### B. Com.: Three-Year (6-Semester) CBCS Programme

**Basic Structure: Distribution of Courses**

<table>
<thead>
<tr>
<th></th>
<th>Course Description</th>
<th>Credit Hrs. Details</th>
<th>Total Credit Hrs</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Ability-Enhancement Compulsory Course (AECC)</td>
<td>2 Papers of 2 Credit Hrs. each (Total Credit Hrs. 2X2)</td>
<td>4</td>
</tr>
<tr>
<td>2</td>
<td>Skill-Enhancement Elective Course (SEC)</td>
<td>4 Papers of 4 Credit Hrs. each (Total Credit Hrs. 4X4)</td>
<td>16</td>
</tr>
<tr>
<td>3</td>
<td>Core Course</td>
<td>12 Papers of 6 Credit Hrs. each (Total Credit Hrs. 12X6)</td>
<td>72</td>
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<td></td>
<td></td>
<td>(5 Lectures and 1 Tutorial)</td>
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<tr>
<td>4</td>
<td>Discipline Specific Elective (DSE)</td>
<td>4 Papers of 6 Credit Hrs. each (Total Credit Hrs. 3X6)</td>
<td>24</td>
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<tr>
<td></td>
<td></td>
<td>(5 Lectures and 1 Tutorial)</td>
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</tr>
<tr>
<td>5</td>
<td>Generic Elective (GE)</td>
<td>2 Papers of 6 Credit Hrs. each (Total Credit Hrs. 3X6)</td>
<td>12</td>
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<tr>
<td></td>
<td></td>
<td>(5 Lectures and 1 Tutorial)</td>
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<tr>
<td></td>
<td><strong>Total Credit Hrs</strong></td>
<td></td>
<td><strong>128</strong></td>
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</tbody>
</table>

**Notes:**

1. Ideal Lecture Class size: 50 to 60 students
2. Ideal Tutorial group Size: 12 to 15 students
3. Ideal Laboratory Practical Batch Size: 20 Students
# B. Com. : Three-Year (6-Semester) CBCS Programme

## Programme Structure

<table>
<thead>
<tr>
<th>Course No.</th>
<th>Course Title</th>
<th>Course Type</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Semester I</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>BC 1.1</td>
<td>Environmental Studies</td>
<td>Ability-Enhancement Compulsory Course (AECC)-1</td>
</tr>
<tr>
<td>BC 1.2</td>
<td>Financial Accounting</td>
<td>Core Course C-1</td>
</tr>
<tr>
<td>BC 1.3</td>
<td>Business Organisation and Management</td>
<td>Core Course C-2</td>
</tr>
<tr>
<td>BC 1.4</td>
<td>English Language</td>
<td>Language-1</td>
</tr>
<tr>
<td><strong>Semester II</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>BC 2.1</td>
<td>Language: English/Hindi/Modern Indian Language</td>
<td>Ability-Enhancement Compulsory Course (AECC)-2</td>
</tr>
<tr>
<td>BC 2.2</td>
<td>Business Law</td>
<td>Core Course C-3</td>
</tr>
<tr>
<td>BC 2.3</td>
<td>Business Mathematics and Statistics</td>
<td>Core Course C-4</td>
</tr>
<tr>
<td>BC 2.4</td>
<td>Hindi/ Modern Indian Language</td>
<td>Language-2</td>
</tr>
<tr>
<td><strong>Semester III</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>BC 3.1</td>
<td>Company Law</td>
<td>Core Course C-5</td>
</tr>
<tr>
<td>BC 3.2</td>
<td>Income Tax Law and Practice</td>
<td>Core Course C-6</td>
</tr>
<tr>
<td>BC 3.3</td>
<td>Hindi/ Modern Indian Language</td>
<td>Language-3</td>
</tr>
<tr>
<td>BC 3.4</td>
<td>Computer Applications in Business</td>
<td>Skill-Enhancement Elective Course (SEC)-1</td>
</tr>
<tr>
<td><strong>Semester IV</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>BC 4.1</td>
<td>Business Communication (English/Hindi)</td>
<td>Language-4</td>
</tr>
<tr>
<td>BC 4.2</td>
<td>Corporate Accounting</td>
<td>Core Course C-7</td>
</tr>
<tr>
<td>BC 4.3</td>
<td>Cost Accounting</td>
<td>Core Course C-8</td>
</tr>
<tr>
<td>BC 4.4</td>
<td>E-Commerce</td>
<td>Skill-Enhancement Elective Course (SEC)-2</td>
</tr>
</tbody>
</table>
### Semester V

<table>
<thead>
<tr>
<th>BC 5.1</th>
<th>Any one the following</th>
</tr>
</thead>
<tbody>
<tr>
<td>a.</td>
<td>Human Resource Management</td>
</tr>
<tr>
<td>b.</td>
<td>Principles of Marketing</td>
</tr>
<tr>
<td>c.</td>
<td>Auditing and Corporate Governance</td>
</tr>
</tbody>
</table>

**Discipline Specific Elective (DSE)-1**

<table>
<thead>
<tr>
<th>BC 5.2</th>
<th>Any one of the following</th>
</tr>
</thead>
<tbody>
<tr>
<td>b.</td>
<td>Indirect Tax Law</td>
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</tbody>
</table>

**Discipline-Specific Elective (DSE)-2**

<table>
<thead>
<tr>
<th>BC 5.3</th>
<th>Entrepreneurship</th>
</tr>
</thead>
</table>

**Skill-Enhancement Elective Course (SEC)-3**

<table>
<thead>
<tr>
<th>BC 5.4</th>
<th>Principles of Micro Economics</th>
</tr>
</thead>
</table>

**Generic Elective (GE)-1**

### Semester VI

<table>
<thead>
<tr>
<th>BC 6.1</th>
<th>Any one of the following</th>
</tr>
</thead>
<tbody>
<tr>
<td>a.</td>
<td>Corporate Tax Planning</td>
</tr>
<tr>
<td>b.</td>
<td>Banking and Insurance</td>
</tr>
<tr>
<td>c.</td>
<td>Management Accounting</td>
</tr>
<tr>
<td>d.</td>
<td>Computerised Accounting System</td>
</tr>
</tbody>
</table>

**Discipline-Specific Elective (DSE)-3**

<table>
<thead>
<tr>
<th>BC 6.2</th>
<th>Any one of the following</th>
</tr>
</thead>
<tbody>
<tr>
<td>a.</td>
<td>International Business</td>
</tr>
<tr>
<td>b.</td>
<td>Office Management and Secretarial Practice</td>
</tr>
<tr>
<td>c.</td>
<td>Fundamentals of Investment</td>
</tr>
<tr>
<td>d.</td>
<td>Consumer Protection</td>
</tr>
</tbody>
</table>

**Discipline-Specific Elective (DSE)-4**

| BC 6.3 | Personal Selling and Salesmanship |

**Skill-Enhancement Elective Course (SEC)-4**

| BC 6.4 | Indian Economy |

**Generic Elective (GE)-2**

### Note:

1. For Practical Lab based papers:
   a. Core Course papers BC 1.2 (Financial Accounting) and BC 3.2 (Income-tax Law and Practice), there shall be 4 Credit Hrs. for Lectures + one Credit hr. (Two Practical Periods per week per batch) for Practical Lab + one credit Hr for Tutorials (per group)
   b. Discipline Specific Elective paper 6.1(d) (Computerised Accounting System), there shall be 4 Credit Hrs. for Lectures + Two Credit hrs. (4 Practical Periods per week per batch) for Practical Lab
   c. Skill Enhancement Elective Course SEC-2 paper BC 4.4 (E-Commerce), there shall be 3 Credit Hrs. for Lectures + One Credit hrs. (2 Practical Periods per week per batch) for Practical Lab
   d. Skill Enhancement Elective Course SEC-2 paper BC 3.4 (Computer Applications in Business), there shall be 2 Credit Hrs. for Lectures + Two Credit hrs. (4 Practical Periods per week per batch) for Practical Lab
2. For other core and elective papers, there shall be Five lectures and One Tutorial (per batch)
B.Com.: CBCS Scheme

B.Com.: Semester I
Ability-Enhancement Compulsory Course (AECC)-1

BC 1.1: Environmental Studies

Common Syllabus to be provided by the respective Department
B.Com.: CBCS Scheme

B.Com.: Semester I
Paper BC 1.2: FINANCIAL ACCOUNTING

Duration: 3 hrs.  Marks: 100  Lectures: 52, Practical: 26

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
   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.

(b) Accounting Process  2 Lectures
   From recording of a business transaction to preparation of trial balance including adjustments

(c) Computerised Accounting Systems  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: (a) Business Income  8 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.

(b) Final Accounts  7 Lectures
   Capital and revenue expenditures and receipts: general introduction only. Preparation of financial statements of non-corporate business entities
B.Com.: CBCS Scheme

Unit 3: Accounting for Hire-Purchase and Installment Systems, Consignment, and Joint Venture

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).

15 Lectures

Unit 4: Accounting for Inland Branches

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.

9 Lectures

Unit 5: Accounting for Dissolution of Partnership Firm

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

8 Lectures

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.
3. Examination Scheme for Computerised Accounts – Practical for 20 marks. The practical examination will be for 1 hour.
4. Theory Exam shall carry 80 marks

Suggested Readings:
10. *Compendium of Statements and Standards of Accounting*. The Institute of Chartered Accountants of India, New Delhi

Note: Latest edition of the text books should be used.
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
- 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
- Government - Business Interface; Rationale and Forms of Public Enterprises. International Business.
- Multinational Corporations.

Unit 3: Management and Organisation
- 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.

Unit 4: Leadership, Motivation and Control
- 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 V: Functional Areas of Management
- 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:
2. Chhabra, T.N., Business Organisation and Management, Sun India Publications, New Delhi
B.Com.: CBCS Scheme


(Note: Latest Editions of the above books may be used.)
B.Com.: CBCS Scheme

B.Com.: Semester I
Language-1
Paper BC 1.4: English
Common Syllabus to be provided by the respective Department
B.Com.: CBCS Scheme

B.Com.: Semester II
Ability-Enhancement Compulsory Course (AECC)-2

BC 2.1: Language: English/Hindi/Modern Indian Language

Common Syllabus to be provided by the respective Department
B.Com.: CBCS Scheme

B.Com.: Semester II
Paper- BC 2.2: BUSINESS LAW

Duration: 3 hrs.  Marks: 100  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 Laws  13 Lectures
   A) The Partnership Act, 1932
      b. Registration of a Partnership Firms
      c. Types of Partners
      d. Rights and Duties of Partners
      e. Implied Authority of a Partner
      f. Incoming and outgoing Partners
      g. Mode of Dissolution of Partnership
   B) The Limited Liability Partnership Act, 2008
      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
Unit 5: The Negotiable Instruments Act 1881  

- Meaning, Characteristics, and Types 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 Cheque

Suggested Readings:


Note: Latest edition of text books may be used.
B.Com.: CBCS Scheme

B.Com.: Semester II
Paper BC 2.3. BUSINESS MATHEMATICS AND STATISTICS

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  Lectures: 26
Unit 1: Matrices
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 ad joint; Applications of matrices to solution of simple business and economic problems

Unit 2: Differential Calculus
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
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: Business Statistics  Lectures: 39
Unit 1: Uni-variate Analysis
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
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
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:


Note: Latest edition of text books may be used.
B.Com.: CBCS Scheme

B.Com. Semester II
Language-2
Paper BC 2.4: Hindi/Modern Indian Language

Common Syllabus to be provided by the respective Department
B.Com.: CBCS Scheme

B.Com.: Semester III
Paper BC 3.1: Company Law

Duration: 3 hrs.  Marks: 100  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.

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; Book building; Issue, allotment and forfeiture of share, Transmission of shares, Buyback and provisions regarding buyback; Issue of bonus shares.

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

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.
B.Com.: CBCS Scheme

Suggested Readings:

3. Anil Kumar, *Corporate Laws*, Indian Book House, Delhi.
9. Gower and Davies, *Principles of Modern Company Law*, *Sweet & Maxwell*

Note: Latest edition of text books may be used.
B.Com.: CBCS Scheme

B.Com.: Semester III
Paper BC 3.2: INCOME TAX LAW AND PRACTICE

Duration: 3 hrs. MARKS: 100 LECTURES: 52, Practical lab 26

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

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
18 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; Capital gains; Income from other sources

Unit 4: 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

Unit 5: Preparation of Return of Income
Practical Lab 26

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

Note:
1. There shall be a practical examination of 20 Marks on E-filing of Income Tax Returns using a software utility tool. The student is required to fill appropriate Form and generate the XML file.
2. There shall be 4 Credit Hrs. for Lectures + one Credit hr. (Two Practical Periods per week per batch) for Practical Lab + one credit Hr for Tutorials (per group)
3. Latest edition of text books and Software may be used.

Suggested readings:

Journals

Software
2. ‘Excel Utility’ available at incometaxindiaefiling.gov.in
B.Com.: CBCS Scheme

B.Com.: Semester III
Language-3
Paper BC 3.3: Hindi/Modern Indian Language

Common Syllabus to be provided by the respective Department
B.Com.: CBCS Scheme

B.Com.: Semester III
Paper BC 3.4: COMPUTER APPLICATIONS IN BUSINESS

Duration: 3 hrs. Marks: 100 Lectures: 26, Practical Lab 52

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

Unit 1: Word Processing 3 Lectures, Practical Lab 6
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 3 Lectures, Practical Lab 6
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 10 Lectures, Practical Lab 20
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 10 Lectures, Practical Lab 20
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. The General Purpose Software referred in this course will be notified by the University Departments every three years. If the specific features, referred in the detailed course above, is not available in that software, to that extent it will be deemed to have been modified.
2. There shall be a practical examination of 100 Marks (Practical-80 Marks, Viva-10 Marks and Work Book- 10 Marks) and duration of Examination shall be 3 Hrs.
3. Teaching arrangement need to be made in the computer Lab
4. 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.: CBCS Scheme

B.Com.: Semester IV
Paper BC 4.1: BUSINESS COMMUNICATION (English/Hindi)

Duration: 3 hrs.  Marks: 100  Lectures: 65

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: 13 lectures
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 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 13 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 13 lectures
Vocabulary: Words often confused, Words often misspelt, Common errors in English.

Unit 5 13 lectures

Suggested Readings:
1. Bovee, and Thill, Business Communication Today, Pearson Education
3. Shirley Taylor, Communication for Business, Pearson Education
5. Leena Sen, Communication Skills, PHI Learning

Note: Latest edition of text books may be used.
B.Com.: CBCS Scheme

B.Com.: Semester IV

Paper 4.2: CORPORATE ACCOUNTING

Duration: 3 hrs.  Marks: 100  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
Concepts and calculation: simple problem only  6 Lectures

Unit 4. Amalgamation of Companies  12 Lectures

Unit 5. Accounts of Holding Companies/Parent Companies
Preparation of consolidated balance sheet with one subsidiary company; Relevant provisions of Accounting Standard: 21 (ICAI).  12 Lectures

Unit 6. Accounts of Banking Companies  7 Lectures
Difference between balance sheet of banking and non-banking companies; Prudential norms; Asset structure of a commercial bank; Non-performing assets (NPA)

Unit 7. Cash Flow Statement  7 Lectures
Concept of funds, Preparation of cash flow statement as per Indian Accounting Standard (Ind-AS): 7.

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:

8. P. C. Tulsian and Bharat Tulsian, Corporate Accounting, S.Chand
9. Amitabha Mukherjee, Mohammed Hanif, Corporate Accounting, McGraw Hill Education

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

B.Com.: CBCS Scheme

B.Com.: Semester IV
Paper BC 4.3: COST ACCOUNTING

Duration: 3 hrs.  Marks: 100  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)


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:

Note: Latest edition of text books may be used.
B.Com.: CBCS Scheme

B.Com.: Semester IV
Paper BC 4.4: E-Commerce

Duration: 3 hrs.  Marks: 100  Lectures: 40, Practical Lab 26

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

Contents

Unit 1: Introduction: (8 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: (8 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 (8 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: (8 Lectures, 4 Practical Lab)
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: (8 Lectures, 4 Practical Lab)
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.)

Unit 6: Website designing (18 Practical Lab)
Introduction to HTML; tags and attributes: Text Formatting, Fonts, Hypertext Links, Tables, Images, Lists, Forms, Frames, Cascading Style Sheets.

Note:
1. There shall be 3 Credit Hrs. for lectures + One Credit hr. (2 Practical periods per week per batch) for Practical Lab
2. Latest edition of text books may be used.
Suggested Readings

4. PT Joseph, *E-Commerce: An Indian Perspective*, PHI Learning
5. KK Bajaj and Debjani Nag, *E-commerce*, McGraw Hill Education
7. Sushila Madan, *E-Commerce*, Taxmann
B.Com.: Semester V
Paper BC 5.1 (a): HUMAN RESOURCE MANAGEMENT

Duration: 3 hrs.  Marks: 100  Lectures: 65

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:

Note: Latest edition of text books may be used.
Duration: 3 hrs. Marks: 100 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: 13 Lectures
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

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

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: 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:
B.Com.: CBCS Scheme

B. Com.: Semester V

Paper BC 5.1 (c): AUDITING AND CORPORATE GOVERNANCE

Duration: 3 hrs.  Marks: 100  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; 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
4. Anil Kumar, *Corporate Governance: Theory and Practice*, Indian Book House, New Delhi
B.Com.: CBCS Scheme

7. N Balasubramanian, A Casebook on Corporate Governance and Stewardship, McGraw Hill Education
12. Relevant Publications of ICAI on *Auditing* (CARO).

Note: Latest edition of text books may be used.
B. Com.: Semester V

Paper BC 5.2: (a): FUNDAMENTALS OF FINANCIAL MANAGEMENT

Duration: 3 hrs.        Marks: 100        Lectures: 65

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

CONTENTS

Unit 1: Introduction (8 Lectures)

Unit 2: Investment Decision (20 Lectures)
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.

Unit 3: Financing Decision (20 Lectures)

Unit 4: Dividend Decisions (12 Lectures)
Theories for Relevance and irrelevance of dividend decision for corporate valuation; Cash and stock dividends; Dividend policies in practice

Unit 5: Working Capital Decisions (15 Lectures)
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: Latest edition of text books may be used.
Objective: To provide basic knowledge and equip students with application of principles and provisions of Service Tax, VAT, Central Excise, and Customs Laws.

Contents:

Unit 1: Service Tax-I (18 Lectures)
Service tax – concepts and general principles, Charge of service tax and taxable services,

Unit 2: Service Tax-II (18 Lectures)
Valuation of taxable services, Payment of service tax and filing of returns, Penalties, CENVAT Credit

Unit 3: VAT (9 Lectures)
VAT – concepts and general principles, Calculation of VAT Liability including input Tax Credits, Small Dealers and Composition Scheme, VAT Procedures

Unit 4: Central Excise (10 Lectures)
Central Excise Law in brief – Goods, Excisable goods, Manufacture and Manufacturer, Valuation, CENVAT, Basic procedures, Export, SSI, Job Work

Unit 5: Customs laws (10 Lectures)
Basic concepts of customs law, Territorial waters, high seas, Types of custom duties – Basic, Countervailing & Anti-Dumping Duty, Safeguard Duty, Valuation, Customs Procedures, Import and Export Procedures, Baggage, Exemptions

Suggested Readings:

Note:
1. This paper will be replaced by the Goods and Service Tax Law whenever this law is enforced.
2. Latest edition of text books may be used.
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
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, netopreneurship, ecopreneurship, and social entrepreneurship  

Unit 2: Entrepreneurship and Micro, Small and Medium Enterprises
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: 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.
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
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:
2. Robert Hisrich, Michael Peters, Dean Shepherd, Entrepreneurship, McGraw-Hill Education
8. SS Khanka, Entrepreneurial Development, S. Chand & Co, Delhi.
10. SIDBI Reports on Small Scale Industries Sector.

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

*Ordinal Utility theory*: (Indifference curve approach): Consumer’s preferences; Interference 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**


**Unit 4: Market Structure**

(a). **Perfect Competition**: Assumption; Theory of a firm under perfect competition; Demand and Revenue; Equilibrium of the firm in the short run and long run, The long run industry supply curve: increasing, decreasing and constant cost industry. Allocation efficiency under perfect competition

(b). **Monopoly**: Short-run and long-run equilibrium of monopoly firm; Concept of supply curve under monopoly; Allocation inefficiency and dead-weight loss monopoly; Price discrimination.

(c). **Imperfect Competition**: Difference between perfect competitions, monopoly and imperfect competition;

(i) Monopolistic Competition: Assumption; Short – run Equilibrium; Long run Equilibrium; Concepts of excess capacity; Empirical relevance.

(ii) Oligopoly: Causes for the existence of oligopolistic firms in the market rather than perfect Competition; Cooperative vs. Non cooperative Behaviour and dilemma of oligopolistic firms.

**Unit 5: Income Distribution and Factor Pricing**

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

1. Pindyck, R.S., D. L. Rubinfeld and P. L. Mehta; *Microeconomics*, Pearson Education.

Note: Latest edition of text books shall be used.
B.Com.: CBCS Scheme

B. Com.: Semester VI
Paper BC 6.1 (a): CORPORATE TAX PLANNING

Duration: 3 hrs. Marks: 100 Lectures: 65

Objective: To provide Basic knowledge of corporate tax planning and its impact on decision-making.

Unit 1: Introduction 9 Lectures
Tax planning, tax management, tax evasion, tax avoidance; Corporate tax in India; Types of companies; Residential status of companies and tax incidence; Tax liability and minimum alternate tax; Tax on distributed profits

Unit 2: Tax planning-1 12 Lectures
Tax planning with reference to setting up of a new business: Locational aspect, nature of business, form of organization;
Tax planning with reference to financial management decision - Capital structure, dividend including deemed dividend and bonus shares;
Tax planning with reference to sale of scientific research assets

Unit 3: Tax planning-2 15 Lectures
Tax planning with reference to specific management decisions - Make or buy; own or lease; repair or replace
Tax planning with reference to employees’ remuneration
Tax planning with reference to receipt of insurance compensation
Tax planning with reference to distribution of assets at the time of liquidation

Unit 4: Special provisions relating to non-residents 12 Lectures
Double taxation relief; Provisions regulating transfer pricing; Advance rulings; Advance pricing agreement

Unit 5: Tax planning with reference to business restructuring 17 Lectures
Amalgamation, Demerger, Slump sale, Conversion of sole proprietary concern/partnership firm into company, Conversion of company into LLP, Transfer of assets between holding and subsidiary companies

Suggested Readings:

Journals
1. Income Tax Reports, Company Law Institute of India Pvt. Ltd., Chennai.

Note: Latest edition of text books may be used.
B.Com.: CBCS Scheme

B. Com.: Semester VI
Paper BC 6.1 (b): Banking and Insurance

Duration: 3 hrs.  Marks: 100  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 V: 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:

1. Agarwal, O.P., Banking and Insurance, Himalaya Publishing House
2. Satyadevi, C., Financial Services Banking and Insurance, S.Chand
4. Chabra, T.N., Elements of Banking Law, Dhanpat Rai and Sons
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. Jyotsna Sethi and Nishwan Bhatia, Elements of Banking and Insurance, PHI Learning

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

Unit 3: Standard Costing (12 Lectures)

Unit 4: Marginal Costing (12 Lectures)

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 5: Contemporary Issues (5 Lectures)

Suggested Reading:

5. Goel, Rajiv, Management Accounting. International Book House,

Note: Latest edition of text books may be used.
B. Com.: Semester VI
Paper BC 6.1 (d): Computerised Accounting System

Duration: 3 hrs.   Marks: 100   Lectures: 52, Practical Lab: 52

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: Using Generic Software (12 Lectures, 12 Practical Lab)
Taxation: TDS, VAT and Service Tax
Auditing in Computerized Accounting system: Statutory Audit, Voucher verification, Verification of related party transaction, CAAT: Various Tools

Unit-2: Designing Computerised Accounting System (24 Lectures, 24 Practical Lab)
Designing Computerised Accounting System using a DBMS Package
Creating a voucher entry Form,
Preparing ledgers with SQL, Form, and Report
Preparing Trial Balance with SQL and Report

Unit-3: Designing Accounting Support System (16 Lectures, 16 Practical Lab)
Designing Supplier and customers System for Accounting using Form, Query, Module, and Report;
Designing Payroll System for Accounting using Form, Query, Module, and Report

Note:
1. The General Purpose Software referred in this course will be notified by the University Departments every three years. If the specific features, referred in the detailed course above, is not available in that software, to that extent it will be deemed to have been modified.
2. There shall be a practical examination of 100 Marks (Practical-80 Marks, Viva-10 Marks and Work Book- 10 Marks) and duration of Examination shall be 3 Hrs.
3. Teaching arrangements need to be made in the computer Lab
4. 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.
B.Com.: CBCS Scheme

B. Com.: Semester VI
Paper BC 6.2 (a): INTERNATIONAL BUSINESS

Duration: 3 hrs.  Marks: 100  Lectures: 65

Objective: The objective of the course is to familiarise the students with the concepts, importance and dynamics of international business and India’s involvement with global business. The course also seeks to provide theoretical foundations of international business to the extent these are relevant to the global business operations and developments.

Unit 1:  13 Lectures
a. Introduction to International Business: Globalisation and its importance in world economy; Impact of globalization; International business vs. domestic business: Complexities of international business; Modes of entry into international business.
b. International Business Environment: National and foreign environments and their components - economic, cultural and political-legal environments

Unit II: 13 Lectures
a. Theories of International Trade – an overview (Classical Theories, Product Life Cycle theory, Theory of National Competitive Advantage); Commercial Policy Instruments - tariff and non-tariff measures – difference in impact on trade, types of tariff and non tariff barriers (Subsidy, Quota and Embargo in detail); Balance of payment account and its components.
b. International Organizations and Arrangements: WTO – Its objectives, principles, organizational structure and functioning; An overview of other organizations – UNCTAD:, Commodity and other trading agreements (OPEC).

Unit III: 13 Lectures
a. Regional Economic Co-operation: Forms of regional groupings; Integration efforts among countries in Europe, North America and Asia (NAFTA, EU, ASEAN and SAARC).
b. International Financial Environment: International financial system and institutions (IMF and World Bank – Objectives and Functions); Foreign exchange markets and risk management; Foreign investments - types and flows; Foreign investment in Indian perspective

Unit IV: 13 Lectures
a. Organisational structure for international business operations; International business negotiations.
b. Developments and Issues in International Business: Outsourcing and its potentials for India; Role of IT in international business; International business and ecological considerations.

Unit V: 13 Lectures
a. Foreign Trade Promotion Measures and Organizations in India; Special economic zones (SEZs) and export oriented units (EOUs); Measures for promoting foreign investments into and from India; Indian joint ventures and acquisitions abroad.
b. Financing of foreign trade and payment terms – sources of trade finance (Banks, factoring, forfaiting, Banker’s Acceptance and Corporate Guarantee) and forms of payment (Cash in advance, Letter of Credit, Documentary Collection, Open Account)
B.Com.: CBCS Scheme

Suggested Readings:
2. Daniels John, D. Lee H. Radenbaugh and David P. Sullivan. *International Business*. Pearson Education

Note: Latest edition of text books may be used.
Objective: The purpose of this course is to familiarize the students with the activities in a modern office. Smooth functioning of any organization depends upon the way various activities are organized, facilities provided to the staff working in the office, the working environment and the tools and equipments used in office.

Contents

Unit 1:
Office and Office Management: Meaning of office. Functions of office – primary and administrative management functions, importance of office, duties of the office manager, his qualities and essential qualifications. (7 Lectures)
Filing and Indexing: Filing and Indexing – Its meaning and importance, essentials of good filing, centralized vs. decentralized filing, system of classification, methods of filing and filing equipment, Weeding of old records, meaning and need for indexing, various types of indexing. (7 Lectures)

Unit 2:
Mail and Mailing Procedures: Mailing Procedures – meaning and importance of mail, centralization of mail handling work, its advantages, room equipment and accessories, sorting tables and rack, letter opener, time and date stamps, postal franking machine, addressing machine, mailing scales, mailing through post, courier, email, appending files with email. Inward and outward mail – receiving, sorting, opening, recording, making, distributing, folding of letters sent, maintenance of peon book, dispatching, courier services, central receipt and dispatch. (8 Lectures)
Forms and Stationery: Office Forms – introduction, meaning, importance of forms, advantages of using forms, disadvantages of using forms, type of forms, factors affecting forms design, principles of form design, form control. Stationery – introduction, types of stationery used in offices, importance of managing stationery, selection of stationery, essential requirements for a good system of dealing with stationery, purchasing principles, purchase procedure, standardization of stationery. (5 Lectures)

Unit 3:
Budget: Budget - Annual, revised and estimated. Recurring and non-recurring heads of expenditure (5 Lectures)

Unit 4:
Banking facilities: Types of accounts. Passbook and cheque book. Other forms used in banks. ATM and money transfer. (5 Lectures)
Abbreviations/Terms used in Offices: Explanation of abbreviations/terms used in offices in day-to-day work,
Modes of Payment: Types of payments handled such as postal orders, Cheque (crossed/uncrossed), post-dated and pre-dated Cheques, stale Cheque, dishonored Cheque. (5 Lectures)
UNIT V:
Role of Secretary: Definition; Appointment; Duties and Responsibilities of a Personal Secretary; Qualifications for appointment as Personal Secretary. Modern technology and office communication, email, voice mail, internet, multimedia, scanner, video-conferencing, web-casting. Agenda and Minutes of Meeting. Drafting, fax-messages, email. Maintenance of appointment diary. (13 Lectures)

Suggested Reading:

3. Terry, George R: Office Management and Control.
5. Duggal, B: Office Management and Commercial Correspondence, Kitab Mahal.

Note: Latest edition of text books may be used.
B.Com.: CBCS Scheme

B. Com.: Semester VI
Paper BC 6.2 (c): FUNDAMENTALS OF INVESTMENT

Duration: 3 hrs.   Marks: 100   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

2. Prasanna Chandra, Investment Analysis and Portfolio Management, McGraw Hill Education
4. N.D. Vohra and B.R. Bagri, Futures and Options, McGraw Hill Education
Objective: This paper seeks to familiarise the students with their rights as a consumer, the social framework of consumer rights and legal framework of protecting consumer rights. It also provides an understanding of the procedure of redress of consumer complaints, and the role of different agencies in establishing product and service standards. The student should be able to comprehend the business firms’ interface with consumers and the consumer related regulatory and business environment.

Unit 1: Conceptual Framework
13 Lectures
Consumer and Markets: Concept of Consumer, Nature of markets, Concept of Price in Retail and Wholesale, Maximum Retail Price (MRP) and Local Taxes, Fair Price, labeling and packaging
Experiencing and Voicing Dissatisfaction: Consumer Satisfaction/dissatisfaction-Grievances-complaint, Consumer Complaining Behaviour: Alternatives available to Dissatisfied Consumers; Internal and External Complaint handling: Corporate Redress Systems and Public Redress Systems

Unit 2: The Consumer Protection Act, 1986 (CPA)
13 Lecture
Objectives and Basic Concepts: Consumer, goods, service, defect in goods, deficiency in service, spurious goods and services, unfair trade practice, restrictive trade practice.
Organizational set-up under the Consumer Protection Act: Advisory Bodies: Consumer Protection Councils at the Central, State and District Levels, Basic Consumer Rights; Adjudicatory Bodies: District Forums, State Commissions, National Commission: Their Composition, Powers, and Jurisdiction (Pecuniary and Territorial), Role of Supreme Court under the CPA.

Unit 3: Grievance Redress Mechanism under the Consumer Protection Act, 1986:13 lectures
Who can file a complaint? Grounds of filing a complaint; Limitation period; Procedure for filing and hearing of a complaint; Disposal of cases, Relief/Remedy to be be provided; Temporary Injunction, Enforcement of order, Appeal, frivolous and vexatious complaints; Offences and penalties.

Seven Leading Cases decided under Consumer Protection Act: Medical Negligence; Banking; Insurance; Housing & Real Estate; Electricity, Water, and Telecom Services; Education; Defective Product; Unfair Trade Practice.

Unit 4: Industry Regulators and Consumer Complaint Redress Mechanism 13 lectures
i. Banking: RBI and Banking Ombudsman
ii. Insurance: IRDA and Insurance Ombudsman
iii. Telecommunication: TRAI
iv. Food Products: FSSAI (an overview)
v. Electricity Supply: Electricity Regulatory Commission
vi. Advertising: ASCI

Unit 5: Consumerism in India 13 Lectures
Quality and Standardization: Voluntary and Mandatory standards; Role of BIS, Indian Standards Mark (ISI), Ag-mark, Hallmarking, Licensing and Surveillance; ISO: An overview

Suggested Readings:

6. Rajyalaxmi Rao, *Consumer is King*, Universal Law Publishing Company
7. Empowering Consumers e-book, [www.consumeraffairs.nic.in](http://www.consumeraffairs.nic.in)
8. ebook, [www.bis.org](http://www.bis.org)

Articles


Periodicals

1. Consumer Protection Judgments (CPJ) (Relevant cases reported in various issues)

Websites:

[www.ncdrc.nic.in](http://www.ncdrc.nic.in)
[www.fcamin.nic.in](http://www.fcamin.nic.in)
[www.consumeraffairs.nic.in](http://www.consumeraffairs.nic.in)
[www.iso.org.in](http://www.iso.org.in)
[www.bis.org](http://www.bis.org)
B.Com.: CBCS Scheme

www.ascionline.org.in
www.trai.gov.in
www.irda.gov.in
www.derc.gov.in
www.rbi.org.in
www.fssai.gov.in
www.consumer-voice.org
www.nationalconsumerhelpline.in
www.cci.gov.in

Note: The Latest edition of text books and Acts should be used.
Objective: The purpose of this course is to familiarize the students with the fundamentals of personal selling and the selling process. They will be able to understand selling as a career and what it takes to be a successful salesman.

Unit I:
Introduction to Personal Selling: Nature and importance of personal selling, myths of selling, Difference between Personal Selling, Salesmanship and Sales Management, Characteristics of a good salesman, types of selling situations, types of salespersons, Career opportunities in selling, Measures for making selling an attractive career.

(12 Lectures)

Unit- II
Buying Motives: Concept of motivation, Maslow’s theory of need hierarchy; Dynamic nature of motivation; Buying motives and their uses in personal selling
(13 lectures)

Unit- III
Selling Process: Prospecting and qualifying; Pre-approach; Approach; Presentation and demonstration; handling of objections; Closing the sale; Post sales activities.
(12 lectures)

Unit- IV
Sales Reports: reports and documents; sales manual, Order Book, Cash Memo; Tour Diary, Daily and Periodical Reports; Ethical aspects of Selling
(13 lectures)

Suggested Readings:
5. Johnson, Kurtz and Schueing, Sales Management, McGraw Hill
6. Pedession, Charles A. Wright, Milburn d. And Weitz, Barton A., Selling: Principles and Methods, Richard, Irvin
B.Com.: CBCS Scheme

B. Com.: Semester VI
Paper BC 6.4: INDIAN ECONOMY

Duration: 3 hrs.  Marks: 100  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.
c) Monetary and Fiscal policies with their implications on economy

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;
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  23 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
B.Com.: CBCS Scheme

Suggested Readings:
2. IC Dhingra, *Indian Economy*, Sultan Chand & Sons
4. Uma Kapila (ed), “*Indian Economy since Independence*”, Relevant articles.

Note: Latest edition of text books may be used.