUSINESS MANAGEMENT	4	2	9
DSC – 2B	BCGN 122	COMPANY LAW	4	2	9
AECC - 2	ENVS 123	ENVIRONMENTAL STUDIES	2	-	3
Total			16	4	30
Semester-III			20 Credits		
DSC – 1C	BCGN 231	GOODS AND SERVICES TAX	4	2	9
DSC – 2C	BCGN 232	BUSINESS STATISTICS	4	2	9
DSC – 3C	BCGN 233	MANAGEMENT ACCOUNTING- I	4	2	9
SEC - 1	BCGN 234	COMMUNICATIVE SKILLS	2	-	3
Total			14	6	30
Semester-IV			20 Credits		
DSC – 1D	BCGN 241	MANAGEMENT ACCOUNTING - II	4	2	9
DSC – 2D	BCGN 242	COST ACCOUNTING	4	2	9
DSC – 3D	BCGN 243	INCOME TAX	4	2	9
SEC - 2	BCGN 244	ARITHMETIC SKILLS	2	-	3
Total			14	6	30
Semester-V			20 Credits		
SEC - 3	BCGN 351	COMPUTER APPLICATION SKILLS	2	-	3
DSE – 1A	BCGN 352	FINANCIAL MANAGEMENT	4	1	7 or 8
DSE – 2A	BCGN 353	FINANCIAL MARKET OPERATIONS	4	1	7 or 8
DSE – 3A	BCGN 354	PRINCIPLES OF MARKETING	4	1	7 or 8
DSE – 4A	BCGN 355	CONSUMER BEHAVIOUR	4	1	7 or 8
DSE – 5A	BCGN 356	CORPORATE ACCOUNTING	4	1	7 or 8
GE - 1	BCGN 357	PRINCIPLES OF MICRO ECONOMICS	3	-	5
Total			17	3	30
Semester-VI			20 Credits		
SEC - 4	BCGN 361	ENTREPRENEURIAL SKILLS	2	-	3
DSE – 1B	BCGN 362	BANK MANAGEMENT	4	1	7 or 8
DSE – 2B	BCGN 363	ESSENTIALS OF E-COMMERCE	4	1	7 or 8
DSE – 3B	BCGN 364	AUDITING	4	1	7 or 8
DSE – 4B	BCGN 365	ORGANIZATIONAL BEHAVIOUR	4	1	7 or 8
DSE – 5B	BCGN 366	HUMAN RESOURCE MANAGEMENT	4	1	7 or 8
GE - 2	BCGN 367	INDIAN ECONOMY	3	-	5
Total			17	3	30
Total Number of Credits			94	26	180

PONDICHERRY UNIVERSITY

B.COM DEGREE COURSE (GENERAL)

QUESTION PAPER PATTERN UNDER CBCS

(WITH EFFECT FROM ACADEMIC YEAR 2017 – 2018)

FOR QUANTITATIVE PAPERS

SECTION A: Answer any 5 out of 8 Questions (5 X 7 Marks = 35 Marks)

SECTION B: Answer any 2 out of 3 Questions (2 X 20 Marks = 40 marks)

FOR OTHER PAPERS

SECTION A: Answer all Questions (5 X 2 Marks = 10 Marks)

SECTION B: Answer any 5 out of 8 Questions (5 X 7 Marks = 35 Marks)

SECTION C: Answer any 2 out of 3 Questions (2 X 15 Marks = 30 Marks)

SEMESTER I

BCGN 111 - FINANCIAL ACCOUNTING

OBJECTIVE: *To impart basic accounting knowledge as applicable to business*

- UNIT I Definition of accounting; Objectives of accounting. – Accounting Principles: Accounting standards in India, International accounting standards.
- UNIT II Accounting Transaction: Journal; Ledger; Trial balance; Final accounts; manufacturing account; trading account; Profit and loss account; Balance Sheet; Adjustment entries. Rectification of errors; Classification of errors; Location of errors; Suspense account; Effect on profit; Self balancing system.
- UNIT III Capital and Revenue: Classification of Income; Classification of expenditure; Classification of receipts. Accounting concept of income; accounting concepts and income measurement; expired cost and income measurement, Depreciation - Methods of depreciation – Problems.
- UNIT IV Hire – Purchase and Installment Purchase system - hire-purchase contract, legal provisions regarding hire – purchase contract; Accounting records for goods of substantial Value and accounting records for goods of small values, Installment purchase system.
- UNIT V Partnership Accounts: Essential characteristics of partnership; Final account Adjustments after closing the accounts; Admission of a partner; Retirement of a partner, Dissolution of Partnership firm - gradual realization of assets and piecemeal distribution.

(Problems: 80%, Theory: 20%)

Text Book

1. Shukla, M.C., Grewal, S. & Gupta S.C., Advanced Accounting, S. Chand & Co, New Delhi

Reference Books

1. Gupta, R.L. & Radhaswamy, M., Financial Accounting, Sultan Chand Sons, New Delhi
2. Compendium of Statement and standards of Accounting: The Institute of Chartered Accountants, New Delhi.
3. Jawarhar Lal., Advanced Accounts. Sultan Chand & Sons ,New Delhi
4. Gosh, T.P., Fundamentals of Accounting, Sultan Chand & Sons, New Delhi
5. Maheswari, S.N. & Maheshwary, S.K., Fundamentals of Accounting, Viikas Publishing, New Delhi

Note: Latest edition of text books shall be used.

SEMESTER I

BCGN 112- BUSINESS LAW

OBJECTIVE: *To acquaint the learners with the fundamental principles of business laws.*

- UNIT I Law of Contract (1872): Nature of contract; classification; Offer and Acceptance; Capacities of Parties to contract; Free consent; Consideration, Legality of object; Agreement declared void. -Performance of contract; Discharge of contract; Remedies for breach of contract.
- UNIT II Special contracts: Indemnity and Guarantee, Contract of Agency.
- UNIT III Sale of Goods Act 1930: Formation of Contracts of sale - goods and their classification; price - conditions and warranties – transfer of property in goods – performance of the contract of sale - Unpaid seller and his Rights – sale by auction – hire purchase agreement.
- UNIT IV Negotiable Instruments Act 1881: Definition of Negotiable Instruments – features – Promissory note; Bill of Exchange & Cheque; Holder and holder in the due course; crossing of a cheque, types of crossing; Negotiation; Dishonour and discharge of Negotiable Instrument.
- UNIT V Consumer Protection Act 1986: Salient Features – Definition of consumer – Grievance Redressal Machinery.

Text Book

1. Kapoor, N.D., Business Law, Sultan Chand & Sons, New Delhi.

Reference Books

1. Gulshan, S.S., Mercantile Law, Excel Books,
2. Kuchhal, M.C., Mercantile Law, Vikas Publishing Pvt. Ltd.,
3. Chadha, P.R., Business Law, 2/e, Galgotia Publishing,
4. Aggarwal, S.K., Business Law, Galgotia Publishing Company.
5. Maheshwari, S.N. & Maheshwari, S.K., Business Regulatory Framework, Himalaya Publishing House,

Note: Latest edition of text books shall be used.

SEMESTER II

BCGN 121 - BUSINESS MANAGEMENT

OBJECTIVE: *To orient the students the management principles and techniques that could achieve business success*

- UNIT I Introduction: Concept, nature, process, and significance of management: Management roles (Mintzberg) An overview of functional areas of management; Development of management thought; Classical and neo-classical system; Contingency approaches.
- UNIT II Planning: Concept, process, and types, decision making – concept and process; Bounded Rationality; Management by objective; Corporate planning; Environment analysis and diagnosis Strategy formulation.
- UNIT III Organizing Concept, nature, process, and significance; Authority and responsibility relationship - Centralization and decentralization - Departmentation - Organization Structure – forms and contingency factors.
- UNIT IV Motivating and Leading People at Work: Motivation-concept; Theories-Maslow, Herzberg, McGregor, and Ouchi; Financial and non-financial incentives. Leadership - concept and leadership styles; leadership theories (Tannenbaum and Schmidt) Likert System Management - Communication – nature, process, networks, and barriers; Effective communication.
- UNIT V Management Control: Concept and process; Effective control system; Techniques of Control - traditional and modern.

Text Books:

1. Koontz & Weirich. Management, Tata McGraw Hill, New Delhi
2. Gupta, C.B., Business Management by, Sultan Chand Publication

Reference Books:

1. Drucker Peter., Practice of Management, Pan Books, London
2. Stoner & Wankel., Management Prentice Hall, New Delhi
3. Maslow, A. H., Frager, R., & Cox, R., Motivation and Personality Harper & Row New York
4. Virmani, B.R., The Challenges of Indian Management, Response Books, New Delhi

Note: Latest edition of text books shall be used.

SEMESTER II

BCGN 122 - COMPANY LAW

OBJECTIVE: To enable the students get familiarize with the existing Companies Act 2013.

- UNIT I Introduction – Definition of a company – characteristics – Character of One Person Company; Lifting of Corporate Veil – Illegal Association – Kinds of Companies Formation of Company – Incorporation – Documents to be filed with the Registrar – Certificate of Incorporation – Effects of Registration – Promoter; Duties and Liabilities of Promoter – Preliminary contracts; Memorandum of Association – Articles of Association – contents – Alteration; Doctrine of constructive notice – Indore management – Ultra Vires ; Prospectus – Contents – Red herring prospectus – Shelf prospectus – misstatement in prospectus and their consequences - statement in lieu of prospectus – deemed prospectus – commencement of business.
- UNIT II Capital; share capital – meaning – kinds – certification of Shares- Calls on Shares – Forfeitures of shares – alteration of capital – reduction of capital – procedures for reduction of capital – application of premium received and prohibition on discount on shares – Right shares – guidelines for issue of fresh capital – Bonus shares - guidelines – Sweat Share – Issue and Redemption of Preference shares; buy back of shares - transfer and transmission (Including depository mode); dividend – Unpaid dividend account – Investor Education & Protection fund: Borrowing; Borrowing power; mortgages and charges; debentures – Kinds of Debentures – Procedures for issue of debentures.
- UNIT III Membership in a company ; Member and shareholder – Qualification – Cessation of membership- rights and liabilities of members – register and index of members; Directors; Board of Directors – Appointment of Directors – Selection of Independent Directors – Appointment of Additional Directors – Disqualification for appointment of directors- duties of directors – vacation of office, resignation and removal of directors; appointment of Managing Director, Whole time director or manager – rights and powers of MD – remuneration.
- UNIT IV Meetings; Statutory meeting – Annual General Meeting – Extra Ordinary General Meeting; Notice, Quorum, Agenda, Resolution, Minutes, Proxies; Meeting of Board: Powers of Board – Voting rights – Chairman of meeting – Audit committee.
- UNIT V Winding up of Companies: modes of winding up- appointment, duties and remuneration of company liquidator – removal and replacement of company liquidator – appointment of official liquidator – effect of winding up order – procedures for liquidation.

Text Book

1. Kappor, N.D., Company Law – Incorporating the Provisions of the Companies Amendment Act, 2000, Sullen Chand & Sons, New Delhi

Reference Books

1. Ramaiya, A., Guide to the Companies Act; Wadhawa & Co, Nagpur
2. Singh Avatar., Company Law Easter Book Co Luchnow.
3. Kuchhal, M.C., Modern India Company Law Shri Mahavir Books Nolda
4. Kappor, N.D., Company Law – Incorporating the Provisions of the Companies Amendment Act, Sullen Chand & Sons, New Delhi
5. Bagrial, A.K., Company Law; Vikas Publishing House New Delhi

Note: Latest edition of text books shall be used.

SEMESTER III

BCGN 231 GOODS AND SERVICES TAX (GST)

OBJECTIVE: *To enable the students get familiarize with the existing Companies Act 2013.*

- Unit I GST - scope – Benefits – salient features – GST council – Important Terms - Minimal Interface – Input Tax Credit – Refund – Demands – Alternate Dispute Resolution Mechanism.
- Unit II GST Act – CGST Act – SGST Act – IGST Act - UTGST Act- GST (compensation to the State) Act – features and provisions.
- Unit III GST - Levy & Collection of tax – Time and Value of Supply – Input Tax Credit – Registration – Tax Invoice _ Debt Credit Notes.
- Unit IV Administration – GST Accounts and Records – Returns – Payment of tax – Refunds- Assessment – Audit – Inspection, Search, Seizure and arrest.
- Unit V Demand and recovery – Liability to pay tax – Advance Ruling – Appeals and revisions – offences and penalties.

Text Book:

1. GST Manual 2017 by Taxmann Publications
2. GST Laws Manual: Acts, Rules and Forms - May 2017 by Rakesh Garg, Sandeep Garg

Reference Books:

1. GST Law and Analysis with Conceptual Procedures by "Bimal Jain", "Isha Bansal"
2. GST in India -- Impact, Management and Way Forward by RBKEZGCTGNQJMKUA
3. GST Made Easy-Answers to All Your Queries on GST by CA Arpit Haldia

Note: Latest edition of text books shall be used.

SEMESTER III

BCGN 232 - BUSINESS STATISTICS

OBJECTIVE: *To provide a theoretical appreciation and use of the science of statistics to make better business decisions.*

- UNIT I Introduction – Statistics as a subject – Descriptive statistics – compared to Inferential Statistics – Types of data – Summation operation - Rule of Sigma operations.
- UNIT II Construction of a frequency distribution – Measures of Central Tendency and dispersion and their measures - Measures of relation - correlation and regression.
- UNIT III Analysis of Time Series: Causes of variation in time series data – Components of a time series - Decomposition – Additive and multiplicative models – Determination of trend – Moving averages methods and method of least squares (including linear, second degree, Parabolic and exponential trend) – Computational of seasonal, indices by simple average, Ratio – trend, ratio –to –moving average and link relative methods.
- UNIT IV Index Number – Meaning, Types and uses - Methods of Construction price and quantity Indices (simple and aggregate): Tests of adequacy; Chain – basis index number base shifting, splicing, and deflating problems in constructing index numbers; Consumer price index.
- UNIT V Theory of Probability and Theoretical Distribution: Definition of Probability – Importance – Calculation – Theorems – Theoretical distribution, Binomial, Poisson and Normal.

(Problems: 80%, Theory: 20%)

Text Books

1. Gupta, S.P., Statistical Methods, Sultan Chand & Co, New Delhi

Reference Books

1. Hooda, R.P., Statistics for Business and Economics; Macmillan, New Delhi
2. Lewin and Rubin., Statistics for Management, Prentice Hall of India New Delhi
3. Arora & Arora., Statistics for Management, S.Chand & Co, New Delhi
4. Kothari, C.R., Quantitative Techniques, Vikas publications, New Delhi

Note: Latest edition of text books shall be used.

SEMESTER III

BCGN 233 - MANAGEMENT ACCOUNTING – I

OBJECTIVE: *To analyze and interpret financial statements from the point of view of managers and outsiders*

- UNIT I Management Accounting: Meaning, nature, scope, and functions, Role of management accounting in decision making; management accounts Vs. financial accounting, Tools and techniques of management accounting.
- UNIT II Financial Statement: Meaning and types of financial statement; Limitations of financial Statement analysis; Comparative Statement Analysis.
- UNIT III Ratio analysis; Classification of ratios – Profitability ratios, turnover ratios, Advantages of ratio analysis, Limitations of accounting ratios.
- UNIT IV Funds Flow Statement as per Indian Accounting Standards 3- need - objectives – sources and utility of funds – preparation of fund flow statement.
- UNIT V Cash Flow Statement - need - objectives – classification – calculation of cash flow.

(Problems: 80%, Theory: 20%)

Text Book

1. Jawahar Lal., Advanced Management Accounting Text and Cases, S. Chand & Co., New Delhi

Reference Books

1. Horngren, C. T., Sundem, G. L., Stratton, W. O., Burgstahler, D., & Schatzberg, J., Introduction to management accounting, Prentice Hall, New Delhi
2. Garrison H., Ray & Eric W. Noreen, *Managerial Accounting*, McGraw Hill., Delhi.
3. Khan, M.Y., & Jain, P.K., *Management Accounting*, Tata McGraw Hill Publishing Co., New Delhi.

Note: Latest edition of text books shall be used.

SEMESTER III

BCGN 234 - COMMUNICATIVE SKILLS

OBJECTIVE: *To develop effective business communication skills among the students*

- UNIT I Meaning and Definition – Need – Objective and Principles – Communication Media – Types - Process – Interpersonal and Business Communication – Characteristics – Verbal and Non Verbal Communication – Barriers to Communication.
- UNIT II Business Letters: Functions and kinds – Essentials of an effective Business Letter – Layout – Appearance – Size – Style – Form and punctuation, Kinds of letters – Routine request letters – Responses to letters – Refusal letters – Claims letters – Collection letters- Kinds of Letters- Enquiries - Quotations – Orders – follow up letter – refusal letters – complaint and adjustment letters –Sales letters. Bank correspondence; Insurance Correspondence.
- UNIT III Intra organisational communication – memos – office orders – office notes – circulars – meeting communications; notice – agenda – resolutions – minutes – Reports: Types - Characteristics– Preparing and Organization of a Report: modern forms of communication: Fax, Email – videoconferencing, Internet - website.

Text Books

1. Rajendra Pal Korahill, Essentials of Business Communication, Sultan Chand & Sons, New Delhi,

Reference Books

1. Kaul., Effective Business Communication, Prentice Hall, New Delhi
2. Ramesh, M.S., & Pattanshetti, C. C., Business Communication, R.Chand&Co, New Delhi,
3. Rodriquez, M. V., Effective Business Communication Concept, Vikas Publishing Company
4. Munter Mary., Effective Business Communication, PHI, New Delhi

Note: Latest edition of text books shall be used.

SEMESTER IV

BCGN 241 - MANAGEMENT ACCOUNTING – II

OBJECTIVE: *To analyze and interpret financial statements from the point of view of managers and outsiders.*

- UNIT I Absorption and Marginal Costing: Marginal and differential costing as a tool for decision – make or buy decision - Change of product mix.
- UNIT II Pricing - Break-even analysis; Exploring new markets; Shutdown decisions.
- UNIT III Budgeting for Profit Planning and Control: Meaning of Budget and budgetary control - Objectives; Merits and limitations; Types of budgets; Fixed and flexible budgets- cash budgets- Control ratios;
- UNIT IV Standard Costing and Variance Analysis; Meaning of standard cost - Advantages and application; Variance analysis – Material; Labour, Sales and Overhead (two-way analysis) Variances.
- UNIT V Zero Base Budgeting - Responsibility Accounting- Performance Budgeting.

(Problems: 80%, Theory: 20%)

Text Book

1. Lal Jawahar., Advanced Management Accounting Text and Cases, S. Chand & Co., New Delhi

Reference Books

1. Horngren, C. T., Sundem, G. L., Stratton, W. O., Burgstahler, D. & Schatzberg., Introduction to Management Accounting, Prentice Hall, Delhi
2. Garrison, R. H., Noreen, E. W., & Brewer, P. C., *Managerial accounting*, McGraw-Hill, New York.
3. Khan, M.Y., and Jain, P.K., Management Accounting, Tata McGraw Hill Publishing Co., New Delhi.

Note: Latest edition of text books shall be used.

SEMESTER IV

BCGN 242 - COST ACCOUNTING

OBJECTIVE: To enable the students to take decisions using costing techniques.

UNIT I Cost Accounting: Introduction – meaning of cost, costing and cost accounting – comparison between financial accounts and cost accounts – application of cost accounting – cost concepts and classification of costs – cost unit – cost center – elements of costs – preparation of cost sheet – tenders and quotations – problems.- Reconciliation of Cost and Financial Accounts: Need for reconciliation – Reasons for difference in profits – Problems on preparation of Reconciliation statements including Memorandum Reconciliation account.

UNIT II Material Costing: Classification of materials – Material Control – Purchasing procedure – store keeping – techniques of Inventory control – Setting of stock levels – EOQ – Methods of pricing materials issues – LIFO – FIFO – Weighted Average Method – Simple Average Method – Problems.

UNIT III Labour Costing: Control of labour cost – Labour Turnover- Causes and effects of labour turnover – Meaning of Time and Motion Study, Merit Rating, Job Analysis, Time keeping and time booking – idle time, causes and treatment – overtime – methods of wage payment – Time Rate and Piece Rate – Incentive Schemes – Halsey Premium Plan – Rowan Bonus Plan – Taylors and Merricks differential piece rate systems – Problems.

UNIT IV Overhead Costing: Definition – Classification of overheads – Procedure for accounting and control of overheads – Allocation of overheads – Apportionment of overheads – Apportionment of Service department costs to production departments – Repeated Distribution method – Simultaneous equation method – absorption of OH's – Methods of Absorption – Percentage of direct material cost – Direct Labour Cost – Prime Cost, Direct Labour Hour Rate and Machine Hour Rate – Problems.

UNIT V Costing Methods: Introduction – Job Costing – Batch Costing – Contract Costing – Transport Costing – Process Costing – Principles – distinction between Process and Job – Preparation of Process Accounts – treatment of normal loss – abnormal loss – abnormal gain – Joint and By- products – apportionment of joint costs.

(Problems: 80%, Theory 20%)

Text Book:

1. Jawahar Lal., Cost accounting, Tata McGraw Hill,

Reference Books:

1. Nigam & Jai., Cost Accounting Principles and Practices, Prentice Hall of India Publishers
2. Blocher, I. & Lin., Cost Management : A Managerial Emphasis, Pearson education, Mumbai
3. Maheshwari, S.N., Cost Accounting, Vikas Publishing House, New Delhi
4. Jain, S.P. & Narang, K.L., Cost Accounting: Principles and Methods.
5. Iyengar, S.P., Cost Accounting, Sultan Chand & Sons, New Delhi

Note: Latest edition of text books shall be used.

SEMESTER IV

BCGN 243 - INCOME TAX

OBJECTIVE: *To provide basic knowledge and equip students with application of principles and provisions of Income Tax Act 1961 and the relevant Rules*

UNIT I **Introduction:** Basic concepts: Income, agricultural income, Person, Assessee, assessment year, previous year, Gross total income, Total Income, Maximum Marginal Rate of Tax; PAN. **Residential Status;** Scope of total income on the basis of residential status, Exempted Income under Section

UNIT II **Computation of Income under** salary, Income from house Property.

UNIT III **Computation of Income under** Profits and gains of business or Profession, Capital gains and Income from other Sources.

UNIT IV **Computation of total income and tax liability**
Income of other persons including in assessee total income, aggregation of income and set off and carry forward of losses; deduction from gross total income; rebates and reliefs - computation of total income of individual and firms; tax liability of an individual and a firm (5 leading cases decided by the Supreme Court).

UNIT V **Return of Income:** Filing of returns; manually, online filing TDS: provisions and procedures of compulsory online filing of returns for specified assesses.

(Problems: 60%, Theory: 40%)

Text book

1. Singhania V.K., Students Guide to Income Tax, Taxmann, Delhi.
2. Girish Ahuja and Ravi Gupta, Systematic Approach to Income Tax, Sahitya Bhawan Publications, New Delhi.

Reference Books

1. Vinod kumar singhania, e-filing of income tax return and computation of tax, Taxmann publication Pvt Ltd, New Delhi,
2. Excel utility available at incometaxindiaefiling.gov.in.

Note: Latest edition of text books shall be used.

SEMESTER IV

BCGN 244 - ARITHMETIC SKILLS

OBJECTIVE: To enable students to gain understanding of mathematical applications to business activities.

- UNIT I** Ratio, Proportion and Percentage: Ratio: Definition – Continued Ratio – inverse Ratio. Proportion – Continued Proportion – Direct Proportion – Inverse Proportion – Variation – Inverse Variation – Joint Variation – Percentage: Meaning and computation of percentage. Interest: Simple interest – compound interest (reducing balance and flat interest rate) – equated monthly installments (EMI) – Problems.
- UNIT II** Matrices and Determinates (up-to order 3 only): Multivariable data - Definition of a Matrix; Types of matrices; Algebra of matrices; Determinates – Ad-joint of a matrix – Inverse of a matrix via ad-joint matrix – homogeneous system – Solution of non-homogeneous system of linear equations (not more than three variables) – Conditions for existence and uniqueness of solution – Solution using inverse of the coefficient matrix – Problems..
- UNIT III** Functions: (To identify and define the relationships that exist among the business variables) Definition of function, constants, variables, continuous real variable, domain or interval – Types of functions – one valued function – Explicit function – Algebraic functions – Polynomial functions – Absolute value function – Inverse function – Rational and irrational function – Monotone function – Even and odd function – Supply/demand function – Cost function – Total revenue function – Profit function – Production function – Utility function – Consumption function.

(Problems: 80%, Theory: 20%)

Text Books

1. Kappor, V.K., Business Mathematics, Sultan Chand & Sons, New Delhi

Reference Books

1. Agarwal, B.M., Basic Mathematics & Statistics, Sultan Chand & Sons, New Delhi
2. Rajagopalan, S. & Sattanathan., R., Business mathematics, McGraw-Hill, New Delhi
3. Bari, Business Mathematics, New Literature Publishing Company, Mumbai.

Note: Latest edition of text books shall be used.

SEMESTER V

BCGN 351 - COMPUTER APPLICATION SKILLS

OBJECTIVE: *To provide an exposure to the use of office automation software and accounting package software in making business decisions.*

UNIT I Introduction to Computer Concepts – Elements of computer – Characteristics of a Computer – Classification of Computers – Basic Computer Architecture – Input-output Devices - Software Concepts: Types of software – Software: its nature and qualities - Windows Operating System Functions.

UNIT II Application of MS Office- Application of MS Word in Business Correspondence: letters, tables, mail merge, labels. Applications of MS Excel: Graphs and Charts – Calculation of various financial functions - Ms Access: Tables and Queries. Applications of MS Power Point: Introduction – Toolbar, their Icons and Commands
– Navigating in Power point - Creation of slides, animation, and templates - Designing Presentations – Slide show controls.

UNIT III Applications of Accounting Software Tally (Ver. 9. ERP): Characteristics of the Software Creation of a Company – Accounts Information – Creation of Ledgers – Vouchers – P& L a/c – Balance Sheet – Inventory Handling – Creation of Stock Groups – Creation of Stock Categories – Creation of Stock Items – Accounts of Banking and Departmental Accounting

(Theory – 50% and Practical – 50%)

Text Book

1. Rajagopalan, S.P., Computer Application in Business, Vikas Publishing House, New Delhi.

Reference books

1. Deepak Bharihoke., Fundamentals of IT, Excel Books, New Delhi.
2. Dhiraj Sharma., Foundation of IT, Excel Books, New Delhi.
3. Bhatnagar, S.C. & Ramani, K.V., *Computers and Information Management*, Prentice Hall of India, New Delhi.
4. Martin, *Principles of Data Base Management*, Prentice Hall of India, New Delhi.
5. Sulochana, M., Kameswara Rao, K. & Kishore Kumar, R., *Accounting Systems*, Kalyani Publishers, Hyderabad.
6. Parameswaran, R., *Computer Application in Business*, S.Chand & Co, New Delhi.

Note: Latest edition of text books shall be used.

LIST OF PRACTICAL

Window OS

Practice in settings and search options

MS – Word

Formatting – text documents

Table manipulation

Sorting – Table of Content

Developing a letter and a resume

Practice of mail-merge option

MS –Excel

Formatting – Features

Functions

Chart – Features

MS – Access

Creation of Tables

Manipulating Queries

MS – Power Point

Organisational Structure using Slides

Graphical representation

Tally Programmes

Voucher and Invoice

Stock summary

Final Accounts

BCGN 352 - FINANCIAL MANAGEMENT

OBJECTIVE: *To help students to understand the conceptual framework of financial management.*

- UNIT I Financial Management: Financial goals; Profit vs. Wealth maximization, Financial functions – Investment, financing, and dividend decisions; financial planning.
- UNIT II Cost of Capital: Significance of cost of capital; Calculating cost of debt; Preference share, equity capital and retained earnings; combined (weighted) cost of capital. Operating and Financial Leverage: Their measure; Effects on profit, analyzing alternate financial plans, And combined financial and operating leverage - Capital Structure: Theories and determinants.
- UNIT III Capital Budgeting: Nature of investment decisions - evaluation criteria, pay-back period - accounting rate of return, net present value, internal rate of return - profitability index - NPV and IRR Comparison.
- UNIT IV Management of Working Capital: Nature of working capital, significance of working capital, Operation cycle and factors determining working capital requirements - Management of Working capital – cash, receivables, and inventories.
- UNIT V Dividend Policies: Issues in dividend policies; Welters model; Gordon's model M.M. Hypothesis, forms of dividends and stability in dividends, determinants.

(Problems-60% & Theory 40%)

Text Book:

Pandey, I.M., Financial Management, Vikas Publishing House, New Delhi.

Reference Books:

1. Van Home, J.C., Financial Management and Policy, Prentice Hall of India, New Delhi.
2. Khan, M.Y. & Jain P.K., Financial Management, Text and Problems, Tata McGraw Hill, New Delhi.
3. Prasanna Chandra., Management Theory and practice, Tata McGraw Hill, New Delhi.
4. Bhalla, V.K., Modern working Capital Management, Anmol Publishers, Delhi.

Note: Latest edition of text books shall be used.

SEMESTER V

BCGN 353 - FINANCIAL MARKET OPERATIONS

OBJECTIVE: *To enable the students to understand the operations of financial markets*

- UNIT I An overview of financial markets in India. Money Market: Indian money markets composition and structure; (a) Acceptance house, (b) Discount house, and (c) Call money market; Recent trends in Indian money market.
- UNIT II Capital Market: Security market – (a) New issue market, (b) Secondary market; Functions and role stock exchange; Listing procedures and legal requirements; Public issue – Pricing and Marketing - Stock exchange – National Stock Exchange and Over – the – Counter Exchange of India .
- UNIT III Securities Contract and Regulations Act: Main provisions. - Investors Protection: Grievances concerning stock exchange dealing and their removal; Grievance cells in stock exchanges; SEBI; Company Law Board; Press; Remedy through courts.
- UNIT IV Functionaries of Stock Exchange: Brokers, sub brokers, market, jobbers, portfolio consultants, institutional investors, and NRIs.
- UNIT V Financial Services: Merchant Banking – Functions and roles; SEBI guidelines; Credit rating – Concept, functions, and types.

Text Book

1. Bhole, L.M., Financial Markets and institutions, Tata McGraw – Hill, New Delhi.

Reference Books.

1. Gupta Suraj, B., Monetary economics, S Chand and Co., New Delhi.
2. Hooda, R.P., Indian Securities Market – investors view point, Excell Books, New Delhi.
3. R.B.I Report on Currency and Finance.
4. R.B.I Report on the Committee to Review the Working of the Monetary System: Chakravarty Committee.
5. R.B.I Report of the Committee on the Financial System, Narsimham Committee.
6. Economic Survey, Government of India, Ministry of Finance, Latest issues.
7. Machiraju, H.R, Indian Financial System, Vikas, Delhi.
8. Khan, M.Y., Indian Financial System, Tata McGraw Hill, New Delhi.
9. Sengupta, A.K., & Agarwal, M.K., Money Market Operations in India, Skylark Publications, New Delhi

Note: Latest edition of text books shall be used.

SEMESTER V

BCGN 354 - PRINCIPLES OF MARKETING

OBJECTIVE: *To facilitate students to understand the conceptual framework of marketing and process of decision making under various environmental constraints*

- UNIT I Nature and Scope of Marketing: Importance of Marketing as a business functions in the economy; Marketing concepts - traditional and modern; selling vs. marketing - Marketing mix; Marketing environment. - Market Segmentation; Consumer Behavior: Nature, Scope, and significance of consumer Behavior and market segmentations - concept and importance - Bases for market segmentation.
- UNIT II Product: Concept of Product, Consumer, and industrial goods, Product Planning and development – Packaging - role and functions; Brand and trade mark; after sale service; product life cycle concept.
- UNIT III Pricing Importance of price in the marketing mix; Factors affecting price of a products/service; Discounts and rebates.
- UNIT IV Distribution Channels and Physical Distribution: Distribution Channels – Concept and Role - type of distribution channels - Factors affecting choice of a distribution channel; Retailer and wholesaler; Physical distribution of goods Transportation; Warehousing; inventory control - OrderProcessing.
- UNIT V Methods of Promotion: Promotion mix - Advertising media –their relative merits and limitations, Characteristics of an effective advertisement, Personal Selling: selling as a career, characteristics of a successful sales personal- Functions of salesman.

Text Book

1. Phillip Kotler, Marketing Management, Englewood cliffs, Prentice Hall, NJ

Reference Books

1. Wilson, R. M. & Gilligan, C., *Strategic marketing management*. Routledge.
2. Walker, O. C., Boyd, H. W. & Larreche, J. C., *Marketing Strategies – Planning Implementations*, TataMacgraw Hill.
3. Neelamegam, S., *Marketing in India : Cases and Readings*, Vikas, New Delhi

Note: Latest edition of text books shall be used.

SEMESTER V

BCGN 355 - CONSUMER BEHAVIOUR

OBJECTIVE: *To make students to understand the behavioural aspects of consumers as a basis for marketing promotion.*

- UNIT I Consumer Behaviour theory and its applications to Marketing strategy- Consumer buying process - Extensive, limited and routine problem solving behaviours.
- UNIT II Internal Determinants of Consumer Behaviour: Needs, Motivation and involvement, Information Processing and consumer perception, learning, attitudes and attitude change, personality, Psychographs, values and life cycle.
- UNIT III External determinants of Buying Behaviour: Family and household influences; reference groups - Social class; influence of culture; sub-cultural aspects of consumer behaviour.
- UNIT IV Opinion Leadership and Innovation Diffusion: Opinion leadership – process, measurement, Profile, Opinion leadership and firm's promotional strategy, Innovation, diffusion and adoption Process, innovator as opinionleader.
- UNIT V Models of Consumer Buying Behaviour: Concept of Economic Man, passive man, cognitive man and emotional man - Models of consumer decision making

Text Book

1. Ragu, M.S. Dominique Xardel, Consumer Behaviour, Vikas, Delhi

Reference Books

1. Bennett, P.D. & Kassrijion, H.H., Consumer Behaviour, Prentice Hill, New Delhi.
2. Howard, J., & Sheth, J. N., The theory of Buyer Behaviour, John Wiley, New York.
3. Leon, G. & Schiffman, L.K., Consumer behaviour, Prentice Hall, New Delhi
4. Solomon, Consumer Behaviour, Pearson Education, Mumbai.

Note: Latest edition of text books shall be used.

BCGN 356 - CORPORATE ACCOUNTING

OBJECTIVE: *To enable the students to acquire the basic knowledge of the corporate accounting and to learn the techniques of preparing the financial statement*

- UNIT I Accounting for share Capital & Debentures**
Issue, Forfeiture and Reissue of forfeited shares: concept & process of book building; Issue of rights and bonus shares; Buy back of shares redemption of Preference shares; Issues and redemption of Debentures.
- UNIT II Final Accounts**
Preparation of Profit and Loss account and balance sheet of corporate entities (excluding calculation of managerial remuneration) Disposal of Company Profit.
- UNIT III Valuation of Goodwill and Valuation Shares**
Concepts and calculation: simple problems only
- UNIT IV Amalgamation of Companies:**
Accounting for Merger, Amalgamation – Absorption and External Reconstruction.
- UNIT V Accounts of Holding Companies/Parent Companies**
Preparation of consolidated balance sheet with one subsidiary company;
Relevant provisions of Accounting Standard: 21 (ICAI)
(Problems - 80%, Theory - 20%)

Text Book

1. Shukla, M.C., Grewal T.S. & Gupta S.L., Advanced Accountancy, S. Chand & Co., New Delhi

Reference Books

1. Jain, S.P. & Narang, K.L., Advanced Accounting, Kalyani Publications, New Delhi.
2. Gupta, R.L. & Radhaswamy, M., Corporate Accounts Theory Method and Application, Sultan Chand & Co., New Delhi.
3. Arulanandam, M.A. & Raman, K.S., Advanced Accountancy, Part-I, Himalaya Publications, New Delhi.
4. Reddy & Murthy, Corporate Accounting, Margham Publications, Chennai.

Note: Latest edition of text books shall be used.

SEMESTER V
BCGN 357 - PRINCIPLES OF MICRO ECONOMICS

Unit I: Demand and Supply

- (a). **Demand and Supply:** Determinants of demand, movements vs. shift in demand curve, Determinants of Supply, Movement along a supply curve vs. shift in supply curve; - Market equilibrium and price determination.
- (b). Elasticity of demand and supply. (c). Application of demand and supply.

Unit II: Consumer Theory: Ordinal Utility Theory: (Indifference curve approach): Consumer's preferences; Indifference curves; Budget line; Consumer's equilibrium; Income and substitution effect; Price consumption curve and the derivation of demand curve for a commodity; Criticisms of the law of demand.

Unit III: Production and Cost

- (a). Concepts of Production function: Law of variable proportions; Isoquants; Return to scale. Economics and Dis-economies of scale.
- (b). Costs: Costs in the short run. Costs in the long run, Profit maximization and cost minimization. Equilibrium of the firm, Technological Change: the very long run.

Unit IV: Market Structure

- (a). **Perfect Competition:** Assumption; Theory of a firm under perfect competition; Demand and Revenue; Equilibrium of the firm in the short run and long run, The long run industry supply curve: increasing, decreasing and constant cost industry. Allocation efficiency under perfect competition
- (b). **Monopoly:** Short-run and long-run equilibrium of monopoly firm; Concept of supply curve under monopoly; Allocation inefficiency and dead-weight loss monopoly; Price discrimination.
- (c). **Imperfect Competition:** Difference between perfect competitions, monopoly and imperfect competition;
- (i) Monopolistic Competition: Assumption; Short – run Equilibrium; Long run Equilibrium; Concepts of excess capacity; Empirical relevance.
- (ii) Oligopoly: Causes for the existence of oligopolistic firms in the market rather than perfect Competition; Cooperative vs. Non cooperative Behaviour and dilemma of oligopolistic firms.

Unit V: Income Distribution and Factor Pricing: Demand for factors. Supply of factor, backward bending supply curve for labour concepts of economic rent; Functional Distribution of Income.

Text Book:

1. Pindyck, R.S., Rubinfeld, D. L. & Mehta, P. L., Microeconomics, Pearson Education

Reference book:

1. Gregory Mankiw, N., Principles of Micro Economics, Cengage Learning
2. Maddala, G.S. & Miller, E., Microeconomics: Theory and Applications, McGraw, Hill Education
3. Salvatore, D. Schaum's Outline: Microeconomic Theory, McGraw-Hill, Education.
4. Case and Fair, Principles of Micro Economics, Pearson Education

Note: Latest edition of text books shall be used.

SEMESTER VI

BCGN 361 - ENTREPRENEURIAL SKILLS

Objective: The purpose of the paper is to orient the learner toward entrepreneurship as a career option and creative thinking and behavior.

UNIT I Introduction - Meaning, elements, determinants and importance of entrepreneurship and creative behavior; Entrepreneurship and creative response to the society' problems and at work; Dimensions of entrepreneurship: intrapreneurship, technopreneurship, cultural entrepreneurship, international entrepreneurship, ecopreneurship, and social entrepreneurship.

UNIT II Sources of Business Ideas and Tests of Feasibility - Significance of writing the business plan/ project proposal; Contents of business plan/ project proposal; Designing business processes, location, layout, operation, planning & control; preparation of project report (various aspects of the project report such as size of investment, nature of product, market potential may be covered); Project submission/ presentation and appraisal thereof by external agencies, such as financial/non-financial institutions.

UNIT III Mobilising Resources Mobilizing resources for start-up. Accommodation and utilities; Preliminary contracts with the vendors, suppliers, bankers, principal customers; Contract management: Basic start-up problems.

Text Book:

1. Kuratko & Rao, Entrepreneurship: A South Asian Perspective, Cengage Learning.

Reference Books:

1. Robert Hisrich, Michael Peters & Dean Shepherd, Entrepreneurship, McGraw-Hill Education
2. Desai, V., Dynamics of Entrepreneurial Development and Management, Himalaya Publishing House, Mumbai
3. Dollinger, Mare J., Entrepreneurship: Strategies and Resources, Illinois, Irwin.
4. Holt, David H., Entrepreneurship: New Venture Creation, Prentice-Hall of India, New Delhi.
5. Plsek, Paul E., Creativity, Innovation and Quality. (Eastern Economic Edition), Prentice-Hall of India, New Delhi:

Note: Latest edition of text books may be used.

SEMESTER VI

BCGN 362 - BANK MANAGEMENT

OBJECTIVE: *This course aims at to acquaint the students with the basics of commercial bank management*

UNIT I	Principles of Banking: Definition of bank - Creation of money - Present Structure of commercial banking system in India; Functions; Working during 1947 1990 and thereafter.
UNIT II	Management Principles in Banks: Managerial functions in banks - Hierarchy, individual and group behavior; Management of personnel-Functions of manager, inspector, local advisory committee, Recruitment; selection; Training Promotion Control of staff.
UNIT III	Management of Deposits and Advances: Deposit Mobilization; Classification and nature of deposit accounts; Advanced; Lending practice; Types of advances; principles of sound bank lending - Preparation of reports - Credit plans; Planning customers; Limits of credit; Security.
UNIT IV	Investment Management: Nature of bank investment; Liquidity and Profitability; Preparation of cheque; Bills Endorsement; Government Securities; Documents of title to goods - railway receipt; Bill of lading; Book debts; Securities – Government and commercial.
UNIT V	Management of Finance Bank Accounts; Records; Reports; Statement of advances; Evaluation of loan applications; Profit and loss account; Balance sheet and statutory reports regarding cash revenue.

Text Book:

1. Tannan, M.L., Banking – Law and Practice in India, Law House, New Delhi.

Reference Books:

1. Radhaswami M. & Basudevan, A., Textbook of banking, S Chand & Co., NewDelhi.
2. Panikar, K.K., Banking Theory & System, S. Chand & Co., NewDelhi.
3. Vinayakan, N., Banking, Kanishka Publishers, Delhi.

Note: Latest edition of text books shall be used.

SEMESTER VI

BCGN 363 - ESSENTIALS OF E-COMMERCE

OBJECTIVE: To enable the students gain knowledge about e-commerce and its various components.

- UNIT I Internet and Commerce: Business operations; E-Commerce practices vs. traditional business practices; Concept b2b c2c, g2g, g2c, Benefits of e-commerce to organization, consumers, and society; and society; Limitations of e-commerce; Management issues relating to e-commerce. - Operations of E-Commerce: Credit card transaction; Secure Hypertext Transfer Protocol (SHTTP) - Electronic payment systems; secure electronic transaction (SET) SET's encryption; Process; Cybercast; Smart cards - India payment mode.
- UNIT II Applications in B2C: Consumers' shopping procedure on the internet; Impact on disintermediation and re-intermediation; Global market; Strategy of traditional department stores; Products in b2c model; Success factor of e-brokers - Broker-based services online; Online travel tourism service Benefits and impact of E-Commerce on travel industry; Real estate market - Online stock trading and its benefits; Online banking and its benefits; Online financial services and their future; E-auctions-benefits, implementation, and impact.
- UNIT III Application in B2B: Applications of b2b - Key technologies for b2b Architectural models of b2b -Characteristics of the supplier-oriented marketplace, buyer-oriented marketplace, and intermediary – ordinate marketplace; Benefits of b2b on procurement reengineering, Just in Time delivery in 2b2 Internet – based EDI from traditional EDI; integrating EC with back-end information systems; Marketing issues in 2b2.
- UNIT IV Applications in Governance: EDI in governance; E-government; E- governance-applications of the internet; Concept of government-to-business, business-to-government and citizen to-governance; E- governance models; Private sector interface in e-governance.
- UNIT V Emerging Business Models: Retail model; Media model; advisory model, made-to-order manufacturing model; Do-it-yourself model; information service model; information service model; Emerging hybrid models; Emerging models in India.

(Practicals-50% & Theory 50%)

Text Book

1. Parag Diwan, & Sunil Sharma., E-Commerce A Managers Guide to E-Business, Excel Book, NewDelhi

Reference Books

1. Agarwala Kamles.N. & Agarwala Deeksha., Bridge to Online Store front, Macmillan India, New Delhi.
2. Agarwala Kamles.N. & Agarwala Deeksha., Business on the Net-Introduction to the E-Commerce, Macmillan Indian, New Delhi.
3. Agarwala Kamlesh .N. & Agarwala Deeksha, Bulls Bears and the Mouse: An Introduction to the Online stock Market Trading, Macmillan India, NewDelhi.

Note: Latest edition of text books shall be used.

BCGN 364 - AUDITING

OBJECTIVE: *To impart knowledge about the principles and methods of auditing and their applications.*

- UNIT I Introduction: Meaning and objectives of auditing - Types of audit - Internal audit - Internal Check Systems - Internal Control
- UNIT II Audit Process: Audit Programme; Audit and books; working papers and evidences, Consideration of commencing and audit; routine checking and test checking.
- UNIT III Audit Procedures: Vouching - Verification of assets and liabilities.
- UNIT IV Audit to limited Companies:
- Company auditor-Appointment, powers, duties, and liabilities.
 - Divisible profits and dividend
 - Auditor's report-standard reports and qualified report.
 - Special audit of banking companies
 - Audit of insurance companies
- UNIT V Investigations; Audit of nonprofit companies:
- i Where fraud is suspected, and
 - ii When running a business is proposed

Text Book:

1. Tandon B.N., Principles of Auditing, S. Chand & Co., New Delhi

Reference Books:

1. Gupta Kamal., Contemporary Auditing, Tata McGraw-Hill, New Delhi
2. Pagare Dinkar., Principles and Practice of Auditing, Sultan Chand, New Delhi.
3. Sharma T.R. Auditing Principles and Problem, Sahitya Bhawan, Agra.

Note: Latest edition of text books shall be used.

SEMESTER VI

BCGN 365 ORGANISATIONAL BEHAVIOUR

OBJECTIVE: *To make the students to understand the behavioural pattern of people in the organization to manage manpower.*

UNIT I Organizational Behaviour: Focus and Purpose of Organization – Meaning, Need and Importance of Organization – Classification – Organization Goals, Prospects of Formal Organization – Organizational Behaviour (OB) – Nature and Scope – Contributions – OB models - Features of Modern OB model.

UNIT II Individual Behaviour, Personality, Learning and Attitudes – Personality – Definition – Biological, Cultural, Family, Social and Situational; Factors - Theories of Personality – Meaning of learning – Learning Process – Learning Theory and OB – Organizational Behaviour Modification – Meaning, steps, Process and practices, Attitudes – Characteristics – Components – Formation – Measurement of Attitude.

UNIT III Group Behaviour and Group Dynamics: Group Dynamics – Meaning – Types – Groups in an organization – Group size and Status – Influences – Emergence of informal Leaders – Role – Relationship and Group Behaviour – Characteristics – Behaviour Problems – Group Behaviour – Characteristics – Behaviour Problems – Group Norms – Cohesiveness – Features – Effects – Group thinking – Symptom, Consequences and Remedy – Group Decision Techniques.

UNIT IV Dynamics of Organizational Behavior: Organizational changes and Development - Organizational Change – Meaning – Nature of Work – Change – Stability Vs. Change - Proactive Vs. reactive change – Pressure of change – changes in managerial personnel – change process – organizational resistance to change – Management of change process.

UNIT V Organizational Development – Definitions – Characteristics - Objectives – Team Building – Survey Feed Back – Four System of Management.

Text Book

1. Dwivedi, R. S., Human Relations and Organizational Behaviour, Macmillan Indian Limited

Reference Books

1. Gangadhara Rao, M., Rao, V.P.S. & Narayana P.S., Organizational Behaviour Text & Cases.
2. Fred Luthans, Organizational Behaviour, Tata McGraw Hill
3. Robinson, Organisational Behaviour, Prentice Hill

Note: Latest edition of text books shall be used.

SEMESTER VI

BCGN 366 - HUMAN RESOURCE MANAGEMENT

OBJECTIVE: *To provide the students to understand the functions, process and task of human resource management.*

UNIT I Human Resource Management – Nature and Scope – Objectives – Nature of people and organizations – Personnel Policies and Principles – Environment of Human Resource Management – Social Systems – Human Resource accounting and audit.

UNIT II Human Resource Planning – Human resource / manpower planning – meaning – process of HR Planning – Job analysis – Recruitment and selection – Orientation and Placement – Orientation Programmes.

UNIT III Employee and Reward Systems – Training of personnel – Job evaluation – Job satisfaction – Appraising and rewarding performance – money as means of rewarding – economic incentives systems – Wage incentives – Wage administration – Benefits and services – Profit and production sharing.

UNIT IV Motivation – Human needs – Theories of motivation – Maslows Hierarchy needs – Herzberg's two factor model – Other theories – Behavioral modification – Motivational Patterns – Expectancy model – Application of motivation concepts.

UNIT V Leadership, Communication and counseling – Nature of leadership behavior – Leadership Style – Employee Participation – Nature, Scope, Programmes and benefits of Participation – Employee Communication Process – Communication System – Employee counseling and types.

Text Book

1. Michael V.P., Human Resource Management and Human Relations, Himalaya Publishing House, New Delhi.

Reference Books

1. Rudrabasavaraj, M.N., Cases in Human Resource Management, Himalaya Publishing House, New Delhi,
2. Bernardin, H. J., & Beatty, R. W., Performance Appraisal: Assessing human Behavior at work, Kent Publication, Boston,
3. Milkovich, G. T., & Boudreau, J. W., Personnel / Human Resources Management: A Diagnostic Approach, Business Publications,

Note: Latest edition of text books shall be used.

SEMESTER VI
BCGN 367- INDIAN ECONOMY

Objectives: To enable the students to grasp the major economic problems in India and their solutions. It also seeks to provide an understanding of modern tools of macro-economic analysis and policy framework.

Unit I: Basic Issues and Features of Indian Economy: Concept and Measures of Development and Underdevelopment; Human Development; Composition of national income and occupational structure.

Unit II: Policy Regimes:

- a) The Evolution of planning and import substituting industrialization.
- b) Economic Reforms since 1991.
- c) Monetary and Fiscal policies with their implications on economy

Unit III: Growth, Development and Structural Change

- a) The experience of Growth, Development and Structural Change in different phases of growth and policy regimes across sectors and regions.
- b) The Institutional Framework: Patterns of assets ownership in agriculture and industry; Policies for restructuring agrarian relations and for regulating concentration of economic power;
- c) Changes in policy perspectives on the role of institutional framework after 1991.
- d) Growth and Distribution; Unemployment and Poverty; Human Development; Environmental concerns.
- e) Demographic Constraints: Interaction between population change and economic development.

Unit IV: Sectoral Trends and Issues

- a) *Agriculture Sector:* Agrarian growth and performance in different phases of policy regimes i.e. pre green revolution and the two phases of green revolution; Factors influencing productivity and growth; the role of technology and institutions; price policy, the public distribution system and food security.
- b) *Industry and Services Sector:* Phases of Industrialisation – the rate and pattern of industrial growth across alternative policy regimes; Public sector – its role, performance and reforms; the small scale sector; Role of Foreign capital.
- c) *Financial Sector:* Structure, Performance and Reforms. Foreign Trade and Balance of Payments: Structural Changes and Performance of India's Foreign Trade and Balance of Payments; Trade Policy Debate; Export policies and performance; Macro-Economic Stabilisation and Structural Adjustment; India and the WTO, Role of FDI, Capital account convertibility,

Unit VI: Inflation, Unemployment and Labour Market: Inflation: Causes of rising and falling inflation, inflation and interest rates, social costs of inflation; Unemployment – natural rate of unemployment, frictional and wait unemployment. Labour market and its interaction with production system; Phillips curve, the trade-off between inflation and unemployment, sacrifice ratio, role of expectations adaptive and rational.

Text Book:

1. Mishra & Puri, Indian Economy, Himalaya Publishing House

Reference Books:

1. Dhingra, I. C., Indian Economy, Sultan Chand & Sons
2. Gaurav, D. & Sundarum, K.P.M., Indian Economy, S. Chand & Company
3. Uma Kapila, Indian Economy since Independence, Relevant articles
4. Bhagwati, J. & Desai, P., India: Planning for industrialization, OUP, Ch 2
5. Patnaik, Prabhat. Some Indian Debates on Planning. T. J. Byres (ed.). The Indian Economy: Major Debates since Independence, OUP
6. Ahluwalia, Montek, S. State-level Performance under Economic Reforms in India in A. O. Krueger. (ed.). Economic Policy Reforms and the Indian Economy, The University of Chicago Press

Note: Latest edition of text books may be used.



PONDICHERY UNIVERSITY

PUDUCHERRY

B.Com (Foreign Trade)

DEGREE PROGRAMME

SEMESTER PATTERN

UNDER CBCS

REVISED SYLLBI & REGULATIONS

WITH EFFECT FROM

ACADEMIC YEAR 2017 – 2018

UNDER CBCS

COURSE CURRICULUM FOR CHOICE BASED CREDIT SYSTEM**B.COM – FOREIGN TRADE****To be implemented from 2017-18 onwards**

Course	Sub Code	Title of the Paper	Credits Allotted		Teaching Hours
Semester-I			20 Credits		
Course	Sub Code	Title of the Paper	Lecture	Tutorial / Lab	Teaching Hours
MIL – 1	LHIN/LTAM/LFRE/LMAL /LTEL/LBEN/LSAN	HINDI-I/TAMIL-I /FRENCH-I/MALAYALAM - I/TELUGU-I / BENGALI – I/SANSKRIT-I	3	-	4
ENGL – 1	ENGL 112	ENGLISH - I	3	-	5
DSC – 1A	BCFT 111	FINANCIAL ACCOUNTING	4	2	9
DSC – 2A	BCFT 112	BUSINESS LAW	4	2	9
AECC – 1	PADM 113	PUBLIC ADMINISTRATION	2	-	3
Total			16	4	30
Semester-II			20 Credits		
MIL - 2	LHIN/LTAM/LFRE/LMAL /LTEL/LBEN/LSAN	HINDI-II/TAMIL –II/FRENCH-II/MALAYALAM -II/TELUGU-II/ BENGALI - II/SANSKRIT-II	3	-	4
ENGL - 2	ENGL 122	ENGLISH - II	3	-	5
DSC – 1B	BCFT 121	BUSINESS MANAGEMENT	4	2	9
DSC – 2B	BCFT 122	COMPANY LAW	4	2	9
AECC - 2	ENVS 123	ENVIRONMENTAL STUDIES	2	-	3
Total			16	4	30
Semester-III			20 Credits		
DSC – 1C	BCFT 231	GOODS AND SERVICES TAX	4	2	9
DSC – 2C	BCFT 232	BUSINESS STATISTICS	4	2	9
DSC – 3C	BCFT 233	MANAGEMENT ACCOUNTING - I	4	2	9
SEC - 1	BCFT 234	COMMUNICATIVE SKILLS	2	-	3
Total			14	6	30
Semester-IV			20 Credits		
DSC – 1D	BCFT 241	MANAGEMENT ACCOUNTING - II	4	2	9
DSC – 2D	BCFT 242	COST ACCOUNTING	4	2	9
DSC – 3D	BCFT 243	INCOME TAX	4	2	9
SEC - 2	BCFT 244	ARITHMETIC SKILLS	2	-	3
Total			14	6	30
Semester-V			20 Credits		
SEC - 3	BCFT 351	COMPUTER APPLICATION SKILLS	2	-	3
DSE – 1A	BCFT 352	FUNDAMENTALS OF INTERNATIONAL TRADE	4	1	7 or 8
DSE – 2A	BCFT 353	FOREIGN TRADE PROMOTION	4	1	7 or 8
DSE – 3A	BCFT 354	GLOBAL RESOURCES	4	1	7 or 8
DSE – 4A	BCFT 355	INTERNATIONAL ECONOMICS	4	1	7 or 8
DSE – 5A	BCFT 356	EXIM FINANCE, SHIPPING & INSURANCE	4	1	7 or 8
GE - 1	BCFT 357	PRINCIPLES OF MICRO ECONOMICS	3	-	5
Total			17	3	30
Semester-VI			20 Credits		
SEC - 4	BCFT 361	ENTREPRENEURIAL SKILLS	2	-	3
DSE – 1B	BCFT 362	INTERNATIONAL MARKETING	4	1	7 or 8
DSE – 2B	BCFT 363	FOREIGN TRADE PROCEDURES & DOCUMENTATION	4	1	7 or 8
DSE – 3B	BCFT 364	FOREX MANAGEMNET	4	1	7 or 8
DSE – 4B	BCFT 365	LOGISTICS MANAGEMENT	4	1	7 or 8
DSE – 5B	BCFT 366	INSTITUTIONAL TRAINING & REPORT	4	1	7 or 8
GE - 2	BCFT 367	INDIAN ECONOMY	3	-	5
Total			17	3	30
Total Number of Credits			94	26	180

PONDICHERRY UNIVERSITY

B.COM DEGREE COURSE (FOREIGN TRADE)

QUESTION PAPER PATTERN UNDER CBCS

(WITH EFFECT FROM ACADEMIC YEAR 2017 – 2018)

FOR QUANTITATIVE PAPERS

SECTION A: Answer any 5 out of 8 Questions (5 X 7 Marks = 35 Marks)

SECTION B: Answer any 2 out of 3 Questions (2 X 20 Marks = 40 marks)

FOR OTHER PAPERS

SECTION A: Answer all Questions (5 X 2 Marks = 10 Marks)

SECTION B: Answer any 5 out of 8 Questions (5 X 7 Marks = 35 Marks)

SECTION C: Answer any 2 out of 3 Questions (2 X 15 Marks = 30 Marks)

SEMESTER I

BCFT 111 - FINANCIAL ACCOUNTING

OBJECTIVE: *To impart basic accounting knowledge as applicable to business*

UNIT I Definition of accounting; Objectives of accounting. – Accounting Principles: Accounting standards in India, International accounting standards.

UNIT II Accounting Transaction: Journal; Ledger; Trial balance; Final accounts; manufacturing account; trading account; Profit and loss account; Balance Sheet; Adjustment entries. Rectification of errors; Classification of errors; Location of errors; Suspense account; Effect on profit; Self balancing system.

UNIT III Capital and Revenue: Classification of Income; Classification of expenditure; Classification of receipts. Accounting concept of income; accounting concepts and income measurement; expired cost and income measurement, Depreciation - Methods of depreciation – Problems.

UNIT IV Hire – Purchase and Installment Purchase system - hire-purchase contract, legal provisions regarding hire – purchase contract; Accounting records for goods of substantial Value and accounting records for goods of small values, Installment purchase system.

UNIT V Partnership Accounts: Essential characteristics of partnership; Final account Adjustments after closing the accounts; Admission of a partner; Retirement of a partner, Dissolution of Partnership firm - gradual realization of assets and piecemeal distribution.

(Problems: 80%, Theory: 20%)

Text Book

1. Shukla, M.C., Grewal, S. & Gupta S.C., Advanced Accounting, S. Chand & Co, New Delhi

Reference Books

1. Gupta, R.L. & Radhaswamy, M., Financial Accounting, Sultan Chand Sons, New Delhi
2. Compendium of Statement and standards of Accounting: The Institute of Chartered Accountants, New Delhi.
3. Jawarhar Lal., Advanced Accounts. Sultan Chand & Sons ,New Delhi
4. Gosh, T.P., Fundamentals of Accounting, Sultan Chand & Sons, New Delhi
5. Maheswari, S.N. & Maheshwary, S.K., Fundamentals of Accounting, Viikas Publishing, New Delhi

Note: Latest edition of text books shall be used.

SEMESTER I

BCFT 112- BUSINESS LAW

OBJECTIVE: *To acquaint the learners with the fundamental principles of business laws.*

UNIT I Law of Contract (1872): Nature of contract; classification; Offer and Acceptance; Capacities of Parties to contract; Free consent; Consideration, Legality of object; Agreement declared void. - Performance of contract; Discharge of contract; Remedies for breach of contract.

UNIT II Special contracts: Indemnity and Guarantee, Contract of Agency.

UNIT III Sale of Goods Act 1930: Formation of Contracts of sale - goods and their classification; price - conditions and warranties – transfer of property in goods – performance of the contract of sale - Unpaid seller and his Rights – sale by auction – hire purchase agreement.

UNIT IV Negotiable Instruments Act 1881: Definition of Negotiable Instruments – features – Promissory note; Bill of Exchange & Cheque; Holder and holder in the due course; crossing of a cheque, types of crossing; Negotiation; Dishonour and discharge of Negotiable Instrument.

UNIT V Consumer Protection Act 1986: Salient Features – Definition of consumer – Grievance Redressal Machinery.

Text Book

1. Kapoor, N.D., Business Law, Sultan Chand & Sons, New Delhi.

Reference Books

1. Gulshan, S.S., Mercantile Law, Excel Books,
2. Kuchhal, M.C., Mercantile Law, Vikas Publishing Pvt. Ltd.,
3. Chadha, P.R., Business Law, 2/e, Galgotia Publishing,
4. Aggarwal, S.K., Business Law, Galgotia Publishing Company.
5. Maheshwari, S.N. & Maheshwari, S.K., Business Regulatory Framework, Himalaya Publishing House,

Note: Latest edition of text books shall be used.

SEMESTER II

BCFT 121 - BUSINESS MANAGEMENT

OBJECTIVE: *To orient the students the management principles and techniques that could achieve business success*

UNIT I Introduction: Concept, nature, process, and significance of management: Management roles (Mintzberg) An overview of functional areas of management; Development of management thought; Classical and neo-classical system; Contingency approaches.

UNIT II Planning: Concept, process, and types, decision making – concept and process; Bounded Rationality; Management by objective; Corporate planning; Environment analysis and diagnosis Strategy formulation.

UNIT III Organizing Concept, nature, process, and significance; Authority and responsibility relationship - Centralization and decentralization - Departmentation - Organization Structure – forms and contingency factors.

UNIT IV Motivating and Leading People at Work: Motivation-concept; Theories- Maslow, Herzberg, McGregor, and Ouchi; Financial and non-financial incentives. Leadership - concept and leadership styles; leadership theories (Tannenbaum and Schmidt) Likert System Management - Communication – nature, process, networks, and barriers; Effective communication.

UNIT V Management Control: Concept and process; Effective control system; Techniques of Control - traditional and modern.

Text Books:

1. Koontz & Weirich, Management, Tata McGraw Hill, New Delhi
2. Gupta, C.B., Business Management by, Sultan Chand Publication

Reference Books:

1. Drucker Peter., Practice of Management, Pan Books, London
2. Stoner & Wankel., Management Prentice Hall, New Delhi
3. Maslow, A. H., Frager, R., & Cox, R., Motivation and Personality Harper & Row New York
4. Virmani, B.R., The Challenges of Indian Management, Response Books, New Delhi

Note: Latest edition of text books shall be used.

SEMESTER II

BCFT 122 - COMPANY LAW

OBJECTIVE: *To enable the students get familiarize with the existing Companies Act 2013.*

UNIT I Introduction – Definition of a company – characteristics – Character of One Person Company; Lifting of Corporate Veil – Illegal Association – Kinds of Companies Formation of Company – Incorporation – Documents to be filed with the Registrar –Certificate of Incorporation – Effects of Registration – Promoter; Duties and Liabilities of Promoter – Preliminary contracts; Memorandum of Association – Articles of Association – contents – Alteration; Doctrine of constructive notice – Indore management – Ultra Vires ; Prospectus – Contents – Red herring prospectus – Shelf prospectus – misstatement in prospectus and their consequences - statement in lieu of prospectus – deemed prospectus – commencement of business.

UNIT II Capital; share capital – meaning – kinds – certification of Shares- Calls on Shares – Forfeitures of shares – alteration of capital – reduction of capital – procedures for reduction of capital – application of premium received and prohibition on discount on shares – Right shares – guidelines for issue of fresh capital – Bonus shares - guidelines – Sweat Share – Issue and Redemption of Preference shares; buy back of shares - transfer and transmission (Including depository mode); dividend – Unpaid dividend account – Investor Education & Protection fund: Borrowing; Borrowing power; mortgages and charges; debentures – Kinds of Debentures – Procedures for issue of debentures.

UNIT III Membership in a company ; Member and shareholder – Qualification – Cessation of membership- rights and liabilities of members – register and index of members; Directors; Board of Directors – Appointment of Directors – Selection of Independent Directors – Appointment of Additional Directors – Disqualification for appointment of directors- duties of directors – vacation of office, resignation and removal of directors; appointment of Managing Director, Whole time director or manager – rights and powers of MD – remuneration.

UNIT IV Meetings; Statutory meeting – Annual General Meeting – Extra Ordinary General Meeting; Notice, Quorum, Agenda, Resolution, Minutes, Proxies; Meeting of Board: Powers of Board – Voting rights – Chairman of meeting – Audit committee.

UNIT V Winding up of Companies: modes of winding up- appointment, duties and remuneration of company liquidator – removal and replacement of company liquidator – appointment of official liquidator – effect of winding up order – procedures for liquidation.

Text Book

1. Kappor, N.D., Company Law – Incorporating the Provisions of the Companies Amendment Act, 2000, Sullen Chand & Sons, New Delhi.

Reference Books

1. Ramaiya, A., Guide to the Companies Act; Wadhawa & Co, Nagpur.
2. Singh Avatar., Company Law Easter Book Co Luchnow.
3. Kuchhal, M.C., Modern India Company Law Shri Mahavir Books Nolda.
4. Bagrial, A.K., Company Law; Vikas Publishing House New Delhi.

Note: Latest edition of text books shall be used.

SEMESTER III

BCFT 231 GOODS AND SERVICES TAX (GST)

OBJECTIVE: *To enable the students get familiarize with the provisions of GST.*

- Unit I GST - scope – Benefits – salient features – GST council – Important Terms - Minimal Interface – Input Tax Credit – Refund – Demands – Alternate Dispute Resolution Mechanism.
- Unit II GST Act – CGST Act – SGST Act – IGST Act - UTGST Act- GST (compensation to the State) Act – features and provisions.
- Unit III GST - Levy & Collection of tax – Time and Value of Supply – Input Tax Credit – Registration – Tax Invoice _ Debt Credit Notes.
- Unit IV Administration – GST Accounts and Records – Returns – Payment of tax – Refunds- Assessment – Audit – Inspection, Search, Seizure and arrest.
- Unit V Demand and recovery – Liability to pay tax – Advance Ruling – Appeals and revisions – offences and penalties.

Text Book:

1. GST Manual 2017 by Taxmann Publications
2. GST Laws Manual: Acts, Rules and Forms - May 2017 by Rakesh Garg, Sandeep Garg

Reference Books:

1. GST Law and Analysis with Conceptual Procedures by "Bimal Jain", "Isha Bansal"
2. GST in India -- Impact, Management and Way Forward by RBKEZGCTGNQJMKUA
3. GST Made Easy-Answers to All Your Queries **on GST by** CA Arpit Haldia

Note: Latest edition of text books shall be used.

SEMESTER III

BCFT 232 - BUSINESS STATISTICS

OBJECTIVE: *To provide a theoretical appreciation and use of the science of statistics to make better business decisions.*

UNIT I Introduction – Statistics as a subject – Descriptive statistics – compared to Inferential Statistics – Types of data – Summation operation - Rule of Sigma operations.

UNIT II Construction of a frequency distribution – Measures of Central Tendency and dispersion and their measures - Measures of relation - correlation and regression.

UNIT III Analysis of Time Series: Causes of variation in time series data – Components of a time series - Decomposition – Additive and multiplicative models – Determination of trend – Moving averages methods and method of least squares (including linear, second degree, Parabolic and exponential trend) – Computational of seasonal, indices by simple average, Ratio – trend, ratio –to –moving average and link relative methods.

UNIT IV Index Number – Meaning, Types and uses - Methods of Construction price and quantity Indices (simple and aggregate): Tests of adequacy; Chain – basis index number base shifting, splicing, and deflating problems in constructing index numbers; Consumer price index.

UNIT V Theory of Probability and Theoretical Distribution: Definition of Probability – Importance – Calculation – Theorems – Theoretical distribution, Binomial, Poisson and Normal.

(Problems: 80%, Theory: 20%)

Text Books

1 Gupta, S.P., Statistical Methods, Sultan Chand & Co, New Delhi

Reference Books

1. Hooda, R.P., Statistics for Business and Economics; Macmillan, New Delhi
2. Lewin and Rubin., Statistics for Management, Prentice Hall of India New Delhi
3. Arora & Arora., Statistics for Management, S.Chand & Co, New Delhi
4. Kothari, C.R., Quantitative Techniques, Vikas publications, New Delhi

Note: Latest edition of text books shall be used.

SEMESTER III

BCFT 233 - MANAGEMENT ACCOUNTING – I

OBJECTIVE: *To analyze and interpret financial statements from the point of view of managers and outsiders*

UNIT I Management Accounting: Meaning, nature, scope, and functions, Role of management accounting in decision making; management accounts Vs. financial accounting, Tools and techniques of management accounting.

UNIT II Financial Statement: Meaning and types of financial statement; Limitations of financial Statement analysis; Comparative Statement Analysis.

UNIT III Ratio analysis; Classification of ratios – Profitability ratios, turnover ratios, Advantages of ratio analysis, Limitations of accounting ratios.

UNIT IV Funds Flow Statement as per Indian Accounting Standards 3- need - objectives – sources and utility of funds – preparation of fund flow statement.

UNIT V Cash Flow Statement - need - objectives – classification – calculation of cash flow.

(Problems: 80%, Theory: 20%)

Text Book

1. Jawahar Lal., Advanced Management Accounting Text and Cases, S. Chand & Co., New Delhi

Reference Books

1. Horngren, C. T., Sundem, G. L., Stratton, W. O., Burgstahler, D., & Schatzberg, J., Introduction to management accounting, Prentice Hall, New Delhi
2. Garrison H., Ray & Eric W. Noreen, *Managerial Accounting*, McGraw Hill., Delhi.
3. Khan, M.Y., & Jain, P.K., *Management Accounting*, Tata McGraw Hill Publishing Co., New Delhi.

Note: Latest edition of text books shall be used.

BCFT 234 - COMMUNICATIVE SKILLS

OBJECTIVE: *To develop effective business communication skills among the students*

UNIT I Meaning and Definition – Need – Objective and Principles – Communication Media – Types - Process – Interpersonal and Business Communication – Characteristics – Verbal and Non Verbal Communication – Barriers to Communication.

UNIT II Business Letters: Functions and kinds – Essentials of an effective Business Letter – Layout – Appearance – Size – Style – Form and punctuation, Kinds of letters – Routine request letters – Responses to letters – Refusal letters – Claims letters – Collection letters- Kinds of Letters- Enquiries - Quotations – Orders – follow up letter – refusal letters – complaint and adjustment letters –Sales letters. Bank correspondence; Insurance Correspondence.

UNIT III Intra organisational communication – memos – office orders – office notes – circulars – meeting communications; notice – agenda – resolutions – minutes – Reports: Types - Characteristics– Preparing and Organization of a Report: modern forms of communication: Fax, Email – videoconferencing, Internet - website.

Text Books

1. Rajendra Pal Korahill., Essentials of Business Communication, Sultan Chand & Sons, New Delhi,

Reference Books

1. Kaul., Effective Business Communication, Prentice Hall, New Delhi
2. Ramesh, M.S., & Pattanshetti, C. C., Business Communication, R.Chand&Co, New Delhi,
3. Rodriquez, M. V., Effective Business Communication Concept, Vikas Publishing Company
4. Munter Mary., Effective Business Communication, PHI, New Delhi

Note: Latest edition of text books shall be used.

SEMESTER IV

BCFT 241 - MANAGEMENT ACCOUNTING – II

OBJECTIVE: *To analyze and interpret financial statements from the point of view of managers and outsiders.*

UNIT I Absorption and Marginal Costing: Marginal and differential costing as a tool for decision – make or buy decision - Change of product mix.

UNIT II Pricing - Break-even analysis; Exploring new markets; Shutdown decisions.

UNIT III Budgeting for Profit Planning and Control: Meaning of Budget and budgetary control - Objectives; Merits and limitations; Types of budgets; Fixed and flexible budgets- cash budgets- Control ratios;

UNIT IV Standard Costing and Variance Analysis; Meaning of standard cost Advantages and application; Variance analysis – Material; Labour, Sales and Overhead (two-way analysis) Variances.

UNIT V Zero Base Budgeting - Responsibility Accounting- Performance Budgeting.

(Problems: 80%, Theory: 20%)

Text Book

1. Lal Jawahar., Advanced Management Accounting Text and Cases, S. Chand & Co., New Delhi

Reference Books

1. Horngren, C. T., Sundem, G. L., Stratton, W. O., Burgstahler, D. & Schatzberg., Introduction to Management Accounting, Prentice Hall, Delhi
2. Garrison, R. H., Noreen, E. W., & Brewer, P. C., *Managerial accounting*, McGraw-Hill, New York.
3. Khan, M.Y., and Jain, P.K., Management Accounting, Tata McGraw Hill Publishing Co., New Delhi.

Note: Latest edition of text books shall be used.

SEMESTER IV

BCFT 242 - COST ACCOUNTING

OBJECTIVE: *To enable the students to take decisions using costing techniques.*

UNIT I Cost Accounting: Introduction – meaning of cost, costing and cost accounting – comparison between financial accounts and cost accounts – application of cost accounting – cost concepts and classification of costs – cost unit – cost center – elements of costs – preparation of cost sheet – tenders and quotations – problems.- Reconciliation of Cost and Financial Accounts: Need for reconciliation – Reasons for difference in profits – Problems on preparation of Reconciliation statements including Memorandum Reconciliation account.

UNIT II Material Costing: Classification of materials – Material Control – Purchasing procedure – store keeping – techniques of Inventory control – Setting of stock levels – EOQ – Methods of pricing materials issues – LIFO – FIFO – Weighted Average Method – Simple Average Method – Problems.

UNIT III Labour Costing: Control of labour cost – Labour Turnover- Causes and effects of labour turnover – Meaning of Time and Motion Study, Merit Rating, Job Analysis, Time keeping and time booking – idle time, causes and treatment – overtime – methods of wage payment – Time Rate and Piece Rate – Incentive Schemes – Halsey Premium Plan – Rowan Bonus Plan – Taylors and Merricks differential piece rate systems – Problems.

UNIT IV Overhead Costing: Definition – Classification of overheads – Procedure for accounting and control of overheads – Allocation of overheads – Apportionment of overheads – Apportionment of Service department costs to production departments – Repeated Distribution method – Simultaneous equation method – absorption of OH's – Methods of Absorption – Percentage of direct material cost – Direct Labour Cost – Prime Cost, Direct Labour Hour Rate and Machine Hour Rate – Problems.

UNIT V Costing Methods: Introduction – Job Costing – Batch Costing – Contract Costing – Transport Costing – Process Costing – Principles – distinction between Process and Job – Preparation of Process Accounts – treatment of normal loss – abnormal loss – abnormal gain – Joint and By- products – apportionment of joint costs.

(Problems: 80%, Theory 20%)

Text Book:

1. Jawahar Lal., Cost accounting, Tata McGraw Hill,

Reference Books:

1. Nigam & Jai., Cost Accounting Principles and Practices, Prentice Hall of India Publishers
2. Blocher, I. & Lin., Cost Management : A Managerial Emphasis, Pearson education, Mumbai
3. Maheshwari, S.N., Cost Accounting, Vikas Publishing House, New Delhi
4. Jain, S.P. & Narang, K.L., Cost Accounting: Principles and Methods.
5. Iyengar, S.P., Cost Accounting, Sultan Chand & Sons, New Delhi

Note: Latest edition of text books shall be used.

SEMESTER IV

BCFT 243 - INCOME TAX

OBJECTIVE: *To provide basic knowledge and equip students with application of principles and provisions of Income Tax Act 1961 and the relevant Rules*

UNIT I Introduction: **Basic concepts:** Income, agricultural income, Person, Assessee, assessment year, previous year, Gross total income, Total Income, Maximum Marginal Rate of Tax; PAN. **Residential Status;** Scope of total income on the basis of residential status, Exempted Income under Section

UNIT II **Computation of Income under** salary, Income from house Property.

UNIT III **Computation of Income under** Profits and gains of business or Profession, Capital gains and Income from other Sources.

UNIT IV **Computation of total income and tax liability**
Income of other persons including in assessee total income, aggregation of income and set off and carry forward of losses; deduction from gross total income; rebates and reliefs - computation of total income of individual and firms; tax liability of an individual and a firm (5 leading cases decided by the Supreme Court).

UNIT V **Return of Income:** Filing of returns; manually, online filing TDS: provisions and procedures of compulsory online filing of returns for specified assesses.

(Problems: 60%, Theory: 40%)

Text book

1. Singhanian V.K., Students Guide to Income Tax, Taxmann, Delhi.
2. Girish Ahuja and Ravi Gupta, Systematic Approach to Income Tax, Sahitya Bhawan Publications, New Delhi.

Reference Books

1. Vinod kumar singhanian, e-filing of income tax return and computation of tax, Taxmann publication Pvt Ltd, New Delhi,
2. Excel utility available at incometaxindiaefiling.gov.in.

Note: Latest edition of text books shall be used.

BCFT 244 - ARITHMETIC SKILLS

OBJECTIVE: *To enable students to gain understanding of mathematical applications to business activities.*

UNIT I Ratio, Proportion and Percentage: Ratio: Definition – Continued Ratio – inverse Ratio. Proportion – Continued Proportion – Direct Proportion – Inverse Proportion – Variation – Inverse Variation – Joint Variation – Percentage: Meaning and computation of percentage. Interest: Simple interest – compound interest (reducing balance and flat interest rate) – equated monthly installments (EMI) – Problems.

UNIT II Matrices and Determinates (up-to order 3 only): Multivariable data - Definition of a Matrix; Types of matrices; Algebra of matrices; Determinates – Ad-joint of a matrix – Inverse of a matrix via ad-joint matrix – homogeneous system – Solution of non-homogeneous system of linear equations (not more than three variables) – Conditions for existence and uniqueness of solution – Solution using inverse of the coefficient matrix – Problems..

UNIT III Functions: (To identify and define the relationships that exist among the business variables) Definition of function, constants, variables, continuous real variable, domain or interval – Types of functions – one valued function – Explicit function – Algebraic functions – Polynomial functions – Absolute value function – Inverse function – Rational and irrational function – Monotone function – Even and odd function – Supply/demand function – Cost function – Total revenue function – Profit function – Production function – Utility function – Consumption function.

(Problems: 80%, Theory: 20%)

Text Books

1. Kappor, V.K., Business Mathematics, Sultan Chand & Sons, New Delhi

Reference Books

1. Agarwal, B.M., Basic Mathematics & Statistics, Sultan Chand & Sons, New Delhi
2. Rajagopalan, S. & Sattanathan., R., Business mathematics, McGraw-Hill, New Delhi
3. Bari, Business Mathematics, New Literature Publishing Company, Mumbai.

Note: Latest edition of text books shall be used.

SEMESTER V

BCFT 351 - COMPUTER APPLICATION SKILLS

OBJECTIVE: *To provide an exposure to the use of office automation software and accounting package software in making business decisions.*

UNIT I Introduction to Computer Concepts – Elements of computer – Characteristics of a Computer – Classification of Computers – Basic Computer Architecture – Input- output Devices - Software Concepts: Types of software – Software: its nature and qualities - Windows Operating System Functions.

UNIT II Application of MS Office- Application of MS Word in Business Correspondence: letters, tables, mail merge, labels. Applications of MS Excel: Graphs and Charts – Calculation of various financial functions - MS Access: Tables and Queries. Applications of MS Power Point: Introduction – Toolbar, their Icons and C o m m a n d s – Navigating in Power point - Creation of slides, animation, and templates - Designing Presentations – Slide show controls.

UNIT III Applications of Accounting Software Tally (Ver. 9. ERP): Characteristics of the Software Creation of a Company – Accounts Information – Creation of Ledgers – Vouchers – P& L a/c – Balance Sheet – Inventory Handling – Creation of Stock Groups – Creation of Stock Categories – Creation of Stock Items – Accounts of Banking and Departmental Accounting
(Theory – 50% and Practical – 50%)

Text Book

1. Rajagopalan, S.P., Computer Application in Business, Vikas Publishing House, New Delhi.

Reference books

1. Deepak Bharihoke., Fundamentals of IT, Excel Books, New Delhi.
2. Dhiraj Sharma., Foundation of IT, Excel Books, New Delhi.
3. Bhatnagar, S.C. & Ramani, K.V., *Computers and Information Management*, Prentice Hall of India, New Delhi.
4. Martin, *Principles of Data Base Management*, Prentice Hall of India, New Delhi.
5. Sulochana, M., Kameswara Rao, K. & Kishore Kumar, R., *Accounting Systems*, Kalyani Publishers, Hyderabad.
6. Parameswaran, R., *Computer Application in Business*, S.Chand & Co, New Delhi.

Note: Latest edition of text books shall be used.

LIST OF PRACTICAL

Window OS

Practice in settings and search options

MS – Word

Formatting – text documents

Table manipulation

Sorting – Table of Content

Developing a letter and a resume

Practice of mail-merge option

MS –Excel

Formatting – Features

Functions

Chart – Features

MS – Access

Creation of Tables

Manipulating Queries

MS – Power Point

Organisational Structure using Slides

Graphical representation

Tally Programmes

Voucher and Invoice

Stock summary

Final Accounts

SEMESTER V

BCFT 352 - FUNDAMENTALS OF INTERNATIONAL TRADE

Objective: To introduce the students to an overall view of International Trade and Elements of Trade Environment.

UNIT I	Trade: Domestic Vs. International - Advantages of International Trade - International Business Environment (IBE) - Elements of IBE - Importance of understanding IBE - Trade in Services.
UNIT II	Free Trade Vs. Protection: Barriers to Trade - Tariff & Non-tariff barriers -GATT and WTO – Origin, objectives, structure and functions - GATS & TRIPS – UNCTAD - Objectives, structure and functions - GSP & GSTP.
UNIT III	International Economic Groupings: Stages and evolution - Regional Trading Agreements - Important economic groupings - EU, NAFTA, SAFTA, BIMSTEC, ASEAN - objectives and functions - Cartels: Its impact on World Trade.
UNIT IV	Multinational Corporations (MNCs): Stages in Internationalisation of a firm - Emergence, definition, characteristics & classification of MNCs - merits & demerits of MNCs - Regulation of MNCs - MNCs and International Trade.
UNIT V	Globalisation and Knowledge Economy: Concept of Intellectual Property -IPRs and - forms of IPRs: Patents, Trademarks, Copyrights, Designs & Geographical Indications - World Intellectual Property Organisation (WIPO) - Developments in India in the field of IPRs.

Text Book

1. Francis Cherunilam, International Business Text & Cases, Prentice Hall of India, New Delhi.

Reference Books:

1. International Business, P. Subba Rao, Himalaya Publishing House, Mumbai.
2. Rakesh Mohan Joshi, International Marketing, Oxford University Press, New Delhi.
3. Francis Cherunilam, A Concise Text Book of International Trade, Himalaya Publishing House, Mumbai.
4. V. Neelamegam, International Trade, Vrinda Publications, New Delhi.

Note: Latest edition of text books shall be used

SEMESTER V

BCFT 353 - FOREIGN TRADE PROMOTION

Objective: *To expose the students to the operation of different agencies in India, involved in Export Promotion.*

UNIT I External trade of India: Before and after Independence - Trends-Commodity composition - Present major trading partners: USA, EU, Japan –Features of these markets - Future of trade: Direction and Commodities - Problems of India's Export sector.

UNIT II Institutional support for Export Promotion in India: Ministry of Commerce & Industry - Board of Trade - Commodity Boards and Export Promotion Councils: Objectives and functions – Financial Service Agencies: ECGC, EXIM Bank, RBI and Commercial Banks.

UNIT III Service Institutions: FIEO, ITPO, CII, ICA, IIFT, IIP, EIA - State Trading and Canalisation: Meaning and purpose - STC and its subsidiaries – MMTC, TTC, PEC - Objectives and Functions.

UNIT IV Foreign Trade Policy: Major provisions and Evaluation of the current FTP - Foreign Investment Policy: Past and Present - FDI and FII – Role of FIPB - Financial and non-financial incentives to promote Export trade – Recognition of Export Firms - 100% EOUs: Benefits.

UNIT V Concept of Quality and its importance in Foreign Trade: Pre-shipment inspection: Types - Compulsory & Voluntary - Features of a good inspection system - Inspection by EIAs - Quality Standards - Meaning and Examples – ISO series.

Text Book:

1. P.K. Khurana, Export Management, Edition, Galgotia Publishing Company, New Delhi.

Reference Books:

1. Francis Cherunilam, International Business, Himalaya Publishing House, Mumbai.
2. Badi N V, International Business, Vrinda Publications, New Delhi.
3. T A S Balagopal, Export Management, Himalaya Publishing House, Mumbai.
4. Publications, Ministry of Commerce & Industry, GOI from time to time

Note: Latest edition of text books shall be used

SEMESTER V

BCFT 354 - GLOBAL RESOURCES

Objective: *To provide an idea on the global distribution of various resources, acting as a fundamental reason for nations engaging in Foreign Trade.*

UNIT I Introduction to World Geography: Earth: Basic structure – Continents of the world – Major countries - Oceans – Atmosphere: Layers - Climatic zones – Time zones.

UNIT II Resources: Meaning & Nature – Resource mapping - Industrial resources: Importance – Commercial crops (Cotton, Tea, Coffee, Rubber, Sugarcane) – Leading Countries of production and conditions - Mineral resources (Iron, Manganese, Bauxite, Uranium) – Fuel resources (Crude Oil, Natural gases and Coal) – Regions with deposits of mineral and fuel resources.

UNIT III International Agrarian resources: Cereals (Wheat, Rice, Rye) – Major producers of cereals - Livestock: Beef, Sheep, Poultry, Milk – Leading livestock producers – Fisheries – Forest resources – Types of Forests - Importance of Forests: Lumbering – Water resources – Major Rivers of the World.

UNIT IV Global Energy Resources: Conventional Sources of Energy - Problems of conventional energy resources - Alternative energy resources: Need – Solar energy, wind energy, energy from waves and waste – Major nations that generate alternate energy - Difficulties in developing alternative energy sources.

UNIT V Human Resources: Significance – Races – Skilled & unskilled man power - Technical and Managerial manpower – Migration: meaning – Factors influencing International mobility of Human Resource.

Text Book

1. P. K. Roy, Economic Geography (A Study of Resources), New Central Book Agency Pvt. Ltd.

References

1. S. K. Sadhukhan, Economic Geography (An Appraisal of Resources), S. Chand & Co. Ltd.
2. V A Janaki, Economic Geography, Concept Publishing.
3. Edward Carter and Kersey Gonner, Commercial Geography, General Books.
4. M. A. Bangash, Economic Geography, Anmol Publications.

Note: Latest edition of text books shall be used.

SEMESTER V

BCFT 355 - INTERNATIONAL ECONOMICS

Objective: *To provide theoretical framework of international economics and international monetary system.*

- UNIT I Internal and International Trade – Distinction - Theories of International trade: Classical theories - Adam Smith's theory of Absolute Advantage – Ricardo's Comparative cost theory - Modern theories of International Trade: Haberler's Opportunity Cost theory – Heckscher–Ohlin's Modern theory – International trade and factor price – Leontiff Paradox - International trade and economic growth: Immiseration of growth.
- UNIT II Balance of Payments – Components of Balance of Payments: Current account, Capital account & Official settlement accounts - Disequilibrium in BOP - Methods of correcting Disequilibrium - Balance of Payments Theory: Adjustment theory, Marshall Lerner mechanism - Balance of Trade – Terms of Trade.
- UNIT III Foreign Exchange Rate: Theories - Mint Parity Theory, Purchasing Power Parity Theory - Foreign Exchange Rate Policy: Fixed Exchange rate system, Floating Exchange rate System.
- UNIT IV International Monetary System: Bretton Woods Conference – IMF - Objectives, Organizational structure – Membership – Quotas – Borrowing and Lending programme of IMF – SDRs – India and IMF.
- UNIT V International Financial Institutions: IBRD, IFC, International Development Association (IDA) - Multilateral Investment Guarantee Agency (MIGA) International Centre for Settlement of Investment Disputes - Regional Development Financial Institution: ADB – IBRD Group and India.

Text Book

1. Jhingan M.L., International Economics, Vrinda Publications, New Delhi.

Reference Books:

1. Mittal & Agarwal, International Economics, Sangeeva Prakashan, U. P, India
2. Rakesh Mohan Joshi, International Marketing, Oxford University Press, New Delhi.
3. D. M. Mithani, Economics of Global Trade and Finance, H P H, Mumbai.
4. Francis Cherunilam, International Economics, Tata-Mc Graw Hill Publishing Company Ltd, New Delhi.

Note: Latest edition of text books shall be used.

SEMESTER V

BCFT 356 - EXIM FINANCE, SHIPPING AND INSURANCE

Objective: *To familiarise the students with the sources of Export – Import Finance. Also to elaborate the process of sea transportation and marine insurance.*

UNIT I EXIM financing: Need and importance - Guidelines to Banks for Export financing - Calculation of MPBF – Classification of Export finance: Pre-Shipment finance - Types - Packing Credit: Eligibility, Criteria & Period – Documentation requirements – Processing and sharing of packing credit - FCPC - Export Credit Refinancing.

UNIT II Post Shipment Credit: Need & Nature – Classification: Negotiation of documents under L/C - Discounting of documents under confirmed orders – Advances against export bills – Exports on consignment basis, un drawn balances, Receivables from government, Retention money related to exports - Documentation & Scrutiny.

UNIT III EXIM Bank – Objectives – Various lending & rediscounting Programmes for Indian exporters, Overseas Customers and Commercial Banks – ECGC – objectives – Export Credit Risk – covers offered by ECGC – Standard Policies – Specific Policies – Financial Guarantees and Special Schemes.

UNIT IV Shipping: its importance in World Trade – Kinds of Shipping Types of ships and their uses – Major ports in the world – factors influencing freight determination – merits & demerits of Sea transportation – Sea piracy

UNIT V Marine Insurance – Contract of Insurance – Fundamental elements of insurance - Marine Perils - Voyage – Warranties in a contract of marine insurance – Deviation of voyage - Losses under marine insurance: Total loss – Abandonment – Partial loss – Contribution.

Text Book

1. Francis Cherunilam, International Trade & Export Management, Himalaya Publishing House, Mumbai.

Reference Books:

1. Gupta and Gupta, Indian Economy, Atlantic Publications.
2. T A S Balagopal, Export Management, Himalaya Publishing House, Mumbai.
3. N Kumar, Export Management, Anmol Publications.
4. M. N. Mishra, Insurance Principles and Practice, S. Chand & Company Ltd, New Delhi.

Note: Latest edition of text books shall be used.

SEMESTER V

BCFT 357 - PRINCIPLES OF MICRO ECONOMICS

Unit I: Demand and Supply

(a). Demand and Supply: Determinants of demand, movements vs. shift in demand curve, Determinants of Supply, Movement along a supply curve vs. shift in supply curve; - Market equilibrium and price determination.

(b). Elasticity of demand and supply. (c). Application of demand and supply.

Unit II: Consumer Theory

Ordinal Utility Theory: (Indifference curve approach): Consumer's preferences; Indifference curves; Budget line; Consumer's equilibrium; Income and substitution effect; Price consumption curve and the derivation of demand curve for a commodity; Criticisms of the law of demand.

Unit III: Production and Cost

(a). Concepts of Production function: Law of variable proportions; Isoquants; Return to scale. Economics and Dis-economies of scale.

(b). Costs: Costs in the short run. Costs in the long run, Profit maximization and cost minimization. Equilibrium of the firm, Technological Change: the very long run.

Unit IV: Market Structure

(a). Perfect Competition: Assumption; Theory of a firm under perfect competition; Demand and Revenue; Equilibrium of the firm in the short run and long run, The long run industry supply curve: increasing, decreasing and constant cost industry. Allocation efficiency under perfect competition

(b). Monopoly: Short-run and long-run equilibrium of monopoly firm; Concept of supply curve under monopoly; Allocation inefficiency and dead-weight loss monopoly; Price discrimination.

(c). Imperfect Competition: Difference between perfect competitions, monopoly and imperfect competition;

(i) Monopolistic Competition: Assumption; Short – run Equilibrium; Long run Equilibrium; Concepts of excess capacity; Empirical relevance.

(ii) Oligopoly: Causes for the existence of oligopolistic firms in the market rather than perfect Competition; Cooperative vs. Non cooperative Behaviour and dilemma of oligopolistic firms.

Unit V: Income Distribution and Factor Pricing

Demand for factors. Supply of factor, backward bending supply curve for labour concepts of economic rent; Functional Distribution of Income.

Text Book:

1. Pindyck, R.S., Rubinfeld, D. L. & Mehta, P. L., Microeconomics, Pearson Education

Reference book:

1. Gregory Mankiw, N., Principles of Micro Economics, Cengage Learning
2. Maddala, G.S. & Miller, E., Microeconomics: Theory and Applications, McGraw, Hill Education
3. Salvatore, D. Schaum's Outline: Microeconomic Theory, McGraw-Hill, Education.
4. Case and Fair, Principles of Micro Economics, Pearson Education

Note: Latest edition of text books shall be used.

SEMESTER VI

BCFT 361 - ENTREPRENEURIAL SKILLS

Objective: *The purpose of the paper is to orient the learner toward entrepreneurship as a career option and creative thinking and behavior.*

Unit I Introduction - Meaning, elements, determinants and importance of entrepreneurship and creative behavior; Entrepreneurship and creative response to the society' problems and at work; Dimensions of entrepreneurship: intrapreneurship, technopreneurship, cultural entrepreneurship, international entrepreneurship, ecopreneurship, and social entrepreneurship.

Unit II Sources of Business Ideas and Tests of Feasibility - Significance of writing the business plan/ project proposal; Contents of business plan/ project proposal; Designing business processes, location, layout, operation, planning & control; preparation of project report (various aspects of the project report such as size of investment, nature of product, market potential may be covered); Project submission/ presentation and appraisal thereof by external agencies, such as financial/non-financial institutions.

UNIT III Mobilising Resources - Mobilizing resources for start-up. Accommodation and utilities; Preliminary contracts with the vendors, suppliers, bankers, principal customers; Contract management: Basic start-up problems.

Text Book:

1. Kuratko & Rao, Entrepreneurship: A South Asian Perspective, Cengage Learning.

Reference Books:

1. Robert Hisrich, Michael Peters & Dean Shepherd, Entrepreneurship, McGraw-Hill Education
2. Desai, V., Dynamics of Entrepreneurial Development and Management, Himalaya Publishing House, Mumbai
3. Dollinger, Mare J., Entrepreneurship: Strategies and Resources, Illinois, Irwin.
4. Holt, David H., Entrepreneurship: New Venture Creation, Prentice-Hall of India, New Delhi.
5. Plsek, Paul E., Creativity, Innovation and Quality. (Eastern Economic Edition), Prentice-Hall of India, New Delhi:

Note: Latest edition of text books may be used.

SEMESTER VI

BCFT 362 - INTERNATIONAL MARKETING

Objective: Introduces the application of marketing concepts in the global arena

UNIT I Marketing: Definition & Importance – Selling Vs. Marketing –International Marketing Vs Domestic Marketing - Marketing Mix – Market Segmentation – Bases for Segmentation – Marketing Research – Importance – Steps – Problems of Overseas Research – Entry strategies in International Marketing.

UNIT II Product: Meaning and Classification – New Product Development: Stages - Product Life Cycle: Stages & Strategies – Packaging– Functions and Types - Packing: Need and Types – Marking of Export Boxes – Branding: Meaning – Type of Brands.

UNIT III Pricing: Meaning of Price - Factors influencing Price – Pricing methods & approaches – Pricing Tactics – International price quotations and INCO Terms.

UNIT IV Physical Distribution: Marketing Channels: Types and levels - Factors affecting Channel choice – Retailers and Wholesalers – Transportation: Role of C & F Agents – Sea, Air and Road Transportation: Merits and Demerits - Containerisation – ICD's – Advantages of containers – Warehousing.

UNIT V Promotion: Meaning and Importance – Promotion mix – Advertising – Copy – Media: Types – International Advertising: Problems – Personal selling – Stores Promotion – Trade fairs and exhibitions – Sales promotion: Tools – Public relations.

Text Book:

1. Varshney & Bhattacharya, International Marketing Management an Indian Perspective, Sultan Chand & Sons, New Delhi.

Reference Book:

1. Radebaugh, Daniels D J, International Business, Addison Wesley Longman.
2. Philip Kotler, Marketing Management Analysis, Planning, Implementation and Control, Millennium Edition, Prentice-Hall of India, New Delhi.
3. Yuvaraj. S, International Marketing, Reprint, Vrinda Publications, New Delhi.
4. N. Kumar, International Marketing, Anmol Publications.

Note: Latest edition of text books shall be used.

SEMESTER VI

BCFT 363 - FOREIGN TRADE PROCEDURES AND DOCUMENTATION

Objective: *To provide a detailed sketch of Export Import Documentation and procedures as practiced in India.*

UNIT I Export Documentation – Need - Classification of export documents: Commercial documents & Regulatory documents – differences – Aligned Documentation System (ADS) – Advantages – Master Documents I & II.

UNIT II Auxiliary Commercial Documents – Proforma Invoice – Shipping Instruction Insurance Declaration – Shipping Order – Mate’s Receipt - Application for certificate of origin – letter to bank for negotiations.

UNIT III Principal Commercial Documents : Commercial Invoice – Packing List – Certificate of Inspection – Insurance Policy - Bill of Lading - Air Way Bill – Certificate of Origin – Bill of Exchange – Shipment Advice – L/C – Contents of L/C - Types of L/C.

UNIT IV Regulatory documents – GR form – AR-4 form – Shipping Bill / Bill of Export Dock Challan – Freight Payment Certificate – Insurance Premium Payment Certificate – Receipt for payment of port charges – Vehicle Ticket – other certificates.

UNIT V Export Procedure: - Steps – Import Procedure - Documents used for Import – Bill of entry – Steps in electronic processing of export documentation – EDI.

Text Book

1. Jain Khushpat. S, Export Import Documentation and Procedure, Himalaya Publishing Company, Mumbai.

Reference Book:

1. P.K. Khurana, Export Management, Galgotia Publishing Company, New Delhi.
2. Rakesh Mohan Joshi, International Marketing, Oxford University Press, New Delhi.
3. T A S Balagopal, Export Management, Himalaya Publishing House, Mumbai.
4. Francis Cherunilam, International Marketing, Himalaya Publishing House, Mumbai.

Note: Latest edition of text books shall be used.

SEMESTER VI

BCFT 364 - FOREX MANAGEMENT

Objective: *To brings out the theoretical as well as technical aspects of Foreign Exchange transaction as an integral part of export trade.*

UNIT I Foreign Exchange: Meaning & need - Foreign Exchange market - Structure & Participants – FEDAI - Organization of FOREX division in Commercial Banks – Correspondent Relationship - NOSTRO, VOSTRO & LORO accounts and their operations.

UNIT II Foreign Exchange Transactions: Purchase & Sale Transactions - Merchant Transactions - Cash, Tom, Spot, Forward Transactions - Inter-Bank (IB) Transactions - Cover Deal, SWAP Deal - Hedging & Arbitrage operations.

UNIT III Exchange Rate: Fixed Exchange Rate Vs. Floating Exchange Rate - Factors affecting Exchange Rate –Types - Principal types of Ready Merchant rates – Quotations – Types - Forward Rate - Forward Margins - Factors determining Forward margins.

UNIT IV Exchange Risk Management: Exposure & Risk types - Currency Derivatives - Forward Exchange Contracts – Execution, Cancellation and Extension - Currency Futures – Currency Options - Currency Derivatives in India.

UNIT V Legal framework of FOREX operations in India: Foreign Exchange Management Act, 1999 (FEMA) – Features - Rules under FEMA - Role of Reserve Bank of India (RBI) - Exchange Control – Tools of Control.

Text Book:

1. Jeevanandam. C, Foreign Exchange: Practice, Concepts, and Control, Sultan Chand & Sons, New Delhi.

References

1. Choudhari and Agarwal, A Text Book of Foreign Trade and Foreign Exchange, Himalaya Publishing House, Mumbai.
2. Sharan. V, International Financial Management, Prentice-Hall of India, New Delhi.
3. Publications, RBI from time to time.

Note: Latest edition of text books shall be used.

SEMESTER VI

BCFT 365 - LOGISTICS MANAGEMENT

UNIT I Logistics Role in the Economy/Organization - Definition - Objectives - Functions. Logistics and Customer Service - Definition of Customer Service Elements of Customer Service-Phases in Customer Service-Customer Retention.

UNIT II Procurement and Outsourcing - Definition - Benefits of Logistics Outsourcing - Critical Issues in Logistics Outsourcing - Inventory - Role and Importance - Functions - Costs for holding Inventory - Reasons for Carrying Inventories - Inventory Levels - Inventory Control. Inventory Management - Characteristics - Importance of Inventory Management in Supply Chain-Types of Inventory-Types of Selective Inventory Control Techniques- Inventory Planning Models-Improvement Inventory Management.

UNIT III Materials Management - Objectives of materials management-Materials Planning-Purchasing - Basic Materials - Material Handling-Types of Material Handling Equipment-LASH Transportation - Participants in Transportation Decisions-Modes of Transportation-Factors Influencing Transport Economics- Documents in Transport Decision Making. Warehousing - Distribution - Functions of Warehouse-Benefits of Warehouse-Service-Warehousing Alternatives-Warehouse Site Selection- Factors while initiating Warehouse Operations-Warehouse Management Systems.

UNIT IV Packing and Materials Handling - Functions of Packaging-Communication-Packaging Cost - Types of Packaging Material-Unitization-Containerization-Designing a Package-Factors affecting choice of Packaging Materials.

UNIT V Global Logistics - Global Supply Chain-Organizing for Global Logistics-Strategic Issues in Global Logistics-Forces driving Globalization-Modes of Transportation in Global Logistics - Barriers to Global Logistics-Markets and Competition. Logistics Strategy - Requirements for an Effective Logistics Strategy - Strategic Logistics Planning -Implementation of Strategy. Logistics Information Systems - Functions of Logistics Information System (LIS)-LIS FlowRFID - Principles of Logistics Information - Organization for Effective Logistics Performance - Centralized and Decentralized Structures-Stages of Functional Aggregation in Organization. Financial Issues in Logistics Performance - Supply Chain Performance Measures-Steps in ABC Costing-Financial Gap Analysis. Integrated Logistics - Need for Integration-Activity Centers in Integrated Logistics. Role of 3PL&4PL - Principles of LIS

Text Books:

1. Fundamentals of Logistics Management (The Irwin/Mcgraw-Hill Series in Marketing),
2. Douglas Lambert, James R Stock, Lisa M. Ellram, McGraw-hill/Irwin, First Edition.

Reference Books:

1. Vinod V. Sople Logistic Management Pearson Limited.
2. Sudalaimuthu & S. Anthony Raj, Logistics Management for International Business: Text and Cases, PHI Learning.
3. David Grant, Douglas M. Lambert, James R. Stock, Lisa M. Ellram, Fundamentals of Logistics Management, McGraw Hill Higher Education.

Note: Latest edition of text books shall be used.

SEMESTER VI

BCFT 366 - INSTITUTIONAL TRAINING AND REPORT

This paper comprises of two elements viz. Institutional Training (50 Marks) and Report (50 Marks)

The Rationale behind the institutional training is to

- Expose the students to the various functions of an organization especially those involved in international trade.
- Help the Students to sharpen their written communication skills
- Provide a better understanding of the Students for application of concepts that have been learned through the course.

Instructions to the students

- The students may choose any organization of their choice for the purpose of training: small, medium or large, preferably engaged in foreign trade.
- The Students should try to learn the various operations of the organisation by visiting, interacting with the personnel and taking part in the field activities if possible. They may collect all information published and otherwise related to the unit.
- The collected information should be presented in an organized and structured way in the form of a report neatly typed (one side only) on A4 paper and submitted to the respective department in hard bound/spiral bound form.
- Students should avail the assistance of the faculty guide allotted to them for any help and guidance required to complete the institutional training reports.
- The period of institutional training would be a minimum of three weeks (21 days) and it is to be undertaken at the end of the second year of the course (end of fourth semester i.e., during summer vacation), monitored by the respective guide.
- The report must be submitted to the department during the sixth semester before the commencement of the end semester examination. Based on the report and other criteria mentioned below, internal and external marks will be awarded to each student at the end of sixth semester by the faculty guides and the external marks.
- The allotment of Marks for the Institutional Training and reports will be based on the following distribution.

EVALUATION PROCEDURE:

Evaluation elements	Internal	External	Total
Report	20	30	50
Viva – Voce	20	30	50
Total	40	60	100

SEMESTER VI

BCFT 367- INDIAN ECONOMY

Objectives: *To enable the students to grasp the major economic problems in India and their solutions. It also seeks to provide an understanding of modern tools of macro-economic analysis and policy framework*

Unit I: Basic Issues and Features of Indian Economy: Concept and Measures of Development and Underdevelopment; Human Development; Composition of national income and occupational structure.

Unit II: Policy Regimes:

- a) The Evolution of planning and import substituting industrialization.
- b) Economic Reforms since 1991.
- c) Monetary and Fiscal policies with their implications on economy

Unit III: Growth, Development and Structural Change

- a) The experience of Growth, Development and Structural Change in different phases of growth and policy regimes across sectors and regions.
- b) The Institutional Framework: Patterns of assets ownership in agriculture and industry; Policies for restructuring agrarian relations and for regulating concentration of economic power;
- c) Changes in policy perspectives on the role of institutional framework after 1991.
- d) Growth and Distribution; Unemployment and Poverty; Human Development; Environmental concerns.
- e) Demographic Constraints: Interaction between population change and economic development.

Unit IV: Sectoral Trends and Issues

- a) Agriculture Sector: Agrarian growth and performance in different phases of policy regimes i.e. pre green revolution and the two phases of green revolution; Factors influencing productivity and growth; the role of technology and institutions; price policy, the public distribution system and food security.
- b) Industry and Services Sector: Phases of Industrialisation – the rate and pattern of industrial growth across alternative policy regimes; Public sector – its role, performance and reforms; The small scale sector; Role of Foreign capital.
- c) Financial Sector: Structure, Performance and Reforms. Foreign Trade and Balance of Payments: Structural Changes and Performance of India's Foreign Trade and Balance of Payments; Trade Policy Debate; Export policies and performance; Macro-Economic Stabilisation and Structural Adjustment; India and the WTO, Role of FDI, Capital account convertibility,

Unit V: Inflation, Unemployment and Labour Market: Inflation: Causes of rising and falling inflation, inflation and interest rates, social costs of inflation; Unemployment – natural rate of unemployment, frictional and wait unemployment. Labour market and its interaction with production system; Phillips curve, the trade-off between inflation and unemployment, sacrifice ratio, role of expectations adaptive and rational.

Text Book:

1. Mishra & Puri, Indian Economy, Himalaya Publishing House

Reference Books:

1. Dhingra, I. C., Indian Economy, Sultan Chand & Sons
2. Gaurav, D. & Sundarum, K.P.M., Indian Economy, S. Chand & Company
3. Uma Kapila, Indian Economy since Independence, Relevant articles
4. Bhagwati, J. & Desai, P., India: Planning for industrialization, OUP, Ch 2
5. Patnaik, Prabhat. Some Indian Debates on Planning. T. J. Byres (ed.). The Indian Economy: Major Debates since Independence, OUP
6. Ahluwalia, Montek, S. State-level Performance under Economic Reforms in India in A. O. Krueger. (ed.). Economic Policy Reforms and the Indian Economy, The University of Chicago Press

Note: Latest edition of text books may be used.



PONDICHERY UNIVERSITY

PUDUCHERRY

B.Com (Cooperative Management)

DEGREE PROGRAMME

SEMESTER PATTERN

UNDER CBCS

REVISED SYLLBI & REGULATIONS

WITH EFFECT FROM

ACADEMIC YEAR 2017 – 2018

UNDER CBCS

**CURRICULUM FOR CHOICE BASED CREDIT SYSTEM IN
B.COM – CO-OPERATE MANAGEMENT
To be implemented from 2017-18 onwards**

Course	Sub Code	Title of the Paper	Credits Allotted		Teaching Hours
Semester-I			20 Credits		
Course	Sub Code	Title of the Paper	Lecture	Tutorial / Lab	Teaching Hours
MIL - 1	LHIN/LTAM/LFRE/LMAL /LTEL/LBEN/LSAN	HINDI-I/TAMIL-I /FRENCH-I/MALAYALAM - I/TELUGU-I / BENGALI – I/SANSKRIT-I	3	-	4
ENGL - 1	ENGL 112	ENGLISH – I	3	-	5
DSC – 1A	BCCM 111	FINANCIAL ACCOUNTING	4	2	9
DSC – 2A	BCCM 112	BUSINESS LAW	4	2	9
AECC - 1	PADM 113	PUBLIC ADMINISTRATION	2	-	3
Total			16	4	30
Semester-II			20 Credits		
MIL - 2	LHIN/LTAM/LFRE/LMAL /LTEL/LBEN/LSAN	HINDI-I/TAMIL-I /FRENCH-I/MALAYALAM - I/TELUGU-I / BENGALI – I/SANSKRIT-II	3	-	4
ENGL - 2	ENGL 122	ENGLISH – II	3	-	5
DSC – 1B	BCCM 121	BUSINESS MANAGEMENT	4	2	9
DSC – 2B	BCCM 122	COMPANY LAW	4	2	9
AECC - 2	ENVS 123	ENVIRONMENTAL STUDIES	2	-	3
Total			16	4	30
Semester-III			20 Credits		
DSC – 1C	BCCM 231	GOODS AND SERVICES TAX	4	2	9
DSC – 2C	BCCM 232	BUSINESS STATISTICS	4	2	9
DSC – 3C	BCCM 233	MANAGEMENT ACCOUNTING – I	4	2	9
SEC - 1	BCCM 234	COMMUNICATIVE SKILLS	2	-	3
Total			14	6	30
Semester-IV			20 Credits		
DSC – 1D	BCCM 241	MANAGEMENT ACCOUNTING – II	4	2	9
DSC – 2D	BCCM 242	COST ACCOUNTING	4	2	9
DSC – 3D	BCCM 243	INCOME TAX	4	2	9
SEC - 2	BCCM 244	ARITHMETIC SKILLS	2	-	3
Total			14	6	30
Semester-V			20 Credits		
SEC - 3	BCCM 351	COMPUTER APPLICATION SKILLS	2	-	3
DSE – 1A	BCCM 352	PRINCIPLES AND PRACTICE OF CO-OPERATION	4	1	7 or 8
DSE – 2A	BCCM 353	CO-OPERATIVE CREDIT AND BANKING	4	1	7 or 8
DSE – 3A	BCCM 354	CO-OPERATIVE ACCOUNTING	4	1	7 or 8
DSE – 4A	BCCM 355	CO-OPERATIVE LAW	4	1	7 or 8
DSE – 5A	BCCM 356	CO-OPERATIVE AUDITING	4	1	7 or 8
GE - 1	BCCM 357	PRINCIPLES OF MICRO ECONOMICS	3	-	5
Total			17	3	30
Semester-VI			20 Credits		
SEC - 4	BCCM 361	ENTREPRENEURIAL SKILLS	2	-	3
DSE – 1B	BCCM 362	NON- CREDIT CO-OPERATIVES	4	1	7 or 8
DSE – 2B	BCCM 363	CO-OPERATIVE MANAGEMENT & ADMINISTRATION	4	1	7 or 8
DSE – 3B	BCCM 364	MARKETING MANAGEMENT IN CO-OPERATIVES	4	1	7 or 8
DSE – 4B	BCCM 365	HUMAN RESOURCE MNGEMENT IN CO-OPERATIVES	4	1	7 or 8
DSE – 5B	BCCM 366	COOPERATIVE INSTITUTIONAL TRAINING AND REPORT	4	1	7 or 8
GE - 2	BCCM 367	INDIAN ECONOMY	3	-	5
Total			17	3	30
Total Number of Credits			94	26	180

PONDICHERRY UNIVERSITY

B.COM DEGREE COURSE (COOPERATIVE MANAGEMENT)

QUESTION PAPER PATTERN UNDER CBCS

(WITH EFFECT FROM ACADEMIC YEAR 2017 – 2018)

FOR QUANTITATIVE PAPERS

SECTION A: Answer any 5 out of 8 Questions (5 X 7 Marks = 35 Marks)

SECTION B: Answer any 2 out of 3 Questions (2 X 20 Marks = 40 marks)

FOR OTHER PAPERS

SECTION A: Answer all Questions (5 X 2 Marks = 10 Marks)

SECTION B: Answer any 5 out of 8 Questions (5 X 7 Marks = 35 Marks)

SECTION C: Answer any 2 out of 3 Questions (2 X 15 Marks = 30 Marks)

SEMESTER I

BCCM 111 - FINANCIAL ACCOUNTING

OBJECTIVE: *To impart basic accounting knowledge as applicable to business*

- UNIT I Definition of accounting; Objectives of accounting. – Accounting Principles: Accounting standards in India, International accounting standards.
- UNIT II Accounting Transaction: Journal; Ledger; Trial balance; Final accounts; manufacturing account; trading account; Profit and loss account; Balance Sheet; Adjustment entries. Rectification of errors; Classification of errors; Location of errors; Suspense account; Effect on profit; Self balancing system.
- UNIT III Capital and Revenue: Classification of Income; Classification of expenditure; Classification of receipts. Accounting concept of income; accounting concepts and income measurement; expired cost and income measurement, Depreciation - Methods of depreciation – Problems.
- UNIT IV Hire – Purchase and Installment Purchase system - hire-purchase contract, legal provisions regarding hire – purchase contract; Accounting records for goods of substantial Value and accounting records for goods of small values, Installment purchase system.
- UNIT V Partnership Accounts: Essential characteristics of partnership; Final account Adjustments after closing the accounts; Admission of a partner; Retirement of a partner, Dissolution of Partnership firm - gradual realization of assets and piecemeal distribution.

(Problems: 80%, Theory: 20%)

Text Book

1. Shukla, M.C., Grewal, S. & Gupta S.C., Advanced Accounting, S. Chand & Co, New Delhi

Reference Books

1. Gupta, R.L. & Radhaswamy, M., Financial Accounting, Sultan Chand Sons, New Delhi
2. Compendium of Statement and standards of Accounting: The Institute of Chartered Accountants, New Delhi.
3. Jawarhar Lal., Advanced Accounts. Sultan Chand & Sons ,New Delhi
4. Gosh, T.P., Fundamentals of Accounting, Sultan Chand & Sons, New Delhi
5. Maheswari, S.N. & Maheshwary, S.K., Fundamentals of Accounting, Viikas Publishing, New Delhi

Note: Latest edition of text books shall be used.

SEMESTER I

BCCM 112- BUSINESS LAW

OBJECTIVE: *To acquaint the learners with the fundamental principles of business laws.*

- UNIT I Law of Contract (1872): Nature of contract; classification; Offer and Acceptance; Capacities of Parties to contract; Free consent; Consideration, Legality of object; Agreement declared void. -Performance of contract; Discharge of contract; Remedies for breach of contract.
- UNIT II Special contracts: Indemnity and Guarantee, Contract of Agency.
- UNIT III Sale of Goods Act 1930: Formation of Contracts of sale - goods and their classification; price - conditions and warranties – transfer of property in goods – performance of the contract of sale - Unpaid seller and his Rights – sale by auction – hire purchase agreement.
- UNIT IV Negotiable Instruments Act 1881: Definition of Negotiable Instruments – features – Promissory note; Bill of Exchange & Cheque; Holder and holder in the due course; crossing of a cheque, types of crossing; Negotiation; Dishonour and discharge of Negotiable Instrument.
- UNIT V Consumer Protection Act 1986: Salient Features – Definition of consumer – Grievance Redressal Machinery.

Text Book

1. Kapoor, N.D., Business Law, Sultan Chand & Sons, New Delhi.

Reference Books

1. Gulshan, S.S., Mercantile Law, Excel Books,
2. Kuchhal, M.C., Mercantile Law, Vikas Publishing Pvt. Ltd.,
3. Chadha, P.R., Business Law, 2/e, Galgotia Publishing,
4. Aggarwal, S.K., Business Law, Galgotia Publishing Company.
5. Maheshwari, S.N. & Maheshwari, S.K., Business Regulatory Framework, Himalaya Publishing House,

Note: Latest edition of text books shall be used.

SEMESTER II

BCCM 121 - BUSINESS MANAGEMENT

OBJECTIVE: *To orient the students the management principles and techniques that could achieve business success*

- UNIT I Introduction: Concept, nature, process, and significance of management: Management roles (Mintzberg) An overview of functional areas of management; Development of management thought; Classical and neo-classical system; Contingency approaches.
- UNIT II Planning: Concept, process, and types, decision making – concept and process; Bounded Rationality; Management by objective; Corporate planning; Environment analysis and diagnosis Strategy formulation.
- UNIT III Organizing Concept, nature, process, and significance; Authority and responsibility relationship - Centralization and decentralization - Departmentation - Organization Structure – forms and contingency factors.
- UNIT IV Motivating and Leading People at Work: Motivation-concept; Theories-Maslow, Herzberg, McGregor, and Ouchi; Financial and non-financial incentives. Leadership - concept and leadership styles; leadership theories (Tannenbaum and Schmidt) Likert System Management - Communication – nature, process, networks, and barriers; Effective communication.
- UNIT V Management Control: Concept and process; Effective control system; Techniques of Control - traditional and modern.

Text Books:

1. Koontz & Weirich., Management, Tata McGraw Hill, New Delhi
2. Gupta, C.B., Business Management by, Sultan Chand Publication

Reference Books:

1. Drucker Peter., Practice of Management, Pan Books, London
2. Stoner & Wankel., Management Prentice Hall, New Delhi
3. Maslow, A. H., Frager, R., & Cox, R., Motivation and Personality Harper & Row New York
4. Virmani, B.R., The Challenges of Indian Management, Response Books, New Delhi

Note: Latest edition of text books shall be used.

SEMESTER II
B.Com (Cooperative Management) under CBCS
BCCM 122 - COMPANY LAW

OBJECTIVE: *To enable the students get familiarize with the existing Companies Act 2013.*

- UNIT I Introduction – Definition of a company – characteristics – Character of One Person Company; Lifting of Corporate Veil – Illegal Association – Kinds of Companies Formation of Company – Incorporation – Documents to be filed with the Registrar –Certificate of Incorporation – Effects of Registration – Promoter; Duties and Liabilities of Promoter – Preliminary contracts; Memorandum of Association – Articles of Association – contents – Alteration; Doctrine of constructive notice – Indore management – Ultra Vires ; Prospectus – Contents – Red herring prospectus – Shelf prospectus – misstatement in prospectus and their consequences - statement in lieu of prospectus – deemed prospectus – commencement of business.
- UNIT II Capital; share capital – meaning – kinds – certification of Shares- Calls on Shares – Forfeitures of shares – alteration of capital – reduction of capital – procedures for reduction of capital – application of premium received and prohibition on discount on shares – Right shares – guidelines for issue of fresh capital – Bonus shares - guidelines – Sweat Share – Issue and Redemption of Preference shares; buy back of shares - transfer and transmission (Including depository mode); dividend – Unpaid dividend account – Investor Education & Protection fund: Borrowing; Borrowing power; mortgages and charges; debentures – Kinds of Debentures – Procedures for issue of debentures.
- UNIT III Membership in a company ; Member and shareholder – Qualification – Cessation of membership- rights and liabilities of members – register and index of members; Directors; Board of Directors – Appointment of Directors – Selection of Independent Directors – Appointment of Additional Directors – Disqualification for appointment of directors- duties of directors – vacation of office, resignation and removal of directors; appointment of Managing Director, Whole time director or manager – rights and powers of MD – remuneration.
- UNIT IV Meetings; Statutory meeting – Annual General Meeting – Extra Ordinary General Meeting; Notice, Quorum, Agenda, Resolution, Minutes, Proxies; Meeting of Board: Powers of Board – Voting rights – Chairman of meeting – Audit committee.
- UNIT V Winding up of Companies: modes of winding up- appointment, duties and remuneration of company liquidator – removal and replacement of company liquidator – appointment of official liquidator – effect of winding up order – procedures for liquidation.

Text Book

1. Kappor, N.D., Company Law – Incorporating the Provisions of the Companies Amendment Act, 2000, Sullen Chand & Sons, New Delhi

Reference Books

1. Ramaiya, A., Guide to the Companies Act; Wadhawa & Co, Nagpur
2. Singh Avatar., Company Law Easter Book Co Luchnow.
3. Kuchhal, M.C., Modern India Company Law Shri Mahavir Books Nolda
4. Bagrial, A.K., Company Law; Vikas Publishing House New Delhi

Note: Latest edition of text books shall be used.

SEMESTER III

BCCM 231 GOODS AND SERVICES TAX (GST)

OBJECTIVE: *To enable the students get familiarize with the provisions of GST.*

- Unit I** GST - scope – Benefits – salient features – GST council – Important Terms - Minimal Interface – Input Tax Credit – Refund – Demands – Alternate Dispute Resolution Mechanism.
- Unit II** GST Act – CGST Act – SGST Act – IGST Act - UTGST Act- GST (compensation to the State) Act – features and provisions.
- Unit III** GST - Levy & Collection of tax – Time and Value of Supply – Input Tax Credit – Registration – Tax Invoice _ Debt Credit Notes.
- Unit IV** Administration – GST Accounts and Records – Returns – Payment of tax – Refunds- Assessment – Audit – Inspection, Search, Seizure and arrest.
- Unit V** Demand and recovery – Liability to pay tax – Advance Ruling – Appeals and revisions – offences and penalties.

Text Book:

1. GST Manual 2017 by Taxmann Publications
2. GST Laws Manual: Acts, Rules and Forms - May 2017 by Rakesh Garg, Sandeep Garg

Reference Books:

1. GST Law and Analysis with Conceptual Procedures by "Bimal Jain", "Isha Bansal"
2. GST in India -- Impact, Management and Way Forward by BKEZGCTGNQJMKUA
3. GST Made Easy-Answers to All Your Queries on GST by CA Arpit Haldia

Note: Latest edition of text books shall be used.

SEMESTER III

BCCM 232 - BUSINESS STATISTICS

OBJECTIVE: *To provide a theoretical appreciation and use of the science of statistics to make better business decisions.*

- UNIT I Introduction – Statistics as a subject – Descriptive statistics – compared to Inferential Statistics – Types of data – Summation operation - Rule of Sigma operations.
- UNIT II Construction of a frequency distribution – Measures of Central Tendency and dispersion and their measures - Measures of relation - correlation and regression.
- UNIT III Analysis of Time Series: Causes of variation in time series data – Components of a time series - Decomposition – Additive and multiplicative models – Determination of trend – Moving averages methods and method of least squares (including linear, second degree, Parabolic and exponential trend) – Computational of seasonal, indices by simple average, Ratio – trend, ratio –to – moving average and link relative methods.
- UNIT IV Index Number – Meaning, Types and uses - Methods of Construction price and quantity Indices (simple and aggregate): Tests of adequacy; Chain – basis index number base shifting, splicing, and deflating problems in constructing index numbers; Consumer price index.
- UNIT V Theory of Probability and Theoretical Distribution: Definition of Probability – Importance – Calculation – Theorems – Theoretical distribution, Binomial, Poisson and Normal.

(Problems: 80%, Theory: 20%)

Text Books

1. Gupta, S.P., Statistical Methods, Sultan Chand & Co, New Delhi

Reference Books

1. Hooda, R.P., Statistics for Business and Economics; Macmillan, New Delhi
2. Lewin and Rubin., Statistics for Management, Prentice Hall of India New Delhi
3. Arora & Arora., Statistics for Management, S.Chand & Co, New Delhi
4. Kothari, C.R., Quantitative Techniques, Vikas publications, New Delhi

Note: Latest edition of text books shall be used.

SEMESTER III

BCCM 233 - MANAGEMENT ACCOUNTING – I

OBJECTIVE: *To analyze and interpret financial statements from the point of view of managers and outsiders*

- UNIT I Management Accounting: Meaning, nature, scope, and functions, Role of management accounting in decision making; management accounts Vs. financial accounting, Tools and techniques of management accounting.
- UNIT II Financial Statement: Meaning and types of financial statement; Limitations of financial Statement analysis; Comparative Statement Analysis.
- UNIT III Ratio analysis; Classification of ratios – Profitability ratios, turnover ratios, Advantages of ratio analysis, Limitations of accounting ratios.
- UNIT IV Funds Flow Statement as per Indian Accounting Standards 3- need - objectives – sources and utility of funds – preparation of fund flow statement.
- UNIT V Cash Flow Statement - need - objectives – classification – calculation of cash flow.

(Problems: 80%, Theory: 20%)

Text Book

1. Jawahar Lal., Advanced Management Accounting Text and Cases, S. Chand & Co., New Delhi

Reference Books

1. Horngren, C. T., Sundem, G. L., Stratton, W. O., Burgstahler, D., & Schatzberg, J., Introduction to management accounting, Prentice Hall, New Delhi
2. Garrison H., Ray & Eric W. Noreen, *Managerial Accounting*, McGraw Hill., Delhi.
3. Khan, M.Y., & Jain, P.K., *Management Accounting*, Tata McGraw Hill Publishing Co., New Delhi.

Note: Latest edition of text books shall be used.

SEMESTER III

BCCM 234 - COMMUNICATIVE SKILLS

OBJECTIVE: *To develop effective business communication skills among the students*

UNIT I Meaning and Definition – Need – Objective and Principles – Communication Media – Types - Process – Interpersonal and Business Communication – Characteristics – Verbal and Non Verbal Communication – Barriers to Communication.

UNIT II Business Letters: Functions and kinds – Essentials of an effective Business Letter – Layout – Appearance – Size – Style – Form and punctuation, Kinds of letters – Routine request letters – Responses to letters – Refusal letters – Claims letters – Collection letters- Kinds of Letters- Enquiries - Quotations – Orders – follow up letter – refusal letters – complaint and adjustment letters –Sales letters. Bank correspondence; Insurance Correspondence.

UNIT III Intra organisational communication – memos – office orders –office notes – circulars – meeting communications; notice – agenda – resolutions – minutes – Reports: Types - Characteristics– Preparing and Organization of a Report: modern forms of communication: Fax, Email – videoconferencing, Internet - website.

Text Books

1. Rajendra Pal Korahill., Essentials of Business Communication, Sultan Chand & Sons, New Delhi,

Reference Books

1. Kaul., Effective Business Communication, Prentice Hall, New Delhi
2. Ramesh, M.S., & Pattanshetti, C. C., Business Communication, R.Chand&Co, New Delhi,
3. Rodriguez, M. V., Effective Business Communication Concept, Vikas Publishing Company
4. Munter Mary., Effective Business Communication, PHI, New Delhi

Note: Latest edition of text books shall be used.

SEMESTER IV

BCCM 241 - MANAGEMENT ACCOUNTING – II

OBJECTIVE: *To analyze and interpret financial statements from the point of view of managers and outsiders.*

- UNIT I Absorption and Marginal Costing: Marginal and differential costing as a tool for decision – make or buy decision - Change of product mix.
- UNIT II Pricing - Break-even analysis; Exploring new markets; Shutdown decisions.
- UNIT III Budgeting for Profit Planning and Control: Meaning of Budget and budgetary control - Objectives; Merits and limitations; Types of budgets; Fixed and flexible budgets- cash budgets- Control ratios;
- UNIT IV Standard Costing and Variance Analysis; Meaning of standard cost - Advantages and application; Variance analysis – Material; Labour, Sales and Overhead (two-way analysis) Variances.
- UNIT V Zero Base Budgeting - Responsibility Accounting- Performance Budgeting.

(Problems: 80%, Theory: 20%)

Text Book

1. Lal Jawahar., Advanced Management Accounting Text and Cases, S. Chand & Co., New Delhi

Reference Books

1. Horngren, C. T., Sundem, G. L., Stratton, W. O., Burgstahler, D. & Schatzberg., Introduction to Management Accounting, Prentice Hall, Delhi
2. Garrison, R. H., Noreen, E. W., & Brewer, P. C., *Managerial accounting*, McGraw-Hill, New York.
3. Khan, M.Y., and Jain, P.K., Management Accounting, Tata McGraw Hill Publishing Co., New Delhi.

Note: Latest edition of text books shall be used.

SEMESTER IV

BCCM 242 - COST ACCOUNTING

OBJECTIVE: *To enable the students to take decisions using costing techniques.*

UNIT I Cost Accounting: Introduction – meaning of cost, costing and cost accounting – comparison between financial accounts and cost accounts – application of cost accounting – cost concepts and classification of costs – cost unit – cost center – elements of costs – preparation of cost sheet – tenders and quotations – problems.- Reconciliation of Cost and Financial Accounts: Need for reconciliation – Reasons for difference in profits – Problems on preparation of Reconciliation statements including Memorandum Reconciliation account.

UNIT II Material Costing: Classification of materials – Material Control – Purchasing procedure – store keeping – techniques of Inventory control – Setting of stock levels – EOQ – Methods of pricing materials issues – LIFO – FIFO – Weighted Average Method – Simple Average Method – Problems.

UNIT III Labour Costing: Control of labour cost – Labour Turnover- Causes and effects of labour turnover – Meaning of Time and Motion Study, Merit Rating, Job Analysis, Time keeping and time booking – idle time, causes and treatment – overtime – methods of wage payment – Time Rate and Piece Rate – Incentive Schemes – Halsey Premium Plan – Rowan Bonus Plan – Taylors and Merricks differential piece rate systems – Problems.

UNIT IV Overhead Costing: Definition – Classification of overheads – Procedure for accounting and control of overheads – Allocation of overheads – Apportionment of overheads – Apportionment of Service department costs to production departments – Repeated Distribution method – Simultaneous equation method – absorption of OH's – Methods of Absorption – Percentage of direct material cost – Direct Labour Cost – Prime Cost, Direct Labour Hour Rate and Machine Hour Rate – Problems.

UNIT V Costing Methods: Introduction – Job Costing – Batch Costing – Contract Costing – Transport Costing – Process Costing – Principles – distinction between Process and Job – Preparation of Process Accounts – treatment of normal loss – abnormal loss – abnormal gain – Joint and By- products – apportionment of joint costs.

(Problems: 80%, Theory 20%)

Text Book:

1. Jawahar Lal., Cost accounting, Tata McGraw Hill,

Reference Books:

1. Nigam & Jai., Cost Accounting Principles and Practices, Prentice Hall of India Publishers
2. Blocher, I. & Lin., Cost Management : A Managerial Emphasis, Pearson education, Mumbai
3. Maheshwari, S.N., Cost Accounting, Vikas Publishing House, New Delhi
4. Jain, S.P. & Narang, K.L., Cost Accounting: Principles and Methods.
5. Iyengar, S.P., Cost Accounting, Sultan Chand & Sons, New Delhi

Note: Latest edition of text books shall be used.

SEMESTER IV

BCCM 243 - INCOME TAX

OBJECTIVE: *To provide basic knowledge and equip students with application of principles and provisions of Income Tax Act 1961 and the relevant Rules*

- UNIT I **Introduction: Basic concepts:** Income, agricultural income, Person, Assessee, assessment year, previous year, Gross total income, Total Income, Maximum Marginal Rate of Tax; PAN. **Residential Status;** Scope of total income on the basis of residential status, Exempted Income under Section
- UNIT II **Computation of Income under** salary, Income from house Property.
- UNIT III **Computation of Income under** Profits and gains of business or Profession, Capital gains and Income from other Sources.
- UNIT IV **Computation of total income and tax liability**
Income of other persons including in assessee total income, aggregation of income and set off and carry forward of losses; deduction from gross total income; rebates and reliefs - computation of total income of individual and firms; tax liability of an individual and a firm (5 leading cases decided by the Supreme Court).
- UNIT V **Return of Income:** Filing of returns; manually, online filing TDS: provisions and procedures of compulsory online filing of returns for specified assesses.

(Problems: 60%, Theory: 40%)

Text book

1. Singhania V.K., Students Guide to Income Tax, Taxmann, Delhi.
2. Girish Ahuja and Ravi Gupta, Systematic Approach to Income Tax, Sahitya Bhawan Publications, New Delhi.

Reference Books

1. Vinod kumar singhania, e-filing of income tax return and computation of tax, Taxmann publication Pvt Ltd, New Delhi,
2. Excel utility available at incometaxindiaefiling.gov.in.

Note: Latest edition of text books shall be used.

SEMESTER IV

BCCM 244 - ARITHMETIC SKILLS

OBJECTIVE: *To enable students to gain understanding of mathematical applications to business activities.*

UNIT I Ratio, Proportion and Percentage: Ratio: Definition – Continued Ratio – inverse Ratio. Proportion – Continued Proportion – Direct Proportion – Inverse Proportion – Variation – Inverse Variation – Joint Variation – Percentage: Meaning and computation of percentage. Interest: Simple interest – compound interest (reducing balance and flat interest rate) – equated monthly installments (EMI) – Problems.

UNIT II Matrices and Determinates (up-to order 3 only): Multivariable data - Definition of a Matrix; Types of matrices; Algebra of matrices; Determinates – Ad-joint of a matrix
– Inverse of a matrix via ad-joint matrix – homogeneous system – Solution of non- homogeneous system of linear equations (not more than three variables) – Conditions for existence and uniqueness of solution – Solution using inverse of the coefficient matrix – Problems..

UNIT III Functions: (To identify and define the relationships that exist among the business variables) Definition of function, constants, variables, continuous real variable, domain or interval – Types of functions – one valued function – Explicit function – Algebraic functions – Polynomial functions – Absolute value function – Inverse function – Rational and irrational function – Monotone function – Even and odd function – Supply/demand function – Cost function – Total revenue function – Profit function – Production function – Utility function – Consumptionfunction.

(Problems: 80%, Theory: 20%)

Text Books

1. Kappor, V.K., Business Mathematics, Sultan Chand & Sons, New Delhi

Reference Books

1. Agarwal, B.M., Basic Mathematics & Statistics, Sultan Chand & Sons, New Delhi
2. Rajagopalan, S. & Sattanathan., R., Business mathematics, McGraw-Hill, New Delhi
3. Bari, Business Mathematics, New Literature Publishing Company, Mumbai.

Note: Latest edition of text books shall be used.

SEMESTER V

BCCM 351 - COMPUTER APPLICATION SKILLS

OBJECTIVE: *To provide an exposure to the use of office automation software and accounting package software in making business decisions.*

UNIT I Introduction to Computer Concepts – Elements of computer – Characteristics of a Computer – Classification of Computers – Basic Computer Architecture – Input- output Devices - Software Concepts: Types of software – Software: its nature and qualities - Windows Operating System Functions.

UNIT II Application of MS Office- Application of MS Word in Business Correspondence: letters, tables, mail merge, labels. Applications of MS Excel: Graphs and Charts – Calculation of various financial functions - MS Access: Tables and Queries. Applications of MS Power Point: Introduction – Toolbar, their Icons and Commands
– Navigating in Power point - Creation of slides, animation, and templates - Designing Presentations – Slide show controls.

UNIT III Applications of Accounting Software Tally (Ver. 9. ERP): Characteristics of the Software Creation of a Company – Accounts Information – Creation of Ledgers – Vouchers – P& L a/c – Balance Sheet – Inventory Handling – Creation of Stock Groups – Creation of Stock Categories – Creation of Stock Items – Accounts of Banking and Departmental Accounting

(Theory – 50% and Practical – 50%)

Text Book

1. Rajagopalan, S.P., Computer Application in Business, Vikas Publishing House, New Delhi.

Reference books

1. Deepak Bharihoke., Fundamentals of IT, Excel Books, New Delhi.
2. Dhiraj Sharma., Foundation of IT, Excel Books, New Delhi.
3. Bhatnagar, S.C. & Ramani, K.V., *Computers and Information Management*, Prentice Hall of India, New Delhi.
4. Martin, *Principles of Data Base Management*, Prentice Hall of India, New Delhi.
5. Sulochana, M., Kameswara Rao, K. & Kishore Kumar, R., *Accounting Systems*, Kalyani Publishers, Hyderabad.
6. Parameswaran, R., *Computer Application in Business*, S.Chand & Co, New Delhi.

Note: Latest edition of text books shall be used.

LIST OF PRACTICAL

Window OS

Practice in settings and search options

MS – Word

Formatting – text documents

Table manipulation

Sorting – Table of Content

Developing a letter and a resume

Practice of mail-merge option

MS –Excel

Formatting – Features

Functions

Chart – Features

MS – Access

Creation of Tables

Manipulating Queries

MS – Power Point

Organisational Structure using Slides

Graphical representation

Tally Programmes

Voucher and Invoice

Stock summary

Final Accounts

SEMESTER V

BCCM 352 - PRINCIPLES AND PRACTICE OF COOPERATION

OBJECTIVE: *To enable the students to understand the basics of cooperation and development of cooperatives in India*

- UNIT I Cooperation: Definition, salient features, and Economic, Social and Moral aspects – Economic system: meaning and objectives, functions – Capitalistic, Socialistic & Cooperative ideologies.
- UNIT II Cooperative Thoughts: Cooperative thoughts of Robert Owen – Dr. William King – Charles Fourier – Rochdale Model – Raiffeisen's and Schulz's Model
- UNIT III Principles of Cooperation: Meaning – Evolution of Cooperative Principles and experimentation, ICA Commission on Cooperative Principles 1937, 1966 and 1995 – Analysis of Principles reformulated in 1995.
- UNIT IV Cooperative Development: Pre-independence Era: Nicholson Report, 1904 and 1912 Acts, Maclagan Committee 1914, Royal Commission on Agriculture 1928, Cooperative Planning Committee 1945 - Place of Co-operation in Indian Five Year Plans - Recommendations of important committees: All India Rural Credit Survey Committee(AIRCSC), All India Rural Credit Review Committee(AIRCRC), CRAFTICARD, ACRC, Task force on Short term and Long term Co-operative credit structure-National Policy on Co-operation - State and Cooperation: State's role-various forms of State Assistance -Pros and Cons of State Assistance – Issues in Cooperation
- UNIT V Cooperative Education and Training: meaning and significance of member education -Need and importance of cooperative training – Institutional arrangements for cooperativetraining.

Text Book

1. Ravichandran, K and Nakkiran, S, *Cooperation: Theory and Practice*, Abijit Publications, Delhi.

Reference Books

1. Hajela T.N. *Principles, Problems and Practice of Cooperation*, Konark Publishing House, New Delhi.
2. Mathur B.S. *Cooperation in India*, Sahithya Bhavan Publishers, Agra.
3. Krishnaswami O.R. & Kulandaisamy, V. *Cooperation: Concept and Theory*, Arudra Publications, Coimbatore.
4. Saradha V. *Theory of Cooperation*, Himalaya Publishing House, Mumbai.
5. John A. Winfred & Kulandaisamy. V. *History of Cooperative Thought*, Rainbow Publications, Coimbatore.

Note: Latest edition of text books shall be used.

SEMESTER V

BCCM 353 - COOPERATIVE CREDIT AND BANKING

OBJECTIVE: *To enable the students to understand the basic concepts of cooperative credit and banking system in India*

- UNIT I Cooperative Credit: Evolution and structure of cooperative credit movement in India - Agricultural cooperative credit and non-agricultural cooperative credit.
- UNIT II Agricultural Cooperative Credit: Primary Agricultural Cooperative Banks, FSS, LAMPS - District and State Cooperative Banks: Constitution and management, structure, resource mobilization, lending and recovery management - Business Development Plan.
- UNIT III Long Term Credit: Features of long term credit - Need for separate agency - Primary Cooperative Agriculture and Rural Development Banks: Objectives, constitution, sources of funds - loaning procedures – State Cooperative Agriculture and Rural Development Banks: Objectives, constitution, source of funds, issue of debentures -diversified lending.
- UNIT IV Non-Agricultural Cooperative Credit: Urban Cooperative Banks – Employees Cooperative Credit Societies - Industrial Cooperative Banks: Constitution, objectives and functions
- UNIT V Banking Regulations Act 1949: Salient features of Provisions of the Banking Regulations Act (As Applicable to Cooperative Societies) - Management of Cooperative Credit and Banking Institutions: Viability Norms, NPA, and Recovery Management

Text Book

1. Abdul Kuddus. K.A and A.K. Zakir Hussain. Cooperative Credit and Banking, Limra Publications, Chennai.

Reference Books

1. Hajela, T.N. *Cooperation: Principles, Problems and Practice*, Konark Publishers, New Delhi.
2. Mathur, B.S. *Cooperation in India*, Sahitya Bhavan Publishers, Agra.
3. Ravichandran K and S.Nakkiran, *Cooperation: Theory and Practice*, Abijit Publications, Delhi.
4. Karmaker K.G., *Rural Credit and Self Help Groups*, Sage Publications, New Delhi.
5. Nakkiran, S. and John Winfred, A, *Cooperative Banking In India*, Rainbow Publications, Coimbatore.

Note: Latest edition of text books shall be used.

SEMESTER V

BCCM 354 - COOPERATIVE ACCOUNTING

OBJECTIVE: *To enable the students to be thorough with various aspects of cooperative accounting.*

- UNIT I Fundamentals of Cooperative Account Keeping: Evolution – distinctive features -Difference between Cooperative Account Keeping System and Double entry book keeping system and Single entry system.
- UNIT II Book Keeping in Cooperatives: Day Book - Meaning, Different types, Day book and Cash Book – Treatment of Suspense Account - Postings from Day book into Ledgers.
- UNIT III Ledgers in Cooperatives: General Ledger and Special Ledgers for different Cooperatives – Reconciliation of Special Ledger with General Ledger balance –Preparation of Statement of Receipt and Disbursement.
- UNIT IV Final Account in Cooperatives: Forms - Preparation of Trading, Profit and Loss Account and Balance Sheet.
- UNIT V Profit and Loss Appropriation Account: Book Profit Vs. Net Divisible Profit – Distribution of net profit- Provision in the Act and By-laws - Branch Account: Kinds of Branch account – adjustments and reconciliation of branch and head office accounts- branch control.

(Problems: 60%, Theory: 40%)

Text Book:

1. Krishnasamy O.R. *Cooperative Account Keeping*, Oxford IBH Co, Ltd., New Delhi,

Reference Books

1. Manikavasagam. P. *A Treatise on Cooperative Account Keeping*, Rainbow Publications, Coimbatore.
2. Samiuddin, Mahfoozur Rahman and Hifzur Rehman, *Cooperative Accounting and Auditing*, Himalaya Publishing House, New Delhi.
3. Jain.S.P and K.L.Narang, *Advanced Accountancy*, Kalyani Publishers, New Delhi.

Note: Latest edition of text books shall be used.

SEMESTER V

BCCM 355 - COOPERATIVE LAW

OBJECTIVE: *To enable the students to understand the cooperative law governing cooperatives in Pondicherry and Andaman & Nichobar*

- UNIT I History of Cooperative Legislations in India: Need for Law for cooperatives - Cooperative Credit Societies Act of 1904 - Cooperative Societies Act of 1912 – Model Cooperative Societies Bill of 1991 – Andhra Pradesh Mutually Aided Cooperative Societies Act of 1995 – Multi State Cooperative Societies Act of 2002
- UNIT II Provisions contained in the respective State Cooperative Societies Act & Rules: Detailed study of provisions relating to registration, amendment of byelaws, and management of cooperatives.
- UNIT III Provisions contained in the respective State Cooperative Societies Act & Rules: Detailed study of provisions relating to management of funds and properties, and net profit distribution in cooperatives.
- UNIT IV Provisions contained in the respective State Cooperative Societies Act & Rules: Detailed study of provisions relating to Audit, Inquiry, Inspection, Supervision, and Surcharge – Supersession of the Board – Settlement of Disputes - Winding up and cancellation of Cooperatives.
- UNIT V Provisions contained in the respective State Cooperative Societies Act & Rules: Detailed study of provisions relating to Employees of Cooperatives: Common Cadre, Recruitment Bureau - Selection, Placement- Rewarding - Offences and Penalties to Employees – Provisions relating to Appeal, Review and Revision - Cooperative Tribunal.

Text Book

1. Government of Puducherry, *The Pondicherry Cooperative Societies Act*, and Rules.

Reference Books

1. Government of Puducherry, *The Pondicherry Cooperative Societies Rules*.
2. Government of Andaman & Nichobar, *The Andaman & Nichobar Cooperative Societies Act*.
3. Government of Andaman & Nichobar, *The Andaman & Nichobar Cooperative Societies Rules*.
4. Government of India, *The Multi State Cooperative Societies Act*.
5. Government of India, *The Multi State Cooperative Societies Rules*.

Note: Latest edition of text books shall be used.

SEMESTER V

BCCM 356 - COOPERATIVE AUDITING

OBJECTIVE: *To enable the students be thorough with various aspects of cooperative auditing*

- UNIT I Cooperative Audit: Definition – objectives – need, kinds – department setup of cooperative audit – duties and powers of cooperative auditors
- UNIT II Audit Programme: Meaning – stages of audit work – audit classification – preparation of audit memorandum and its enclosures - Vouching and Routine Checking: Steps in vouching of receipts and payments – vouching of trading transactions – checking of ledgers, receipts and disbursement statement – vouching of final adjustments.
- UNIT III Verification and Valuation: Meaning and steps in verification and valuation of various kinds of assets and liabilities.
- UNIT IV Financial Statement Audit: Audit of trading account, profit and loss account and balance sheet – misappropriation of funds: misappropriation of cash, defalcation of accounts.
- UNIT V Audit in Cooperatives: Audit of credit cooperative societies, consumer cooperative stores, weavers' cooperative societies, cooperative milk societies.

Text Book

1. Kapoor, D.R. *Hand Book of Co-operative Audit*, Anmol Publications, New Delhi.

Reference Books

1. Krishnaswami O.R. *Principles of Cooperative Audit*, Oxford and IBH Pub. Co, New Delhi.
2. Samiuddin, Mahfoozur Rahman and Hifzur Rehman. *Cooperative Accounting and Auditing*, Himalaya Publishing House, New Delhi.
3. Kameswara Rao, Y. *Principles and Practice of Cooperative Audit*, Sri Meheresh Publications, Hyderabad.
4. Saxena, R.G. *Principles and Practice of Auditing*, Himalaya Publishing House.
5. Tandan, BN. Sudharsanan, S. and S.Sundhra Babu, *A Hand Book of Practical Auditing*, S.Chand & Co, New Delhi.

Note: Latest edition of text books shall be used.

SEMESTER V

BCCM 357 - PRINCIPLES OF MICRO ECONOMICS

Unit I: Demand and Supply

- (a). **Demand and Supply:** Determinants of demand, movements vs. shift in demand curve, Determinants of Supply, Movement along a supply curve vs. shift in supply curve; - Market equilibrium and price determination.
- (b). Elasticity of demand and supply. (c). Application of demand and supply.

Unit II: Consumer Theory: Ordinal Utility Theory: (Indifference curve approach): Consumer's preferences; Indifference curves; Budget line; Consumer's equilibrium; Income and substitution effect; Price consumption curve and the derivation of demand curve for a commodity; Criticisms of the law of demand.

Unit III: Production and Cost

- (a). Concepts of Production function: Law of variable proportions; Isoquants; Return to scale. Economics and Dis-economies of scale.
- (b). Costs: Costs in the short run. Costs in the long run, Profit maximization and cost minimization. Equilibrium of the firm, Technological Change: the very long run.

Unit IV: Market Structure

- (a). **Perfect Competition:** Assumption; Theory of a firm under perfect competition; Demand and Revenue; Equilibrium of the firm in the short run and long run, The long run industry supply curve: increasing, decreasing and constant cost industry. Allocation efficiency under perfect competition
- (b). **Monopoly:** Short-run and long-run equilibrium of monopoly firm; Concept of supply curve under monopoly; Allocation inefficiency and dead-weight loss monopoly; Price discrimination.
- (c). **Imperfect Competition:** Difference between perfect competitions, monopoly and imperfect competition;
- (i) Monopolistic Competition: Assumption; Short – run Equilibrium; Long run Equilibrium; Concepts of excess capacity; Empirical relevance.
- (ii) Oligopoly: Causes for the existence of oligopolistic firms in the market rather than perfect Competition; Cooperative vs. Non cooperative Behaviour and dilemma of oligopolistic firms.

Unit V: Income Distribution and Factor Pricing: Demand for factors. Supply of factor, backward bending supply curve for labour concepts of economic rent; Functional Distribution of Income.

Text Book:

1. Pindyck, R.S., Rubinfeld, D. L. & Mehta, P. L., Microeconomics, Pearson Education

Reference book:

1. Gregory Mankiw, N., Principles of Micro Economics, Cengage Learning
2. Maddala, G.S. & Miller, E., Microeconomics: Theory and Applications, McGraw, Hill Education
3. Salvatore, D. Schaum's Outline: Microeconomic Theory, McGraw-Hill, Education.
4. Case and Fair, Principles of Micro Economics, Pearson Education

Note: Latest edition of text books shall be used.

SEMESTER VI

BCCM 361 - ENTREPRENEURIAL SKILLS

Objective: The purpose of the paper is to orient the learner toward entrepreneurship as a career option and creative thinking and behavior.

Unit I: Introduction

Meaning, elements, determinants and importance of entrepreneurship and creative behavior; Entrepreneurship and creative response to the society's problems and at work; Dimensions of entrepreneurship: intrapreneurship, technopreneurship, cultural entrepreneurship, international entrepreneurship, ecopreneurship, and social entrepreneurship.

Unit II: Sources of Business Ideas and Tests of Feasibility.

Significance of writing the business plan/ project proposal; Contents of business plan/ project proposal; Designing business processes, location, layout, operation, planning & control; preparation of project report (various aspects of the project report such as size of investment, nature of product, market potential may be covered); Project submission/ presentation and appraisal thereof by external agencies, such as financial/non-financial institutions.

Unit III: Mobilising Resources

Mobilizing resources for start-up. Accommodation and utilities; Preliminary contracts with the vendors, suppliers, bankers, principal customers; Contract management: Basic start-up problems.

Text Book:

1. Kuratko & Rao, Entrepreneurship: A South Asian Perspective, Cengage Learning.

Reference Books:

1. Robert Hisrich, Michael Peters & Dean Shepherd, Entrepreneurship, McGraw-Hill Education
2. Desai, V., Dynamics of Entrepreneurial Development and Management, Himalaya Publishing House, Mumbai
3. Dollinger, Mare J., Entrepreneurship: Strategies and Resources, Illinois, Irwin.
4. Holt, David H., Entrepreneurship: New Venture Creation, Prentice-Hall of India, New Delhi.
5. Plsek, Paul E., Creativity, Innovation and Quality. (Eastern Economic Edition), Prentice-Hall of India, New Delhi:

Note: Latest edition of text books may be used.

SEMESTER VI

BCCM 362 - NON CREDIT COOPERATIVES

OBJECTIVE: *To familiarize the students on the functioning of non-credit cooperatives*

- UNIT I Production Cooperatives: Types of production Cooperatives – their significance –constitution and working of Cooperative Sugar Factories, Cooperative Spinning Mills, Tea Factories - their problems and suggestions.- Industrial Cooperatives: Types of Industrial Cooperatives – Weavers Cooperatives: constitution, functions, structure, progress, and problems.
- UNIT II Dairy Cooperatives: Importance, structure, Amul pattern, Operation flood, functions, problems and suggestions, latest trends.
- UNIT III Consumer Cooperatives: Importance, structure, constitution, working performance and latest trends - Housing Cooperatives: Importance – types – Structure - constitution, working progress – problems.
- UNIT IV Cooperative Marketing: Problems of agricultural marketing - importance, structure, and working progress – regulated markets – warehousing corporations.
- UNIT V Miscellaneous Cooperatives: Working of Rural Electrification - IFFCO – Labour Cooperatives – Fisheries Cooperatives – Cooperative Hospitals.

Text Book

1. Ravichandran K and S.Nakkiran, *Cooperation: Theory and Practice*, Abijit Publications, Delhi.

Reference Books

1. Hajela, T.N. *Cooperation: Principles, Problems and Practice*, Konark Publishers, New Delhi.
2. Mathur, B.S. *Cooperation in India*, Sahthya Bhavan Publishers, Agra, 2001.
3. Kulandaisamy.V. *Cooperative Dairying in India*, Rainbow Publication, Coimbatore.
4. Kamat, G.S. *Managing Cooperative Marketing*, Himalaya Publishing house, New Delhi.
5. Sing.L.P. *Cooperative Marketing in India and Abroad*, Himalaya Publishing house, New Delhi.

Note: Latest edition of text books shall be used.

SEMESTER VI

BCCM 363 - COOPERATIVE MANAGEMENT AND ADMINISTRATION

OBJECTIVE: *To enable the students to understand the fundamentals of management decision making and execution in cooperative enterprises*

UNIT I Cooperative Management: Definition, objectives and features – Principles of Management and Principles of cooperation – Management in Public, Private and Cooperative Sectors.

UNIT II Management Structure of Cooperatives: Democratic Management Structure - General Body, The Board and Chief Executives – Committees – Relationship between the Board and the Chief Executives – Co-operative Leadership.

UNIT III Functions and Functional Areas of Management in Co-operatives: Management functions applied to cooperatives – Materials, Production, Marketing, Finance, Human Resources and Office Management applied to cooperatives.

UNIT IV Issues in Cooperative Management: Professionalisation – Management Development Programmes – Common Cadre – De-officialization of Cooperative Management - Evaluation of Performance of Co-operatives: Key Result Areas, Performance Evaluation – Operational Efficiency Measurement Criteria for Co-operatives.

UNIT V Cooperative Administration: Cooperative Departmental set up – Legal provisions and administrative powers of the Registrar of Cooperative Societies affecting the cooperatives - Functional Registrars and their powers.

Text Book:

1. Nakkiran. S. A, *Treatise on Co-operative Management*, Rainbow Publication, Coimbatore.

Reference Books

1. *Readings in Cooperative Management and Administration*, ICA & ILO.
2. Kulandaisamy V, *Text Book of Co-operative Management*, Arudra Academy, Coimbatore.
3. Kamat. G.S. *New Dimensions of Cooperative Management*, Himalaya Publishing House, New Delhi.
4. Sah. A.K, *Professional Management for the cooperatives*, Vikas Publishing House, New Delhi.
5. Sinha S.K. & R. Sahaya, *Management of Cooperative Enterprises*, NCCT, New Delhi.

SEMESTER VI

BCCM 364 – MARKETING MANAGEMENT IN CO-OPERATIVES

- UNIT-1 Marketing - meaning- traditional and modern concepts- marketing mix- elements of marketing mix- marketing of cooperatives- features and basic concepts of marketing for cooperatives.
- UNIT-2 Marketing Segmentation: Importance, bases, selection of segments by cooperatives, product policy and planning- what is a product- product mix and product line decision - new product decision - packaging and brand decision in cooperatives- product life cycle-distinct stages in PLC-PLC concept and tool in marketing strategy in cooperatives.
- UNIT-3 Pricing-meaning –objectives- setting the price- objectives- pricing methods in cooperatives- marketing information system in cooperatives- marketing research- meaning- purpose and scope- steps- needs and practices in cooperatives.
- UNIT-4 Distribution and its strategy- introduction- channels of introduction - planning and designing the distribution channel- steps involved in developing the channel design- selecting an appropriate channel in cooperatives- promotion- introduction- decision in promotional mix- advertising decision- sales promotion strategy- publicity and sales in cooperatives.
- UNIT-5 Marketing strategy for cooperatives- formulating marketing strategy for cooperatives in different sectors like agriculture product marketing, handloom products, handicrafts and cooperative (service marketing) etc. - practices in agriculture produce and inputs marketing- procurement- grading- processing- warehousing-transportation-distribution-export marketing-concepts and procedures- opportunities for cooperatives.

Text Book:

1. Nakkiran.S.A, Treatise on Co-operative Management, Rainbow publication, Coimbatore.

Reference books:

1. Kulandaisamy.V, Text Book of Co-operative Management, Arudra Academy, Coimbatore
2. Kamat.G.S, New Dimensions of Co-operative Management, Himalaya Publishing House, New Delhi.
3. Philip Kotler and Kevin Lane Keller, Marketing Management, Prentice Hall of India/ Pearson Education, New Delhi.
4. Ramasawami V.J and S. Namakumari, Marketing Management, Macmillan Business Books, Delhi.
5. Jayachandaran S, Marketing Management, Text and Cases, Excel Publications.

Note: Latest edition of text books shall be used.

SEMESTER VI

BCCM 365 - HUMAN RESOURCES MANAGEMENT IN COOPERATIVES

OBJECTIVE: *To enable the students to understand the fundamentals of human resources management in cooperatives*

UNIT I Human Resource Management - Definition, Objectives, Scope and functions of HRM- Evolution and Development of HRM – Difference between HRM and Personnel Management – Need for HRM in cooperatives

UNIT II Human Resource Planning - Objectives, Tools, and Techniques – Need for HR Planning - HR Planning in cooperatives – Job description, Job analysis, Job Specification and Job evaluation

UNIT III Recruitment and selection - Selection Techniques – Interview Technique – recruitment and selection in cooperatives - Training: Meaning and Definition – Training in cooperatives – Promotion: Definition –Promotion in cooperatives – Wage and salary policy – Motivation – Theories of Motivation: Maslow, Herberg and Mc Gregor Theories – Motivation in cooperatives.

UNIT IV Performance Appraisal - Definition and Objectives – Performance Appraisal in cooperatives – Employer Employee relationship in cooperatives: Need – Trends in cooperatives – causes for strained relationship – suggestions – Labours’ Participation: Factors – Labour participationincooperatives.

UNIT V Human Resources Accounting - Definition – objections, methods of computations of HRA – Quality Circle: Meaning, features, QC in cooperatives – Consultancy in cooperatives: need, areas and present position.

Text Book

1. Nakkiran. S. *A Treatise on Co-operative Management*, Rainbow Publication, Coimbatore.

Reference Books

1. Kulandaiswamy. V, *Text Book of Cooperative Management*, Arudra Academy, Coimbatore.
2. Kamat. G.S. *New Dimensions of Cooperative Management*, Himalaya Publishing House, New Delhi.
3. Decenzo and Robbins, *Human Resource Management*, Printice Hall of India.
4. Khanka, S.S. *Human Resource Management*, S.Chand & Co., New Delhi.
5. John H. Bernardian and Joyce E.A. Russell, *Human Resource Management – An Experimental Approach*, McGraw Hill, New York.

Note: Latest edition of text books shall be used.

SEMESTER VI

BCCM 366 – COOPERATIVE INSTITUTIONAL TRAINING & REPORT

This paper comprises of two elements viz. Institutional Training (50 Marks) and Report (50 Marks)

The Rationale behind the institutional training is to

- Expose the students to the various functions of an organization especially those involved in Cooperatives.
- Help the Students to sharpen their written communication skills
- Provide a better understanding of the Students for application of concepts that have been learned through the course.

Instructions to the students

- The students may choose any organization of their choice for the purpose of training: small, medium or large, preferably engaged in Cooperatives.
- The Students should try to learn the various operations of the Cooperatives organisation by visiting, interacting with the personnel and taking part in the field activities if possible. They may collect all information published and otherwise related to the unit.
- The collected information should be presented in an organized and structured way in the form of a report neatly typed (one side only) on A4 paper and submitted to the respective department in hard bound/spiral bound form.
- Students should avail the assistance of the faculty guide allotted to them for any help and guidance required to complete the institutional training reports.
- The period of institutional training would be a minimum of three weeks (21 days) and it is to be undertaken at the end of the second year of the course (end of fourth semester i.e., during summer vacation), monitored by the respective guide.
- The report must be submitted to the department during the sixth semester before the commencement of the end semester examination. Based on the report and other criteria mentioned below, internal and external marks will be awarded to each student at the end of sixth semester by the faculty guides and the external marks.
- The allotment of Marks for the Institutional Training and reports will be based on the following distribution.

Assessment of the Training and Report: Training and Report will be assessed by a committee consisting of the Head of the Department of Cooperative Management [internal examiner], one faculty [staff - in charge] of the training programme and the external examiner. The Assessment will be made on the basis of the following:

A. Report: The Report will contain all the information, the student has gathered during the observational study visit. The Report will be assessed on the basis of the following criteria.

1. Whether Practical working is recorded well.

2. Whether the observations have been presented well (sequence of ideas, clarity, use of tables and diagrams, etc.)
3. Whether the student actively participated in the study (keep observation, interview, discussion, meeting etc.)
4. Whether key problems have been identified and analyzed.
5. Whether conclusion and recommendations are appropriate and practical.

B. Viva-Voce: The Viva-voce examination will be conducted by a Committee consisting of one faculty [Staff - in charge] of the training programme, internal examiner, and one external examiner on the basis of the following criteria in presence of HOD concern.

- 1) Factual information about the cooperatives
- 2) Knowledge of the problems and solutions
- 3) Clarity and Presentation.

Evaluation elements	Internal	External	Total
Report	20	30	50
Viva – Voce	20	30	50
Total	40	60	100

Mode of Institutional Training: The training will be observational study visit to various Cooperatives from primary to apex levels and to various offices of the Government Department of Cooperation. This has to be done under the guidance and supervision of a faculty [staff - in charge] who will accompany the student. The students are expected to maintain a record of the observational study visit in which they shall record all the information they have gathered during the visit. The department will facilitate the students in identifying the cooperative institutional and getting permission to make visit. The students may be allowed to involve from the end of fourth semester i.e summer vacation at the end of second year.

Method: For the purpose of the institutional training, the students will be taken individually or divided into batches as decided by the department. Each individual/batch shall be attached with one faculty in-charge who will serve as supervisor/guide. Each individual/batch shall consult and fix the suitable title for the report with the consent of the respective guides. Each individual/batch of students is to be assigned for data collection for the period of two weeks during summer vacation at the end of IV semester, i.e. at the end of second year but before commencement of III year in cooperative institution/offices

During the stay at institution/office, the students should learn and collect necessary data for the report. Within ten days since the completion of the data collection, she/he/they have to submit a report in not less than 40 pages as per the format evolved by the Department.

SEMESTER VI

BCCM 367- INDIAN ECONOMY

Objectives: *To enable the students to grasp the major economic problems in India and their solutions. It also seeks to provide an understanding of modern tools of macro-economic analysis and policy framework.*

Unit I: Basic Issues and Features of Indian Economy: Concept and Measures of Development and Underdevelopment; Human Development; Composition of national income and occupational structure.

Unit II: Policy Regimes:

- a) The Evolution of planning and import substituting industrialization.
- b) Economic Reforms since 1991.
- c) Monetary and Fiscal policies with their implications on economy

Unit III: Growth, Development and Structural Change

- a) The experience of Growth, Development and Structural Change in different phases of growth and policy regimes across sectors and regions.
- b) The Institutional Framework: Patterns of assets ownership in agriculture and industry; Policies for restructuring agrarian relations and for regulating concentration of economic power;
- c) Changes in policy perspectives on the role of institutional framework after 1991.
- d) Growth and Distribution; Unemployment and Poverty; Human Development; Environmental concerns.
- e) Demographic Constraints: Interaction between population change and economic development.

Unit IV: Sectoral Trends and Issues

- a) *Agriculture Sector:* Agrarian growth and performance in different phases of policy regimes i.e. pre green revolution and the two phases of green revolution; Factors influencing productivity and growth; the role of technology and institutions; price policy, the public distribution system and food security.
- b) *Industry and Services Sector:* Phases of Industrialisation – the rate and pattern of industrial growth across alternative policy regimes; Public sector – its role, performance and reforms; The small scale sector; Role of Foreign capital.
- c) *Financial Sector:* Structure, Performance and Reforms. Foreign Trade and Balance of Payments: Structural Changes and Performance of India's Foreign Trade and Balance of Payments; Trade Policy Debate; Export policies and performance; Macro-Economic Stabilisation and Structural Adjustment; India and the WTO, Role of FDI, Capital account convertibility,

Unit VI: Inflation, Unemployment and Labour Market: Inflation: Causes of rising and falling inflation, inflation and interest rates, social costs of inflation; Unemployment – natural rate of unemployment, frictional and wait unemployment. Labour market and its interaction with production system; Phillips curve, the trade-off between inflation and unemployment, sacrifice ratio, role of expectations adaptive and rational.

Text Book:

1. Mishra & Puri, Indian Economy, Himalaya Publishing House

Reference Books:

1. Dhingra, I. C., Indian Economy, Sultan Chand & Sons
2. Gaurav, D. & Sundarum, K.P.M., Indian Economy, S. Chand & Company
3. Uma Kapila, Indian Economy since Independence, Relevant articles
4. Bhagwati, J. & Desai, P., India: Planning for industrialization, OUP, Ch2
5. Patnaik, Prabhat. Some Indian Debates on Planning. T. J. Byres (ed.). The Indian Economy: Major Debates since Independence, OUP
6. Ahluwalia, Montek, S. State-level Performance under Economic Reforms in India in A. O. Krueger. (ed.). Economic Policy Reforms and the Indian Economy, The University of Chicago Press

Note: Latest edition of text books may be used.



PONDICHERY UNIVERSITY

PUDUCHERRY

B.Com (Corporate Secretaryship)

DEGREE PROGRAMME

SEMESTER PATTERN

UNDER CBCS

REVISED SYLLBI & REGULATIONS

WITH EFFECT FROM

ACADEMIC YEAR 2017 – 2018

UNDER CBCS

COURSE CURRICULUM FOR CHOICE BASED CREDIT SYSTEM
B.COM – CORPORATE SECRETARYSHIP
To be implemented from 2017-18 onwards

Course	Sub Code	Title of the Paper	Credits Allotted		Teaching Hours
Semester-I			20 Credits		
Course	Sub Code	Title of the Paper	Lecture	Tutorial / Lab	Teaching Hours
MIL - 1	LHIN/LTAM/LFRE/LMAL /LTEL/LBEN/LSAN	HINDI-I/TAMIL –I /FRENCH-/MALAYALAM - I/TELUGU-I / BENGALI – I/SANSKRIT-I	3	-	4
ENGL - 1	ENGL 112	ENGLISH – I	3	-	5
DSC – 1A	BCCS 111	FINANCIAL ACCOUNTING	4	2	9
DSC – 2A	BCCS 112	BUSINESS LAW	4	2	9
AECC - 1	PADM 113	PUBLIC ADMINISTRATION	2	-	3
Total			16	4	30
Semester-II			20 Credits		
MIL - 2	LHIN/LTAM/LFRE/LMAL /LTEL/LBEN/LSAN	HINDI-II/TAMIL–II /FRENCH-II/MALAYALAM-II/TELUGU-II/ BENGALI – II/ SANSKRIT-II	3	-	4
ENGL - 2	ENGL 122	ENGLISH – II	3	-	5
DSC – 1B	BCCS 121	BUSINESS MANAGEMENT	4	2	9
DSC – 2B	BCCS 122	COMPANY LAW	4	2	9
AECC - 2	ENVS 123	ENVIRONMENTAL STUDIES	2	-	3
Total			16	4	30
Semester-III			20 Credits		
DSC – 1C	BCCS 231	GOODS AND SERVICES TAX	4	2	9
DSC – 2C	BCCS 232	BUSINESS STATISTICS	4	2	9
DSC – 3C	BCCS 233	MANAGEMENT ACCOUNTING - I	4	2	9
SEC - 1	BCCS 234	COMMUNICATIVE SKILLS	2	-	3
Total			14	6	30
Semester-IV			20 Credits		
DSC – 1D	BCCS 241	MANAGEMENT ACCOUNTING - II	4	2	9
DSC – 2D	BCCS 242	COST ACCOUNTING	4	2	9
DSC – 3D	BCCS 243	INCOME TAX	4	2	9
SEC - 2	BCCS 244	ARITHMETIC SKILLS	2	-	3
Total			14	6	30
Semester-V			20 Credits		
SEC - 3	BCCS 351	COMPUTER APPLICATION SKILLS	2	-	3
DSE – 1A	BCCS 352	SECRETARIAL PRACTICE	4	1	7 or 8
DSE – 2A	BCCS 353	CORPORATE CONTROL SYSTEM	4	1	7 or 8
DSE – 3A	BCCS 354	CORPORATE FINANCIAL MANAGEMENT	4	1	7 or 8
DSE – 4A	BCCS 355	MONEY AND FINANCIAL SYSTEM	4	1	7 or 8
DSE – 5A	BCCS 356	CORPORATE ACCOUNTING	4	1	7 or 8
GE - 1	BCCS 357	PRINCIPLES OF MICRO ECONOMICS	3	-	5
Total			17	3	30
Semester-VI			20 Credits		
SEC - 4	BCCS 361	ENTREPRENEURIAL SKILLS	2	-	3
DSE – 1B	BCCS 362	CORPORATE AUDITING	4	1	7 or 8
DSE – 2B	BCCS 363	CORPORATE GOVERNANCE	4	1	7 or 8
DSE – 3B	BCCS 364	PRINCIPLES OF MARKETING	4	1	7 or 8
DSE – 4B	BCCS 365	RESEARCH TECHNIQUES	4	1	7 or 8
DSE – 5B	BCCS 366	INSTITUTIONAL TRAINING & REPORT	4	1	7 or 8
GE - 2	BCCS 367	INDIAN ECONOMY	3	-	5
Total			17	3	30
Total Number of Credits			94	26	180

PONDICHERRY UNIVERSITY

B.COM DEGREE COURSE (CORPORATE SECRETARYSHIP)

QUESTION PAPER PATTERN UNDER CBCS

(WITH EFFECT FROM ACADEMIC YEAR 2017 – 2018)

FOR QUANTITATIVE PAPERS

SECTION A: Answer any 5 out of 8 Questions (5 X 7 Marks = 35 Marks)

SECTION B: Answer any 2 out of 3 Questions (2 X 20 Marks = 40 marks)

FOR OTHER PAPERS

SECTION A: Answer all Questions (5 X 2 Marks = 10 Marks)

SECTION B: Answer any 5 out of 8 Questions (5 X 7 Marks = 35 Marks)

SECTION C: Answer any 2 out of 3 Questions (2 X 15 Marks = 30 Marks)

SEMESTER I

BCCS 111 - FINANCIAL ACCOUNTING

OBJECTIVE: *To impart basic accounting knowledge as applicable to business*

- UNIT I Definition of accounting; Objectives of accounting. – Accounting Principles: Accounting standards in India, International accounting standards.
- UNIT II Accounting Transaction: Journal; Ledger; Trial balance; Final accounts; manufacturing account; trading account; Profit and loss account; Balance Sheet; Adjustment entries. Rectification of errors; Classification of errors; Location of errors; Suspense account; Effect on profit; Self balancing system.
- UNIT III Capital and Revenue: Classification of Income; Classification of expenditure; Classification of receipts. Accounting concept of income; accounting concepts and income measurement; expired cost and income measurement, Depreciation - Methods of depreciation – Problems.
- UNIT IV Hire – Purchase and Installment Purchase system - hire-purchase contract, legal provisions regarding hire – purchase contract; Accounting records for goods of substantial Value and accounting records for goods of small values, Installment purchase system.
- UNIT V Partnership Accounts: Essential characteristics of partnership; Final account Adjustments after closing the accounts; Admission of a partner; Retirement of a partner, Dissolution of Partnership firm - gradual realization of assets and piecemeal distribution.

(Problems: 80%, Theory: 20%)

Text Book

1. Shukla, M.C., Grewal, S. & Gupta S.C., Advanced Accounting, S. Chand & Co, New Delhi

Reference Books

1. Gupta, R.L. & Radhaswamy, M., Financial Accounting, Sultan Chand Sons, New Delhi
2. Compendium of Statement and standards of Accounting: The Institute of Chartered Accountants, New Delhi.
3. Jawarhar Lal., Advanced Accounts. Sultan Chand & Sons ,New Delhi
4. Gosh, T.P., Fundamentals of Accounting, Sultan Chand & Sons, New Delhi
5. Maheswari, S.N. & Maheshwary, S.K., Fundamentals of Accounting, Viikas Publishing, New Delhi

Note: Latest edition of text books shall be used.

SEMESTER I

BCCS 112- BUSINESS LAW

OBJECTIVE: *To acquaint the learners with the fundamental principles of business laws.*

- UNIT I Law of Contract (1872): Nature of contract; classification; Offer and Acceptance; Capacities of Parties to contract; Free consent; Consideration, Legality of object; Agreement declared void. -Performance of contract; Discharge of contract; Remedies for breach of contract.
- UNIT II Special contracts: Indemnity and Guarantee, Contract of Agency.
- UNIT III Sale of Goods Act 1930: Formation of Contracts of sale - goods and their classification; price - conditions and warranties – transfer of property in goods – performance of the contract of sale - Unpaid seller and his Rights – sale by auction – hire purchase agreement.
- UNIT IV Negotiable Instruments Act 1881: Definition of Negotiable Instruments – features – Promissory note; Bill of Exchange & Cheque; Holder and holder in the due course; crossing of a cheque, types of crossing; Negotiation; Dishonour and discharge of Negotiable Instrument.
- UNIT V Consumer Protection Act 1986: Salient Features – Definition of consumer – Grievance Redressal Machinery.

Text Book

1. Kapoor, N.D., Business Law, Sultan Chand & Sons, New Delhi.

Reference Books

1. Gulshan, S.S., Mercantile Law, Excel Books,
2. Kuchhal, M.C., Mercantile Law, Vikas Publishing Pvt. Ltd.,
3. Chadha, P.R., Business Law, 2/e, Galgotia Publishing,
4. Aggarwal, S.K., Business Law, Galgotia Publishing Company,.
5. Maheshwari, S.N. & Maheshwari, S.K., Business Regulatory Framework, Himalaya Publishing House,

Note: Latest edition of text books shall be used.

SEMESTER II

BCCS 121 - BUSINESS MANAGEMENT

OBJECTIVE: *To orient the students the management principles and techniques that could achieve business success*

- UNIT I Introduction: Concept, nature, process, and significance of management: Management roles (Mintzberg) An overview of functional areas of management; Development of management thought; Classical and neo-classical system; Contingency approaches.
- UNIT II Planning: Concept, process, and types, decision making – concept and process; Bounded Rationality; Management by objective; Corporate planning; Environment analysis and diagnosis Strategy formulation.
- UNIT III Organizing Concept, nature, process, and significance; Authority and responsibility relationship - Centralization and decentralization - Departmentation - Organization Structure – forms and contingency factors.
- UNIT IV Motivating and Leading People at Work: Motivation-concept; Theories-Maslow, Herzberg, McGregor, and Ouchi; Financial and non-financial incentives. Leadership - concept and leadership styles; leadership theories (Tannenbaum and Schmidt) Likert System Management - Communication – nature, process, networks, and barriers; Effective communication.
- UNIT V Management Control: Concept and process; Effective control system; Techniques of Control - traditional and modern.

Text Books:

1. Koontz & Weirich, Management, Tata McGraw Hill, New Delhi
2. Gupta, C.B., Business Management by, Sultan Chand Publication

Reference Books:

1. Drucker Peter., Practice of Management, Pan Books, London
2. Stoner & Wankel., Management Prentice Hall, New Delhi
3. Maslow, A. H., Frager, R., & Cox, R., Motivation and Personality Harper & Row New York
4. Virmani, B.R., The Challenges of Indian Management, Response Books, New Delhi

Note: Latest edition of text books shall be used.

SEMESTER II

BCCS 122 - COMPANY LAW

OBJECTIVE: *To enable the students get familiarize with the existing Companies Act 2013.*

- UNIT I Introduction – Definition of a company – characteristics – Character of One Person Company; Lifting of Corporate Veil – Illegal Association – Kinds of Companies Formation of Company – Incorporation – Documents to be filed with the Registrar – Certificate of Incorporation – Effects of Registration – Promoter; Duties and Liabilities of Promoter – Preliminary contracts; Memorandum of Association – Articles of Association – contents – Alteration; Doctrine of constructive notice – Indore management – Ultra Vires ; Prospectus – Contents – Red herring prospectus – Shelf prospectus – misstatement in prospectus and their consequences - statement in lieu of prospectus – deemed prospectus – commencement of business.
- UNIT II Capital; share capital – meaning – kinds – certification of Shares- Calls on Shares – Forfeitures of shares – alteration of capital – reduction of capital – procedures for reduction of capital – application of premium received and prohibition on discount on shares – Right shares – guidelines for issue of fresh capital – Bonus shares - guidelines – Sweat Share – Issue and Redemption of Preference shares; buy back of shares - transfer and transmission (Including depository mode); dividend – Unpaid dividend account – Investor Education & Protection fund: Borrowing; Borrowing power; mortgages and charges; debentures – Kinds of Debentures – Procedures for issue of debentures.
- UNIT III Membership in a company ; Member and shareholder – Qualification – Cessation of membership- rights and liabilities of members – register and index of members; Directors; Board of Directors – Appointment of Directors – Selection of Independent Directors – Appointment of Additional Directors – Disqualification for appointment of directors- duties of directors – vacation of office, resignation and removal of directors; appointment of Managing Director, Whole time director or manager – rights and powers of MD – remuneration.
- UNIT IV Meetings; Statutory meeting – Annual General Meeting – Extra Ordinary General Meeting; Notice, Quorum, Agenda, Resolution, Minutes, Proxies; Meeting of Board: Powers of Board – Voting rights – Chairman of meeting – Audit committee.
- UNIT V Winding up of Companies: modes of winding up- appointment, duties and remuneration of company liquidator – removal and replacement of company liquidator – appointment of official liquidator – effect of winding up order – procedures for liquidation.

Text Book

1. Kappor, N.D., Company Law – Incorporating the Provisions of the Companies Amendment Act, 2000, Sullen Chand & Sons, New Delhi

Reference Books

1. Ramaiya, A., Guide to the Companies Act; Wadhawa & Co, Nagpur
2. Singh Avatar., Company Law Easter Book Co Luchnow.
3. Kuchhal, M.C., Modern India Company Law Shri Mahavir Books Nolda
4. Kappor, N.D., Company Law – Incorporating the Provisions of the Companies Amendment Act, Sullen Chand & Sons, New Delhi
5. Bagrial, A.K., Company Law; Vikas Publishing House New Delhi

Note: Latest edition of text books shall be used.

SEMESTER III

BCCS 231 GOODS AND SERVICES TAX (GST)

OBJECTIVE: *To enable the students get familiarize with the provisions of GST.*

- Unit I GST - scope – Benefits – salient features – GST council – Important Terms - Minimal Interface – Input Tax Credit – Refund – Demands – Alternate Dispute Resolution Mechanism.
- Unit II GST Act – CGST Act – SGST Act – IGST Act - UTGST Act- GST (compensation to the State) Act – features and provisions.
- Unit III GST - Levy & Collection of tax – Time and Value of Supply – Input Tax Credit – Registration – Tax Invoice _ Debt Credit Notes.
- Unit IV Administration – GST Accounts and Records – Returns – Payment of tax – Refunds- Assessment – Audit – Inspection, Search, Seizure and arrest.
- Unit V Demand and recovery – Liability to pay tax – Advance Ruling – Appeals and revisions – offences and penalties.

Text Book:

1. GST Manual 2017 by Taxmann Publications
2. GST Laws Manual: Acts, Rules and Forms - **May 2017** by Rakesh Garg, Sandeep Garg

Reference Books:

1. GST Law and Analysis with Conceptual Procedures by "Bimal Jain", "Isha Bansal"
2. GST in India -- Impact, Management and Way Forward by RBKEZGCTGNQJMKUA
3. GST Made Easy-Answers to All Your Queries on GST by CA Arpit Haldia

Note: Latest edition of text books shall be used.

SEMESTER III

BCCS 232 - BUSINESS STATISTICS

OBJECTIVE: *To provide a theoretical appreciation and use of the science of statistics to make better business decisions.*

- UNIT I Introduction – Statistics as a subject – Descriptive statistics – compared to Inferential Statistics – Types of data – Summation operation - Rule of Sigma operations.
- UNIT II Construction of a frequency distribution – Measures of Central Tendency and dispersion and their measures - Measures of relation - correlation and regression.
- UNIT III Analysis of Time Series: Causes of variation in time series data – Components of a time series - Decomposition – Additive and multiplicative models – Determination of trend – Moving averages methods and method of least squares (including linear, second degree, Parabolic and exponential trend) – Computational of seasonal, indices by simple average, Ratio – trend, ratio –to –moving average and link relative methods.
- UNIT IV Index Number – Meaning, Types and uses - Methods of Construction price and quantity Indices (simple and aggregate): Tests of adequacy; Chain – basis index number base shifting, splicing, and deflating problems in constructing index numbers; Consumer price index.
- UNIT V Theory of Probability and Theoretical Distribution: Definition of Probability – Importance – Calculation – Theorems – Theoretical distribution, Binomial, Poisson and Normal.

(Problems: 80%, Theory: 20%)

Text Books

1 Gupta, S.P., Statistical Methods, Sultan Chand & Co, New Delhi

Reference Books

1. Hooda, R.P., Statistics for Business and Economics; Macmillan, New Delhi
2. Lewin and Rubin., Statistics for Management, Prentice Hall of India New Delhi
3. Arora & Arora., Statistics for Management, S.Chand & Co, New Delhi
4. Kothari, C.R., Quantitative Techniques, Vikas publications, New Delhi

Note: Latest edition of text books shall be used.

SEMESTER III

BCCS 233 - MANAGEMENT ACCOUNTING – I

OBJECTIVE: To analyze and interpret financial statements from the point of view of managers and outsiders

- UNIT I Management Accounting: Meaning, nature, scope, and functions, Role of management accounting in decision making; management accounts Vs. financial accounting, Tools and techniques of management accounting.
- UNIT II Financial Statement: Meaning and types of financial statement; Limitations of financial Statement analysis; Comparative Statement Analysis.
- UNIT III Ratio analysis; Classification of ratios – Profitability ratios, turnover ratios, Advantages of ratio analysis, Limitations of accounting ratios.
- UNIT IV Funds Flow Statement as per Indian Accounting Standards 3- need - objectives – sources and utility of funds – preparation of fund flow statement.
- UNIT V Cash Flow Statement - need - objectives – classification – calculation of cash flow.
(Problems: 80%, Theory: 20%)

Text Book

1. Jawahar Lal., Advanced Management Accounting Text and Cases, S. Chand & Co., New Delhi

Reference Books

1. Horngren, C. T., Sundem, G. L., Stratton, W. O., Burgstahler, D., & Schatzberg, J., Introduction to management accounting, Prentice Hall, New Delhi
2. Garrison H., Ray & Eric W. Noreen, *Managerial Accounting*, McGraw Hill., Delhi.
3. Khan, M.Y., & Jain, P.K., *Management Accounting*, Tata McGraw Hill Publishing Co., New Delhi.

Note: Latest edition of text books shall be used.

SEMESTER III

BCCS 234 - COMMUNICATIVE SKILLS

OBJECTIVE: *To develop effective business communication skills among the students*

- UNIT I Meaning and Definition – Need – Objective and Principles – Communication Media – Types - Process – Interpersonal and Business Communication – Characteristics – Verbal and Non Verbal Communication – Barriers to Communication.
- UNIT II Business Letters: Functions and kinds – Essentials of an effective Business Letter – Layout – Appearance – Size – Style – Form and punctuation, Kinds of letters – Routine request letters – Responses to letters – Refusal letters – Claims letters – Collection letters- Kinds of Letters- Enquiries - Quotations – Orders – follow up letter – refusal letters – complaint and adjustment letters –Sales letters. Bank correspondence; Insurance Correspondence.
- UNIT III Intra organisational communication – memos – office orders – office notes – circulars – meeting communications; notice – agenda – resolutions – minutes – Reports: Types - Characteristics– Preparing and Organization of a Report: modern forms of communication: Fax, Email – videoconferencing, Internet - website.

Text Books

1. Rajendra Pal Korahill, Essentials of Business Communication, Sultan Chand & Sons, New Delhi,

Reference Books

1. Kaul., Effective Business Communication, Prentice Hall, New Delhi
2. Ramesh, M.S., & Pattanshetti, C. C., Business Communication, R.Chand&Co, New Delhi,
3. Rodriquez, M. V., Effective Business Communication Concept, Vikas Publishing Company
4. Munter Mary., Effective Business Communication, PHI, New Delhi

Note: Latest edition of text books shall be used.

SEMESTER IV

BCCS 241 - MANAGEMENT ACCOUNTING – II

OBJECTIVE: *To analyze and interpret financial statements from the point of view of managers and outsiders.*

- UNIT I Absorption and Marginal Costing: Marginal and differential costing as a tool for decision – make or buy decision - Change of product mix.
- UNIT II Pricing - Break-even analysis; Exploring new markets; Shutdown decisions.
- UNIT III Budgeting for Profit Planning and Control: Meaning of Budget and budgetary control - Objectives; Merits and limitations; Types of budgets; Fixed and flexible budgets- cash budgets- Control ratios;
- UNIT IV Standard Costing and Variance Analysis; Meaning of standard cost - Advantages and application; Variance analysis – Material; Labour, Sales and Overhead (two-way analysis) Variances.
- UNIT V Zero Base Budgeting - Responsibility Accounting- Performance Budgeting.

(Problems: 80%, Theory: 20%)

Text Book

1. Lal Jawahar., Advanced Management Accounting Text and Cases, S. Chand & Co., New Delhi

Reference Books

1. Horngren, C. T., Sundem, G. L., Stratton, W. O., Burgstahler, D. & Schatzberg., Introduction to Management Accounting, Prentice Hall, Delhi
2. Garrison, R. H., Noreen, E. W., & Brewer, P. C., *Managerial accounting*, McGraw-Hill, New York.
3. Khan, M.Y., and Jain, P.K., Management Accounting, Tata McGraw Hill Publishing Co., New Delhi.

Note: Latest edition of text books shall be used.

SEMESTER IV

BCCS 242 - COST ACCOUNTING

OBJECTIVE: *To enable the students to take decisions using costing techniques.*

UNIT I Cost Accounting: Introduction – meaning of cost, costing and cost accounting – comparison between financial accounts and cost accounts – application of cost accounting – cost concepts and classification of costs – cost unit – cost center – elements of costs – preparation of cost sheet – tenders and quotations – problems.- Reconciliation of Cost and Financial Accounts: Need for reconciliation – Reasons for difference in profits – Problems on preparation of Reconciliation statements including Memorandum Reconciliation account.

UNIT II Material Costing: Classification of materials – Material Control – Purchasing procedure – store keeping – techniques of Inventory control – Setting of stock levels – EOQ – Methods of pricing materials issues – LIFO – FIFO – Weighted Average Method – Simple Average Method – Problems.

UNIT III Labour Costing: Control of labour cost – Labour Turnover- Causes and effects of labour turnover – Meaning of Time and Motion Study, Merit Rating, Job Analysis, Time keeping and time booking – idle time, causes and treatment – overtime – methods of wage payment – Time Rate and Piece Rate – Incentive Schemes – Halsey Premium Plan – Rowan Bonus Plan – Taylors and Merricks differential piece rate systems – Problems.

UNIT IV Overhead Costing: Definition – Classification of overheads – Procedure for accounting and control of overheads – Allocation of overheads – Apportionment of overheads – Apportionment of Service department costs to production departments – Repeated Distribution method – Simultaneous equation method – absorption of OH's – Methods of Absorption – Percentage of direct material cost – Direct Labour Cost – Prime Cost, Direct Labour Hour Rate and Machine Hour Rate – Problems.

UNIT V Costing Methods: Introduction – Job Costing – Batch Costing – Contract Costing – Transport Costing – Process Costing – Principles – distinction between Process and Job – Preparation of Process Accounts – treatment of normal loss – abnormal loss – abnormal gain – Joint and By- products – apportionment of joint costs.

(Problems: 80%, Theory 20%)

Text Book:

1. Jawahar Lal., Cost accounting, Tata McGraw Hill,

Reference Books:

1. Nigam & Jai., Cost Accounting Principles and Practices, Prentice Hall of India Publishers
2. Blocher, I. & Lin., Cost Management : A Managerial Emphasis, Pearson education, Mumbai
3. Maheshwari, S.N., Cost Accounting, Vikas Publishing House, New Delhi
4. Jain, S.P. & Narang, K.L., Cost Accounting: Principles and Methods.
5. Iyengar, S.P., Cost Accounting, Sultan Chand & Sons, New Delhi

Note: Latest edition of text books shall be used.

SEMESTER IV

BCCS 243 - INCOME TAX

OBJECTIVE: *To provide basic knowledge and equip students with application of principles and provisions of Income Tax Act 1961 and the relevant Rules*

UNIT I Introduction: **Basic concepts:** Income, agricultural income, Person, Assessee, assessment year, previous year, Gross total income, Total Income, Maximum Marginal Rate of Tax; PAN. **Residential Status;** Scope of total income on the basis of residential status, Exempted Income under Section

UNIT II **Computation of Income under** salary, Income from house Property.

UNIT III **Computation of Income under** Profits and gains of business or Profession, Capital gains and Income from other Sources.

UNIT IV **Computation of total income and tax liability**
Income of other persons including in assessee total income, aggregation of income and set off and carry forward of losses; deduction from gross total income; rebates and reliefs - computation of total income of individual and firms; tax liability of an individual and a firm (5 leading cases decided by the Supreme Court).

UNIT V **Return of Income:** Filing of returns; manually, online filing TDS: provisions and procedures of compulsory online filing of returns for specified assesses.

(Problems: 60%, Theory: 40%)

Text book

1. Singhania V.K., Students Guide to Income Tax, Taxmann, Delhi.
2. Girish Ahuja and Ravi Gupta, Systematic Approach to Income Tax, Sahitya Bhawan Publications, New Delhi.

Reference Books

1. Vinod kumar singhania, e-filing of income tax return and computation of tax, Taxmann publication Pvt Ltd, New Delhi,
2. Excel utility available at incometaxindiaefiling.gov.in.

Note: Latest edition of text books shall be used.

SEMESTER IV

BCCS 244 - ARITHMETIC SKILLS

OBJECTIVE: *To enable students to gain understanding of mathematical applications to business activities.*

- UNIT I Ratio, Proportion and Percentage: Ratio: Definition – Continued Ratio – inverse Ratio. Proportion – Continued Proportion – Direct Proportion – Inverse Proportion – Variation – Inverse Variation – Joint Variation – Percentage: Meaning and computation of percentage. Interest: Simple interest – compound interest (reducing balance and flat interest rate) – equated monthly installments (EMI) – Problems.
- UNIT II Matrices and Determinates (up-to order 3 only): Multivariable data - Definition of a Matrix; Types of matrices; Algebra of matrices; Determinates – Ad-joint of a matrix – Inverse of a matrix via ad-joint matrix – homogeneous system – Solution of non-homogeneous system of linear equations (not more than three variables) – Conditions for existence and uniqueness of solution – Solution using inverse of the coefficient matrix – Problems..
- UNIT III Functions: (To identify and define the relationships that exist among the business variables) Definition of function, constants, variables, continuous real variable, domain or interval – Types of functions – one valued function – Explicit function – Algebraic functions – Polynomial functions – Absolute value function – Inverse function – Rational and irrational function – Monotone function – Even and odd function – Supply/demand function – Cost function – Total revenue function – Profit function – Production function – Utility function – Consumptionfunction.

(Problems: 80%, Theory: 20%)

Text Books

1. Kappor, V.K., Business Mathematics, Sultan Chand & Sons, New Delhi

Reference Books

1. Agarwal, B.M., Basic Mathematics & Statistics, Sultan Chand & Sons, New Delhi
2. Rajagopalan, S. & Sattanathan., R., Business mathematics, McGraw-Hill, New Delhi
3. Bari, Business Mathematics, New Literature Publishing Company, Mumbai.

Note: Latest edition of text books shall be used.

SEMESTER V

BCCS 351 - COMPUTER APPLICATION SKILLS

OBJECTIVE: *To provide an exposure to the use of office automation software and accounting package software in making business decisions.*

UNIT I Introduction to Computer Concepts – Elements of computer – Characteristics of a Computer – Classification of Computers – Basic Computer Architecture – Input-output Devices - Software Concepts: Types of software – Software: its nature and qualities - Windows Operating System Functions.

UNIT II Application of MS Office- Application of MS Word in Business Correspondence: letters, tables, mail merge, labels. Applications of MS Excel: Graphs and Charts – Calculation of various financial functions – MS Access: Tables and Queries. Applications of MS Power Point: Introduction – Toolbar, their Icons and Commands
– Navigating in Power point - Creation of slides, animation, and templates - Designing Presentations – Slide show controls.

UNIT III Applications of Accounting Software Tally (Ver. 9. ERP): Characteristics of the Software Creation of a Company – Accounts Information – Creation of Ledgers – Vouchers – P&L a/c – Balance Sheet – Inventory Handling – Creation of Stock Groups – Creation of Stock Categories – Creation of Stock Items – Accounts of Banking and Departmental Accounting

(Theory – 50% and Practical – 50%)

Text Book

1. Rajagopalan, S.P., Computer Application in Business, Vikas Publishing House, New Delhi.

Reference books

1. Deepak Bharihoke., Fundamentals of IT, Excel Books, New Delhi.
2. Dhiraj Sharma., Foundation of IT, Excel Books, New Delhi.
3. Bhatnagar, S.C. & Ramani, K.V., *Computers and Information Management*, Prentice Hall of India, New Delhi.
4. Martin. *Principles of Data Base Management*, Prentice Hall of India, New Delhi.
5. Sulochana, M., Kameswara Rao, K. & Kishore Kumar, R., *Accounting Systems*, Kalyani Publishers, Hyderabad.
6. Parameswaran, R., *Computer Application in Business*, S.Chand & Co, New Delhi.

Note: Latest edition of text books shall be used.

LIST OF PRACTICAL

Window OS

Practice in settings and search options

MS – Word

Formatting – text documents

Table manipulation

Sorting – Table of Content

Developing a letter and a resume

Practice of mail-merge option

MS –Excel

Formatting – Features

Functions

Chart – Features

MS – Access

Creation of Tables

Manipulating Queries

MS – Power Point

Organisational Structure using Slides

Graphical representation

Tally Programmes

Voucher and Invoice

Stock summary

Final Accounts

SEMESTER V

BCCS 352 - SECRETARIAL PRACTICE

OBJECTIVE: *To provide the students basic knowledge with regard to the procedural aspects of implementing company law in the corporate governess vested with the company secretary*

UNIT-I Company Secretary – kinds of secretary, qualifications, appointment - duties, functions, role & responsibilities, liabilities and removal of company secretary (Appointment and Remuneration of managerial personnel) Rules, 2014, Incorporations and Conversions of Companies - Procedure for incorporation of private/public limited companies, companies limited by guarantee and unlimited companies and their conversions/reconversions; commencement of business; issue of certificate of incorporation and commencement of business; specimen resolution - duties of secretaries; problems at the promotion stage; industrial license.

UNIT-II Alterations, Changes and Modifications: Procedures followed by the secretary for alterations in Memorandum and Articles of Association i.e. change of name, objects, situation of registered office, share capital, articles of the company; specimen resolution therefor.

UNIT-III Allotment/Change in Share Capital and Transfer and Transmission -Procedure for allotment, consolidation/sub-division of shares, conversion of shares into stock/warrants, cancellation of shares, transfer/ transmission of shares, dematerialization of shares - Preparation of Annual Reports, Balance sheet, profit and loss account/ income and expenditure statement, auditor's report, directors' report, statement on corporate governance, directors' responsibility statement, compliance certificate, chairman's statement – Secretarial duties.

UNIT-IV Appointment, Removal and Other Changes: Procedures for appointment, reappointment, removal and varying terms of appointment, fixation/revisions of remuneration of directors including managing and whole-time directors, managers, company secretary, compliance officer, secretary in whole-time practice, auditors, cost auditors, sole selling agents; specimen resolutions.

UNIT-V Membership in a Company: Procedure for induction of members, expulsion of a member, variation of members' rights; procedure for making application to the Court/Company Law Board; specimen resolutions - Meetings: Calling and conducting meetings of Board, its committees, shareholders and others - post-meeting formalities including of minutes; specimen notices and resolutions.

Text Book:

1. N.D.Kapoor, Company Law & Secretarial Practice, Sultan chand, New Delhi.

Reference Books

1. P.K. Ghose & V.Balachander, Company Law & Secretarial Practice.
2. A.Ramaiya, Guide to Companies Act, Wadhwa & Co., Nagpur.
3. Manual of Companies Act, Corporate Laws and SEBI Guidelines: Bharat Law House, New Delhi.
4. Dr.P.N.Reddy and H.R.Appanaiah: Essentials of Company Law and Secretarial Practice, Himalaya Publications.

Note: Latest edition of text books shall be used.

SEMESTER V

BCCS 353 – CORPORATE CONTROL SYSTEM

Objective: To provide the students about understanding the contributions from all functional management of an organization for achieving a high level of quality, productivity an innovation

- UNIT I Management Control System – Meaning - process - importance - strategic planning- strategic formulation - goals and objectives – profitability - goals and economic goals-social goals.
- UNIT II Responsibility Center- Essential elements of responsibility center- measurement of inputs and outputs- expense center- revenue center- profit center – performance - profit center boundaries- economic transfer price-measurement of contribution profit- incentive compensation- cost center- marginal costing and profit planning- cost profit analysis- break even chart- margin of safety- activity based costing- responsibility accounting-control in manufacturing activities- control in distribution activities-control in human resources activities.
- UNIT III Control Process- standard costing and budgetary control- responsibility budgeting- performance budgeting- management by objectives- key variables and financial goal setting-identifying key variables- measures of financial goals- techniques of financial analysis.
- UNIT IV Management Control Information- management control information-MIS-reporting format-Mathematic models of management control- quantities approaches- control of operations- just in time technique (JIT) - total quality management (TQM) - computer aided manufacturing process
- UNIT V Auditing- operational auditing- financial auditing- difference between financial and management auditing-controlling non-value practice in organization:

Text Books:

1. Subhash Chandra Das, Management Control System, PHI Learning Pvt. Ltd. New Delhi

Reference Books:

1. Robert J. Mockler: readings in Management Control: D.B. Taraporvela Sons & Co. Pvt. Ltd.
2. N. Gosh: Management Control System: PHI Learning Pvt. Ltd. New Delhi.

Note: Latest edition of text books shall be used.

SEMESTER V

BCCS 354 - CORPORATE FINANCIAL MANAGEMENT

OBJECTIVE: *To enable students understand the conceptual framework of corporate financial management.*

Unit I Basics of Financial Management- Finance function – Meaning and significance - Goals of financial management – Factors affecting financial decisions.

Unit II Capital Structure: Meaning – Factors affecting capital structure – Capital Structure theories: Traditional and M.M hypotheses- with taxes and without taxes; determining capital structure in practice - Leverages: Measurement of leverage; Meaning and types – Operating leverage, Financial leverage and Combined leverage.

Unit III: Cost of Capital: Meaning and significance of cost of capital – Computation of cost of capital: cost of debt, preference, equity capital and retained earnings – Weighted Average Cost of Capital – Marginal Cost of Capital.

Unit IV: Capital Budgeting : Meaning and Significance – Capital Budgeting Process – Various Project Appraisal techniques : Average Rate of Return; Pay Back Period; DCF Methods –NPV- IRR and Profitability Index; Merits and demerits of appraisal methods; Selection Process under Capital Rationing.

Unit V: Dividend Policy – Factors affecting Dividend Policy – Dividend Payout Methods – Dividend Theories – Walter’s models, Gordon’s models and MM theory.

(Problems: 60%, Theory: 40%)

Text Books:

1. Khan, M.Y. & Jain, P.K, Financial Management Tata McGraw Hill, N Delhi,

Reference Books:

1. M Ravi Kishore, Financial Management, Taxman Publication New Delhi.
2. Chandra, Prasana: Financial Management (Tata McGraw Hill, N. Delhi,)
3. J. C. Vanhorma, Financial Management and Policy, Tata Mac Graw Hill.
4. I. M. Pandey, Financial Management, Vikas Publication New Delhi.

Note: Latest edition of text books shall be used.

SEMESTER V

BCCS 355 - MONEY AND FINANCIAL SYSTEM

OBJECTIVE: *To expose the students to the working of money and financial system prevailing in India.*

UNIT I Money: Functions; Alternative measures to money supply in India – their different Components; Meaning and changing relative importance of each; High powered money - Meaning and uses; Sources of changes in high powered money.

UNIT II Finance: Role of finance in an economy; kinds of finance; Financial System; Companies - Financial intermediaries; Markets and instruments, and their functions.

UNIT III Indian Banking System: Definition of bank; Commercial banks-importance and functions; Structure of commercial banking-importance and Meaning - importance of main liabilities and assets; Regional rural banks; Co-operative banking in India.

UNIT IV Process of Credit Creation By Bank: Credit creation process; Determination of money supply and total bank credit; Interest Rates: Various rates in India (viz., bond rate, bill rate, deposit rates etc.) – impact of inflation and inflationary expectations.

UNIT V The Reserve Bank of India - Functions - Instruments of monetary and credit control; Main features of monetary policy since independence - Development Bank and Other Non-Banking Financial Institutions: their main features; unregulated credit markets in India – main features.

Text Book:

Gupta S.B. Monetary Planning of India S.Chand, New Delhi.

Reference books

1. Khan M.Y, India Financial System – Theory and Practice; Tata McGraw Hill New Delhi.
2. Modern Money & Banking, Roger Miller, McGraw Hill New Delhi
3. Banking Commission: Reports
4. Reserve Bank of India Bulletins

Note: Latest edition of text books shall be used.

SEMESTER V

BCCS 356 - CORPORATE ACCOUNTING

OBJECTIVE: *To enable the students to acquire the basic knowledge of the corporate accounting and to learn the techniques of preparing the financial statement*

- UNIT I **Accounting for share Capital & Debentures**
Issue, Forfeiture and Reissue of forfeited shares: concept & process of book building; Issue of rights and bonus shares; Buy back of shares redemption of Preference shares; Issues and redemption of Debentures.
- UNIT II **Final Accounts**
Preparation of Profit and Loss account and balance sheet of corporate entities (excluding calculation of managerial remuneration) Disposal of Company Profit.
- UNIT III **Valuation of Goodwill and Valuation Shares**
Concepts and calculation: simple problems only
- UNIT IV **Amalgamation of Companies:**
Accounting for Merger, Amalgamation – Absorption and External Reconstruction.
- UNIT V **Accounts of Holding Companies/Parent Companies**
Preparation of consolidated balance sheet with one subsidiary company;
Relevant provisions of Accounting Standard: 21 (ICAI)
(Problems - 80%, Theory - 20%)

Text Book

1. Shukla, M.C., Grewal T.S. & Gupta S.L., Advanced Accountancy, S. Chand & Co., New Delhi

Reference Books

1. Jain, S.P. & Narang, K.L., Advanced Accounting, Kalyani Publications, New Delhi.
2. Gupta, R.L. & Radhaswamy, M., Corporate Accounts Theory Method and Application, Sultan Chand & Co., New Delhi.
3. Arulanandam, M.A. & Raman, K.S., Advanced Accountancy, Part-I, Himalaya Publications, New Delhi.
4. Reddy & Murthy, Corporate Accounting, Margham Publications, Chennai.

Note: Latest edition of text books shall be used.

SEMESTER V

BCCS 357 - PRINCIPLES OF MICRO ECONOMICS

Unit I: Demand and Supply

- (a). **Demand and Supply:** Determinants of demand, movements vs. shift in demand curve, Determinants of Supply, Movement along a supply curve vs. shift in supply curve; - Market equilibrium and price determination.
- (b). Elasticity of demand and supply. (c). Application of demand and supply.

Unit II: Consumer Theory

Ordinal Utility Theory: (Indifference curve approach): Consumer's preferences; Indifference curves; Budget line; Consumer's equilibrium; Income and substitution effect; Price consumption curve and the derivation of demand curve for a commodity; Criticisms of the law of demand.

Unit III: Production and Cost

- (a). Concepts of Production function: Law of variable proportions; Isoquants; Return to scale. Economics and Dis-economies of scale.
- (b). Costs: Costs in the short run. Costs in the long run, Profit maximization and cost minimization. Equilibrium of the firm, Technological Change: the very long run.

Unit IV: Market Structure

- (a). **Perfect Competition:** Assumption; Theory of a firm under perfect competition; Demand and Revenue; Equilibrium of the firm in the short run and long run, The long run industry supply curve: increasing, decreasing and constant cost industry. Allocation efficiency under perfect competition
- (b). **Monopoly:** Short-run and long-run equilibrium of monopoly firm; Concept of supply curve under monopoly; Allocation inefficiency and dead-weight loss monopoly; Price discrimination.
- (c). **Imperfect Competition:** Difference between perfect competitions, monopoly and imperfect competition;
 - (i) Monopolistic Competition: Assumption; Short – run Equilibrium; Long run Equilibrium; Concepts of excess capacity; Empirical relevance.
 - (ii) Oligopoly: Causes for the existence of oligopolistic firms in the market rather than perfect Competition; Cooperative vs. Non cooperative Behaviour and dilemma of oligopolistic firms.

Unit V: Income Distribution and Factor Pricing

Demand for factors. Supply of factor, backward bending supply curve for labour concepts of economic rent; Functional Distribution of Income.

Text Book:

1. Pindyck, R.S., Rubinfeld, D. L. & Mehta, P. L., Microeconomics, Pearson Education

Reference book:

1. Gregory Mankiw, N., Principles of Micro Economics, Cengage Learning
2. Maddala, G.S. & Miller, E., Microeconomics: Theory and Applications, McGraw, Hill Education
3. Salvatore, D. Schaum's Outline: Microeconomic Theory, McGraw-Hill, Education.
4. Case and Fair, Principles of Micro Economics, Pearson Education

Note: Latest edition of text books shall be used.

SEMESTER VI

BCCS 361 - ENTREPRENEURIAL SKILLS

Objective: The purpose of the paper is to orient the learner toward entrepreneurship as a career option and creative thinking and behavior.

Unit I: Introduction

Meaning, elements, determinants and importance of entrepreneurship and creative behavior; Entrepreneurship and creative response to the society's problems and at work; Dimensions of entrepreneurship: intrapreneurship, technopreneurship, cultural entrepreneurship, international entrepreneurship, ecopreneurship, and social entrepreneurship.

Unit II: Sources of Business Ideas and Tests of Feasibility.

Significance of writing the business plan/ project proposal; Contents of business plan/ project proposal; Designing business processes, location, layout, operation, planning & control; preparation of project report (various aspects of the project report such as size of investment, nature of product, market potential may be covered); Project submission/ presentation and appraisal thereof by external agencies, such as financial/non-financial institutions.

Unit III: Mobilising Resources

Mobilizing resources for start-up. Accommodation and utilities; Preliminary contracts with the vendors, suppliers, bankers, principal customers; Contract management: Basic start-up problems.

Text Book:

1. Kuratko & Rao, Entrepreneurship: A South Asian Perspective, Cengage Learning.

Reference Books:

1. Robert Hisrich, Michael Peters & Dean Shepherd, Entrepreneurship, McGraw-Hill Education
2. Desai, V., Dynamics of Entrepreneurial Development and Management, Himalaya Publishing House, Mumbai
3. Dollinger, Mare J., Entrepreneurship: Strategies and Resources, Illinois, Irwin.
4. Holt, David H., Entrepreneurship: New Venture Creation, Prentice-Hall of India, New Delhi.
5. Plsek, Paul E., Creativity, Innovation and Quality. (Eastern Economic Edition), Prentice-Hall of India, New Delhi:

Note: Latest edition of text books may be used.

SEMESTER VI

BCCS 362 - CORPORATE AUDITING

OBJECTIVE: *To impart knowledge about the principles and methods of auditing and their applications*

- UNIT I Introduction Meaning and objectives of auditing Types of audit Internal audit - Internal Check Systems Internal Control
- UNIT II Audit Process: Audit Programme; Audit and books; working papers and evidences, Consideration of commencing and audit; routine checking and test checking.
- UNIT III Audit Procedure: Vouching Verification of assets and liabilities
- UNIT IV Audit to limited Companies:
- Company auditor-Appointment, powers, duties, and liabilities.
 - Divisible profits and dividend
 - Auditor's report-standard reports and qualified report.
 - Special audit of banking companies.
 - Audit of insurance companies
- UNIT V Investigations; Audit of nonprofit companies,
- ii. Where fraud is suspected, and
 - iii. When a running a business is proposed

Text book:

1. Tandon B.N., Principles of Auditing S. Chand & Co., New Delhi

Reference Books

1. Gupta Kamal., Contemporary Auditing; Tata McGraw-Hill New Delhi
2. Pagare Dinkar., Principles and Practice of Auditing; Sultan Chand New Delhi.
3. Sharma T.R, Auditing Principles and Problem; Sahitya Bhawan, Agra.

Note: Latest edition of text books shall be used.

SEMESTER VI

BCCS 363 CORPORATE GOVERNANCE

OBJECTIVES: *To enable the students to understand the concept of corporate governance and impart knowledge of corporate social responsibility and accountability.*

- UNIT I Corporate Governance- concept and issues- history of corporate governance- principles of corporate governance- globalization and corporate governance- Corporate governance practices/codes in India, UK, Japan, Germany and USA.
- UNIT II Legislative Framework of corporate governance in India- clause 49 of Listing Agreement-SEBI guidelines for growth of corporate governance- tools ensuring corporate governance- cost audit methodology and corporate governance- internal audit for corporate governance- nature- scope-functions- planning process- investigation of fraud- internal audit reports-statutory audit for corporate governance- audit committee as per Companies Act-2013.
- UNIT III Board effectiveness- types of board of directors - role of board of directors- responsibility and duties of directors- role of independent directors-role of chairman - functions of Chairman - role of CEO - functions of CEO - relationship between directors and executives.
- UNIT IV Corporate Governance and shareholders' rights - rights of shareholders- responsibility of shareholders - minority shareholders protection-role of investor association in securing shareholders rights- role of institutional investors in corporative governance- Corporate governance and other stakeholders viz employees, lenders, vendors, government, society- stakeholder protection.
- UNIT V Corporate Social Responsibility- nature of activities- evaluation of CSR projects- corporate social responsibility methods- CSR as per Companies Act, 2013 - corporate governance and business ethics - concepts and importance- benefits of ethics- corporate philosophy and culture- managing ethics and legal compliance.

Text Book:

1. Business Ethics and Corporate Governance, C.S.V Murthy.HPH

Reference books:

1. Corporate Governance, Fernando, Pearson
2. Corporate Governance & Business Ethics, U.C. Mathur, MacMillan
3. Gupta, L.C. Corporate Boards and Nominee Directors, Oxford University press.
4. N. Gopalamay, Corporate Governance, Wheeler Publishing.

Note: Latest edition of text books shall be used.

SEMESTER VI

BCCS 364 - PRINCIPLES OF MARKETING

OBJECTIVE: *To enable students to understand the conceptual framework of marketing and process of decision making under various environmental constraints*

- UNIT I Introduction: Nature and scope of marketing - Importance of Marketing as a business function in the economy; Marketing concepts - traditional and modern; selling vs. marketing - Marketing mix; Marketing environment - Consumer Behavior and Market Segmentation; Nature, Scope, and significance of consumer behaviour and market segmentation - concept and importance Bases for market segmentation.
- UNIT II Product: Concept of Product, Consumer, and industrial goods, Product Planning and development - Packaging - role and functions; Brand and trade mark; After sale service; product life cycle concept.
- UNIT III Price: Importance of price in marketing mix; Factors affecting price of a product/service; Discounts and rebates – pricing methods.
- UNIT IV Distribution Channels and Physical Distribution: Distribution Channels – Concept and Role - types of distribution channels - Factors affecting choice of a distribution channel; Retailer and wholesaler; Physical distribution of goods Transportation; Warehousing; inventory control - Order Processing.
- UNIT V Promotion: Methods of Promotion Optimum promotion mix Advertising media – their Relative merits and limitations, Characteristics of an effective advertisement, Personal Selling: selling as a career, Classification of a successful sales personal Functions of salesman.

Text Book

1. Phillip Kotler. Marketing Management, Englewood cliffs, Prentice Hall, NJ

Reference Books

1. Richard M. S Wilson, Colin Gilligan, Strategic Marketing Management, Viva Books Pvt. Ltd.
2. Walker – Boyd, Larreche, Marketing Strategies – Planning Implementations, TataMacgraw Hill.
3. Neelamegam, S. Marketing in India: Cases and Readings, Vikas, New Delhi

Note: Latest edition of text books shall be used.

SEMESTER VI

BCCS 365 - RESEARCH TECHNIQUES

OBJECTIVE: *To give an understanding about the formulation of research objectives to determine the scope, depth and overall direction of the research.*

UNIT I Research Methodology - An introduction – Meaning of research – objectives – types of research – criteria of good research.

UNIT II Research Problems - Research problem – sources of research problems – selecting the problem – research design – types.

UNIT III Methods of Data Collection - Primary data, Secondary data, Questionnaire, Schedule, Observation, Interview.

UNIT IV Analysis of Data - Analysis – Types of Analysis – Standard Deviation – Correlation – Regression - Chi-square Test – Parametric and Non-Parametric techniques.

UNIT V Report Writing - Definition of Report Writing – Types of Report – Components of Reports – Precautions.

Text Book:

1. Research Methodology – C.R. Kothari – Wishwa Prakashan.

Reference Books:

1) Gideon Sjoberg & Roger Nett; A methodology for a social Research, Rowat Publication, New Delhi.

2) Roa KV, Research Methodology; Himalaya, Bombay.

3) D.Amarchand (Ed), Research Methods in commerce, Emerald, Madras.

4) Anderson. T.W, Introduction to Multivariate statistical analysis, Wileyestern, New York.

5) Hajek, Jaroslav, A course in Non- Parametric Statisitics, Holden day, San Francisco.

6) Daniel, Wagne W, Biostatistics, Wiley & Sais, Taranto.

Note: Latest edition of text books shall be used.

SEMESTER VI

BCCS 366 - INSTITUTIONAL TRAINING AND REPORT

This paper comprises of two elements viz. Institutional Training (50 Marks) and Report (50 Marks).

The Rationale behind the institutional training is to

- Expose the students to the various functions of an organization especially those involved in corporate entity.
- Help the Students to sharpen their written communication skills
- Provide a better understanding of the Students for application of concepts that have been learned through the course.

Instructions to the students

- The students may choose any organization of their choice for the purpose of training: small, medium or large, preferably engaged in Corporate entity.
- The Students should try to learn the various operations of the organisation by visiting, interacting with the personnel and taking part in the field activities if possible. They may collect all information published and otherwise related to the unit.
- The collected information should be presented in an organized and structured way in the form of a report neatly typed (one side only) on A4 paper and submitted to the respective department in hard bound/spiral bound form.
- Students should avail the assistance of the faculty guide allotted to them for any help and guidance required to complete the institutional training reports.
- The period of institutional training would be a minimum of three weeks (21 days) and it is to be undertaken at the end of the second year of the course (end of fourth semester i.e., during summer vacation), monitored by the respective guide.
- The report must be submitted to the department during the sixth semester before the commencement of the end semester examination. Based on the report and other criteria mentioned below, internal and external marks will be awarded to each student at the end of sixth semester by the faculty guides and the external marks.
- The allotment of Marks for the Institutional Training and reports will be based on the following distribution.

EVALUATION PROCEDURE:

Evaluation elements	Internal	External	Total
Report	20	30	50
Viva – Voce	20	30	50
Total	40	60	100

SEMESTER VI

BCCS 367- INDIAN ECONOMY

Objectives: To enable the students to grasp the major economic problems in India and their solutions. It also seeks to provide an understanding of modern tools of macro-economic analysis and policy framework.

Unit I: Basic Issues and Features of Indian Economy: Concept and Measures of Development and Underdevelopment; Human Development; Composition of national income and occupational structure.

Unit II: Policy Regimes:

- a) The Evolution of planning and import substituting industrialization.
- b) Economic Reforms since 1991.
- c) Monetary and Fiscal policies with their implications on economy

Unit III: Growth, Development and Structural Change

- a) The experience of Growth, Development and Structural Change in different phases of growth and policy regimes across sectors and regions.
- b) The Institutional Framework: Patterns of assets ownership in agriculture and industry; Policies for restructuring agrarian relations and for regulating concentration of economic power;
- c) Changes in policy perspectives on the role of institutional framework after 1991.
- d) Growth and Distribution; Unemployment and Poverty; Human Development; Environmental concerns.
- e) Demographic Constraints: Interaction between population change and economic development.

Unit IV: Sectoral Trends and Issues

- a) *Agriculture Sector:* Agrarian growth and performance in different phases of policy regimes i.e. pre green revolution and the two phases of green revolution; Factors influencing productivity and growth; the role of technology and institutions; price policy, the public distribution system and food security.
- b) *Industry and Services Sector:* Phases of Industrialisation – the rate and pattern of industrial growth across alternative policy regimes; Public sector – its role, performance and reforms; The small scale sector; Role of Foreign capital.
- c) *Financial Sector:* Structure, Performance and Reforms. Foreign Trade and Balance of Payments: Structural Changes and Performance of India's Foreign Trade and Balance of Payments; Trade Policy Debate; Export policies and performance; Macro-Economic Stabilisation and Structural Adjustment; India and the WTO, Role of FDI, Capital account convertibility,

Unit VI: Inflation, Unemployment and Labour Market: Inflation: Causes of rising and falling inflation, inflation and interest rates, social costs of inflation; Unemployment – natural rate of unemployment, frictional and wait unemployment. Labour market and its interaction with production system; Phillips curve, the trade-off between inflation and unemployment, sacrifice ratio, role of expectations adaptive and rational.

Text Book:

1. Mishra & Puri, Indian Economy, Himalaya Publishing House

Reference Books:

1. Dhingra, I. C., Indian Economy, Sultan Chand & Sons
2. Gaurav, D. & Sundarum, K.P.M., Indian Economy, S. Chand & Company
3. Uma Kapila, Indian Economy since Independence, Relevant articles
4. Bhagwati, J. & Desai, P., India: Planning for industrialization, OUP, Ch 2
5. Patnaik, Prabhat. Some Indian Debates on Planning. T. J. Byres (ed.). The Indian Economy: Major Debates since Independence, OUP
6. Ahluwalia, Montek, S. State-level Performance under Economic Reforms in India in A. O. Krueger. (ed.). Economic Policy Reforms and the Indian Economy, The University of Chicago Press.

Note: Latest edition of text books may be used.