

# UNIVERSITY OF NORTH BENGAL

## COURSE STRUCTURE FOR B.COM HONOURS PROGRAM 3 YEARS (6 SEMESTERS) UNDER CHOICE BASED CREDIT SYSTEM (CBCS)

### SEMESTER - I

Course No.	Course Title	Course Type	Marks	Credits
AECC –1	Environmental Studies	AECC - I	100	2
DSC – 1	Financial Accounting	Core Course – I	75	5+1 (T)
DSC – 2	Business Law	Core Course – II	75	5+1 (T)
GE- 1	Micro Economics	GE-I	75	5+1 (T)
Total			325	20 Credits

### SEMESTER - II

Course No.	Course Title	Course Type	Marks	Credits
AECC – 2	English/MIL Communication	AECC – II	50	2
DSC – 3	Management Principles and Applications	Core Course – III	75	5+1 (T)
DSC – 4	Corporate Laws	Core Course – IV	75	5+1 (T)
GE - 2	Macro Economics	GE-II	75	5+1 (T)
Total			275	20 Credits

### SEMESTER - III

Course No.	Course Title	Course Type	Marks	Credits
DSC – 5	Human Resource Management	Core Course – V	75	5+1 (T)
DSC – 6	Income-tax Law and Practice	Core Course - VI	75	5+1 (T)
DSC – 7	Corporate Accounting	Core Course – VII	75	5+1 (T)
GE - 3	Business Statistics	GE-III	75	5+1 (T)
SEC - 1	Entrepreneurship	SEC - I	75	2
Total			375	26 Credits

### SEMESTER – IV

Course No.	Course Title	Course Type	Marks	Credits
DSC – 8	Cost Accounting	Core Course – VIII	75	5+1 (T)
DSC – 9	Business Mathematics	Core Course – IX	75	5+1 (T)
DSC – 10	Principles of Marketing	Core Course – X	75	5+1 (T)
GE - 4	Indian Economy	GE-IV	75	5+1 (T)
SEC - 2	E-Commerce	SEC – II	75	2
Total			375	26 Credits

**SEMESTER – V**

Course No.	Course Title	Course Type	Marks	Credits
DSC – 11	Computer Applications in Business	Core Course – XI	75	4+2 (4PP)
DSC – 12	Fundamentals of Financial Management	Core Course – XII	75	5+1(T)
DSE – 1	<b>DSE – I</b> (Any <b>ONE</b> of the following) (a) Banking and Insurance (b) Advertising	DSE – I	75	5+1 (T) 5+1 (T)
DSE - 2	<b>DSE – II</b> (Any <b>ONE</b> of the following) (a) Management Accounting (b) Industrial Relations and Labour Laws.	DSE – II	75	5+1 (T) 5+1 (T)
Total			300	24 Credits

**SEMESTER – VI**

Course No.	Course Title	Course Type	Marks	Credits
DSC - 13	Auditing and Corporate Governance	Core Course – XIII	75	5+1 (T)
DSC - 14	Goods and Services Tax and Customs Duty	Core Course – XIV	75	5+1 (T)
DSE - 3	<b>DSE –III</b> (Any <b>ONE</b> of the following) a. Computerized Accounting & Systems b. Fundamentals of Investment	DSE – III	75	4+2(4PP) 5+1 (T)
DSE - 4	<b>DSE – IV</b> (Any <b>ONE</b> of the following) a. Financial Markets, Institutions and Financial Services b. Business Research Methods and Project Work	DSE – IV	75	5+1(T) 5+1 (T)
Total			300	24 Credits
<b>Grand Total</b>			<b>1950</b>	<b>140Credits</b>

**Abbreviation Explained:**

AECC = Ability Enhancement Compulsory Course,

SEC = Skill Enhancement Elective Course

GE = Generic Elective Course,

DSE = Discipline Specific Elective Course

**Notes:**

1. Credit 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.
2. 1 credit also means 2 practical periods
3. 1(T) means 1 tutorial period for doubt clearing and others
4. Each semester requires 90 actual teaching days in 15-18 weeks.
5. Odd Semesters i.e. Sem. I, Sem. III and Sem. V last from July to December every year.
6. Even Semesters i.e. Sem. II, Sem. IV and Sem. VI last from January to June every year.

# **B Com Honours Program: Three-Year (6-Semester)**

## **CBCS Programme**

### **Basic Structure: Distribution of Courses**

1	<b>Ability Enhancement Compulsory Course (AECC)</b>	2 Courses of 2 Credit Hrs. each (Total Credit Hrs. 2X2)	<b>4</b>
2	<b>Skill Enhancement Elective Course (SEC)</b>	2 Courses of 2 Credit Hrs. each (Total Credit Hrs. 2X2)	<b>4</b>
3	<b>CORE COURSE</b>	14 Courses of 6 Credit Hrs. each (Total Credit Hrs. 14X6)	<b>84</b>
4	<b>Discipline Specific Elective (DSE)</b>	4 Courses of 6 Credit Hrs. each (Total Credit Hrs. 4X6)	<b>24</b>
5	<b>Generic Elective (GE)</b>	4 Courses of 6 Credit Hrs. each (Total Credit Hrs. 4X6) (	<b>24</b>
	<b>Total Credit Hrs</b>		<b>140</b>

**UNIVERSITY OF NORTH BENGAL**  
SYLLABUS FOR B.COM HONOURS PROGRAM: 3 YEARS (6 SEMESTERS)  
UNDER CHOICE BASED CREDIT SYSTEM (CBCS)

**B.Com. Honours Program:**  
**Semester - I**  
**Course AECC - 1: Environmental Studies**

**Marks – 100**

**Common Syllabus to be notified by the Board of Studies in Environmental Science**

**B.Com. Honours Program:  
Semester - I  
Course DSC - 1: Financial Accounting**

**Marks: 75**

**Lectures: 65**

**Objectives:** The objective of this Course is to help students to acquire conceptual knowledge of the financial accounting and to impart skills for recording various kinds of business transactions.

**CONTENTS**

**Unit 1: (a) Theoretical Framework**

**3 Lectures**

- i. Accounting as an information system, the users of financial accounting information and their needs. Qualitative characteristics of accounting, information. Functions, advantages and limitations of accounting. Branches of accounting. Bases of accounting; cash basis and accrual basis.
- ii. The nature of financial accounting principles – Basic concepts and conventions: entity, money measurement, going concern, cost, realization, accruals, periodicity, consistency, prudence (conservatism), materiality and full disclosures.
- iii. Financial accounting standards: Concept, benefits, procedure for issuing accounting standards in India. Salient features of First-Time Adoption of Indian Accounting Standard (Ind-AS) 101. International Financial Reporting Standards (IFRS): - Need and procedures. Features of Indian Accounting Standard (Ind-AS): 2

**(b) Accounting Process**

**5 Lectures**

From recording of a business transaction to preparation of trial balance including adjustments

**Unit 2: (a) Business Income**

**10 Lectures**

- i. Measurement of business income-Net income: the accounting period, the continuity doctrine and matching concept. Objectives of measurement.
- ii. Revenue recognition: Recognition of expenses.
- iii. The nature of depreciation. The accounting concept of depreciation. Factors in the measurement of depreciation. Methods of computing depreciation: straight line method and diminishing balance method; Disposal of depreciable assets-change of method.

**(b) Final Accounts**

**7 Lectures**

Capital and revenue expenditures and receipts: general introduction only. Preparation of financial statements of non-corporate business entities

**Unit 3: Accounting for Hire Purchase and Installment Systems, Consignment and Joint Venture 15 Lectures**

- i. **Hire Purchase** :Calculation of interest, partial and full repossession, Hire purchase trading (total cash price basis), stock and debtors system; Concepts of operating and financial lease (theory only)
- ii. **Consignment**: Features, Accounting treatment in the books of the consignor and consignee.
- iii. **Joint Venture**: Accounting procedures: Joint Bank Account, Records Maintained by Co-venturer of (a) all transactions (b) only his own transactions. (Memorandum joint venture account).

**Unit 4: Accounting for Inland Branches**

**15 Lectures**

Concept of dependent branches; accounting aspects; debtors system, stock and debtors system, branch final accounts system and whole sale basis system. Independent branches: concept-accounting treatment: important adjustment entries and preparation of consolidated profit and loss account and balance sheet.

**Unit 5: Accounting For Dissolution of the Partnership Firm 10 Lectures**

Accounting of Dissolution of the Partnership Firm Including Insolvency of partners, sale to a limited company and piecemeal distribution

**Note:**

1. The relevant Indian Accounting Standards in line with the IFRS for all the above topics should be covered.
2. Any revision of relevant Indian Accounting Standard would become applicable immediately.

**Suggested Readings:**

1. Robert N Anthony, David Hawkins, Kenneth A. Merchant, *Accounting: Text and Cases*. McGraw-Hill Education, 13<sup>th</sup> Ed. 2013.
2. Charles T. Horngren and Donna Philbrick, *Introduction to Financial Accounting*, Pearson Education.
3. J.R. Monga, *Financial Accounting: Concepts and Applications*. Mayur Course Backs, New Delhi.
4. M.C.Shukla, T.S. Grewal and S.C.Gupta. *Advanced Accounts. Vol.-I*. S. Chand & Co., New Delhi.
5. S.N. Maheshwari, and. S. K. Maheshwari. *Financial Accounting*. Vikas Publishing House, New Delhi.
6. Deepak Sehgal. *Financial Accounting*. Vikas Publishing H House, New Delhi.
7. Bhushan Kumar Goyal and HN Tiwari, *Financial Accounting*, International Book House
8. Goldwin, Alderman and Sanyal, *Financial Accounting*, Cengage Learning.
9. Tulsian, P.C. *Financial Accounting*, Pearson Education.
10. *Compendium of Statements and Standards of Accounting*. The Institute of Chartered Accountants of India, New Delhi
11. M. Haniff&A. Mukherjee , *Financial Accounting 2<sup>nd</sup> Edition*
12. *Basu & Das, Financial Accounting , Rabindra Library*
13. *SP Jain &k.LNarang, Financial Accounting , Kalyani Publishers*

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

**B.Com. Honours Program:  
Semester - I  
Course DSC - 2: BUSINESS LAW**

**Marks: 75**

**Lectures: 65**

**Objective:** The objective of the course is to impart basic knowledge of the important business legislation along with relevant case law.

**Contents:**

**Unit 1: The Indian Contract Act, 1872: General Principle of Law of Contract** **13 Lectures**

- a) Contract – meaning, characteristics and kinds
- b) Essentials of a valid contract - Offer and acceptance, consideration, contractual capacity, free consent, legality of objects.
- c) Void agreements
- d) Discharge of a contract – modes of discharge, breach and remedies against breach of contract.
- e) Contingent contracts
- f) Quasi - contracts

**Unit 2: The Indian Contract Act, 1872: Specific Contract** **13 Lectures**

- i. Contract of Indemnity and Guarantee
- ii. Contract of Bailment
- iii. Contract of Agency

**Unit 3: The Sale of Goods Act, 1930** **13 Lectures**

- i. Contract of sale, meaning and difference between sale and agreement to sell.
- ii. Conditions and warranties
- iii. Transfer of ownership in goods including sale by a non-owner
- iv. Performance of contract of sale
- v. Unpaid seller – meaning, rights of an unpaid seller against the goods and the buyer.

**Unit 4: Partnership Laws** **13 Lectures**

**The Limited Liability Partnership Act, 2008**

Salient Features of LLP

Differences between LLP and Partnership, LLP and Company

LLP Agreement,

Partners and Designated Partners

Incorporation Document

Incorporation by Registration

Partners and their Relationship

**Unit 5: The Negotiable Instruments Act 1881** **13 Lectures**

1. Meaning, Characteristics, and Types of Negotiable Instruments : Promissory Note, Bill of Exchange, Cheque
2. Holder and Holder in Due Course, Privileges of Holder in Due Course.
3. Negotiation: Types of Endorsements
4. Crossing of Cheque
5. Bouncing of Cheque

**Suggested Readings:**

1. M.C. Kuchhal, and VivekKuchhal, *Business Law*, Vikas Publishing House, New Delhi.
2. Avtar Singh, *Business Law*, Eastern Book Company, Lucknow.
3. Ravinder Kumar, *Legal Aspects of Business*, Cengage Learning
4. SN Maheshwari and SK Maheshwari, *Business Law*, National Publishing House, New Delhi.
5. Aggarwal S K, *Business Law*, Galgotia Publishers Company, New Delhi.
6. Bhushan Kumar Goyal and Jain Kinneri, *Business Laws*, International Book House
7. SushmaArora, *Business Laws*, TaxmannPulications.
8. AkhileshwarPathak, *Legal Aspects of Business*, McGraw Hill Education, 6<sup>th</sup> ed.
9. P C Tulsian and Bharat Tulsian, *Business Law*, McGraw Hill Education
10. Sharma, J.P. and SunainaKanojia, *Business Laws*, Ane Books Pvt. Ltd., New Delhi
11. Bunes Laws, Garg, Sareen& Sharma, Kalyani Publishers

**Note: Latest edition of text books may be used.**



**B.Com. Honours Program:  
Semester - I**

**Course – GE – 1: MICRO ECONOMICS**

**Marks: 75**

**Lectures: 65**

**Objective:** The objective of the course is to acquaint the students with the concepts of microeconomics dealing with consumer behavior. The course also makes the student understand the supply side of the market through the production and cost behavior of firms

**CONTENTS**

**Unit 1: Demand and Consumer Behaviour**

**13 lectures**

Concepts of revenue: marginal and Average: Revenue under conditions of Perfect and imperfect competition Elasticity of demand: price, income and cross.

Consumer Behaviour: Indifference curve analysis of consumer behavior; Consumer's equilibrium (necessary and sufficient conditions). Price elasticity and price consumption curve, income consumption curve and Engel curve, price change and income and substitution effects. Indifference curves as an analytical tool (cash subsidy v/s. kind subsidy). Revealed Preference Theory.

**Unit 2: Production and Cost**

**13 lectures**

Production isoquants, marginal rate of technical substitution, economic region of production, optimal combination of resources, the expansion path, isoclines, returns to scale using isoquants.

Cost of Production: Social and private costs of production, long run and short run costs of production. Economies and diseconomies of scale and the shape to the long run average cost. Learning curve and economies of scale.

**Unit 3: Perfect Competition**

**13 lectures**

Perfect competition: Assumptions. Equilibrium of the firm and the industry in the short and the long runs, including industry's long run supply curve. Measuring producer surplus under perfect competition. Stability Analysis – Walrasian and Marshallian. Demand - supply analysis including impact of taxes and subsidy.

**Unit 4: Monopoly**

**10 lectures**

Monopoly: Monopoly short run and long run equilibrium. Shifts in demand curve and the absence of the supply curve. Measurement of monopoly power and the rule of thumb for pricing. Horizontal and vertical integration of firms. The social costs of monopoly power including deadweight loss. Degrees of price discrimination.

**Unit 5: Imperfect Competition**

**16 lectures**

Monopolistic Competition and Oligopoly: Monopolistic competition price and output decision-equilibrium. Monopolistic Competition and economic efficiency Oligopoly and Interdependence – Cournot's duopoly model, Stackelberg model, Kinked demand model. Prisoner's dilemma, collusive oligopoly – price-leadership model – dominant firm, cartels, sales maximization, Contestable markets theory. Pricing Public Utilities.

**Suggested Readings:**

1. Pindyck, R.S., D. L. Rubinfeld and P. L. Mehta; *Microeconomics*, Pearson Education.
2. N. Gregory Mankiw, *Principles of Micro Economics*, Cengage Learning
3. Maddala G.S. and E. Miller; *Microeconomics: Theory and Applications*, McGraw-Hill Education.
4. Salvatore, D. *Schaum's Outline: Microeconomic Theory*, McGraw-Hill, Education.
5. Case and Fair, *Principles of Micro Economics*, Pearson Education
6. Koutsiyannis, *Modern Micro Economic Theory*.
7. C Snyder, *Microeconomic Theory: Basic Principles and Extensions*, Cengage Learning
8. Bilas, Richard A., *Microeconomics Theory: A Graphical Analysis*, McGraw-Hill Education.
9. Paul A Samuelson, William D Nordhaus, *Microeconomics*, McGraw-Hill Education.
10. Amit Sachdeva, *Micro Economics*, KusumLata Publishers

**B.Com. Honours Program:  
Semester – 11**

**Course AECC - 2: English//MIL Communication**

**Marks – 50**

**Common Syllabus to be notified by the Board of Studies in English/ MIL subjects**

## **B.Com. Honours Program:**

### **Semester – 11**

#### **Course – DSC - 3: MANAGEMENT PRINCIPLES AND APPLICATION**

**Marks: 75**

**Lectures: 65**

**Objective:** The objective of the course is to provide the student with an understanding of basic management concepts, principles and practices.

#### **Contents**

##### **Unit 1: Introduction**

**Lectures: 13**

1. Concept: Need for Study, Managerial Functions – An overview; Co-ordination: Essence of Managership
2. Evolution of the Management Thought, Classical Approach – Taylor, Fayol, Neo-Classical and Human Relations Approaches – Mayo, Hawthorne Experiments, Behavioural Approach, Systems Approach, Contingency Approach – Lawrence & Lorsch, MBO - Peter F. Drucker, Re-engineering - Hammer and Champy, Michael Porter – Five-force analysis, Three generic strategies and value-chain, analysis, Senge's Learning Organisation, 'Fortune at the Bottom of the Pyramid' – C.K. Prahalad.

##### **Unit 2: Planning**

**Lectures: 13**

1. Types of Plan – An overview to highlight the differences
2. Strategic planning – Concept, process, Importance and limitations
3. Environmental Analysis and diagnosis (Internal and external environment) – Definition, Importance and Techniques (SWOT/TOWS/WOTS-UP, BCG Matrix, Competitor Analysis), Business environment; Concept and Components
4. Decision-making – concept, importance; Committee and Group Decision-making, Process, Perfect rationality and bounded rationality, Techniques (qualitative and quantitative, MIS, DSS)

##### **Unit 3: Organising**

**Lectures: 13**

Concept and process of Organising – An overview, Span of management, Different types of authority (line, staff and functional), Decentralisation, Delegation of authority  
Formal and Informal Structure; Principles of Organising; Network Organisation Structure

##### **Unit 4: Staffing and Leading**

**Lectures: 13**

1. *Staffing*: Concept of staffing, staffing process
2. *Motivation*: Concept, Importance, extrinsic and intrinsic motivation; Major Motivation theories - Maslow's Need-Hierarchy Theory; Herzberg's Two-factor Theory, Vroom's Expectation Theory.
3. *Leadership*: Concept, Importance, Major theories of Leadership (Likert's scale theory, Blake and Mouten's Managerial Grid theory, House's Path Goal theory, Fred Fielder's situational Leadership), Transactional leadership, Transformational Leadership, Transforming Leadership.
4. *Communication*: Concept, purpose, process; Oral and written communication; Formal and informal communication networks, Barriers to communication, Overcoming barriers to communication.

##### **Unit 5: Control**

**Lectures: 13**

- a. *Control*: Concept, Process, Limitations, Principles of Effective Control, Major Techniques of control - Ratio Analysis, ROI, Budgetary Control, EVA, PERT/CPM.
- b. Emerging issues in Management

### **Suggested Readings:**

1. Harold Koontz and Heinz Weihrich, *Essentials of Management: An International and Leadership Perspective*, McGraw Hill Education.
2. Stephen P Robbins and Madhushree Nanda Agrawal, *Fundamentals of Management: Essential Concepts and Applications*, Pearson Education.
3. George Terry, *Principles of Management*, Richard D. Irwin
4. Newman, Summer, and Gilbert, *Management*, PHI
5. James H. Donnelly, *Fundamentals of Management*, Pearson Education.
6. B.P. Singh and A.K.Singh, *Essentials of Management*, Excel Books
7. Griffin, *Management Principles and Application*, Cengage Learning
8. Robert Kreitner, *Management Theory and Application*, Cengage Learning
9. TN Chhabra, *Management Concepts and Practice*, Dhanpat Rai & Co. (Pvt. Ltd.), New Delhi
10. Peter F Drucker, *Practice of Management*, Mercury Books, London
11. Sharma & Gupta, *Management Principle and Applications* , Kalyani Publishers

**Note: Latest edition of text books may be used.**

**B.Com. Honours Program:  
Semester – 11  
Course – DSC - 4: CORPORATE LAWS**

**Marks: 75**

**Lectures: 65**

**Objective:** The objective of the course is to impart basic knowledge of the provisions of the Companies Act 2013 and the Depositories Act, 1996. Case studies involving issues in corporate laws are required to be discussed.

**Contents**

**UNIT 1: Introduction**

**20 Lectures**

Administration of Company Law [including National Company Law Tribunal (NCLT), National Company Law Appellate Tribunal (NCLAT), Special Courts]; Characteristics of a company; lifting of corporate veil; types of companies including one person company, small company, and dormant company; association not for profit; illegal association; formation of company, on-line filing of documents, promoters, their legal position, pre-incorporation contract; on-line registration of a company.

**UNIT 2: Documents**

**18 Lectures**

Memorandum of association, Articles of association, Doctrine of constructive notice and indoor management, prospectus-shelf and red herring prospectus, misstatement in prospectus, GDR;

**UNIT 3: Management**

**20 Lectures**

Classification of directors, women directors, independent director, small shareholder's director; disqualifications, director identity number (DIN); appointment; Legal positions, powers and duties; removal of directors; Key managerial personnel, managing director, manager; *Meetings:* Meetings of shareholders and board of directors; Types of meetings, Convening and conduct of meetings, Requisites of a valid meeting, postal ballot, meeting through video conferencing, e-voting.

Committees of Board of Directors - Audit Committee, Nomination and Remuneration Committee, Stakeholders Relationship Committee, Corporate Social Responsibility Committee

**UNIT 4: Depositories Law**

**7 Lectures**

The Depositories Act 1996 – Definitions; rights and obligations of depositories; participants issuers and beneficial owners; inquiry and inspections, penalty.

**Suggested Readings:**

- a) MC Kuchhal, *Modern Indian Company Law*, Shri Mahavir Book Depot (Publishers), Delhi.
- b) GK Kapoor and Sanjay Dhamija, *Company Law*, Bharat Law House, Delhi.
- c) Anil Kumar, *Corporate Laws*, Indian Book House, Delhi
  
- d) Reena Chadha and Sumant Chadha, *Corporate Laws*, Scholar Tech Press, Delhi.
- e) Avtar Singh, *Introduction to Company Law*, Eastern Book Company
- f) Ramaiya, *A Guide to Companies Act*, LexisNexis, Wadhwa and Buttersworth.
- g) *Manual of Companies Act, Corporate Laws and SEBI Guideline*, Bharat Law House, New Delhi,.
- h) *A Compendium of Companies Act 2013, along with Rules*, by Taxmann Publications.
- i) Gower and Davies, *Principles of Modern Company Law*, Sweet & Maxwell
- j) Sharma, J.P., *An Easy Approach to Corporate Laws*, Ane Books Pvt. Ltd., New Delhi
- k) Garg, Sareen, Sharma & Dhingra, *Corporate Legal Framework*, Kalyani Publishers

**Note: Latest edition of text books may be used.**

**B.Com. Honours Program:  
Semester – 11**

**Course – GE - 2:MACRO ECONOMICS**

**Marks: 75**

**Lectures: 65**

**Objectives:** The course aims at providing the student with knowledge of basic concepts of the macro economics. The modern tools of macro-economic analysis are discussed and the policy framework is elaborated, including the open economy.

**Contents**

**Unit 1: Introduction**

**5 Lectures**

concepts and variables of macroeconomics, income, expenditure and the circular flow, components of expenditure. Static macroeconomic analysis short\_ and the long run – determination of supply, determination of demand, and conditions of equilibrium

**Unit 2: Economy in the short run**

**15 Lectures**

IS–LM framework, fiscal and monetary policy, determination of aggregate demand, shifts in aggregate demand, aggregate supply in the short and long run, and aggregate demand–aggregate supply analysis.

**Unit 3: Inflation, Unemployment and Labour market**

**17 Lectures**

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

**Unit 4: Open economy**

**13 Lectures**

Open economy – flows of goods and capital, saving and investment in a small and a large open economy, exchange rates, Mundell – Fleming model with fixed and flexible prices in a small open economy with fixed and with flexible exchange rates, interest-rate differentials case of a large economy.

**Unit 5:**

**7 Lectures**

Behavioral Foundations- Investment –determinants of business fixed investment, effect of tax, determinants of residential investment and inventory investment. Demand for Money – Portfolio and transactions theories of demand for real balances, interest and income elasticities of demand for real balances. Supply of money

**Unit 6: Game Theory:**

**8 Lectures**

Concept, 2 person Zero – sum game, application of Baye’s Theorem.

**Suggested Readings**

- a) Mankiw, N. Gregory. Principles of *Macroeconomics*. Cengage Learning
- b) Robert J Gordon, *Macroeconomics*, Pearson Education
- c) Branson, William H. *Macroeconomic Theory and Policy*. HarperCollins India Pvt. Ltd.
- d) RudigerDornbusch and Stanley Fischer, *Macroeconomics*. McGraw-Hill Education.
- e) RudigerDornbusch, Stanley Fischer, and Richard Startz, *Macroeconomics*. McGraw-Hill Education
- f) Oliver J. Blanchard, *Macroeconomics*, Pearson Education
- g) G. S. Gupta, *Macroeconomics: Theory and Applications*, McGraw-Hill Education
- h) Shapiro, *Macroeconomic Analysis*,
- i) Paul A Samuelson, William D Nordhaus, and SudipChaudhuri, *Macroeconomic*, McGraw-Hill Education

**Latest edition of text books may be used.**

**B.Com. Honours Program:  
Semester - III  
Course – DSC - 5: HUMAN RESOURCE MANAGEMENT**

**Marks: 75**

**Lectures: 65**

**Objective:** The objective of the course is to acquaint students with the techniques and principles to manage human resource of an organisation.

**Contents**

**Unit 1: Introduction**

**13 Lectures**

Human Resource Management: Concept and Functions, Role, Status and competencies of HR Manager, HR Policies, Evolution of HRM, HRM vs HRD. Emerging Challenges of Human Resource Management; Workforce diversity; Empowerment; Downsizing; VRS; Human Resource Information System

**Unit 2: Acquisition of Human Resource**

**13 Lectures**

Human Resource Planning- Quantitative and Qualitative dimensions; job analysis – job description and job specification; Recruitment – Concept and sources; Selection – Concept and process; test and interview; placement and induction

**Unit 3: Training and Development**

**13 Lectures**

Concept and Importance; Identifying Training and Development Needs; Designing Training Programmes; Role-Specific and Competency-Based Training; Evaluating Training Effectiveness; Training Process Outsourcing; Management Development; Career Development.

**Unit 4: Performance Appraisal**

**13 Lectures**

Nature, objectives and importance; Modern techniques of performance appraisal; potential appraisal and employee counseling; job changes - transfers and promotions; Compensation: concept and policies; job evaluation; methods of wage payments and incentive plans; fringe benefits; performance linked compensation.

**Unit 5: Maintenance**

**13 Lectures**

Employee health and safety; employee welfare; social security; Employer-Employee relations- an overview; grievance-handling and redressal; Industrial Disputes: causes and settlement machinery

**Suggested Readings:**

- a) Gary Dessler. *A Framework for Human Resource Management*. Pearson Education.
- b) DeCenzo, D.A. and S.P. Robbins, *Personnel/HRM*, Pearson Education.
- c) Bohlander and Snell, *Principles of Human Resource Management*, Cengage Learning
- d) Ivancevich, John M. *Human Resource Management*. McGraw Hill.
- e) Wreather and Davis. *Human Resource Management*. Pearson Education.
- f) Robert L. Mathis and John H. Jackson. *Human Resource Management*. Cengage Learning.
- g) TN Chhabra, *Human Resource Management*, Dhanpat Rai & Co., Delhi
- h) Biswajeet Pattanayak, *Human Resource Management*, PHI Learning
- i) K. Aswathappa, *Human Resource Management- Text & Cases*.
- j) Gupta & Rosy, *Human Resource Management*, Kalyani Publishers

**Note: Latest edition of text books may be used.**

**B.Com. Honours Program:  
Semester - III**

**Course – DSC - 6: INCOME TAX LAW AND PRACTICE**

**Marks: 75**

**Lectures: 65**

**Objective:** To provide basic knowledge and equip students with application of principles and provisions of Income-tax Act, 1961 and the relevant Rules.

**Contents**

**Unit 1: Introduction**

**10 Lectures**

**Basic concepts:** Income, agricultural income, person, assessee, assessment year, previous year, gross total income, total income, maximum marginal rate of tax; Permanent Account Number (PAN)

**Residential status;** Scope of total income on the basis of residential status  
Exempted income under section 10

**Unit 2: Computation of Income under different heads-1**

**24 Lectures**

Income from Salaries; Income from house property

**Unit 3: Computation of Income under different heads-2**

**15 Lectures**

Profits and gains of business or profession; Capital gains; Income from other sources

**Unit 4: Computation of Total Income and Tax Liability**

**16 Lectures**

Income of other persons included in assessee's total income; Aggregation of income and set-off and carry forward of losses; Deductions from gross total income; Rebates and reliefs  
Computation of total income of individuals and firms; Tax liability of an individual and a firm;  
Five leading cases decided by the Supreme Court

**Suggested readings:**

1. Singhanian, Vinod K. and Monica Singhanian. *Students' Guide to Income Tax, University Edition*. Taxmann Publications Pvt. Ltd., New Delhi.
2. Ahuja, Girish and Ravi Gupta. *Systematic Approach to Income Tax*. Bharat Law House,
3. Narang, Gaur & Puri, *Income Tax Law*, Kalyani Publishers

**Journals**

1. *Income Tax Reports*. Company Law Institute of India Pvt. Ltd., Chennai.
2. *Taxman*. Taxman Allied Services Pvt. Ltd., New Delhi.
3. *Current Tax Reporter*. Current Tax Reporter, Jodhpur.

**Note: Latest edition of text books may be used.**



**B.Com. Honours Program:  
Semester – III**

**Course– DSC - 7:CORPORATE ACCOUNTING**

**Marks: 75**

**Lectures: 65**

**Objectives:** To help the students to acquire the conceptual knowledge of the corporate accounting and to learn the techniques of preparing the financial statements.

**Contents**

- Unit 1. Accounting for Share Capital & Debentures** **12 Lectures**  
Issue, forfeiture and reissue of forfeited shares; Issue of rights and bonus shares; Buy back of shares; Redemption of preference shares; Issue and Redemption of Debentures
- Unit 2. Final Accounts** **9 Lectures**  
Preparation of profit and loss account and balance sheet of corporate entities, excluding calculation of managerial remuneration, Disposal of company profits
- Unit 3. Valuation of Goodwill and Valuation of Shares** **6 Lectures**  
Concepts and calculation
- Unit 4. Amalgamation of Companies** **12 Lectures**  
Concepts and accounting treatment as per Accounting Standard: 14 (ICAI) (excluding inter-company holdings). Internal reconstruction: concepts and accounting treatment excluding scheme of reconstruction.
- Unit 5. Accounts of Holding Companies/Parent Companies** **12 Lectures**  
Preparation of consolidated balance sheet with one subsidiary company. Relevant provisions of Accounting Standard: 21 (ICAI).
- Unit 6. Accounting Ratios:** **7 Lectures**  
Definition, Importance & limitations of Ratio Analysis, Interested Parties in Ratio Analysis, Classification & calculation of different types of Ratio and their implications.
- Unit 7. Cash flow statements:** **7 Lectures**  
Concepts of funds. Preparation of cash flow statement as per Indian Accounting Standard (Ind- AS): 7.

**Note:**

- a) **The relevant Indian Accounting Standards in line with the IFRS for all the above topics should be covered.**
- b) **Any revision of relevant Indian Accounting Standard would become applicable immediately.**

**Suggested Readings:**

- a) J.R. Monga, *Fundamentals of Corporate Accounting*. Mayur Course Backs, New Delhi.
- b) M.C. Shukla, T.S. Grewal, and S.C. Gupta. *Advanced Accounts*. Vol.-II. S. Chand & Co., New Delhi.
- c) S.N. Maheshwari, and S. K. Maheshwari. *Corporate Accounting*. Vikas Publishing House, New Delhi.
- d) Ashok Sehgal, *Fundamentals of Corporate Accounting*. Taxman Publication, New Delhi.
- e) V.K. Goyal and Ruchi Goyal, *Corporate Accounting*. PHI Learning.
- f) Jain, S.P. and K.L. Narang. *Corporate Accounting*. Kalyani Publishers, New Delhi.
- g) Bhushan Kumar Goyal, *Fundamentals of Corporate Accounting*, International Book House
- h) P. C. Tulsian and Bharat Tulsian, *Corporate Accounting*, S.Chand
- i) Amitabha Mukherjee, Mohammed Hanif, *Corporate Accounting*, McGraw Hill Education
- j) Jain & Narang, *Corporate Accounting*, Kalyani Publishers

**Note: Latest edition of text books may be used.**

**B.Com. Honours Program:  
Semester - III**

**Course – GE- 3: BUSINESS STATISTICS**

**Marks: 75**

**Lectures: 65**

**Objective:** The objective of this course is to familiarise students with the basic statistical tools used for managerial decision-making.

**Contents**

**Unit 1: Statistical Data and Descriptive Statistics (11 Lectures)**

1. Nature and Classification of data: univariate, bivariate and multivariate data; time-series and cross-sectional data
2. Measures of Central Tendency  
Mathematical averages including arithmetic mean, geometric mean and harmonic mean.  
Properties and applications.  
Positional Averages  
Mode and Median (and other partition values including quartiles, deciles, and percentiles) (including graphic determination)
3. Measures of Variation: absolute and relative.  
Range, quartile deviation, mean deviation, standard deviation, and their coefficients,  
Properties of standard deviation/variance
4. Skewness: Meaning, Measurement using Karl Pearson and Bowley's measures; Concept of Kurtosis

**Unit 2: Probability and Probability Distributions (12 Lectures)**

1. Theory of Probability. Approaches to the calculation of probability; Calculation of event probabilities. Addition and multiplication laws of probability (Proof not required); Conditional probability and Bayes' Theorem (Proof not required)
2. Expectation and variance of a random variable
3. Probability distributions:  
Binomial distribution: Probability distribution function, Constants, Shape, Fitting of binomial distribution  
Poisson distribution: Probability function, (including Poisson approximation to binomial distribution), Constants, Fitting of Poisson distribution  
Normal distribution: Probability distribution function, Properties of normal curve, Calculation of probabilities

**Unit 3: Simple Correlation and Regression Analysis (12 Lectures)**

1. **Correlation Analysis:** Meaning of Correlation: simple, multiple and partial; linear and non-linear, Correlation and Causation, Scatter diagram, Pearson's co-efficient of correlation; calculation and properties (Proof not required). Correlation and Probable error; Rank Correlation
2. **Regression Analysis:** Principle of least squares and regression lines, Regression equations and estimation; Properties of regression coefficients; Relationship between Correlation and Regression coefficients; Standard Error of Estimate and its use in interpreting the results.

**Unit 4: Index Numbers (12 Lectures)**

Meaning and uses of index numbers; Construction of index numbers: fixed and chain base: univariate and composite. Aggregative and average of relatives – simple and weighted Tests of adequacy of index numbers, Base shifting, splicing and deflating. Problems in the construction of index numbers; Construction of consumer price indices: Important share price indices, including BSE SENSEX and NSE NIFTY

### **Unit 5: Time Series Analysis(10 Lectures)**

Components of time series; Additive and multiplicative models; Trend analysis: Fitting of trend line using principle of least squares – linear, second degree parabola and exponential. Conversion of annual linear trend equation to quarterly/monthly basis and vice-versa; Moving averages; Seasonal variations: Calculation of Seasonal Indices using Simple averages, Ratio-to-trend, and Ratio-to-moving averages methods. Uses of Seasonal Indices

### **UNIT 6: Sampling Concepts, Sampling Distributions and Estimation: (8 Lectures)**

**Sampling:** Populations and samples, Parameters and Statistics, Descriptive and inferential statistics; Sampling methods (including Simple Random sampling, Stratified sampling, Systematic sampling, Judgement sampling, and Convenience sampling)

**Concept of Sampling distributions and Theory of Estimation:** Point and Interval estimation of means (large samples) and proportions.

### **Suggested Readings:**

- a. Levin, Richard, David S. Rubin, Sanjay Rastogi, and HM Siddiqui. *Statistics for Management*. 7<sup>th</sup> ed., Pearson Education.
- b. David M. Levine, Mark L. Berenson, Timothy C. Krehbiel, P. K. Viswanathan, *Business Statistics: A First Course*, Pearson Education.
- c. Siegel Andrew F. *Practical Business Statistics*. McGraw Hill Education.
- d. Gupta, S.P., and Archana Agarwal. *Business Statistics*, Sultan Chand and Sons, New Delhi.
- e. Vohra N. D., *Business Statistics*, McGraw Hill Education.
- f. Murray R Spiegel, Larry J. Stephens, Narinder Kumar. *Statistics (Schaum's Outline Series)*, McGraw Hill Education.
- g. Gupta, S.C. *Fundamentals of Statistics*. Himalaya Publishing House.
- h. Anderson, Sweeney, and Williams, *Statistics for Students of Economics and Business*, Cengage Learning.
- i. N.G. Das, *Statistical Methods (Vol\_I, II)*
- j. S.K. Nag, *Business Math & statistics*, Kalyani Publishers

**B.Com. Honours Program:  
Semester - III**

**Course – SEC - 1: Entrepreneurship**

**Marks: 75**

**Lectures: 50**

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

**Contents:**

**Unit 1: Introduction (10 Lectures)**

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, netpreneurship, ecopreneurship, and social entrepreneurship

**Unit 2: Entrepreneurship and Micro, Small and Medium Enterprises (10 Lectures)**

Concept of business groups and role of business houses and family business in India; The contemporary role models in Indian business: their values, business philosophy and behavioural orientations; Conflict in family business and its resolution

**Unit 3: (10 Lectures)**

Public and private system of stimulation, support and sustainability of entrepreneurship. Requirement, availability and access to finance, marketing assistance, technology, and industrial accommodation, Role of industries/entrepreneur's associations and self-help groups, The concept, role and functions of business incubators, angel investors, venture capital and private equity fund.

**Unit 4: Sources of business ideas and tests of feasibility. (10 Lectures)**

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 5: Mobilising Resources (10 Lectures)**

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

**Suggested Readings:**

- (i) Kuratko and Rao, *Entrepreneurship: A South Asian Perspective*, Cengage Learning.
- (ii) Robert Hisrich, Michael Peters, Dean Shepherd, *Entrepreneurship*, McGraw-Hill Education
- (iii) Desai, Vasant. *Dynamics of Entrepreneurial Development and Management*. Mumbai, Himalaya Publishing House.
- (iv) Dollinger, Mare J. *Entrepreneurship: Strategies and Resources*. Illinois, Irwin.
- (v) Holt, David H. *Entrepreneurship: New Venture Creation*. Prentice-Hall of India, New Delhi.
- (vi) Plsek, Paul E. *Creativity, Innovation and Quality*. (Eastern Economic Edition), New Delhi: Prentice-Hall of India. ISBN-81-203-1690-8.
- (vii) Singh, Nagendra P. *Emerging Trends in Entrepreneurship Development*. New Delhi: ASEED.
- (viii) SS Khanka, *Entrepreneurial Development*, S. Chand & Co, Delhi.
- (ix) K Ramachandran, *Entrepreneurship Development*, McGraw-Hill Education
- (x) SIDBI Reports on Small Scale Industries Sector.

**Note: Latest edition of text books may be used.**

**B.Com. Honours Program:  
Semester - IV  
Course – DSC - 8: COST ACCOUNTING**

**Marks: 75**

**Lectures: 65**

**Objective:** To acquaint the students with basic concepts used in cost accounting, various methods involved in cost ascertainment and cost accounting book keeping systems.

**CONTENTS:**

**Unit 1: Introduction**

**(6 Lectures)**

Meaning, objectives and advantages of cost accounting; Difference between cost accounting and financial accounting; Cost concepts and classifications; Elements of cost; Installation of a costing system; Role of a cost accountant in an organisation

**Unit 2: Elements of Cost: Material and Labour**

**(14 Lectures)**

1. *Materials:* Material/inventory control techniques. Accounting and control of purchases, storage and issue of materials. Methods of pricing of materials issues — FIFO, LIFO, Simple Average, Weighted Average, Replacement, Standard Cost. Treatment of Material Losses
2. *Labour:* Accounting and Control of labour cost. Time keeping and time booking. Concept and treatment of idle time, over time, labour turnover and fringe benefits. Methods of wage payment and the Incentive schemes- Halsey, Rowan, Taylor's Differential piece wage.

**Unit 3: Elements of Cost: Overheads**

**(8 Lectures)**

Classification, allocation, apportionment and absorption of overheads; Under- and over-absorption; Capacity Levels and Costs; Treatments of certain items in costing like interest on capital, packing expenses, bad debts, research and development expenses; Activity based cost allocation.

**Unit 4: Methods of Costing**

**(28 Lectures)**

Unit costing, Job costing, Contract costing, Process costing (process losses, valuation of work in progress, joint and by-products), Service costing (only transport).

**Unit 5: Book Keeping in Cost Accounting**

**(9 Lectures)**

Integral and non-integral systems; Reconciliation of cost and financial accounts

**Suggested Reading:**

1. Charles T. Horngren, Srikant M. Datar, Madhav V. Rajan, *Cost Accounting: A Managerial Emphasis*, Pearson Education.
2. Drury, Colin. *Management and Cost Accounting*. Cengage Learning.
3. JawaharLal, *Cost Accounting*. McGraw Hill Education
4. Nigam, B.M. Lall and I.C. Jain. *Cost Accounting: Principles and Practice*. PHI Learning
5. Rajiv Goel, *Cost Accounting*. International Book House
6. Singh, Surender. *Cost Accounting*, Scholar Tech Press, New Delhi.
7. Jain, S.P. and K.L. Narang. *Cost Accounting: Principles and Methods*. Kalyani Publishers
8. Arora, M.N. *Cost Accounting – Principles and Practice*. Vikas Publishing House, New Delhi.
9. Maheshwari, S.N. and S.N. Mittal. *Cost Accounting: Theory and Problems*. ShriMahavir Book Depot, New Delhi.
10. Iyengar, S.P. *Cost Accounting*. Sultan Chand & Sons
11. H.V. Jhamb, *Fundamentals of Cost Accounting*, Ane Books Pvt. Ltd.
12. JawaharLal & Seema Srivastava, *Cost Accounting*
13. M. Haniff, *Modern Cost & Management Accounting*
14. Jain & Narang, *Cost & Management Accounting*, Kalyani Publishers
15. Basu & Das, *Cost & Management Accounting*, Rabindra Library

**Note: Latest edition of text books may be used.**

**B.Com. Honours Program:  
Semester - IV  
Course – DSC - 9: BUSINESS MATHEMATICS**

**Marks: 75**

**Lectures: 65**

**Objective:** The objective of this course is to familiarize the students with the basic mathematical tools, with an emphasis on applications to business and economic situations.

**Contents**

**Unit 1: Matrices and Determinants**

**Lectures 14**

- a. Algebra of matrices. Inverse of a matrix, Matrix Operation – Business Application
- b. Solution of system of linear equations (having unique solution and involving not more than three variables) using matrix inversion Method and Cremer's Rule, The Leontief Input Output Model (Open Model Only).

**Unit 2: Calculus I**

**Lectures 13**

- a. Mathematical functions and their types- linear, quadratic, polynomial, exponential, b. Logarithmic function Concepts of limit, and continuity of a function
- c. Concept and rules of differentiation, Maxima and Minima involving 2nd or higher order derivatives.
- d. Concept of Marginal Analysis, Concept of Elasticity, Applied Maximum and Minimum Problems including effect of Tax on Monopolist's optimum price and quantity, EOQ

**Unit 3: Calculus II**

**Lectures 20**

- a. Partial Differentiation: Partial derivatives up to second order; Homogeneity of functions and Euler's theorem; Total differentials; Differentiation of implicit functions with the help of total differentials
- b. Maxima and Minima: Cases of two variables involving not more than one constraint including the use of the Lagrangian multiplier.
- c. Integration: Standard forms. Methods of integration – by substitution, by parts, and by use of partial fractions; Definite integration; Finding areas in simple cases
- d. Application of Integration to marginal analysis. Consumer's and Producer's Surplus, Rate of Sales and the Learning Curve

**Unit 4: Mathematics of Finance**

**Lectures 6,**

- a. Rates of interest-nominal, effective– and their inter-relationships in different compounding situations.
- b. Compounding and discounting of a sum using different types of rates.
- c. Types of annuities, like ordinary, due, deferred, continuous, perpetual, and their future and present values using different types of rates of interest. Depreciation of Assets.  
(General annuities to be excluded)

**Unit 5: Linear Programming**

**Lectures 12,**

1. Formulation of linear programming problem (LPP). Graphical solution to LPP. Cases of unique and multiple optimal solutions. Unbounded solutions, infeasibility, and redundant constraints.
2. Solution to LPP using Simplex method – maximization and minimization cases. Shadow prices of the resources. Identification of unique and multiple optimal solutions, unbounded solution, infeasibility and degeneracy.

**Suggested Readings:**

1. Budnick, P. *Applied Mathematics*. McGraw Hill Education.
2. R.G.D. Allen, *Mathematical Analysis For Economists*
3. Ayres, Frank Jr. *Schaum's Outlines Series: Theory and Problems of Mathematics of Finance*. McGraw Hill Education.
4. N.G. Das & J.K Das, *Business Mathematics & Statistics*
5. Thukral, J.K., *Mathematics for Business Studies*.
6. Vohra, N.D., *Quantitative Techniques in Management*. McGraw Hill Education.
7. Soni, R.S., *Business Mathematics*. Ane Books, New Delhi.
8. Singh J. K., *Business Mathematics*. Himalaya Publishing House.
9. S.K. Nag, *Business Math & Statistics*, Kalyani Publisher

**B.Com. Honours Program:  
Semester - IV**

**Course – DSC - 10: PRINCIPLES OF MARKETING**

**Marks: 75**

**Lectures: 65**

**Objective:** The objective of this course is to provide basic knowledge of concepts, principles, tools and techniques of marketing.

**Contents:**

**13 Lectures**

**Unit 1: Introduction:** Nature, scope and importance of marketing; Evolution of marketing; Selling vs Marketing; Marketing mix, Marketing environment: concept, importance, and components (Economic, Demographic, Technological, Natural, Socio-Cultural and Legal).

**Unit 2:**

**13 Lectures**

**a. Consumer Behaviour:** Nature and Importance, Consumer buying decision process; Factors influencing consumer buying behaviour.

**b. Market segmentation:** concept, importance and bases; Target market selection; Positioning concept, importance and bases; Product differentiation vs. market segmentation.

**Unit 3: Product:**

**13 Lectures**

Concept and importance, Product classifications; Concept of product mix; Branding, packaging and labeling; Product-Support Services; Product life-cycle; New Product Development Process; Consumer adoption process.

**Unit 4:**

**13 Lectures**

**1. Pricing:** Significance. Factors affecting price of a product. Pricing policies and strategies.

**2. Distribution Channels and Physical Distribution:** Channels of distribution - meaning and importance; Types of distribution channels; Functions of middle man; Factors affecting choice of distribution channel; Wholesaling and retailing; Types of Retailers; e-tailing, Physical Distribution.

**Unit 5:**

**13 Lectures**

**a. Promotion:** Nature and importance of promotion; Communication process; Types of promotion: advertising, personal selling, public relations & sales promotion, and their distinctive characteristics; Promotion mix and factors affecting promotion mix decisions;

**b. Recent developments in marketing:** Social Marketing, online marketing, direct marketing, services marketing, green marketing, Rural marketing; Consumerism

**Suggested Readings:**

1. Kotler, Philip, Gary Armstrong, Prafulla Agnihotri and EhsanulHaque. *Principles of Marketing*. 13<sup>th</sup> edition. Pearson Education.
2. Michael, J. Etzel, Bruce J. Walker, William J Stanton and Ajay Pandit. *Marketing: Concepts and Cases*. (Special Indian Edition)., McGraw Hill Education
3. William D. Perreault, and McCarthy, E. Jerome., *Basic Marketing*. Pearson Education.
4. Majaro, Simon. *The Essence of Marketing*. Pearson Education, New Delhi.
5. The Consumer Protection Act 1986.
6. Prakash & Sontakki, *Principles of Marketing*: Kalyani Publishers
7. Dhruv Grewal and Michael Levy, *Marketing*, McGraw Hill Education.
8. Chhabra, T.N., and S. K. Grover. *Marketing Management*. Fourth Edition. Dhanpat Rai & Company.
9. Neeru Kapoor, *Principles of Marketing*, PHI Learning
10. Rajendra Maheshwari, *Principles of Marketing*, International Book House
11. Prakash and Sontakki, *Principles of Marketing*, Kalyani Publishers

**B.Com. Honours Program:  
Semester - IV**

**Course – GE - 4: INDIAN ECONOMY**

**Marks: 75**

**Lectures: 65**

**Objective:** This course seeks to enable the student to grasp the major economic problems in India and their solution.

**Contents**

**Unit 1: Basic Issues in Economic Development (10 Lectures)**

Concept and Measures of Development and Underdevelopment; Human Development

**Unit 2: Basic Features of the Indian Economy at Independence (10 Lectures)**

Composition of national income and occupational structure, the agrarian scene and industrial structure

**Unit 3: Policy Regimes (15 Lectures)**

- 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 4: Growth, Development and Structural Change (15 Lectures)**

- 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 5: Sectoral Trends and Issues (15 Lectures)**

- 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,



**Suggested Readings:**

1. Mishra and Puri, *Indian Economy*, Himalaya Publishing House
2. IC Dhingra, *Indian Economics*, Sultan Chand & Sons
3. GauravDutt and KPM Sundarum, *Indian Economy*, S. Chand & Company.
4. Bhagwati, J. and 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, MontekS. *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.
7. Dreze, Jean and Amartya Sen. *Economic Development and Social Opportunity*. Ch. 2. OUP.
8. Khanna, Sushil. *Financial Reforms and Industrial Sector in India*. *Economic and Political Weekly*. Vol. 34. No. 45.
9. Uma Kapila (ed), "*Indian Economy since Independence*", Relevant articles.

**B.Com. Honours Program:  
Semester – IV  
Course: SEC- 2 – E-COMMERCE**

**Marks: 75**

**Lectures: 50**

**Objectives: To enable the student to become familiar with the mechanism for conducting business transactions through electronic means**

**Contents**

**Unit 1: Introduction: (10 Lectures)**

Meaning, nature, concepts, advantages, disadvantages and reasons for transacting online, types of E-Commerce, e-commerce business models (introduction, key elements of a business model and categorizing major E-commerce business models), forces behind e-commerce.

**Technology used in E-commerce:** The dynamics of world wide web and internet (meaning, evolution and features); Designing, building and launching e-commerce website (A systematic approach involving decisions regarding selection of hardware, software, outsourcing vs. in-house development of a website)

**Unit 2: Security and Encryption: (10 Lectures)**

Need and concepts, the e-commerce security environment: (dimension, definition and scope of e-security), 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 and protecting servers and clients),

**Unit 3: IT Act 2000 and Cyber Crimes (10 Lectures)**

IT Act 2000: Definitions, Digital signature, Electronic governance, Attribution, acknowledgement and dispatch of electronic records, Regulation of certifying authorities, Digital signatures certificates, Duties of subscribers, Penalties and adjudication, Appellate Tribunal, Offences and Cyber-crimes

**Unit 4: E-payment System: (10 Lectures)**

Models and methods of e-payments (Debit Card, Credit Card, Smart Cards, e-money), digital signatures (procedure, working and legal position), payment gateways, online banking (meaning, concepts, importance, electronic fund transfer, automated clearing house, automated ledger posting), risks involved in e-payments.

**Unit 5: On-line Business Transactions: (10 Lectures)**

Meaning, purpose, advantages and disadvantages of transacting online, E-commerce applications in various industries like {banking, insurance, payment of utility bills, online marketing, e-tailing (popularity, benefits, problems and features), online services (financial, travel and career), auctions, online portal, online learning, publishing and entertainment} Online shopping (amazon, snapdeal, alibaba, flipkart, etc.)

**Suggested Readings**

1. Kenneth C. Laudon and Carlo Guercio Traver, *E-Commerce*, Pearson Education.
2. David Whiteley, *E-commerce: Strategy, Technology and Applications*, McGraw Hill Education
3. Bharat Bhaskar, *Electronic Commerce: Framework, Technology and Application, 4<sup>th</sup> Ed.*, McGraw Hill Education
4. PT Joseph, *E-Commerce: An Indian Perspective*, PHI Learning
5. KK Bajaj and Debjani Nag, *E-commerce*, McGraw Hill Education
6. TN Chhabra, *E-Commerce*, Dhanpat Rai & Co.
7. Sushila Madan, *E-Commerce*, Taxmann
8. TN Chhabra, Hem Chand Jain, and Aruna Jain, *An Introduction to HTML*, Dhanpat Rai & Co

**B.Com. Honours Program:  
Semester - V  
Course – DSC - 11: COMPUTER APPLICATIONS IN BUSINESS**

**Marks: 75**

**Lectures: 45, Practical Lab 40**

**Objectives:** To provide computer skills and knowledge for commerce students and to enhance the student's understanding of the usefulness of information technology tools for business operations.

**CONTENTS**

**Unit 1: Word Processing**

**9 Lectures, Practical Lab 8**

Introduction to word Processing, Word processing concepts, Use of Templates, Working with word document: Editing text, Find and replace text, Formatting, spell check, Autocorrect, Auto text; Bullets and numbering, Tabs, Paragraph Formatting, Indent, Page Formatting, Header and footer, Tables: Inserting, filling and formatting a table; Inserting Pictures and Video; Mail Merge: including linking with Database; Printing documents

**Creating Business Documents using the above facilities**

**Unit 2: Preparing Presentations**

**12 Lectures, Practical Lab 8**

Basics of presentations: Slides, Fonts, Drawing, Editing; Inserting: Tables, Images, texts, Symbols, Media; Design; Transition; Animation; and Slideshow.

**Creating Business Presentations using above facilities**

**Unit 3: Spreadsheet and its Business Applications**

**12 Lectures, Practical Lab 12**

**Spreadsheet concepts**, Managing worksheets; Formatting, Entering data, Editing, and Printing a worksheet; Handling operators in formula, Project involving multiple spreadsheets, Organizing Charts and graphs

**Generally used Spreadsheet functions:** Mathematical, Statistical, Financial, Logical, Date and Time, Lookup and reference, Database, and Text functions

**Unit 4: Creating Business Spreadsheet**

**12 Lectures, Practical Lab 12**

**Creating spreadsheet in the area of:** Loan and Lease statement; Ratio Analysis; Payroll statements; Capital Budgeting; Depreciation Accounting; Graphical representation of data; Frequency distribution and its statistical parameters; Correlation and Regression

**Note:**

1. Teaching arrangement need to be made in the computer Lab
2. There shall be four lectures per class and 4 Practical Lab periods per batch to be taught in computer Lab.

**Suggested Readings:** The suggested readings and guidelines shall be notified by the university department at least once in three years based on the selected software.

**B.Com. Honours Program:  
Semester - V**

**Course – DSC - 12: FUNDAMENTALS OF FINANCIAL MANAGEMENT**  
**Marks: 75** **Lectures: 65**

**Objective:** To familiarize the students with the principles and practices of financial management.

**CONTENTS**

**Unit 1: Introduction** **(8 Lectures)**

Nature, scope and objective of Financial Management, Time value of money, Risk and return (including Capital Asset Pricing Model), Valuation of securities – Bonds and Equities

**Unit 2: Investment Decisions**

The Capital Budgeting Process, Cash flow Estimation, Payback Period Method, Accounting Rate of Return, Net Present Value (NPV), Net Terminal Value, Internal Rate of Return (IRR), Profitability Index, Capital budgeting under Risk – Certainty Equivalent Approach and Risk-Adjusted Discount Rate. **(18 Lectures)**

**Unit 3: Financing Decisions**

Cost of Capital and Financing Decision: Sources of long-term financing Estimation of components of cost of capital. Methods for Calculating cost of equity capital, Cost of Retained Earnings, Cost of Debt and Cost of Preference Capital, Weighted Average cost of capital (WACC) and Marginal cost of capital. Capital structure –Theories of Capital Structure (Net Income, Net Operating Income, MM Hypothesis, Traditional Approach). Operating and financial leverage; Determinants of capital structure **(15 Lectures)**

**Unit 4: Dividend Decisions**

Theories for Relevance and irrelevance of dividend decision for corporate valuation; Cash and stock dividends; Dividend policies in practice **(9 Lectures)**

**Unit 5: Working Capital Decisions**

Concepts of working capital, the risk-return trade off, sources of short-term finance, working capital estimation, cash management, receivables management, inventory management and payables management. **(15 Lectures)**

**Note:**

- 1. Latest edition of text books may be used.**

**Suggested Readings**

1. James C. Van Horne and Sanjay Dhamija, *Financial Management and Policy*, Pearson Education
2. Levy H. and M. Sarnat. *Principles of Financial Management*. Pearson Education
3. Brigham and Houston, *Fundamentals of Financial Management*, Cengage Learning
4. Khan and Jain. *Basic Financial Management*, McGraw Hill Education
5. Prasanna Chandra, *Fundamentals of Financial Management*. McGraw Hill Education
6. Singh, J.K. *Financial Management- text and Problems*. DhanpatRai and Company, Delhi.
7. Rustagi, R.P. *Fundamentals of Financial Management*. Taxmann Publication Pvt. Ltd.
8. Singh, Surender and Kaur, Rajeev. *Fundamentals of Financial Management*. MayurCourseback, New Delhi.
9. Pandey, I.M. *Financial Management*. Vikas Publications.
10. Bhabatosh Banerjee, *Fundamentals of Financial Management*, PHI Learning
11. Gupta & Sharma, *Management Accounting*, Kalyani Publishers

**B.Com. Honours Program:  
Semester - V**

**Course:DSE - 1(a): BANKING AND INSURANCE**

**Marks: 75**

**Lectures: 65**

**Objective:** To impart knowledge about the basic principles of the banking and insurance  
**Contents**

**Unit 1: Introduction:**

**13 Lectures**

Origin of banking: definition, banker and customer relationship, General and special types of customers, Types of deposits, Origin and growth of commercial banks in India. Financial Services offered by banks, changing role of commercial banks, types of banks

**Unit 2: Cheques and Paying Banker**

**13 Lectures**

Crossing and endorsement - meaning, definitions, types and rules of crossing. Duties, Statutory protection in due course, collecting bankers: duties, statutory protection for holder in due course, Concept of negligence.

**Unit 3: Banking Lending**

**13 Lectures**

Principles of sound lending, Secured vs. unsecured advances, Types of advances, Advances against various securities.

**Unit 4: Internet Banking**

**13 Lectures**

Meaning, Benefits, Home banking, Mobile banking, Virtual banking, E-payments, ATM Card/ Biometric card, Debit/Credit card, Smart card, NEFT, RTGS, ECS (credit/debit), E-money, Electronic purse, Digital cash.

**Unit 5: Insurance**

**13 Lectures**

Basic concept of risk, Types of business risk, Assessment and transfer, Basic principles of utmost good faith, Indemnity, Economic function, Proximate cause, Subrogation and contribution, Types of insurance: Life and Non-life, Re-insurance, Risk and return relationship, Need for coordination. Power, functions and Role of IRDA, Online Insurance

**Suggested readings:**

- a. Agarwal, O.P., *Banking and Insurance*, Himalaya Publishing House
- b. Satyadevi, C., *Financial Services Banking and Insurance*, S.Chand
- c. Suneja, H.R., *Practical and Law of Banking*, Himalaya Publishing House
- d. Chabra, T.N., *Elements of Banking Law*, Dhanpat Rai and Sons
- e. Arthur, C. and C. William Jr., *Risk Management and Insurance*, McGraw Hill
- f. Saxena, G.S; *Legal Aspects of Banking Operations*, Sultan Chand and Sons
- g. Varshney, P.N., *Banking Law and Practice*, Sultan Chand and Sons
- h. Jyotsna Sethi and Nishwan Bhatia, *Elements of Banking and Insurance*, PHI Learning

**Note: Latest edition of text books may be used.**

**B.Com. Honours Program:  
Semester - V**

**Course: DSE - 1 (b): ADVERTISING**

**Marks: 75**

**Lectures: 65**

**Objective:** The objective of this course is to familiarize the students with the basic concepts, tools and techniques of advertising used in marketing.

**Unit 1: Introduction:** (10 Lectures)

Communication Process; Advertising as a tool of communication; Meaning, nature and importance of advertising; Types of advertising; Advertising objectives. Audience analysis; Setting of advertising budget: Determinants and major methods

**Unit 2: Media Decisions:** (15 Lectures)

Major media types - their characteristics, internet as an advertising media, merits and demerits; Factors influencing media choice; media selection, media scheduling, Advertising through the Internet-media devices

**Unit 3: Message Development;** (15 Lectures)

Advertising appeals, Advertising copy and elements, Preparing ads for different media

**Unit 4: Measuring Advertising Effectiveness:** (15 Lectures)

Evaluating communication and sales effects; Pre- and Post-testing techniques.

**Unit 5:** (10 Lectures)

a) **Advertising Agency:** Role, types and selection of advertising agency.

b) Social, ethical and legal aspects of advertising in India.

**Suggested Readings:**

- a. George E Belch, Michael A Belch, Keyoor Purani, *Advertising and Promotion : An Integrated Marketing Communications Perspective (SIE)*, McGraw Hill Education
- b. S. Wats Dunn, and Arnold M. Barban. *Advertising: Its Role in Marketing*. Dryden Press
- c. Burnett, Wells, and Moriatty. *Advertising: Principles and Practice*. 5<sup>th</sup> ed. Prentice Hall of India, New Delhi.
- d. Batra, Myers and Aakers. *Advertising Management*. PHI Learning.
- e. Terence A. Shimp. *Advertising and Promotion: An IMC Approach*. Cengage Learning.
- f. Sharma, Kavita. *Advertising: Planning and Decision Making*, Taxmann Publications
- g. Jaishree Jethwaney and Shruti Jain, *Advertising Management*, Oxford University Press, 2012
- h. Chunawala and Sethia, *Advertising*, Himalaya Publishing House
- i. Ruchi Gupta, *Advertising*, S. Chand & Co.
- j. O'Guinn, *Advertising and Promotion: An Integrated Brand Approach*, Cengage Learning.

**Note: Latest edition of text books may be used.**

**B.Com. Honours Program:  
Semester - V**

**Course: DSE – 2 (a): MANAGEMENT ACCOUNTING**

**Marks: 100**

**Lectures: 65**

**Objective:** To impart the students, knowledge about the use of financial, cost and other data for the purpose of managerial planning, control and decision making.

**COURSE CONTENTS:**

**Unit 1: Introduction**

**(6 Lectures)**

Meaning, Objectives, Nature and Scope of management accounting, Difference between cost accounting and management accounting, Cost control and Cost reduction, Cost management

**Unit 2: Budgetary Control**

**(10 Lectures)**

Budgeting and Budgetary Control: Concept of budget, budgeting and budgetary control, objectives, merits, and limitations. Budget administration. Functional budgets. Fixed and flexible budgets. Zero base budgeting. Programme and performance budgeting.

**Unit 3: Standard Costing**

**(12 Lectures)**

Standard Costing and Variance Analysis: Meaning of standard cost and standard costing, advantages, limitations and applications. Variance Analysis – material, labour, overheads and sales variances. Disposition of Variances, Control Ratios.

**Unit 4: Marginal Costing**

**(12 Lectures)**

Absorption versus Variable Costing: Distinctive features and income determination. Cost-Volume-Profit Analysis, Profit / Volume ratio. Break-even analysis-algebraic and graphic methods. Angle of incidence, margin of safety, Key factor, determination of cost indifference point.

**Unit 5: Decision Making**

**(20 Lectures)**

Steps in Decision Making Process, Concept of Relevant Costs and Benefits, Various short term decision making situations – profitable product mix, Acceptance or Rejection of special/ export offers, Make or buy, Addition or Elimination of a product line, sell or process further, operate or shut down. Pricing Decisions: Major factors influencing pricing decisions, various methods of pricing

**Unit 6: Contemporary Issues**

**(5 Lectures)**

Responsibility Accounting: Concept, Significance, Different Responsibility Centres, Divisional Performance Measurement: Financial and Non-Financial measures. Transfer Pricing

**Suggested Reading:**

8. Charles T. Horngren, Gary L. Sundem, Dave Burgstahler, Jeff O. Schatzberg. ***Introduction to Management Accounting***, Pearson Education.
9. Anthony A. Atkinson, Robert S. Kaplan, Ella Mae Matsumura, S. Mark Young. ***Management Accounting***. Dorling Kindersley (India) Pvt. Ltd.
10. Ronald W. Hilton and David E. Platt. ***Managerial Accounting: Creating Value in a Global Business Environment***, McGraw Hill Education.
11. Singh, Surender. ***Management Accounting***, Scholar Tech Press, New Delhi.
12. Goel, Rajiv. ***Management Accounting***. International Book House,
13. Arora, M.N. ***Management Accounting***. Vikas Publishing House, New Delhi.
7. Maheshwari, S.N. and S.N. Mittal. ***Management Accounting***. Shree Mahavir Book Depot, New Delhi.
9. Singh, S. K. and Gupta Lovleen. ***Management Accounting – Theory and Practice***. Pinnacle Publishing House.
10. Khan, M.Y. and Jain, P.K. ***Management Accounting***. McGraw Hill Education
11. H.V. Jhamb, ***Fundamentals of Management Accounting***, Ane Books Pvt. Ltd.

**Note: Latest edition of text books may be used.**

**B.Com. Honours Program:  
Semester - V**

**Course: DSE - 2 (b) INDUSTRIAL RELATIONS AND LABOUR LAWS**

**Marks: 75**

**Lectures: 65**

**Objective:** To enable the students to learn the concepts of industrial relations including trade unions, collective bargaining, discipline and various labour enactments.

**Contents:**

**Unit 1: Industrial Relations (IR)**

**(13 Lectures)**

Concept of Industrial Relations; Nature of Industrial Relations; Objectives of IR; Factors affecting IR in changing Environment, Evolution of IR in India; Role of State; Trade Union; Employers' Organisation; Human Resource Management and IR Role of ILO in Industrial Relations, International Dimensions of IR

**Unit 2: Trade Union**

**(13 Lectures)**

Trade Union: Origin and growth, unions after Independence, unions in the era of liberalisation; Factors Affecting Growth of Trade Unions in India, Multiplicity & Recognition of Trade Unions; Major Provisions of Trade Union Act 1926

**Unit 3: Collective Bargaining and Workers' Participation in Management** (13 Lectures)

a) Collective Bargaining: Meaning, Nature, Types, Process and Importance of Collective Bargaining, pre-requisites, issues involved; Status of Collective Bargaining in India, Functions and role of Trade Unions in collective bargaining

b) Workers' Participation in Management: Concept, practices in India, Works Committees, Joint management councils; Participative Management and co-ownership; Productive Bargaining and Gain Sharing

**Unit 4: Discipline and Grievance Redressal**

**(13 Lectures)**

Discipline: Causes of indiscipline, Maintenance of discipline and misconduct; Highlights of domestic enquiries; Principle of Natural Justice; Labour turnover; Absenteeism; Grievance: Meaning of Grievance, Grievance redressal machinery in India, Grievance handling procedure; salient features of Industrial Employment (Standing orders) Act 1946

**Unit 5:**

**(13 Lectures)**

a) **The Industrial Disputes Act, 1947:** Definitions of Industry, workman, and Industrial Dispute; Authorities under the Act: Procedure, Powers and Duties of Authorities; Strikes and Lock outs: Lay-off and Retrenchment: Provisions relating to Layoff, 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

**Suggested Readings:**

1. PK Padhi, *Industrial Relations and Labour Law*, PHI Learning
2. Arun Monappa, *Industrial Relations and Labour Law*, McGraw Hill Education
3. SC Srivastav, *Industrial Relations and Labour Law*, Vikas Publishing House
4. C.S Venkata Ratnam, *Industrial Relations*, Oxford University Press
5. P.L. Malik's *Handbook of Labour and Industrial Law, Vol 1 and 2*, Eastern Book Company
6. JP Sharma, *Simplified Approach to Labour Laws*, Bharat Law House (P) Ltd

**Note: Latest edition of text books may be used.**



**B.Com. Honours Program:  
Semester - VI  
Course – DSC - 13: AUDITING AND CORPORATE GOVERNANCE**

**Marks: 75**

**Lectures: 65**

**Objective:** To provide knowledge of auditing principles, procedures and techniques in accordance with current legal requirements and professional standards and to give an overview of the principles of Corporate Governance and Corporate Social Responsibility

**Contents:**

**Unit 1: Introduction**

**(11 Lectures)**

**Auditing:** Introduction, Meaning, Objectives, Basic Principles and Techniques; Classification of Audit, Audit Planning, Internal Control – Internal Check and Internal Audit; Audit Procedure – Vouching and verification of Assets & Liabilities.

**Unit 2: Audit of Companies**

**(11 Lectures)**

Audit of Limited Companies: Company Auditor- Qualifications and disqualifications, Appointment, Rotation, Removal, Remuneration, Rights and Duties Auditor's Report- Contents and Types. Liabilities of Statutory Auditors under the Companies Act 2013

**Unit 3: Special Areas of Audit**

**(11 Lectures)**

Special Areas of Audit: Special features of Cost audit, Tax audit, and Management audit; Recent Trends in Auditing: Basic considerations of audit in EDP Environment; Computer aided audit techniques and tools; Auditing Standards; Relevant Case Studies/Problems;

**Unit 4: Corporate Governance**

**(11 Lectures)**

Conceptual framework of Corporate Governance: Theories & Models, Broad Committees; Corporate Governance Reforms. Major Corporate Scandals in India and Abroad: Common Governance Problems Noticed in various Corporate Failures. Codes & Standards on Corporate Governance

**Unit 5: Business Ethics**

**(10 Lectures)**

Morality and ethics, business values and ethics, approaches and practices of business ethics, corporate ethics, ethics program, codes of ethics, ethics committee; Ethical Behaviour: Concepts and advantages; Rating Agencies; Green Governance; Clause 49 and Listing Agreement

**Unit 6: Corporate Social Responsibility (CSR):**

**(11 Lectures)**

Concept of CSR, Corporate Philanthropy, Strategic Planning and Corporate Social Responsibility; Relationship of CSR with Corporate Sustainability; CSR and Business Ethics, CSR and Corporate Governance; CSR provisions under the Companies Act 2013; CSR Committee; CSR Models, Codes, and Standards on CSR

### **Suggested Readings:**

1. Ravinder Kumar and Virender Sharma, *Auditing Principles and Practice*, PHI Learning
2. ArunaJha, *Auditing*. Taxmann Publication.
3. A. K. Singh, and Gupta Lovleen. *Auditing Theory and Practice*. Galgotia Publishing Company.
4. Anil Kumar, *Corporate Governance: Theory and Practice*, Indian Book House, New Delhi
5. MC Kuchhal, *Modern Indian Company Law*, ShriMahaveer Book Depot. (Publishers). (Relevant Chapters)
6. KV Bhanumurthy and Usha Krishna, *Politics, Ethics and Social Responsibility ofBusiness*, Pearson Education
7. Erik Banks, *Corporate Governance: Financial Responsibility, Controls and Ethics*, Palgrave Macmillan
8. N Balasubramanian, *A Casebook on Corporate Governance and Stewardship*, McGraw Hill Education
9. B.N. Ghosh, *Business Ethics and Corporate Governance*, McGraw Hill Education
10. S K Mandal, *Ethics in Business and Corporate Governance*, McGraw Hill Education
11. Bob Tricker, *Corporate Governance-Principles, Policies, and Practice* (Indian Edition), Oxford University Press
12. Christine Mallin, *Corporate Governance (Indian Edition)*, Oxford University Press
13. Relevant Publications of ICAI on *Auditing (CARO)*
14. Sharma, J.P., *Corporate Governance, Business Ethics, and CSR*, Ane Books Pvt Ltd, New Delhi

**Note: Latest edition of text books may be used.**

**B.Com. Honours Program:  
Semester - VI**

**COURSE – DSC - 14: GOODS AND SERVICES TAX & CUSTOMS DUTY**

**Marks – 75 Lectures: 65**

**Contents:**

**1. Concept of indirect taxes (05 Lectures)**

- i. Concept and features of indirect taxes
- ii. Principal indirect taxes

**2. Goods and Services Tax (GST) Laws (40 Lectures)**

- i. GST Laws: An introduction including Constitutional aspects
- ii. Levy and collection of CGST and IGST
  - a) Application of CGST/IGST law
  - b) Concept of supply including composite and mixed supplies
  - c) Charge of tax
  - d) Exemption from tax
  - e) Composition levy
- iii. Basic concepts of time and value of supply
- iv. Input tax credit
  - v. Computation of GST liability
  - vi. Registration
- vii. Tax invoice; Credit and Debit Notes; Electronic way bill
- viii. Returns
- ix. Payment of tax including reverse charge

**1. Customs Law as contained in the Customs Act, 1962 and the Customs Tariff Act, 1975 (20 Lectures)**

- (i) Introduction to customs law including Constitutional aspects (ii) Levy of and exemptions from customs duties – **All provisions** including application of customs law, taxable event, charge of customs duty, exceptions to levy of customs duty, exemption from custom duty (iii) Types of customs duties (iv) Classification and valuation of imported and export goods (v) Officers of Customs; Appointment of customs ports, airports etc. (vi) Import and Export Procedures – **All import and export procedures** including special procedures relating to baggage, goods imported or exported by post, stores (vii) Provisions relating to coastal goods and vessels carrying coastal goods (viii) Warehousing (ix) Drawback (x) Demand and Recovery; Refund (xi) Provisions relating to prohibited goods, notified goods, specified goods, illegal importation/exportation of goods (xii) Searches, seizure and arrest; Offences; Penalties; Confiscation and Prosecution (xiii) Appeals and Revision; Advance Rulings; Settlement Commission (xiv) Other provisions.

**Suggested Readings:**

- 1. Dhingra Understanding Basic of GST, Kalyani Publishers
- 2. Goyal and Garg , Indirect Tax, Kalyani Publishers

**Note: Latest edition of text books may be used.**

**B.Com. Honours Program:  
Semester - VI**

**Course: DSE – 3 (a) COMPUTERISED ACCOUNTING & SYSTEMS**

**Marks: 75**

**Lectures: 30, Practical Lab: 70**

**Objectives:** This course seeks to enhance the skills needed for computerized accounting system and to enable the students to develop simple accounting applications.

**Unit-1: Computerized Accounting Systems(10 Lectures 26 Practical Lab)**

Computerized Accounting Systems: Computerized Accounts by using any popular accounting software: Creating a Company; Configure and Features settings; Creating Accounting Ledgers and Groups; Creating Stock Items and Groups; Vouchers Entry; Generating Reports - Cash Book, Ledger Accounts, Trial Balance, Profit and Loss Account, Balance Sheet, Cash Flow Statement  
Selecting and shutting a Company; Backup and Restore data of a Company

**Unit – 2: Preparation of Return of Income( 8Lectures 26 Practical Lab )**

Filing of returns: Manually, On-line filing of Returns of Income & TDS; Provision & Procedures of Compulsory On-Line filing of returns for specified assesses.

**Unit-3: Computerized Accounting: Using Generic Software (12 Lectures, 18 Practical Lab)**

Taxation: TDS

Auditing in Computerized Accounting system: Statutory Audit, Voucher verification, Verification of related party transaction, CAAT: Various Tools

**Note:**

Teaching arrangements need to be made in the computer Lab

**Software**

- Vinod Kumar Singhania, *e-filing of Income Tax Returns and Computation of Tax*, Taxmann Publication Pvt. Ltd, New Delhi. Latest version
- 'Excel Utility' available at [incometaxindiaefiling.gov.in](http://incometaxindiaefiling.gov.in)

**Suggested Readings:**

**The suggested readings and guidelines shall be notified by the university department at least once in three years based on the selected software.**

**B.Com. Honours Program:  
Semester - VI**

**Course: DSE – 3 (b) FUNDAMENTALS OF INVESTMENT**

**Marks: 75**

**Lectures: 65**

**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.

**Contents**

**Unit 1: The Investment Environment (10 Lectures)**

The investment decision process, Types of Investments – Commodities, Real Estate and Financial Assets, the Indian securities market, the market participants and trading of securities, security market indices, sources of financial information, Concept of return and risk, Impact of Taxes and Inflation on return.

**Unit 2: Fixed Income Securities (15 Lectures)**

Bond features, types of bonds, estimating bond yields, Bond Valuation types of bond risks, default risk and credit rating.

**Unit 3: Approaches to Equity Analysis (15 Lectures)**

Introductions to Fundamental Analysis, Technical Analysis and Efficient Market Hypothesis, Dividend capitalisation models, and price-earnings multiple approach to equity valuation.

**Unit 4: Portfolio Analysis and Financial Derivatives (15 Lectures)**

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

**Unit 5: Investor Protection (10 Lectures)**

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

**Suggested Readings**

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

**B.Com. Honours Program:  
Semester – VI**

**Course: DSE - 4 (a): Financial Markets, Institutions and Financial Services**  
**Marks: 75** **Lectures: 65**

**Objective:** To provide the student a basic knowledge of financial markets and institutions and to familiarise them with major financial services in India.

**Contents**

**Unit 1: Introduction** **(8 Lectures)**  
**Financial System and its Components** – financial markets and institutions; Financial intermediation; Flow of funds matrix; Financial system and economic development; An overview of Indian financial system

**Unit 2: Financial Markets** **(17 Lectures)**  
Money market – functions, organisation and instruments. Role of central bank in money market; Indian money market – An overview

Capital Markets – functions, organisation and instruments. Indian debt market; Indian equity market – primary and secondary markets; Role of stock exchanges in India

**Unit 3: Financial Institutions** **(20 Lectures)**  
Commercial banking – introduction, its role in project finance and working capital finance; Development Financial institutions (DFIs) – An overview and role in Indian economy; Life and non-life insurance companies in India; Mutual Funds – Introduction and their role in capital market development. Non-banking financial companies (NBFCs).

**Unit 4: Financial Services** **(8 Lectures)**  
Overview of financial services industry: Merchant banking – pre and post issue management, underwriting. Regulatory framework relating to merchant banking in India

**Unit 5: Leasing and hire-purchase** **(12 Lectures)**  
Consumer and housing finance; Venture capital finance; Factoring services, bank guarantees and letter of credit; Credit rating; Financial counseling.

**Suggested Readings:**

- a. L M Bhole, and Jitendra Mahakud. *Financial Institution and Markets*, McGraw-Hill Education
- b. Khan, M.Y. *Indian Financial System*, McGraw-Hill Education.
- c. Dhanekar. *Pricing of Securities*. New Delhi: Bharat Publishing House.
- d. Prasanna, Chandra. *Financial Management: Theory and Practice*. McGraw-Hill Education.
- e. Clifford Gomez, *Financial Markets, Institutions and Financial Services*, **PHI Learning**
- f. MY Khan and PK Jain. *Financial Services*. McGraw Hill Education.
- g. Singh, J.K. *Venture Capital Financing in India*. Dhanpat Rai and Company, New Delhi.
- h. Annual Reports of Major Financial Institutions in India.
- i. Kaur & Talwar, *Financial Markets Institution and Services*, Kalyani Publishers

**Note: Latest edition of text books may be used**

**B.Com. Honours Program:  
Semester - VI**

**Course: DSE - 4 (b): BUSINESS RESEARCH METHODS AND PROJECT  
WORK**

**Marks: 75**

**Lectures: 65**

**Objective:** This course aims at providing the general understanding of business research and the methods of business research. The course will impart learning about how to collect, analyze, present and interpret data.

**Section A: Business Research Methods**

**Unit 1: Introduction**

**10 Lectures**

Meaning of research; Scope of Business Research; Purpose of Research – Exploration, Description, Explanation; Unit of Analysis – Individual, Organization, Groups, and Data Series; Conception, Construct, Attributes, Variables, and Hypotheses

**Unit 2: Research Process**

**10 Lectures**

An Overview; Problem Identification and Definition; Selection of Basic Research Methods- Field Study, Laboratory Study, Survey Method, Observational Method, Existing Data Based Research, Longitudinal Studies, Panel Studies

**Unit 3: Measurement and Hypothesis Testing**

**19 Lectures**

**Measurement:** Definition; Designing and writing items; Uni-dimensional and Multi-dimensional scales; Measurement Scales- Nominal, Ordinal, Interval, Ratio; Ratings and Ranking Scale, Thurstone, Likert and Semantic Differential scaling, Paired Comparison; Sampling –Steps, Types, Sample Size Decision; Secondary data sources

**Hypothesis Testing:** Tests concerning means and proportions; ANOVA, Chi-square test and other Non-parametric tests

Testing the assumptions of Classical Normal Linear Regression

**Section B: Project Report**

**Unit 4: Report Preparation**

**26 Lectures**

Meaning, types and layout of research report; Steps in report writing; Citations, Bibliography and Annexure in report; JEL Classification

**Note:**

1. There shall be a written examination of 50% Marks on the basis of Unit 1: to III.
2. The student will write a project report under the supervision of a faculty member assigned by the college/institution based on field work. The Project Report carries 50% Marks and will be evaluated by University appointed examiners.

**Suggested Readings:**

1. Gupta And Rangji, Research Methodology , Kalyani Publishers

**UNIVERSITY OF NORTH BENGAL**  
**COURSE STRUCTURE FOR B.COM PROGRAM: 3 YEARS (6SEMESTERS)**  
**UNDER CHOICE BASED CREDIT SYSTEM (CBCS) (w.e.f. 2018-19)**

**SEMESTER - I**

Course No.	Course Title	Course Type	Marks	Credits
AECC - 1	Environmental Studies	AECC - I	100	2
LCC – 1	MIL- 1	Language	75	5+1 (T)
DSC – 1	Financial Accounting	Core Course – I	75	5+1 (T)
DSC - 2	Business – Law	Core Course – II	75	5+1 (T)
<b>Total</b>			<b>325</b>	<b>20 Credits</b>

**SEMESTER - II**

Course No.	Course Title	Course Type	Marks	Credits
AECC - 2	English/ MIL Communication	AECC – II	50	2
LCC – 2	English - 1	Language	75	5+1 (T)
DSC – 3	Business Organization & Management	Core Course – III	75	5+1 (T)
DSC – 4	Corporate Law	Core Course – IV	75	5+1 (T)
<b>Total</b>			<b>275</b>	<b>20 Credits</b>

**SEMESTER - III**

Course No.	Course Title	Course Type	Marks	Credits
LCC – 1	MIL- 2	Language	75	5+1 (T)
DSC – 5	Income Tax – Laws & Practice	Core Course – V	75	5+1 (T)
DSC – 6	Corporate Accounting	Core Course - VI	75	5+1 (T)
SEC – 1	Entrepreneurship	SEC - I	75	2
<b>Total</b>			<b>300</b>	<b>20 Credits</b>

**SEMESTER – IV**

Course No.	Course Title	Course Type	Marks	Credits
LCC – 2	English - 2	Language	75	5+1 (T)
DSC –7	Cost Accounting	Core Course – VII	75	5+1 (T)
DSC - 8	Business Mathematics & Statistics	Core Course – VIII	75	5+1 (T)
SEC - 2	E- Commerce	SEC – II	75	2
<b>Total</b>			<b>300</b>	<b>20 Credits</b>



**SEMESTER – V**

Course No.	Course Title	Course Type	Marks	Credits
DSE- 1	Any <b>ONE</b> of the following: (a) Banking and Insurance (b) Principles of Marketing	DSE-I	75	5+1 (T) 5+1 (T)
DSE- 2	Any <b>ONE</b> of the following (a) Management Accounting (b) Human Resource Management	DSE – II	75	5+1 (T) 5+1 (T)
GE - 1	Principles of Microeconomics	GE-I	75	5+1 (T)
SEC - 3	Computer Applications in Business	SEC – III	75	1+1(2PP)
<b>Total</b>			<b>300</b>	<b>20 Credits</b>

**SEMESTER – VI**

Course No.	Course Title	Course Type	Marks	Credits
DSE- 3	Any <b>ONE</b> of the following: (a) Computerized Accounting & Systems (b) Auditing and Corporate Governance	DSE – III	75	4+2(4PP) 5+1 (T)
DSE- 4	Any <b>ONE</b> of the following: (a) Financial Market, Institutions & Financial Services (b) Goods and Services Tax And Custom Duty	DSE – IV	75	5+1 (T) 5+1 (T)
GE- 2	Indian Economy	GE-II	75	5+1 (T)
SEC - 4	Business Communication	SEC – IV	75	2
<b>Total</b>			<b>300</b>	<b>20Credits</b>
<b>Grand Total</b>			<b>1800</b>	<b>120 Credits</b>

**Abbreviation Explained:**

AECC = Ability Enhancement Compulsory Course,  
GE = Generic Elective Course,

SEC = Skill Enhancement Elective Course  
DSE = Discipline Specific Elective Course

**Notes:**

- Credit 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.
- 1 credit also means 2 practical periods
- 1(T) means 1 tutorial period for doubt clearing and others
- Each semester requires 90 actual teaching days in 15-18 weeks.
- Odd Semesters i.e. Sem. I, Sem. III and Sem. V last from July to December every year.
- Even Semesters i.e. Sem. II, Sem. IV and Sem. VI last from January to June every year.

**UNIVERSITY OF NORTH BENGAL**  
**SYLLABUS FOR B.Com Program :**  
**3 YEARS (6 SEMESTERS)**  
**UNDER CHOICE BASED CREDIT SYSTEM (CBCS)**

**Semester I**

**AECC - 1**  
**Environmental Studies (AECC-I)**

**Marks: 100**

**Common Syllabus to be notified by the Board of Studies in Environmental Science**

**Semester I**  
**LCC - 1**  
**Major Indian Language - 1**

**Marks: 75**

**Common Syllabus to be notified by the Board of Studies in MIL subjects**

**Course – DSC - 1**  
**FINANCIAL ACCOUNTING - I**

**Marks: 75**

Lectures 65

**Objectives:** The objective of this paper is to help students to acquire conceptual knowledge of the financial accounting and to impart skills for recording various kinds of business transactions.

**CONTENTS:**

**Unit 1: (a) Theoretical Framework( 3 Lectures)**

- i. Accounting as an information system, the users of financial accounting information and their needs. Qualitative characteristics of accounting, information. Functions, advantages and limitations of accounting. Branches of accounting. Bases of accounting; cash basis and accrual basis.
- ii. The nature of financial accounting principles – Basic concepts and conventions: entity, money measurement, going concern, cost, realization, accruals, periodicity, consistency, prudence (conservatism), materiality and full disclosures.
- iii. Financial accounting standards: Concept, benefits, procedure for issuing accounting standards in India. Salient features of First-Time Adoption of Indian Accounting Standard (Ind-AS) 101. International Financial Reporting Standards (IFRS): - Need and procedures. Salient features of Indian Accounting Standard (IND-AS): 2

**(b) Accounting Process( 5 Lectures)**

From recording of a business transaction to preparation of trial balance including adjustments

**Unit 2: (a) Business Income( 10 Lectures)**

- i. Measurement of business income-Net income: the accounting period, the continuity doctrine and matching concept. Objectives of measurement.
- ii. Revenue recognition: Recognition of expenses.
- iii. The nature of depreciation. The accounting concept of depreciation. Factors in the measurement of depreciation. Methods of computing depreciation: straight line method and diminishing balance method; Disposal of depreciable assets-change of method.

**(b) Final Accounts( 7 Lectures)**

Capital and revenue expenditures and receipts: general introduction only. Preparation of financial statements of non-corporate business entities

**Unit 3: Accounting for Hire-Purchase and Installment Systems, Consignment, and Joint Venture ( 15 Lectures)**

- i) **Accounting for Hire-Purchase** Transactions, Journal entries and ledger accounts in the books of Hire Vendors and Hire purchaser for large value items including Default and repossession.
- ii) **Consignment:** Features, Accounting treatment in the books of the consignor and consignee.
- iii) **Joint Venture:** Accounting procedures: Joint Bank Account, Records Maintained by Co-venturer of (a) all transactions (b) only his own transactions. (Memorandum joint venture account).

## **Unit 5: Accounting for Inland Branches( 15 Lectures)**

Concept of dependent branches; accounting aspects; debtors system, stock and debtors system, branch final accounts system and whole sale basis system. Independent branches: concept-accounting treatment: important adjustment entries and preparation of consolidated profit and loss account and balance sheet.

## **Unit 6: Accounting for Dissolution of Partnership Firm( 10 Lectures)**

Accounting of Dissolution of the Partnership Firm Including Insolvency of partners, sale to a limited company and piecemeal distribution

### **Note:**

- 1. The relevant Indian Accounting Standards in line with the IFRS for all the above topics should be covered.**
- 2. Any revision of relevant Indian Accounting Standard would become applicable immediately.**

### **Suggested Readings:**

1. Robert N Anthony, David Hawkins, Kenneth A. Merchant, *Accounting: Text and Cases*. McGraw-Hill Education, 13<sup>th</sup> Ed. 2013.
2. Charles T. Horngren and Donna Philbrick, *Introduction to Financial Accounting*, Pearson Education.
3. J.R. Monga, *Financial Accounting: Concepts and Applications*. Mayur Paper Backs, New Delhi.
4. M.C.Shukla, T.S. Grewal and S.C.Gupta. *Advanced Accounts. Vol.-I*. S. Chand & Co., New Delhi.
5. S.N. Maheshwari, and. S. K. Maheshwari. *Financial Accounting*. Vikas Publishing House, New Delhi.
6. Deepak Sehgal. *Financial Accounting*.Vikas Publishing H House, New Delhi.
7. Bhushan Kumar Goyal and HN Tiwari, *Financial Accounting*, International Book House
8. Goldwin, Alderman and Sanyal, *Financial Accounting*, Cengage Learning.
9. Tulsian, P.C. *Financial Accounting*, Pearson Education.
10. *Compendium of Statements and Standards of Accounting*. The Institute of Chartered Accountants of India, New Delhi
11. M.Haniff& A. Mukherjee,*Financial Accounting*.
12. *Basu & Das, Financial Accounting , Rabindra Library*
13. *SP Jain & k.LNarang, Financial Accounting , Kalyani Publishers*

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

**Course – DSC - 2**  
**BUSINESS LAW**

**Marks: 75**

Lectures 65

**Objective:** The objective of the course is to impart basic knowledge of the important business legislation along with relevant case law.

**Contents:**

**Unit 1: The Indian Contract Act, 1872: General Principles of Contract( 13 Lectures)**

- a) Contract – meaning, characteristics and kinds
- b) Essentials of a valid contract - Offer and acceptance, consideration, contractual capacity, free consent, legality of objects.
- c) Void agreements
- d) Discharge of a contract – modes of discharge, breach and remedies against breach of contract.
- e) Contingent contracts
- f) Quasi - contracts

**Unit 2: The Indian Contract Act, 1872: Specific Contracts( 13 Lectures)**

- a) Contract of Indemnity and Guarantee
- b) Contract of Bailment
- c) Contract of Agency

**Unit 3: The Sale of Goods Act, 1930( 13 Lectures)**

- a) Contract of sale, meaning and difference between sale and agreement to sell.
- b) Conditions and warranties
- c) Transfer of ownership in goods including sale by a non-owner
- d) Performance of contract of sale
- e) Unpaid seller – meaning, rights of an unpaid seller against the goods and the buyer.

**Unit 4: Partnership Law**

**The Limited Liability Partnership Act, 2008( 13 Lectures)**

- a) Salient Features of LLP
- b) Differences between LLP and Partnership, LLP and Company
- c) LLP Agreement,
- d) Partners and Designated Partners
- e) Incorporation Document
- f) Incorporation by Registration
- g) Partners and their Relationship

**Unit 5: The Negotiable Instruments Act 1881( 13 Lectures)**

- a) Meaning, Characteristics, and Types of Negotiable Instruments : Promissory Note, Bill of Exchange, Cheque
- b) Holder and Holder in Due Course, Privileges of Holder in Due Course.
- c) Negotiation: Types of Endorsements
- d) Crossing of Cheque

e) Bouncing of Cheque

**Suggested Readings:**

1. M.C. Kuchhal, and VivekKuchhal, *Business Law*, Vikas Publishing House, New Delhi.
2. Avtar Singh, *Business Law*, Eastern Book Company, Lucknow.
3. Ravinder Kumar, *Legal Aspects of Business*, Cengage Learning
4. SN Maheshwari and SK Maheshwari, *Business Law*, National Publishing House, New Delhi.
5. Aggarwal S K, *Business Law*, Galgotia Publishers Company, New Delhi.
6. Bhushan Kumar Goyal and Jain Kinneri, *Business Laws*, International Book House
7. SushmaArora, *Business Laws*, TaxmannPulications.
8. AkhileshwarPathak, *Legal Aspects of Business*, McGraw Hill Education, 6<sup>th</sup> ed.
9. P C Tulsian and Bharat Tulsian, *Business Law*, McGraw Hill Education
10. Sharma, J.P. and SunainaKanojia, *Business Laws*, Ane Books Pvt. Ltd., New Delhi.
11. Satish B Mathur, *Business Law*
12. Bunes Laws, Garg, Sareen& Sharma, Kalyani Publishers

**Note: Latest edition of text books may be used.**

**Semester - II**  
**Course – AECC - 2**

**English/ MIL Communication**

**Marks: 50**

**Common Syllabus to be notified by the Board of Studies in English/ MIL subjects**

**LCC - 2**  
**English - 1**

**Marks: 75**

**Common Syllabus to be notified by the Board of Studies in English subject**

**BUSINESS ORGANISATION AND MANAGEMENT**

**Marks: 75**

Lectures 65

**Objective:** The course aims to provide basic knowledge to the students about the organisation and management of a business enterprise.

**Contents**

**Unit 1: Foundation of Indian Business ( 13 Lectures)**

Manufacturing and service sectors; Small and medium enterprises; Problems and government policy. India's experience of liberalisation and globalisation. Technological innovations and skill development. 'Make in India' Movement. Social responsibility and ethics  
Emerging opportunities in business; Franchising, Outsourcing, and E-commerce.

**Unit 2: Business Enterprises( 13 Lectures)**

Forms of Business Organisation: Sole Proprietorship, Joint Hindu Family Firm, Partnership firm, Joint Stock Company, Cooperative society; Limited Liability Partnership; Choice of Form of Organisation. Government - Business Interface; Rationale and Forms of Public Enterprises. International Business. Multinational Corporations.

**Unit 3: Management and Organisation( 13 Lectures)**

The Process of Management: Planning; Decision-making; Strategy Formulation.  
Organizing: Basic Considerations; Departmentation – Functional, Project, Matrix and Network; Delegation and Decentralisation of Authority; Groups and Teams.  
Organizing: Basic Considerations; Departmentation – Functional, Project, Matrix and Network; Delegation and Decentralisation of Authority; Groups and Teams.

**Unit 4: Leadership, Motivation and Control ( 13 Lectures)**

Leadership: Concept and Styles; Trait and Situational Theory of Leadership.  
Motivation: Concept and Importance; Maslow Need Hierarchy Theory; Herzberg Two Factors Theory.  
Communication: Process and Barriers; Control: Concept and Process.

**Unit 5: Functional Areas of Management ( 13 Lectures)**

Marketing Management: Marketing Concept; Marketing Mix; Product Life Cycle; Pricing Policies and Practices  
Financial Management: Concept and Objectives; Sources of Funds – Equity Shares, Debentures, Venture Capital and Lease Finance. Securities Market, Role of SEBI.  
Human Resource Management: Concept and Functions; Basic Dynamics of Employer - Employee Relations.



## **Suggested Readings:**

1. Kaul, V.K., *Business Organisation and Management*, Pearson Education, New Delhi
2. Chhabra, T.N., *Business Organisation and Management*, Sun India Publications, New Delhi,
3. Gupta CB, *Modern Business Organisation*, Mayur Paperbacks, New Delhi
4. Koontz and Weihrich, *Essentials of Management*, McGraw Hill Education.
5. Basu, C. R., *Business Organization and Management*, McGraw Hill Education.
6. Jim, Barry, John Chandler, Heather Clark; *Organisation and Management*, Cengage Learning.
7. B.P. Singh and A.K.Singh, *Essentials of Management*, Excel Books
8. Buskirk, R.H., et al; *Concepts of Business: An Introduction to Business System*, Dryden Press, New York.
9. Burton Gene and Manab Thakur; *Management Today: Principles and Practice*; Tata McGraw Hill, New Delhi.
10. Griffin, *Management Principles and Application*, Cengage Learning
11. Sharma & Gupta, *Business Organisation*, Kalyani Publishers

**(Note: Latest Editions of the above books may be used.)**

**Course –DSE - 4**  
**Paper: Corporate Law**

**Marks: 75**

Lectures 65

**Objective:** The objective of the course is to impart basic knowledge of the provisions of the Companies Act 2013. Case studies involving issues in company law are required to be discussed.

**Contents**

**UNIT 1:( 15 Lectures)**

**Introduction** - Administration of Company Law [including National Company Law Tribunal(NCLT), National Company Law Appellate Tribunal (NCLAT), Special Courts]; Characteristics of a company; lifting of corporate veil; types of companies including one-person company, small company and dormant company; association not for profit; illegal association; formation of company, on-line filing of documents, promoters, their legal position, pre-incorporation contract; on-line registration of a company.

**UNIT 2:( 15 Lectures)**

**Documents** - Memorandum of association, Articles of association, Doctrine of constructive notice and indoor management prospectus-shelf and red herring prospectus, Misstatement in prospectus, GDR.

**UNIT 3:( 15 Lectures)**

**Management:** Classification of directors, women directors, independent director, small shareholder's director; Disqualifications, director identity number (DIN); Appointment; Legal positions, powers and duties; removal of directors; Key managerial personnel, managing director, manager; Meetings of shareholders and board; Types of meeting, convening and conduct of meetings, postal ballot, meeting through video conferencing, e-voting; Committees of Board of Directors - Audit Committee, Nomination and Remuneration Committee, Stakeholders Relationship Committee, Corporate Social Responsibility Committee.

**UNIT 4:( 10 Lectures)**

**Dividends, Accounts, Audit-** Provisions relating to payment of Dividend, Provisions relating to Books of Account, Provisions relating to Audit, Auditors' Appointment, Rotation of Auditors, Auditors' Report, Secretarial Audit.

**UNIT V:( 10 Lectures)**

**Winding Up** - Concept and modes of Winding Up. **Insider-Trading, Whistle-Blowing** - Insider-Trading; meaning and legal provisions; Whistle-blowing: Concept and Mechanism.

## Suggested Readings:

1. MC Kuchhal, *Modern Indian Company Law*, ShriMahaveer Book Depot (Publishers), Delhi.
2. GK Kapoor and Sanjay Dhamija, *Company Law*, Bharat Law House, Delhi.
3. Anil Kumar, *Corporate Laws*, Indian Book House, Delhi
4. ReenaChadha and SumantChadha, *Corporate Laws*, Scholar Tech Press, Delhi.
5. Avtar Singh, *Introduction to Company Law*, Eastern Book Company
6. Ramaiya, *A Guide to Companies Act*, LexisNexis, Wadhwa and Buttersworth.
7. *Manual of Companies Act, Corporate Laws and SEBI Guideline*, Bharat Law House, NewDelhi,.
8. *A Compendium of Companies Act 2013, along with Rules*, by Taxmann Publications.
9. Gower and Davies, *Principles of Modern Company Law*, [Sweet & Maxwell](#)
10. Sharma, J.P., *An Easy Approach to Corporate Laws*, Ane Books Pvt. Ltd., New Delhi
11. Garg, Sareen , Sharma &Dhingra, *Corporate Legal Framework* , Kalyani Publishers

**Note: Latest edition of text books may be used.**

**Semester – III**  
**LCC - 1**  
**Major Indian Language - 2**

**Marks: 75**

**Common Syllabus to be notified by the Board of Studies in MIL subjects**

**Course – DSC - 5**

**INCOME TAX LAW AND PRACTICE**

**Marks: 75**

Lectures 65

**Objective:** To provide basic knowledge and equip students with application of principles and provisions of Income-tax Act, 1961 and the relevant Rules.

**Contents**

**Unit 1: Introduction( 9 Lectures)**

**Basic concepts:** Income, agricultural income, person, assessee, assessment year, previous year, gross total income, total income, maximum marginal rate of tax; Permanent Account Number (PAN) **Residential status**; Scope of total income on the basis of residential status  
Exempted income under section 10

**Unit 2: Computation of Income under different heads-1( 24 Lectures)**

Income from Salaries; Income from house property

**Unit 3: Computation of Income under different heads-2 ( 10 Lectures)**

Profits and gains of business or profession.

**Unit 4: Computation of Income under different heads-3( 8 Lectures)**

Capital gains; Income from other sources

**Unit 5: Computation of Total Income and Tax Liability( 14 Lectures)**

Income of other persons included in assessee's total income; Aggregation of income and set-off and carry forward of losses; Deductions from gross total income; Rebates and reliefs  
Computation of total income of individuals and firms; Tax liability of an individual and a firm;  
Five leading cases decided by the Supreme Court

**Latest edition of text books may be used.**

**Suggested readings:**

1. Singhanian, Vinod K. and Monica Singhanian. *Students' Guide to Income Tax, University Edition*. Taxmann Publications Pvt. Ltd., New Delhi.
2. Ahuja, Girish and Ravi Gupta. *Systematic Approach to Income Tax*. Bharat Law House, Delhi.
3. Narang , Gaur &Puri, Income Tax Law, Kalyani Publishers

**Journals**

1. *Income Tax Reports*. Company Law Institute of India Pvt. Ltd., Chennai.
  2. *Taxman*. Taxman Allied Services Pvt. Ltd., New Delhi.
  3. *Current Tax Reporter*. Current Tax Reporter, Jodhpur.
- 
1. Vinod Kumar Singhanian, *e-filing of Income Tax Returns and Computation of Tax*, Taxmann Publication Pvt. Ltd, New Delhi. Latest version
  2. 'Excel Utility' available at [incometaxindiaefiling.gov.in](http://incometaxindiaefiling.gov.in)

## CORPORATE ACCOUNTING

Marks: 75

Lectures 65

**Objectives:** To enable the students to acquire the basic knowledge of the corporate accounting and to learn the techniques of preparing the financial statements.

### Contents

#### Unit 1.

#### **Accounting for Share Capital & Debentures ( 12 Lectures)**

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; Issue and Redemption of Debentures

#### Unit 2. **Final Accounts ( 9 Lectures)**

Preparation of profit and loss account and balance sheet of corporate entities, excluding calculation of managerial remuneration, Disposal of company profits

#### Unit 3. **Valuation of Goodwill and Valuation of Shares (6 Lectures)**

Concepts and calculation:

#### Unit 4. **Cash Flow Statement ( 7 Lectures)**

Concept of funds, Preparation of cash flow statement as per Indian Accounting Standard (Ind-AS).

#### Unit 5. **Amalgamation of Companies ( 12 Lectures)**

Concepts and accounting treatment as per Accounting Standard: 14 (ICAI) (excluding inter-company holdings). Internal reconstruction: concepts and accounting treatment excluding scheme of reconstruction.

#### Unit 6. **Accounts of Holding Companies/Parent Companies ( 12 Lectures)**

Preparation of consolidated balance sheet with one subsidiary company; Relevant provisions of Accounting Standard: 21 (ICAI).

#### Unit 7. **Accounting Ratios: ( 7 Lectures)**

Definition , Importance & limitations of Ratio Analysis, Interested Parties in Ratio Analysis, Classification & calculation of different types of Ratio and their implications.

### Note:

1. **The relevant Indian Accounting Standards in line with the IFRS for all the above topics should be covered.**
2. **Any revision of relevant Indian Accounting Standard would become applicable immediately.**

### **Suggested Readings:**

1. J.R. Monga, *Fundamentals of Corporate Accounting*. Mayur Paper Backs, New Delhi.
2. M.C. Shukla, T.S. Grewal, and S.C. Gupta. *Advanced Accounts*. Vol.-II. S. Chand & Co., New Delhi.
3. S.N. Maheshwari, and S. K. Maheshwari. *Corporate Accounting*. Vikas Publishing House, New Delhi.
4. Ashok Sehgal, *Fundamentals of Corporate Accounting*. Taxman Publication, New Delhi.
5. V.K. Goyal and RuchiGoyal,. *Corporate Accounting*. PHI Learning.
6. Jain, S.P. and K.L. Narang. *Corporate Accounting*. Kalyani Publishers, New Delhi.
7. Bhushan Kumar Goyal, *Fundamentals of Corporate Accounting*, International Book House
8. P. C. Tulsian and Bharat Tulsian, *Corporate Accounting*, S.Chand
9. Amitabha Mukherjee, Mohammed Hanif, *Corporate Accounting*, McGraw Hill Education
10. *Compendium of Statements and Standards of Accounting*. The Institute of Chartered Accountants of India, New Delhi.
11. Jain &Narang, *Corporate Accounting*, Kalyani Publishers

**Note: Latest edition of text books may be used.**

**Course – SEC - 1**  
**ENTREPRENEURSHIP**

**Marks: 75**

Lectures 50

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

**Contents:**

**Unit 1: Introduction ( 10 Lectures)**

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, netpreneurship, ecopreneurship, and social entrepreneurship

**Unit 2: Entrepreneurship and Micro, Small and Medium Enterprises ( 10 Lectures)**

Concept of business groups and role of business houses and family business in India; The contemporary role models in Indian business: their values, business philosophy and behavioural orientations; Conflict in family business and its resolution

**Unit 3:( 10 Lectures)**

Public and private system of stimulation, support and sustainability of entrepreneurship. Requirement, availability and access to finance, marketing assistance, technology, and industrial accommodation, Role of industries/entrepreneur's associations and self-help groups, The concept, role and functions of business incubators, angel investors, venture capital and private equity fund.

**Unit 4: Sources of business ideas and tests of feasibility.( 10 Lectures)**

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 5: Mobilising Resources( 10 Lectures)**

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



**Suggested Readings:**

1. Kuratko and Rao, *Entrepreneurship: A South Asian Perspective*, Cengage Learning.
2. Robert Hisrich, Michael Peters, Dean Shepherd, *Entrepreneurship*, McGraw-Hill Education
3. Desai, Vasant. *Dynamics of Entrepreneurial Development and Management*. Mumbai, Himalaya Publishing House.
4. Dollinger, Mare J. *Entrepreneurship: Strategies and Resources*. Illinois, Irwin.
5. Holt, David H. *Entrepreneurship: New Venture Creation*. Prentice-Hall of India, New Delhi.
6. Plsek, Paul E. *Creativity, Innovation and Quality*. (Eastern Economic Edition), New Delhi: Prentice-Hall of India. ISBN-81-203-1690-8.
7. Singh, Nagendra P. *Emerging Trends in Entrepreneurship Development*. New Delhi: ASEED.
8. SS Khanka, *Entrepreneurial Development*, S. Chand & Co, Delhi.
9. K Ramachandran, *Entrepreneurship Development*, McGraw-Hill Education
10. SIDBI Reports on Small Scale Industries Sector.

**Note: Latest edition of text books may be used.**

Semester – IV

LCC - 2  
English - 2

**Marks: 75**

**Common Syllabus to be notified by the Board of Studies in English subject**

**Course – DSC - 7**

### **COST ACCOUNTING**

**Marks: 75**

Lectures 65

**Objective:** To acquaint the students with basic concepts used in cost accounting, various methods involved in cost ascertainment and cost accounting book keeping systems.

#### **CONTENTS:**

##### **Unit 1: Introduction( 6Lectures)**

Meaning, objectives and advantages of cost accounting; Difference between cost accounting and financial accounting; Cost concepts and classifications; Elements of cost; Installation of a costing system; Role of a cost accountant in an organisation

##### **Unit 2: Elements of Cost: Material and Labour( 14Lectures)**

- a) *Materials:* Material/inventory control techniques. Accounting and control of purchases, storage and issue of materials. Methods of pricing of materials issues — FIFO, LIFO, Simple Average, Weighted Average, Replacement, Standard Cost. Treatment of Material Losses
- b) *Labour:* Accounting and Control of labour cost. Time keeping and time booking. Concept and treatment of idle time, over time, labour turnover and fringe benefits. Methods of wage payment and the Incentive schemes- Halsey, Rowan, Taylor's Differential piece wage.

##### **Unit 3: Elements of Cost: Overheads( 8Lectures)**

Classification, allocation, apportionment and absorption of overheads; Under- and over-absorption; Capacity Levels and Costs; Treatments of certain items in costing like interest on capital, packing expenses, bad debts, research and development expenses; Activity based cost allocation.

##### **Unit 4: Methods of Costing( 28Lectures)**

Unit costing, Job costing, Contract costing, Process costing (process losses, valuation of work in progress, joint and by-products), Service costing (only transport).

##### **Unit 5: Book Keeping in Cost Accounting( 9Lectures)**

Integral and non-integral systems; Reconciliation of cost and financial accounts

**Suggested Reading:**

1. Charles T. Horngren, Srikant M. Datar, Madhav V. Rajan, *Cost Accounting: A Managerial Emphasis*, Pearson Education.
2. JawaharLal, *Cost Accounting*. McGraw Hill Education
3. Nigam, B.M. Lall and I.C. Jain. *Cost Accounting: Principles and Practice*. PHI Learning
4. Rajiv Goel, *Cost Accounting*. International Book House
5. Singh, Surender. *Cost Accounting*, Scholar Tech Press, New Delhi.
6. Jain, S.P. and K.L. Narang. *Cost Accounting: Principles and Methods*. Kalyani Publishers
7. Arora, M.N. *Cost Accounting – Principles and Practice*. Vikas Publishing House, New Delhi.
8. Maheshwari, S.N. and S.N. Mittal. *Cost Accounting: Theory and Problems*. ShriMahavir Book Depot, New Delhi.
9. Iyengar, S.P. *Cost Accounting*. Sultan Chand & Sons
10. H.V. Jhamb, *Fundamentals of Cost Accounting*, Ane Books Pvt. Ltd.
11. JawaharLal ,SeemaSrivastava. *Cost Accounting*
12. M. Haniff, *Modern Cost & Management Accounting*
13. Jain &Narang, *Cost & Management Accounting* , Kalyani Publishers
14. Basu& Das, *Cost & Management Accounting* , Rabindra Library

**Objective:** The objective of this course is to familiarize students with the applications of mathematics and statistical techniques in business decision-making.

**Notes:**

1. Use of simple calculator is allowed.
2. Proofs of theorems / formulae are not required.
3. Trigonometric functions are not to be covered.

**Part – A: Business Mathematics****Unit 1: Matrices( 10Lectures)**

Definition of a matrix. Types of matrices; Algebra of matrices. Calculation of values of determinants up to third order; Adjoint of a matrix; Finding inverse of a matrix through adjoint; Applications of matrices to solution of simple business and economic problems

**Unit 2: Differential Calculus( 15Lectures)**

Mathematical functions and their types – linear, quadratic, polynomial; Concepts of limit and continuity of a function; Concept of differentiation; Rules of differentiation – simple standard forms. Applications of differentiation – elasticity of demand and supply; Maxima and Minima of functions (involving second or third order derivatives) relating to cost, revenue and profit.

**Unit 3: Basic Mathematics of Finance( 8Lectures)**

Simple and compound interest Rates of interest – nominal, effective and continuous – their inter-relationships; Compounding and discounting of a sum using different types of rates

**Part – B: Statistics****Unit 1: Uni-variate Analysis ( 12Lectures)**

Measures of Central Tendency including arithmetic mean, geometric mean and harmonic mean: properties and applications; mode and median. Partition values - quartiles, deciles, and percentiles. Measures of Variation: absolute and relative. Range, quartile deviation and mean deviation; Variance and Standard deviation: calculation and properties.

**Unit 2: Bi-variate Analysis( 12Lectures)**

Simple Linear Correlation Analysis: Meaning, and measurement. Karl Pearson's co-efficient and Spearman's rank correlation

Simple Linear Regression Analysis: Regression equations and estimation. Relationship between correlation and regression coefficients

**Unit 3: Time-based Data: Index Numbers and Time-Series Analysis( 8Lectures)**

Meaning and uses of index numbers; Construction of index numbers: Aggregative and average of relatives – simple and weighted, Tests of adequacy of index numbers, Construction of consumer price indices.

Components of time series; additive and multiplicative models; Trend analysis: Finding trend by moving average method and Fitting of linear trend line using principle of least squares.

**Suggested Readings:**

1. Mizrahi and John Sullivan. *Mathematics for Business and Social Sciences*. Wiley and Sons.
2. Budnick, P. *Applied Mathematics*. McGraw Hill Publishing Co.
3. N. D. Vohra, *Business Mathematics and Statistics*, McGraw Hill Education (India) Pvt Ltd
4. J.K. Thukral, *Mathematics for Business Studies*, Mayur Publications
5. J. K. Singh, *Business Mathematics*, Himalaya Publishing House.
6. J. K. Sharma, *Business Statistics*, Pearson Education.
7. S.C. Gupta, *Fundamentals of Statistics*, Himalaya Publishing House.
8. S.P. Gupta and Archana Gupta, *Elementary Statistics*, Sultan Chand and Sons, New Delhi.
9. Richard Levin and David S. Rubin, *Statistics for Management*, Prentice Hall of India, New Delhi.
10. M.R. Spiegel, *Theory and Problems of Statistics*, Schaum's Outlines Series, McGraw Hill Publishing Co.
11. N.G. Das and J.K. Das, *Business Mathematics and Statistics*.
12. N.G. Das, *Statistical Methods (Vol\_I, II)*
13. S.K. Nag, *Business Math & statistics*, Kalyani Publishers

**Note: Latest edition of text books may be used.**

**Objectives:** To enable the student to become familiar with the mechanism for conducting business transactions through electronic means

### Contents

#### **Unit 1: Introduction: ( 10Lectures)**

Meaning, nature, concepts, advantages, disadvantages and reasons for transacting online, types of E-Commerce, e-commerce business models (introduction, key elements of a business model and categorizing major E-commerce business models), forces behind e-commerce.

**Technology used in E-commerce:** The dynamics of world wide web and internet (meaning, evolution and features) ; Designing, building and launching e-commerce website (A systematic approach involving decisions regarding selection of hardware, software, outsourcing vs. in-house development of a website)

#### **Unit 2: Security and Encryption:( 10Lectures)**

Need and concepts, the e-commerce security environment: (dimension, definition and scope of e-security), 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 and protecting servers and clients),

#### **Unit 3: IT Act 2000 and Cyber Crimes ( 10Lectures)**

IT Act 2000: Definitions, Digital signature, Electronic governance, Attribution, acknowledgement and dispatch of electronic records, Regulation of certifying authorities, Digital signatures certificates, Duties of subscribers  
Penalties and adjudication, Appellate Tribunal, Offences and Cyber-crimes

#### **Unit 4: E-payment System: ( 10Lectures)**

Models and methods of e-payments (Debit Card, Credit Card, Smart Cards, e-money), digital signatures (procedure, working and legal position), payment gateways, online banking (meaning, concepts, importance, electronic fund transfer, automated clearing house, automated ledger posting), risks involved in e-payments.

#### **Unit 5: On-line Business Transactions: ( 10Lectures)**

Meaning, purpose, advantages and disadvantages of transacting online, E-commerce applications in various industries like {banking, insurance, payment of utility bills, online marketing, e-tailing (popularity, benefits, problems and features), online services (financial, travel and career), auctions, online portal, online learning, publishing and entertainment} Online shopping (amazon, snapdeal, alibaba, flipkart, etc.)

### Suggested Readings

1. Kenneth C. Laudon and Carlo GuercioTraver, *E-Commerce*, Pearson Education.
2. David Whiteley, *E-commerce: Strategy, Technology and Applications*, McGraw Hill Education
3. Bharat Bhaskar, *Electronic Commerce: Framework, Technology and Application*, 4<sup>th</sup> Ed., McGraw Hill Education
4. PT Joseph, *E-Commerce: An Indian Perspective*, PHI Learning
5. KK Bajaj and Debjani Nag, *E-commerce*, McGraw Hill Education
6. TN Chhabra, *E-Commerce*, DhanpatRai& Co.
7. SushilaMadan, *E-Commerce*, Taxmann

TN Chhabra, Hem Chand Jain, and Aruna Jain, *An Introduction to HTML*, DhanpatRai& Co

**Course – DSE-1 (a)**  
**Banking and Insurance**

**Marks: 75**

Lectures 65

**Objective:** To impart knowledge about the basic principles of the banking and insurance

**Contents**

**Unit 1: Introduction:( 13Lectures)**

Origin of banking: definition, banker and customer relationship, General and special types of customers, Types of deposits, Origin and growth of commercial banks in India. Financial Services offered by banks,changing role of commercial banks, types of banks

**Unit 2: Cheques and Paying Banker( 13Lectures)**

Crossing and endorsement - meaning, definitions, types and rules of crossing.

Duties, Statutory protection in due course, collecting bankers: duties, statutory protection for holder in due course, Concept of negligence.

**Unit 3: Banking Lending( 13Lectures)**

Principles of sound lending, Secured vs. unsecured advances, Types of advances, Advances against various securities.

**Unit 4: Internet Banking( 13Lectures)**

Meaning, Benefits, Home banking, Mobile banking, Virtual banking, E-payments, ATM Card/ Biometric card, Debit/Credit card, Smart card, NEFT, RTGS, ECS (credit/debit), E-money, Electronic purse, Digital cash.

**Unit V: Insurance( 13Lectures)**

Basic concept of risk, Types of business risk, Assessment and transfer, Basic principles of utmost good faith, Indemnity, Economic function, Proximate cause, Subrogation and contribution, Types of insurance: Life and Non-life, Re-insurance, Risk and return relationship, Need for coordination. Power, functions and Role of IRDA, Online Insurance

**Suggested readings:**

1. Agarwal, O.P., *Banking and Insurance*, Himalaya Publishing House
2. Satyadevi, C., *Financial Services Banking and Insurance*, S.Chand
3. Suneja, H.R., *Practical and Law of Banking*, Himalya Publishing House
4. Chabra, T.N., *Elements of Banking Law*, DhanpatRai and Sons
5. Arthur, C. and C. William Jr., *Risk Management and Insurance*, McGraw Hill
6. Saxena, G.S; *Legal Aspects of Banking Operations*, Sultan Chand and Sons
7. Varshney, P.N., *Banking Law and Practice*, Sultan Chand and Sons
8. JyotsnaSethi and Nishwan Bhatia, *Elements of Banking and Insurance*, PHI Learning

**Note: Latest edition of text books may be used.**



## PRINCIPLES OF MARKETING

Marks: 75

Lectures 65

**Objective:** The objective of this course is to provide basic knowledge of concepts, principles, tools and techniques of marketing.

### Contents:

#### Unit 1: Introduction:( 13Lectures)

Nature, scope and importance of marketing; Evolution of marketing; Selling vs Marketing; Marketing mix, Marketing environment: concept, importance, and components (Economic, Demographic, Technological, Natural, Socio-Cultural and Legal).

#### Unit 2:

##### a. Consumer Behaviour: ( 13 Lectures)

Nature and Importance, Consumer buying decision process; Factors influencing consumer buying behaviour.

**b. Market segmentation:** concept, importance and bases; Target market selection; Positioning concept, importance and bases; Product differentiation vs. market segmentation.

#### Unit 3: Product:( 13Lectures)

Concept and importance, Product classifications; Concept of product mix; Branding, packaging and labeling; Product-Support Services; Product life-cycle; New Product Development Process; Consumer adoption process.

#### Unit 4:( 13Lectures)

**a. Pricing:** Significance. Factors affecting price of a product. Pricing policies and strategies.

**b. Distribution Channels and Physical Distribution:** Channels of distribution - meaning and importance; Types of distribution channels; Functions of middle man; Factors affecting choice of distribution channel; Wholesaling and retailing; Types of Retailers; e-tailing, Physical Distribution.

#### Unit 5:( 13Lectures)

**a. Promotion:** Nature and importance of promotion; Communication process; Types of promotion: advertising, personal selling, public relations & sales promotion, and their distinctive characteristics; Promotion mix and factors affecting promotion mix decisions;

**b. Recent developments in marketing:** Social Marketing, online marketing, direct marketing, services marketing, green marketing, Rural marketing; Consumerism

#### Suggested readings :

1. Kotler, Philip, Gary Armstrong, Prafulla Agnihotri and Ehsanul Haque. *Principles of Marketing*. 13<sup>th</sup> edition. Pearson Education.
2. Michael, J. Etzel, Bruce J. Walker, William J Stanton and Ajay Pandit. *Marketing: Concepts and Cases*. (Special Indian Edition), McGraw Hill Education
3. William D. Perreault, and McCarthy, E. Jerome., *Basic Marketing*. Pearson Education.
4. Majaro, Simon. *The Essence of Marketing*. Pearson Education, New Delhi.
5. The Consumer Protection Act 1986.
6. Dhruv Grewal, Michael Levy, *Marketing*, McGraw Hill Education.
7. Chhabra, T.N., and S. K. Grover. *Marketing Management*. Fourth Edition. Dhanpat Rai & Company.
8. Neeru Kapoor, *Principles of Marketing*, PHI Learning
9. Rajendra Maheshwari, *Principles of Marketing*, International Book House
10. Rajan Sexena, *Marketing Management*
11. Prakash and Sontakki, *Principles of Marketing*, Kalyani Publishers

**Objective:** To impart the students, knowledge about the use of financial, cost and other data for the purpose of managerial planning, control and decision making.

### **COURSE CONTENTS:**

#### **Unit 1: Introduction(6 Lectures)**

Meaning, Objectives, Nature and Scope of management accounting, Difference between cost accounting and management accounting, Cost control and Cost reduction, Cost management

#### **Unit 2: Budgetary Control( 10Lectures)**

Budgeting and Budgetary Control: Concept of budget, budgeting and budgetary control, objectives, merits, and limitations. Budget administration. Functional budgets. Fixed and flexible budgets. Zero base budgeting. Programme and performance budgeting.

#### **Unit 3: Standard Costing( 12Lectures)**

Standard Costing and Variance Analysis: Meaning of standard cost and standard costing, advantages, limitations and applications. Variance Analysis – material, labour, overheads and sales variances. Disposition of Variances, Control Ratios.

#### **Unit 4: Marginal Costing( 12Lectures)**

Absorption versus Variable Costing: Distinctive features and income determination. Cost-Volume-Profit Analysis, Profit / Volume ratio. Break-even analysis-algebraic and graphic methods. Angle of incidence, margin of safety, Key factor, determination of cost indifference point.

#### **Unit 5: Decision Making( 20Lectures)**

Steps in Decision Making Process, Concept of Relevant Costs and Benefits, Various short term decision making situations – profitable product mix, Acceptance or Rejection of special/ export offers, Make or buy, Addition or Elimination of a product line, sell or process further, operate or shut down. Pricing Decisions: Major factors influencing pricing decisions, various methods of pricing

#### **Unit 5: Contemporary Issues( 5 Lectures)**

**Responsibility Accounting:** Concept, Significance, Different Responsibility Centres, Divisional.

**Performance Measurement:** Financial and Non-Financial measures. Transfer Pricing

#### **Suggested Reading:**

1. Charles T. Horngren, Gary L. Sundem, Dave Burgstahler, Jeff O. Schatzberg. *Introduction to Management Accounting*, Pearson Education.
2. Anthony A. Atkinson, Robert S. Kaplan, Ella Mae Matsumura, S. Mark Young. *Management Accounting*. Dorling Kindersley(India) Pvt. Ltd.
3. Singh, Surender. *Management Accounting*, Scholar Tech Press, New Delhi.
4. Garrison H., Ray and Eric W. Noreen. *Managerial Accounting*. McGraw Hill.
5. Goel, Rajiv, *Management Accounting*. International Book House,
6. Arora, M.N. *Management Accounting*. Vikas Publishing House, New Delhi.
7. Maheshwari, S.N. and S.N. Mittal. *Management Accounting*. Shree Mahavir Book Depot, New Delhi.
8. Singh, S. K. and Gupta Lovleen. *Management Accounting – Theory and Practice*. Pinnacle Publishing House.
9. Khan, M.Y. and Jain, P.K. *Management Accounting*. McGraw Hill Education
10. H.V. Jhamb, *Fundamentals of Management Accounting*, Ane Books Pvt. Ltd

**Objective:** The objective of the course is to acquaint students with the techniques and principles to manage human resource of an organisation.

**Unit 1: Introduction (13 Lectures)**

Human Resource Management: Concept and Functions, Role, Status and competencies of HR Manager, HR Policies, Evolution of HRM, HRM vs HRD. Emerging Challenges of Human Resource Management; Workforce diversity; Empowerment; Downsizing; VRS; Human Resource Information System

**Unit 2: Acquisition of Human Resource (13 Lectures)**

Human Resource Planning- Quantitative and Qualitative dimensions; job analysis – job description and job specification; Recruitment – Concept and sources; Selection – Concept and process; test and interview; placement and induction

**Unit 3: Training and Development (13 Lectures)**

Concept and Importance; Identifying Training and Development Needs; Designing Training Programmes; Role-Specific and Competency-Based Training; Evaluating Training Effectiveness; Training Process Outsourcing; Management Development; Career Development.

**Unit 4: Performance Appraisal (13 Lectures)**

Nature, objectives and importance; Modern techniques of performance appraisal; potential appraisal and employee counseling; job changes - transfers and promotions; Compensation: concept and policies; job evaluation; methods of wage payments and incentive plans; fringe benefits; performance linked compensation.

**Unit 5: Maintenance (13 Lectures)**

Employee health and safety; employee welfare; social security; Employer-Employee relations- an overview; grievance-handling and redressal; Industrial Disputes: causes and settlement machinery

**Suggested Readings:**

1. Gary Dessler. *A Framework for Human Resource Management*. Pearson Education.
2. DeCenzo, D.A. and S.P. Robbins, *Personnel/Human Resource Management*, Pearson Education.
3. Bohlander and Snell, *Principles of Human Resource Management*, Cengage Learning
4. Ivancevich, John M. *Human Resource Management*. McGraw Hill.
5. Wreather and Davis. *Human Resource Management*. Pearson Education.
6. Robert L. Mathis and John H. Jackson. *Human Resource Management*. Cengage Learning.
7. TN Chhabra, *Human Resource Management*, Dhanpat Rai & Co., Delhi
8. Biswajeet Pattanayak, *Human Resource Management*, PHI Learning
9. Neeru Kapoor, *Human Resource Management*, Taxmann Publication
10. Gupta & Rosy, *Human Resource Management*, Kalyani Publishers

**Note: Latest edition of text books may be used.**

**Course – GE - 1**  
**PRINCIPLES OF MICRO ECONOMICS**

**Marks: 75**

Lectures 65

**Unit 1: Introduction( 13 Lectures)**

- (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 2: Consumer Theory( 13 Lectures)**

**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 3: Production and Cost( 13 Lectures)**

- (a). Production: Firm as an agent of production. Concepts of Production function. Law of variable proportions; Isoquants; Return to scale. Economics and Diseconomies 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 4: Market Structure( 13 Lectures)**

- (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 5: Income Distribution and Factor Pricing( 13 Lectures)**

Demand for factors. Supply of factor, backward bending supply curve for labor concepts of economic rent; Functional Distribution of Income.

**Suggested Readings:**

1. Pindyck, R.S., D. L. Rubinfeld and P. L. Mehta; *Microeconomics*, Pearson Education.
2. N. Gregory Mankiw, *Principles of Micro Economics*, Cengage Learning
3. Maddala G.S. and E. Miller; *Microeconomics: Theory and Applications*, McGraw-Hill Education.
4. Salvatore, D. *Schaum's Outline: Microeconomic Theory*, McGraw-Hill, Education.
5. Case and Fair, *Principles of Micro Economics*, Pearson Education
6. Koutsiyannis, *Modern Micro Economic Theory*.
7. C Snyder, *Microeconomic Theory: Basic Principles and Extensions*, Cengage Learning
8. Bilas, Richard A., *Microeconomics Theory: A Graphical Analysis*, McGraw-Hill Education.
9. Paul A Samuelson, William D Nordhaus, *Microeconomics*, McGraw-Hill Education.
10. Amit Sachdeva, *Micro Economics*, KusumLata Publishers

**Note: Latest edition of text books shall be used.**

## COMPUTER APPLICATIONS IN BUSINESS

**Marks: 75**

**Lectures 30 plus Practical Lab 40**

**Objectives:** To provide computer skills and knowledge for commerce students and to enhance the student's understanding of the usefulness of information technology tools for business operations.

### **Unit 1: Word Processing Lecture 7 Practical Lab 8**

Introduction to word Processing, Word processing concepts, Use of Templates, Working with word document: Editing text, Find and replace text, Formatting, spell check, Autocorrect, Autotext; Bullets and numbering, Tabs, Paragraph Formatting, Indent, Page Formatting, Header and footer, Tables: Inserting, filling and formatting a table; Inserting Pictures and Video; Mail Merge: including linking with Database; Printing documents

#### **Creating Business Documents using the above facilities**

### **Unit 2: Preparing Presentations Lecture 8 Practical Lab 8**

Basics of presentations: Slides, Fonts, Drawing, Editing; Inserting: Tables, Images, texts, Symbols, Media; Design; Transition; Animation; and Slideshow.

#### **Creating Business Presentations using above facilities**

### **Unit 3: Spreadsheet and its Business Applications Lecture 8 Practical Lab 12**

**Spreadsheet concepts**, Managing worksheets; Formatting, Entering data, Editing, and Printing a

worksheet; Handling operators in formula, Project involving multiple spreadsheets, Organizing Charts and graphs

**Generally used Spreadsheet functions:** Mathematical, Statistical, Financial, Logical, Date and Time, Lookup and reference, Database, and Text functions

### **Unit 4: Creating Business Spreadsheet Lecture 7 Practical Lab 12**

**Creating spreadsheet in the area of:** Loan and Lease statement; Ratio Analysis; Payroll statements; Capital Budgeting; Depreciation Accounting; Graphical representation of data; Frequency distribution and its statistical parameters; Correlation and Regression

#### **Note:**

1. Teaching arrangement need to be made in the computer Lab
2. There shall be four lectures per class and 4 Practical Lab periods per batch to be taught in computer Lab.

**Suggested Readings:** The suggested readings and guidelines shall be notified by the university department at least once in three years based on the selected software.

**Semester – VI**

**Course – DSE – 3 (a)**

**COMPUTERISED ACCOUNTING & SYSTEMS**

**Lectures 30 And Practical Lab 70**

**Marks: 75**

**Objectives:** This course seeks to enhance the skills needed for computerized accounting system and to enable the students to develop simple accounting applications.

**Unit 1: Computerised Accounting Systems** **10 Lectures, 26**

**Practical Lab**

Computerised Accounting Systems: Computerized Accounts by using any popular accounting software: Creating a Company; Configure and Features settings; Creating Accounting Ledgers and Groups; Creating Stock Items and Groups; Vouchers Entry; Generating Reports - Cash Book, Ledger Accounts, Trial Balance, Profit and Loss Account, Balance Sheet, Funds Flow Statement, Cash Flow Statement  
Selecting and shutting a Company; Backup and Restore data of a Company

**Unit 2: Preparation of Return of Income** **8 Lectures 26**

**Practical Lab**

Filing of returns: Manually, On-line filing of Returns of Income & TDS; Provision & Procedures of Compulsory On-Line filing of returns for specified assesses.

**Unit-3: Computerized Accounting: Using Generic Software** **12 Lectures 18**

**Practical Lab**

Taxation: TDS, GST

Auditing in Computerized Accounting system: Statutory Audit, Voucher verification, Verification of related party transaction, CAAT: Various Tools

**Note:**

1. Teaching arrangements need to be made in the computer Lab
2. There shall be Four Lectures per class and 4 Practical periods per batch to be taught in computer Lab.

**Suggested Readings:**

The suggested readings and guidelines shall be notified by the university department at least once in three years based on the selected software.

**Course – DSE – 3 (b)**

# AUDITING AND CORPORATE GOVERNANCE

**Marks: 75**

Lectures 65

**Objective:** To provide knowledge of auditing principles, procedures and techniques in accordance with current legal requirements and professional standards and to give an overview of the principles of Corporate Governance and Corporate Social Responsibility

Contents:

## **Unit 1: Introduction ( 11 Lectures)**

**Auditing:** Introduction, Meaning, Objectives, Basic Principles and Techniques; Classification of Audit, Audit Planning, Internal Control – Internal Check and Internal Audit; Audit Procedure – Vouching and verification of Assets & Liabilities.

## **Unit 2: Audit of Companies ( 11 Lectures)**

**Audit of Limited Companies:** Company Auditor- Qualifications and disqualifications, Appointment, Rotation, Removal, Remuneration, Rights and Duties Auditor's Report- Contents and Types. Liabilities of Statutory Auditors under the Companies Act 2013

## **Unit 3: Special Areas of Audit Special Areas of Audit( 11 Lectures)**

Special features of Cost audit, Tax audit, and Management audit; Recent Trends in Auditing: Basic considerations of audit in EDP Environment; Auditing Standards; Relevant Case Studies/Problems;

## **Unit 4: Corporate Governance ( 11 Lectures)**

Conceptual framework of Corporate Governance: Theories & Models, Broad Committees; Corporate Governance Reforms. Major Corporate Scandals in India and Abroad: Common Governance Problems Noticed in various Corporate Failures. Codes & Standards on Corporate Governance

## **Unit 5: Business Ethics ( 10 Lectures)**

Morality and ethics, business values and ethics, approaches and practices of business ethics, corporate ethics, ethics program, codes of ethics, ethics committee; Ethical Behaviour: Concepts and advantages; Rating Agencies; Green Governance; Clause 49 and Listing Agreement

## **Unit 6: Corporate Social Responsibility (CSR)( 11 Lectures)**

Concept of CSR, Corporate Philanthropy, Strategic Planning and Corporate Social Responsibility; Relationship of CSR with Corporate Sustainability; CSR and Business Ethics, CSR and Corporate Governance; CSR provisions under the Companies Act 2013; CSR Committee; CSR Models, Codes, and Standards on CSR

**Suggested Readings:**



1. Ravinder Kumar and Virender Sharma, *Auditing Principles and Practice*, PHI Learning
2. ArunaJha, *Auditing*. Taxmann Publication.
3. A. K. Singh, and Gupta Lovleen. *Auditing Theory and Practice*. Galgotia Publishing Company.
4. Anil Kumar, *Corporate Governance: Theory and Practice*, Indian Book House, New Delhi
5. MC Kuchhal, *Modern Indian Company Law*, ShriMahavir Book Depot. (Publishers). (Relevant Chapters)
6. KV Bhanumurthy and Usha Krishna, *Politics, Ethics and Social Responsibility of Business*, Pearson Education
7. N Balasubramanian, *A Casebook on Corporate Governance and Stewardship*, McGraw Hill Education
8. B.N. Ghosh, *Business Ethics and Corporate Governance*, McGraw Hill Education
9. S K Mandal, *Ethics in Business and Corporate Governance*, McGraw Hill Education
10. Bob Tricker, *Corporate Governance-Principles, Policies, and Practice* (Indian Edition), Oxford University Press
11. Christine Mallin, *Corporate Governance (Indian Edition)*, Oxford University Press
12. Relevant Publications of ICAI on *Auditing* (CARO).
13. Sharma, J.P., *Corporate Governance, Business Ethics, and CSR*, Ane Books Pvt Ltd, New Delhi.
14. Ashish Kr. Saha , SwapanSarkar, B. Biswas, S. Das,*Auditing Principles and Practice*

**Note: Latest edition of text books may be used.**

## Financial Markets, Institutions and Financial Services

Marks: 75

Lectures 65

**Objective:** To provide the student a basic knowledge of financial markets and institutions and to familiarise them with major financial services in India.

### Contents

#### Unit 1: Introduction (8 Lectures)

**Financial System and its Components** – financial markets and institutions; Financial intermediation; Flow of funds matrix; Financial system and economic development; An overview of Indian financial system

#### Unit 2: Financial Markets (17 Lectures)

Money market – functions, organisation and instruments. Role of central bank in money market; Indian money market – An overview

Capital Markets – functions, organisation and instruments. Indian debt market; Indian equity market – primary and secondary markets; Role of stock exchanges in India

#### Unit 3: Financial Institutions (20 Lectures)

Commercial banking – introduction, its role in project finance and working capital finance; Development Financial institutions (DFIs) – An overview and role in Indian economy; Life and non-life insurance companies in India; Mutual Funds – Introduction and their role in capital market development. Non-banking financial companies (NBFCs).

#### Unit 4: Financial Services (8 Lectures)

Overview of financial services industry: Merchant banking – pre and post issue management, underwriting. Regulatory framework relating to merchant banking in India

#### Unit 5: Leasing and hire-purchase (12 Lectures)

Consumer and housing finance; Venture capital finance; Factoring services, bank guarantees and letter of credit; Credit rating; Financial counseling.

### Suggested Readings:

- a. L M Bhole, and Jitendra Mahakud. *Financial Institution and Markets*, McGraw-Hill Education
- b. Khan, M.Y. *Indian Financial System*, McGraw-Hill Education.
- c. Dhanekar. *Pricing of Securities*. New Delhi: Bharat Publishing House.
- d. Prasanna, Chandra. *Financial Management: Theory and Practice*. McGraw-Hill Education.
- e. Clifford Gomez, *Financial Markets, Institutions and Financial Services*, **PHI Learning**
- f. MY Khan and PK Jain. *Financial Services*. McGraw Hill Education.
- g. Singh, J.K. *Venture Capital Financing in India*. Dhanpat Rai and Company, New Delhi.
- h. Annual Reports of Major Financial Institutions in India.
- i. Jaydeb Sarkhel & Sheikh Salim, *Indian Financial System & Financial Markets Operation*.
- j. L.M Bhole & Jitendra Mahakud, *Financial Institution and Markets*,
- k. M.Y. Khan, *Financial Services* (9<sup>th</sup> edition)
- l. Kaur & Talwar, *Financial Markets Institution and Services*, Kalyani Publishers

**Note: Latest edition of text books may be used**

**GOODS AND SERVICES TAX& CUSTOMS DUTY**

**Marks: – 75**

Lectures 65

**Contents:**

**1. Concept of indirect taxes ( 5 Lectures)**

- i. Concept and features of indirect taxes
- ii. Principal indirect taxes

**2. Goods and Services Tax (GST) Laws ( 40 Lectures)**

- i. GST Laws: An introduction including Constitutional aspects
- ii. Levy and collection of CGST and IGST
  - a) Application of CGST/IGST law
  - b) Concept of supply including composite and mixed supplies
  - c) Charge of tax
  - d) Exemption from tax
  - e) Composition levy
- iii. Basic concepts of time and value of supply
- iv. Input tax credit
  - v. Computation of GST liability
  - vi. Registration
- vii. Tax invoice; Credit and Debit Notes; Electronic way bill
- viii. Returns
- ix. Payment of tax including reverse charge

**3. Customs Law as contained in the Customs Act, 1962 and the Customs Tariff Act, 1975 (20 Lectures)**

(i) Introduction to customs law including Constitutional aspects (ii) Levy of and exemptions from customs duties – **All provisions** including application of customs law, taxable event, charge of customs duty, exceptions to levy of customs duty, exemption from custom duty (iii) Types of customs duties (iv) Classification and valuation of imported and export goods (v) Officers of Customs; Appointment of customs ports, airports etc. (vi) Import and Export Procedures – **All import and export procedures** including special procedures relating to baggage, goods imported or exported by post, stores (vii) Provisions relating to coastal goods and vessels carrying coastal goods (viii) Warehousing (ix) Drawback (x) Demand and Recovery; Refund (xi) Provisions relating to prohibited goods, notified goods, specified goods, illegal importation/exportation of goods (xii) Searches, seizure and arrest; Offences; Penalties; Confiscation and Prosecution (xiii) Appeals and Revision; Advance Rulings; Settlement Commission (xiv) Other provisions.

**Suggested Readings:**

- 1. Dhingra Understanding Basic of GST, Kalyani Publishers
- 2. Goyal and Garg , Indirect Tax, Kalyani Publishers

**Note: Latest edition of text books may be used.**

## INDIAN ECONOMY

**Marks: 75**

Lectures 65

**Objectives:** This course seeks to enable the student 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.

### Contents

**Unit 1: Basic Issues and features of Indian Economy ( 13 Lectures)**  
Concept and Measures of Development and Underdevelopment; Human Development; Composition of national income and occupational structure.

### Unit 2: Policy Regimes ( 13 Lectures)

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

### Unit 3: Growth, Development and Structural Change ( 13 Lectures)

- 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 4: Sectoral Trends and Issues ( 13 Lectures)

- 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 5: Inflation, Unemployment and Labour market ( 13 Lectures)

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

**Suggested Readings:**

1. Mishra and Puri, *Indian Economy*, Himalaya Publishing House
2. IC Dhingra, *Indian Economy*, Sultan Chand & Sons
3. GauravDutt and KPM Sundarum, *Indian Economy*, S. Chand & Company.
4. Uma Kapila (ed), "*Indian Economy since Independence*", Relevant articles.
5. Bhagwati, J. and Desai, P. *India: Planning for industrialization*, OUP, Ch 2.
6. Patnaik, Prabhat. *Some Indian Debates on Planning*. T. J. Byres (ed.). *The Indian Economy: Major Debates since Independence*, OUP.
7. Ahluwalia, MontekS. *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.
8. Mankiw, N. Gregory. *Principles of Macroeconomics*. Cengage Learning
9. RudigerDornbusch, Stanley Fischer, and Richard Startz, *Macroeconomics*. McGraw-Hill Education
10. Oliver J. Blanchard, *Macroeconomics*, Pearson Education
11. G. S. Gupta, *Macroeconomics: Theory and Applications*, McGraw-Hill Education
12. Paul A Samuelson, William D Nordhaus, SudipChaudhuri, *Macroeconomic*, McGraw-Hill Educatio.

**Note: Latest edition of text books may be used.**

**Course: SEC - 4**

**BUSINESS COMMUNICATION**

**Marks: 75**

Lectures 50

**Objective:** To equip students of the B.Com course effectively to acquire skills in reading, writing, comprehension and communication, as also to use electronic media for business communication.

**Content:**

**Unit 1 ( 12 Lectures)**

**Nature of Communication:** Process of Communication, Types of Communication (verbal & NonVerbal), Importance of Communication, Different forms of Communication Barriers to Communication Causes, Linguistic Barriers, Psychological Barriers, Interpersonal Barriers, Cultural Barriers, Physical Barriers, Organizational Barriers

**Unit 2 ( 13 Lectures)**

**Business Correspondence:** Letter Writing, presentation, Inviting quotations, Sending quotations, Placing orders, Inviting tenders, Sales letters, claim & adjustment letters and social correspondence, Memorandum, Inter -office Memo, Notices, Agenda, Minutes, Job application letter, preparing the Resume.

**Unit 3 ( 15 Lectures)**

**Report Writing:** Business reports, Types, Characteristics, Importance, Elements of structure, Process of writing, Order of writing, the final draft, check lists for reports.

**Unit 4 ( 10 Lectures)**

**Oral Presentation:** Importance, Characteristics, Presentation Plan, Power point presentation, Visual aids.

**Suggested Readings:**

1. Bovee, and Thill, *Business Communication Today*, Pearson Education
2. Lesikar, R.V. & Flatley, M.E. Kathryn Rentz; *Business Communication Making Connections in Digital World*, 11<sup>th</sup> ed., McGraw Hill Education.
3. Shirley Taylor, *Communication for Business*, Pearson Education
4. Locker and Kaczmarek, *Business Communication: Building Critical Skills*, TMH
5. Leena Sen, *Communication Skills*, PHI Learning
6. Kumar Varinder & Bodh Raj, *Business Communication*, Kalyani Publishers

**Note: Latest edition of text books may be used.**

