### B.A. (Vocational Studies) Marketing Management and Retail Business: Three-Year (6-Semester) CBCS Programme

#### Basic Structure: Distribution of Courses

<table>
<thead>
<tr>
<th></th>
<th>Ability Enhancement Compulsory course</th>
<th>Skill Enhancement Course</th>
<th>Core Discipline</th>
<th>Elective Courses (Core Discipline)</th>
<th>Elective Courses (Inter Disciplinary)</th>
<th>Total Credit Hrs</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>2 Papers of 2 Credit Hrs. each (Total Credit Hrs. 2X2)</td>
<td>4 Papers of 4 Credit Hrs. each (Total Credit Hrs. 4X4) (4 Lectures and 1 Tutorial)</td>
<td>12 Papers of 6 Credit Hrs. each (Total Credit Hrs. 12X6) (5 Lectures and 1 Tutorial)</td>
<td>3 Papers of 6 Credit Hrs. each (Total Credit Hrs. 3X6) (5 Lectures and 1 Tutorial)</td>
<td>3 Papers of 6 Credit Hrs. each (Total Credit Hrs. 3X6) (5 Lectures and 1 Tutorial)</td>
<td>128</td>
</tr>
</tbody>
</table>

#### Course Structure

**B.A. (VS) Marketing Management and Retail Business**

**Semester – I**

<table>
<thead>
<tr>
<th></th>
<th>Environmental Studies/ Language: English/Hindi/Modern Indian Language</th>
<th>Ability Enhancement Compulsory Course (AECC)</th>
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</thead>
<tbody>
<tr>
<td>1.1</td>
<td>English/ MIL I</td>
<td>Core Discipline</td>
</tr>
<tr>
<td>1.2</td>
<td>Introduction to Marketing Management-I</td>
<td>Core Discipline</td>
</tr>
<tr>
<td>1.4</td>
<td>Principles of Microeconomics</td>
<td>Core Discipline</td>
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**Semester – II**

<table>
<thead>
<tr>
<th></th>
<th>Language: English/Hindi/Modern Indian Language/ Environmental Studies</th>
<th>Ability Enhancement Compulsory Course (AECC)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2.1</td>
<td>MIL / English I</td>
<td>Core Discipline</td>
</tr>
<tr>
<td>2.3</td>
<td>Introduction to Marketing Management-II</td>
<td>Core Discipline</td>
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<tr>
<td>Semester – III</td>
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</tr>
<tr>
<td>3.1 English/ MIL II</td>
<td>Core Discipline</td>
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<tr>
<td>3.2 Advertising and Sales Promotion</td>
<td>Core Discipline</td>
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</tr>
<tr>
<td>3.3 Indian Economy – Sectoral Issues</td>
<td>Core Discipline</td>
<td></td>
</tr>
<tr>
<td>3.4 Computer Concepts and Software Packages</td>
<td>Skill Enhancement Course (SEC)</td>
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<table>
<thead>
<tr>
<th>Semester – IV</th>
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<tbody>
<tr>
<td>4.1 MIL / English II</td>
<td>Core Discipline</td>
</tr>
<tr>
<td>4.2 Retail Business Management</td>
<td>Core Discipline</td>
</tr>
<tr>
<td>4.3 Labour and Development in India</td>
<td>Core Discipline</td>
</tr>
<tr>
<td>4.4 Business Communications</td>
<td>Skill Enhancement Course (SEC)</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Semester – V</th>
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</tr>
</thead>
<tbody>
<tr>
<td>5.1 Legal Aspects of Marketing</td>
<td>Elective Core – Discipline Based</td>
</tr>
<tr>
<td>5.2 Internship Project / Project</td>
<td>Core Discipline</td>
</tr>
<tr>
<td>5.3 Financial Accounting Corporate Laws</td>
<td>Elective Core – Generic</td>
</tr>
<tr>
<td>5.4 Rural Marketing</td>
<td>Skill Enhancement Course (SEC)</td>
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<tr>
<th>Semester – VI</th>
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<tbody>
<tr>
<td>6.1 International Marketing: An Overview</td>
<td>Elective Core – Discipline Based</td>
</tr>
<tr>
<td>6.2 Globalization Retailing Operations</td>
<td>Elective Core – Discipline Based</td>
</tr>
<tr>
<td>6.3 Business Law Financial management</td>
<td>Elective Core – Generic</td>
</tr>
<tr>
<td>6.4 E-Commerce</td>
<td>Skill Enhancement Course (SEC)</td>
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</tbody>
</table>
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B.A. (VS) Marketing Management and Retail Business
Semester I

Paper 1.3 Introduction to Marketing Management I

Duration: 3 hours Marks: 100 lectures: 65

Objectives: To provide the working knowledge of different concepts of Marketing and their use managerial decisions

Unit-I 15

Unit-II 15
Marketing System, Types Of Marketing, Marketing Information System; Definition and Components. Marketing Research; Definition Objective, Process & Significance

Unit-III 15

Unit-IV 20

Suggested readings
- Kotler, Keller, Koshy And Jha “Marketing Management” 13th edition Pearson Education
- Ramaswamy VS, Namakumari “Marketing Management” 4th Macmillan
- Evance&Berman “Marketing Management” 2007, Cenage Learning
- Mcdenial,Lamb,Hair “Principles Of Marketing 2008” Cenage Learning
- William M. Pride and O.C Ferrell: Marketing; Houghton - Muffling Boston
Objectives: This course intends to expose the student to the basic concepts in Microeconomics, which is the study of the economic behaviour of small economic groups such as families and firms. The broad subject matter of Microeconomics is making decisions on the allocation of limited resources available with individuals, firms, and organizations. Typically, it applies to the markets where goods and services are bought and sold with a goal of maximizing benefits.

Unit-I 15
Introduction: Scarcity, choice, opportunity cost and production possibility frontier;
Demand and supply: law of demand, determinants of demand, shifts of demand curve versus movements along a demand curve, market demand; law of supply, determinants of supply, shifts of supply versus movements along a supply curve, market supply, market equilibrium.

Unit-II 10
Demand and Supply: Applications of demand and supply: price rationing, price floors, consumer surplus, producer surplus.
Elasticity: price elasticity of demand, calculating elasticity, determinants of price elasticity, cross and income elasticity.

Unit-III 10
Consumer Theory: Budget constraint, concept of utility, diminishing marginal utility, indifference curves, Price, income and substitution effects.

Unit-IV 15
Production and Costs: Production: production functions, law of variable proportions, returns to scale, isoquant and isocost lines, producer equilibrium
Costs: costs in the short run, costs in the long run, revenue and profit maximizations, economies and diseconomies of scale.

Unit-V 15
Market Structures
Perfect Competition: theory of a firm under perfect competition, equilibrium of the firm in the short run and long run
Imperfect Competition: Monopoly: short run and long run equilibrium; comparison of perfect competition and monopoly, price discrimination;
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Suggested Readings:
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Semester II

Paper 2.3  Introduction to Marketing Management II

Duration: 3 hours  Marks: 100  lectures: 65

Objectives: To provide the working knowledge of advance Marketing management.

Unit-I  15
Marketing Management: Concept Philosophy & Process. Marketing Mix;
Definition, Importance & Factors Determining Marketing Mix. Meaning & Nature of Product,
Product Packaging: Definition, Functions And Requisites Of Good Packaging. Branding &
Labeling.

Unit-II  15
Pricing: Concept, Objectives & Factors Affecting Price of A Product, Pricing Policies And
Strategies. Types of Pricing Decisions.

Unit-III  20
Place: Concept, Objectives & Importance of Channels of Distribution Of Consumer Goods,
Types Of Channels Of Distribution, Factors Affecting Choice Of Distribution Channels.
Logistics: Meaning, Importance, Objectives, Marketing Logistics Task, Approaches Of
Logistics (Total Cost & Total System Approach)

Unit-IV  15
Promotion: Meaning, Nature & Importance. Types of Promotion. Concept of Promotion Mix
and Factors Affecting Promotion Mix, Emerging Trends in marketing

Suggested readings
- Kotler, Keller, Koshy And Jha “Marketing Management” 13th edition Pearson Education
- Ramaswamy VS, Namakumari “Marketing Management” 4th Macmillan
- William M. Pride and O.C Ferrell: Marketing; Houghton - Mafflin Boston
Objectives: This course introduces students to the basic concepts in Macroeconomics. In this course the students are introduced to the definition, measurement of the macroeconomic variables. It explains how and why the economy grows and fluctuates over time based on the decisions made, in the aggregate, by consumers, businesses, and governments. As the world is shifting toward a global economy, the study of Macroeconomics helps the student to understand the overall macroeconomic environment under which one has to take economic decisions.

Unit-I
Introduction: Basic concepts and issues of Macroeconomics.

10

Unit-II
National Income Accounting: Concepts of GDP and National Income; measurement of national income and related aggregates; nominal and real income; limitations of the GDP concept.

15

Unit-III
Determination of GDP: consumption and saving functions, investment function, equilibrium GDP; concepts of MPS, APS, MPC, APC; Concept of multiplier, fiscal and monetary policies.

15

Unit-IV
IS-LM Analysis: Derivations of the IS and LM functions; effects of fiscal and monetary policies on equilibrium income

10

Unit-V
Balance of Payments and Exchange Rate: Meaning, Factors, current account and capital account, determination of exchange rate.

15

Suggested Readings:

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Semester III

Paper 3.2 Advertising and Sales Promotion

Duration: 3 hours  Marks: 100  lectures: 65

Objectives: To provide the working knowledge of Advertising and sales promotion.

Unit I:  15

Unit II:  18

Unit III:  17

Unit IV:  15

Suggested readings
- Kotler, Keller, Koshy And Jha ” Marketing Management” 13th edition Pearson Education
- Ramaswamy VS, Namakumari ”Marketing Management” 4th Macmillan
- Shukla A.K. ”Marketing Management” 1st edition, VaibhavLaxmiPrakashan
- Jain& Singh ”Modern Advertising Management” Regal Publications
- Jefkins “ Advertising” Pearson Education
- Dr.R.L.Varshney& Dr. S.L.Gupta: Marketing Management, an Indian Perspective, Sultan Chand & Sons
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Semester III

Paper 3.3 Indian Economy – Sectoral Issues

Duration: 3 hours  Marks: 100  lectures: 65

Objectives: This paper provides an overview of the development of the different sectors and their interrelations of the Indian economy. The study of the three broad sectors namely agriculture, industry and services would help the students understand the developments in different policy environment.

Unit-I 15

Agriculture: Trends in production and productivity, land reforms, land tenure system, land distribution. Agricultural labour, wages and employment and issue of under-employment. Capital investment, credit, Irrigation and supply of other inputs.

Unit-II 10

Agricultural Policies- Green revolution, pricing and procurement policies, PDS and support price.

Unit – III 15

Industry: Growth and Structure of industry. Industrial and licensing policies, large, small and cottage industries.

Unit-IV 10

Industrial finance, capital and multinationals. Cost of each source of finance

Unit – V 15

Service Sector: Growth and Structure of service sector – major components, linkages with other sectors, and importance in the national economy, informal sector.

Suggested Readings

- Uma Kapila Indian Economy: Performance and Policy: Performance and Policy
- Dutt&Sundaram - Indian Economy
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Paper 3.4 Computer concepts and software packages

Duration: 3 hours  Marks: 75  lectures: 50

Unit I

Basic Concepts: Meaning, characteristics and applications of a Computer, Advantages and limitations of a computer, Meaning of Data, Information and Knowledge, Data types, data storage, data representation such as ASCII.

Unit II


Unit III

Operating System: Need and functions of an Operating System, Graphic user interface and character user interface. Windows environment: application and document, Windows interface such as icons, lists, menus, dialog box, etc. Desktop, control panel, system tools, utilities such as calculator, calendar, etc. Explorer: file types, attributes, names, folders, drives, devices. File functions: create, open, close, delete, rename, move, cut, copy, paste, etc.

Unit IV


Unit V

Office Applications: Meaning and applications of word processing, MS-Word – formatting text, writing basic document using Word, Header and Footer, Page formatting, paragraph formatting, saving a document, printing a document. Meaning and applications of spreadsheets. MS-Excel – creating a workbook, saving a workbook, editing a workbook, creating a series, use of basic formulae in Excel, use of functions in Excel, sorting data, creating simple charts. Meaning and applications of presentation.

MS-PowerPoint – creating simple presentation including slide transitions, bullets, etc.

The Theory paper will be based on Units 1-4 only and the practical component will be based on Unit 5 only.
Suggested Readings

- Absolute Beginner’s Guide to Computer Basics by Michael Miller
- Fundamental of Computers by Akash Saxena, Kratika Gupta
- Fundamentals of Information Technology, Alexis and Mathew
- Computers Today, Donald H. Sanders.
- Basic Financial Accounting, J.R. Monga
- Computer Fundamentals, P.K. Sinha
- Double Entry Book-Keeping, T.S. Grewal and Grewal.

GUIDELINES FOR THE CONDUCT OF PRACTICAL EXAMINATION

<table>
<thead>
<tr>
<th>Ques. No.</th>
<th>Description of Question</th>
<th>Marks</th>
<th>Time Allowed</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Lab testing of various concepts MS word, PPT and Excel as mentioned in Unit V.</td>
<td>25</td>
<td>60 minutes</td>
</tr>
</tbody>
</table>

Note
1. There will be no internal assessment in Practical component of this Paper.
2. 10 minutes time may be given to the examinees for adjustment of computers before the practical.
3. Hard Copy of evaluation sheet and question paper will be given to examinees And they will produce soft copy as answer sheet for evaluation.
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Semester IV
Paper 4.2 Retail Business Management

Duration: 3 hours  Marks: 100  lectures: 65

Objectives
Retail is an emerging area in marketing. The basic objective is to provide basic understanding of retail business.

Unit I 15
Retailing: Concept, Scope and Retail Management. Theories Of Retail Development (Wheel Of Retailing, Retail Accordation, Melting Pot Theory, Polarisation Theory). Contribution Of Retailing To Indian Economy. Retail Environment in India, Foreign Direct Investment (FDI) In Retail, Changing Scenario Of Retail business In India

Unit II 20

Unit III 15
Retail Location: Meaning, Importance, Process and Factors Affecting Location, Merchandising: Concept, Importance, Factors Affecting Buying Decision. Role and Responsibilities of Merchandising.

Unit IV 15
Franchising: Definition, Types and Evolution. Franchising Law In India. Outsourcing: Definition, Scope and Importance. Introduction of the Concept Of VAT In Retailing.

CRM in Retail: Concept, Types of CRM, Application Of CRM In Retailing, Strategic Framework For CRM In Retail.

Suggested Readings:
- Ramaswamy VS, Namakumari “Marketing Management” Macmillan
- Gibson & Vedamani “Retail Management” Jayco Books
- Bajaj, Tuli, & Srivastava “Retail Management” Oxford University Press
- Berman Barry & Evance J.R “Retail Management” Prentice Hall India
- Jain J.N. & Singh P.P “Modern Retail Management – Principal And Techniques ” Regal Publications
- Madan K.V.S “Fundamental S Of Retailing” Mcgraw-Hill
- Swapna Pradhan “Retailing Management- Text And Cases” Tata Mcgraw-Hill
- Peelen Ed “Customer Relationship management 2009” Pearson Education
- Gilbert D “Retail Management” Pearson Education
- Barry Berman, Joel R Evans- Retail Management; A Strategic Approach
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Semester IV

Paper 4.3 Labour and Development in India
Duration: 3 hours  Marks: 100  lectures: 65

Objectives: The course is intended to equip the students with conceptual, legal, and empirical issues pertaining to labour in India. The focus of the course would be on the changing profile and position of labour in modern India. The role of the state, nation and International labour organisations will be emphasized.

Unit-I 10
Patterns of development and changing forms of labour in India, Labour, employment and work – Meanings and changing forms.

Unit-II 15

Unit-III 10
Labour protest and Trade Union Movement: Evolution of Trade Union Movement, Trade Union Movement in India. Labour protest and Industrial action

Unit-IV 15
State and Labour: Labour administration- union Govt. and State Govt., Mechanism of wage settlement, National commission on labour

Unit-V 15
International labour Organisation in India: Role and structure of ILO, India and ILO

Suggested Readings:
- Sukomal Sen, Working Class movement in India
- Empowering Rural labour in India (ed), 1998, New delhi, R. RadhaKrishna and A.N Sharma
- Rehabilitation of Child labour in India V.V Giri National Labour Institute, NOIDA.
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Semester IV
Paper 4.4 Business Communications

Duration: 3 hours  Marks: 100  lectures:  50

Objectives:
To equip students of the B.A(VS) course to effectively acquire skills in reading, writing, comprehension and communication, as also to use electronic media for business communication.

Unit I  10
Nature of Communication Process of Communication, Types of Communication (verbal & Non Verbal), Importance of Communication, Different forms of Communication, Barriers to Communication Causes, Linguistic Barriers, Psychological Barriers, Interpersonal Barriers, Cultural Barriers, Physical Barriers, Organizational Barriers

Unit II  10
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 III  10
Report Writing Business reports, Types, Characteristics, Importance, Elements of structure, Process of writing, Order of writing, the final draft, check lists for reports.

Unit IV  10
Vocabulary Words often confused, Words often mis-spelt, Common errors in English.

Unit V  10
Oral Presentation Importance, Characteristics, Presentation Plan, Power point presentation, Visual aids.

Suggested Readings
- Bovee, and Thill, Business Communication Today, Pearson Education
- Shirley Taylor, Communication for Business, Pearson Education
- Locker and Kaczmarek, Business Communication: Building Critical Skills, TMH

Note: Latest edition of text books may be used.
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Semester V
Paper 5.1 Legal Aspects of Marketing

Duration: 3 hours  Marks: 100  lectures: 65

Objectives: To give basic understanding different laws relating to marketing

Unit I: 15
- The Consumer Protection Act 1986: Features, Rights And Responsibilities Of Consumers, Redressal Mechanism
- The Essential Commodities Act 1955: Features, Essential Commodities, Control Of Production, Supply And Distribution Of Commodities, Public Interest

Unit II 15
- The Prevention Of Food Adulteration Act 1951: Features, Adulteration Of Food And Penalties
- The Drugs And Magic Remedies (Objectionable Advertisement) Act 1954: Advertisements Related To Self Medication And Harmful Drugs, Prohibition Of False Claims
- The Bureau Of Indian Standards Act 1986: Features, Procedure For BIS Standards, Offences And Penalties
- The Agricultural Produce Grading And Marketing Act (AGMARK) 1937: Features, Offences And Penalties

Unit III 15
- The Trademarks Act 1999: Features, Trademarks, Offences And Penalties
- The Patents Act 1970: Features, Patents, Offences And Penalties
- The Information Technology Act 2000: Features, Digital Signature, Digital Signature Certificate And Certifying Authorities

Unit IV 15
- The Standards Of Weights And Measures Act 1976: Features, Rules Applicable To Retail Business
- The Packaging Rules: Rules Related To Only Small And Retail Products
- The Competition Act: Features, And Regulatory Framework For Retail Business
Suggested readings:

- Datey V.S. "Student guide to Economic laws" 2010 Taxman publication
- All Relevant Bare Acts
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Semester V

Paper 5.2 Internship Project/Project

Marks: 100

Objectives: to provide basic and hand on understanding of the industry.

Note:
Each student of Vocational Courses shall undergo Practical Internship of four weeks during the vacations after fourth semester in an approved Business/Industrial/Govt./Service organization. The objective of this training is to make the student acquainted with the industrial / business working environment. After completion of the training they will have to submit a training report. The internship/project reports will carry 100 marks. It will be evaluated by two examiners (one internal and one external). The training report is part of the fifth semester. It is to be submitted by the date fixed by the College.

The students will also have to submit a performance certificate from the company where he/she undertook the training. This report will also be considered while evaluating the training report by examiners.
Alternatively, if it is not possible to do industrial internship the students will prepare a project report on a topic assigned to him/her by the college. The project report will be evaluated as above.
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B.A. (VS) Marketing Management and Retail Business
Semester V

Paper 5.3 Financial Accounting

Duration: 3 hours          Marks: 100          lectures: 65

Objectives:

To make the student familiar with generally accepted accounting principles of financial accounting and their applications in business organizations excluding corporate entities.

Unit-I    15


Unit-II    15

(i) Consignments: Features, Accounts treatment in the books of the consignor and consignee.
(ii) Joint Ventures: Accounting procedures: Joint Bank Account, Records Maintained by co-venturer of (a) all transactions (b) only his own transactions. (Memorandum joint venture account).
(iii) Inland Branches: Dependent branches only and Ascertainment of Profit by Debtors method and Stock and Debtors method.

Unit-III    10


Unit-IV    10

Partnership: Admission, Retirement, Dissolution of Partnership Firms: Legal Position, Accounting for simple dissolution.

Unit-V    15

Analysis of financial statements, Common size balance sheet, Ratio analysis, Cash Flow statement.

List of Reading
1. J.R. Monga, Basic Financial Accounting, Mayur Paper backs, Darya Gang, New Delhi
2. S.N. Maheshwari, Financial Accounting, Vikas Publication, New Delhi

Note: Latest edition of text book may be used.
Objectives
The objective of the course is to impart basic knowledge of the provisions of the Companies Laws and the Depository Laws along with relevant case law.

Unit I
15
Introduction: Characteristics of a company, concept of lifting of corporate veil, Types of companies, association not for profit, illegal association, Formation of company – Promoters, their legal position, pre-incorporation contract and provisional contracts. Documents – Memorandum of Association, Articles of Association, Doctrine of Constructive Notice and Indoor Management, Prospectus and Book Building process.

Unit II
15
Share Capital – issue, allotment and forfeiture of share, demat of share, transmission of shares, buyback, share certificate and share warrant, Members and shareholder – their rights and duties. Shareholders meetings, kinds, convening and conduct of meetings, AGM, EGM, Class meetings.

Unit III
10
Management – Directors, classification of directors, dis-qualifications, appointment, legal position, powers and duties, disclosures of interest, removal of directors, board meetings, Key managerial personnel and remuneration, Dividend Provisions and issue of bonus shares. Investigations. Audit and accounts

Unit IV
15
Winding up – concept and modes of winding up, Emerging issues in company law: One Person Company (OPC), Small Company, Postal Ballot, Small Shareholders on Board, Director Identity Number (DIN), Corporate Identity Number (CIN), MCA-21, Online Filing of Documents, Online Registration of Company, National Company Law Tribunal (NCLT), Limited Liability Partnership (LLP), Insider Trading, Rating Agencies, Producer Company – concept and formation.

Unit V:
10
Depositories Act 1996: Definitions, Rights and Obligations of Depositories, Participants Issuers and Beneficial Owners, Inquiry and Inspections, Penalty.

Suggested Readings:
- Kuchhal MC “Company law ” Mahavir Publications
- DagarInderjeet and AgnihotriAnurag “Corporate laws” Galgotia publishing company, New Delhi
- Singh Avtar “Company Law” Allahabad Law House
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Semester V
Paper 5.4 Rural Marketing

Duration: 3 hours  Marks: 100  lectures: 65

Objectives: To give basic understanding of different concepts relating to Rural marketing

Unit I

15

Unit II

20

Unit III

15

Unit IV

15
Emerging Issues in Marketing: Green Marketing, Sports marketing And Social Marketing

Rural Financial Institutions: Regional Rural Banks (RRB), Co-operative Banks, NABARD (National Agricultural Bank for rural Development).

Suggested readings
- C.S.G. Krishnamacharyulu, LalitaRamakrishnan, “Rural Marketing – Text and Cases” Pearson education
- PradeepKashyap, Siddhartha Raut “The Rural Marketing” Biztantra
- BalramDogra, KarminderGhuman “Rural Marketing” Tata Mcgraw-Hill
- Shukla A.K. “Marketing Management” VaibhavLaxmiPrakashan
- VelayudhanSanal Kumar “Rural Marketing” Response Books (Sage Publication)
- GopalaSwamy T.P: Rural Marketing; Wheeler Publishers, New Delhi
- Krishnamacharyulu: Rural Marketing: Text & Cases, Pearson Education
B.A. (VS) Marketing Management and Retail Business

Semester VI

Paper 6.1 International Marketing : An Overview

Duration: 3 hours  Marks: 100  lectures: 65

Objectives:  To provide the basic understanding of the international marketing

Unit I  20

Unit II  15

Unit III  15
International Trade Organization: WTO, RTA, SAARC, ASEAN, BRICS and European Union. International Marketing Strategies

Unit IV  15
Selection of Retail Market, Study And Analysis Of Retailing In Global Setting, Internationalization Of Retailing And Evolution Of International Retailing Methods Of International Retailing.

Suggested readings

- NargundkarRajendra “ International Marketing“ Excel Books
- Joshi Rakesh Mohan “ International Marketing” OxfordUniversity Press
- Kotabe,Pelose,Gregory And Helson “ International Marketing Management“ Wiley, Jhon&Sons,Inc
- S.A.Sherlekhkar: Marketing Management, Himalaya
- Govindarajan: Marketing Management: Concepts, Cases, challenges & Trends, PHI
Paper 6.2 Globalization

**Objectives:** The Paper is designed to familiarise the students with the concept of globalisation and integration of developing countries with the world economy. The aim of the paper is to provide a critique of globalisation and stress on local/national policies than follow the one-size-fits-all approach.

**Unit I**
Meaning and contents of globalization- First and second phases of modern economic globalization.
Benefits of globalization, expansion of markets, freer movement of goods, services and factors (labour and capital).

**Unit II**
Role of globalisation in reducing inequality and poverty.
Distribution of benefits of globalisation shared by developed and developing countries

**Unit III**
Globalisation and the world economy - production, global value chains - a case of simultaneous integration and segmented production.

**Unit IV**
Critique of globalisation – To what extent globalisation implies a rise of neo-liberalism.
To understand the decline in the authority of the Nation-state and reduction of policy space. Major brunt borne by social spending and decline of safety nets.

**Unit V**
- Global governance - IMF, World Bank and the WTO. Role of the WTO in governing the world trading systems.
- The way forward - stress on local/regional/national (context-specific) than global economy

**Suggested Readings**
- Deepak Nayyar, Globalisation
- Joseph Stiglitz, Globalisation and its discontents
Objectives: To give student practical understating of the different operations related to retail.

Unit I
Human Resource Management In Retailing: Definition, Significance Of HRM In Retail, Major Function Of HRM In Retailing, Strategic Framework Of HRM In Retailing, Trends And Challenges In HRM In Retailing. Future of HRM In Retailing.

Unit II
Financial Management in Retailing: Concept, Role and Sources of Finance For Retailer.
Budgeting: Meaning, Types and Budgetary Control.

Unit III
Working capital management in retailing: Concept, Estimation, Working capital Cycle. Cash management, Credit management and Inventory Valuation: FIFO, LIFO, Inventory Management: ABC, EOQ Analysis

Unit IV
IT in Retail Market: Role It In Retail, Parameters For Use Of IT In Retailing, IT For Competitive Advantage, Capturing And Transmitting Data At The Point Of Sale, Data Base Marketing, Data Mining And Business Intelligence.
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Suggested Readings

- Gibson & Vedamani "Retail Management" Jayco Books
- Bajaj, Tuli, & Srivastava "Retail Management" Oxford University Press
- Berman Barry & Evans J.R "Retail Management" Prentice Hall India
- Jain J.N. & Singh P.P "Modern Retail Management – Principal And Techniques" Regal Publications
- Madan K.V.S "Fundamental S Of Retailing" Mcgraw-Hill
- Swapna Pradhan "Retailing Management- Text And Cases" Tata Mcgraw-Hill
- Ramkishan Y "International Retail Marketing Strategies" Jayco Books
- Gilbert D "Retail Management" Pearson Education
- George H, Lucas Jr., Robert P. Bush, Larry G Grecian- Retailing
- J. Lamba- The Art of Retailing
- Barry Berman, Joel R Evans- Retail Management; A Strategic Approach
B.A. (VS) Marketing Management and Retail Business

Semester VI

Paper 6.3 Business Law

Duration: 3 hours  
Marks: 100  
Lectures: 65

Objectives: The objective of the course is to impart basic knowledge of the important business laws along with relevant case laws.

Unit I: The Indian Contract Act, 1872  
Contract – meaning, characteristics and kinds, Essentials of valid contract - Offer and acceptance, consideration, contractual capacity, free consent, legality of objects, Void agreements, Discharge of contract – modes of discharge including breach and its remedies, Contingent contracts, Quasi contracts

Unit II: The Indian Contract Act, 1872: Specific Contracts  
Contract of Indemnity and Guarantee, Contract of Bailment, Contract of Agency

Unit III: The Sale of Goods Act, 1930  
a) Contract of sale, meaning and difference between sale and agreement to sell, Conditions and warranties, Transfer of ownership in goods including sale by non-owners, Performance of contract of sale, Unpaid seller – meaning and rights of an unpaid seller against the goods and the buyer.

Unit IV: Partnership Law  
The Partnership Act, 1932: Nature and Characteristics of Partnership, Registration of Firms, Types of Partners, Rights and Duties of Partners, Implied Authority of a Partner, Incoming and outgoing Partners, Mode of Dissolution of Partnership  

Unit V: The Negotiable Instruments Act, 1881  
Meaning and Characteristics of Negotiable Instruments: Promissory Note, Bill of Exchange, Cheque, Holder and Holder in due Course, Privileges of Holder in Due Course, Negotiation: Types of Endorsements, Crossing of Cheque, Bouncing of Cheques
Suggested Readings


*Note: Latest edition of text books may be used.*
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Semester VI
Paper 6.3  Financial Management

Duration: 3 hours  Marks: 100  lectures: 65

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

Unit I  15

Unit II  15

Unit III  10

Unit IV  10

Unit V  15
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.

Suggested Readings

**Note:** Spreadsheet is the recommended software for doing basic calculations in finance and hence can be used for giving students subject related assignments for their internal assessment purposes.
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Semester VI
Paper 6.4 E - Commerce

Duration: 3 hours    Marks: 100    lectures: 50

Objectives: To give on hand knowledge on the issues related to E-Commerce. So that student should become familiar with mechanism for conducting business transactions through electronic means.

Unit I: 10
Introduction: 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.

Unit II 10
Technology: technologies 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 III 15

Unit IV 10
E-payments system: 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 etc.), risks involved in E-payments.

Unit V 5
Online business transactions: 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).

Suggested readings
- Management Information System: Jawadekar
- Management Information System: Laudon & Laudon
- The Essential Guide to Knowledge management: Amrit Tiwana
- The GIS Book: George B. Karte.
- Internet (Use of Search Engines Google & yahoo etc)
- E-Commerce: Milind Oka
- E-Commerce: C.V.S. Murty
• Fire Wall and Internet Security: William Cheswick, Stevens, Aviel Rubin
• E-Governance Case Studies – Ashok Agarwal