PROPOSED COURSE CURRICULUM
FOR
UNDERGRADUATE COURSE IN
BUSINESS ECONOMICS
UNDER
CHOICE BASED CREDIT SYSTEM
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<td></td>
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</tr>
<tr>
<td>B.A. (Hons.), B.Sc. (Hons.) &amp; B.Com (Hons.)</td>
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</table>
Background/Preamble:

Ministry of Human Resource Development (HRD), Govt. of India, has already initiated the process for developing New Education Policy (NEP) in our country to bring out reforms in Indian education system. University Grants Commission (UGC) participates more actively in developing National Education Policy, its execution and promotion of higher education in our country. The UGC has already initiated several steps to bring equity, efficiency and academic excellence in National Higher Education System. The important ones include innovation and improvement in course- curricula, introduction of paradigm shift in learning and teaching pedagogy, examination and education system.

The education plays enormously significant role in building of a nation. There are quite a large number of educational institutions, engaged in imparting education in our country. Majority of them have entered recently into semester system to match with international educational pattern. However, our present education system produces young minds lacking knowledge, confidence, values and skills. It could be because of complete lack of relationship between education, employment and skill development in conventional education system. The present alarming situation necessitates transformation and/or redesigning of education system, not only by introducing innovations but developing “learner-centric approach in the entire education delivery mechanism and globally followed evaluation system as well.

Majority of Indian higher education institutions have been following marks or percentage based evaluation system, which obstructs the flexibility for the students to study the subjects/courses of their choice and their mobility to different institutions. There is need to allow the flexibility in education system, so that students depending upon their interests and aims can choose inter-disciplinary, intra-disciplinary and skill-based courses. This can only be possible when choice based credit system (CBCS), an internationally acknowledged system, is adopted. The choice based credit system not only offers opportunities and avenues to learn core subjects but also exploring additional avenues of learning beyond the core subjects for holistic development of an individual. The CBCS will undoubtedly facilitate us benchmark our courses with best international academic practices. The CBCS has more advantages than disadvantages.

Advantages of the choice based credit system:

- Shift in focus from the teacher-centric to student-centric education.
- Student may undertake as many credits as they can cope with (without repeating all courses in a given semester if they fail in one/more courses).
- CBCS allows students to choose inter-disciplinary, intra-disciplinary courses, skill oriented papers (even from other disciplines according to their learning needs, interests and aptitude) and more flexibility for students).
- CBCS makes education broad-based and at par with global standards. One can take credits by combining unique combinations. For example, Physics with Economics, Microbiology with Chemistry or Environment Science etc.
- CBCS offers flexibility for students to study at different times and at different institutions to complete one course (ease mobility of students). Credits earned at one institution can be transferred.

Disadvantages:

- Difficult to estimate the exact marks
- Workload of teachers may fluctuate
- Demand good infrastructure for dissemination of education
CHOICE BASED CREDIT SYSTEM (CBCS):

The CBCS provides an opportunity for the students to choose courses from the prescribed courses comprising core, elective/minor or skill based courses. The courses can be evaluated following the grading system, which is considered to be better than the conventional marks system. Therefore, it is necessary to introduce uniform grading system in the entire higher education in India. This will benefit the students to move across institutions within India to begin with and across countries. The uniform grading system will also enable potential employers in assessing the performance of the candidates. In order to bring uniformity in evaluation system and computation of the Cumulative Grade Point Average (CGPA) based on student’s performance in examinations, the UGC has formulated the guidelines to be followed.

Outline of Choice Based Credit System:

1. Core Course: A course, which should compulsorily be studied by a candidate as a core requirement is termed as a Core course.

2. Elective Course: Generally a course which can be chosen from a pool of courses and which may be very specific or specialized or advanced or supportive to the discipline/subject of study or which provides an extended scope or which enables an exposure to some other discipline/subject/domain or nurtures the candidate’s proficiency/skill is called an Elective Course.

   2.1 Discipline Specific Elective (DSE) Course: Elective courses may be offered by the main discipline/subject of study is referred to as Discipline Specific Elective. The University/Institute may also offer discipline related Elective courses of interdisciplinary nature (to be offered by main discipline/subject of study).

   2.2 Dissertation/Project: An elective course designed to acquire special/advanced knowledge, such as supplement study/support study to a project work, and a candidate studies such a course on his own with an advisory support by a teacher/faculty member is called dissertation/project.

   2.3 Generic Elective (GE) Course: An elective course chosen generally from an unrelated discipline/subject, with an intention to seek exposure is called a Generic Elective.

   P.S.: A core course offered in a discipline/subject may be treated as an elective by other discipline/subject and vice versa and such electives may also be referred to as Generic Elective.

3. Ability Enhancement Courses (AEC)/Competency Improvement Courses/Skill Development Courses/Foundation Course: The Ability Enhancement (AE) Courses may be of two kinds: AE Compulsory Course (AECC) and AE Elective Course (AEEC). “AECC” courses are the courses based upon the content that leads to Knowledge enhancement. They ((i) Environmental Science, (ii) English/MIL Communication) are mandatory for all disciplines. AEEC courses are value-based and/or skill-based and are aimed at providing hands-on-training, competencies, skills, etc.

   3.1 AE Compulsory Course (AECC): Environmental Science, English Communication/MIL Communication.

   3.2 AE Elective Course (AEEC): These courses may be chosen from a pool of courses designed to provide value-based and/or skill-based instruction.

Project work/Dissertation is considered as a special course involving application of knowledge in solving / analyzing /exploring a real life situation / difficult problem. A Project/Dissertation work would be of 6 credits. A Project/Dissertation work may be given in lieu of a discipline specific elective paper.
Implementation:

1. The CBCS may be implemented in Central/State Universities subject to the condition that all the stakeholders agree to common minimum syllabi of the core papers and at least follow common minimum curriculum as fixed by the UGC. The allowed deviation from the syllabi being 20 % at the maximum.

2. The universities may be allowed to finally design their own syllabi for the core and elective papers subject to point no. 1. UGC may prepare a list of elective papers but the universities may further add to the list of elective papers they want to offer as per the facilities available.

3. Number of Core papers for all Universities has to be same for both UG Honors as well as UG Program.

4. Credit score earned by a student for any elective paper has to be included in the student’s overall score tally irrespective of whether the paper is offered by the parent university (degree awarding university/institute) or not.

5. For the introduction of AE Courses, they may be divided into two categories:
   a) AE Compulsory Courses: The universities participating in CBCS system may have common curriculum for these papers. There may be one paper each in the 1st two semesters viz. (i) English/MIL Communication, (ii) Environmental Science.
   b) AE Elective Courses: The universities may decide the papers they may want to offer from a common pool of papers decided by UGC or the universities may choose such papers themselves in addition to the list suggested by UGC. The universities may offer one paper per semester for these courses.

6. The university/Institute may plan the number of seats per elective paper as per the facility and infrastructure available.

7. An undergraduate degree with honours in a discipline may be awarded if a student completes 14 core papers in that discipline, 2AECompulsory Courses, minimum 2AE Elective Courses and 4 papers each from a list of discipline specific elective and generic elective papers respectively.

8. An undergraduate program degree may be awarded if a student completes 4 core papers each in three disciplines of choice, 2AECompulsory Courses, minimum 4AE Elective Courses and 2 papers each from a list of discipline specific elective papers based on three disciplines of choice selected above, respectively.

9. The credit(s) for each theory paper/practical/tutorial/project/dissertation will be as per the details given in A, B, C, D for B.Sc. Honours, B.A./B.Com. Honours, B.Sc. Program and B.A./B.Com. Program, respectively.
# Details of courses under B.A (Honors), B.Com (Honors) & B.Sc. (Honors)

<table>
<thead>
<tr>
<th>Course</th>
<th>*Credits</th>
<th>Theory+ Practical</th>
<th>Theory + Tutorial</th>
</tr>
</thead>
<tbody>
<tr>
<td>I. Core Course</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(14 Papers)</td>
<td>14X4= 56</td>
<td>14X5=70</td>
<td></td>
</tr>
<tr>
<td>Core Course Practical / Tutorial*</td>
<td>(14 Papers)</td>
<td>14X2=28</td>
<td>14X1=14</td>
</tr>
<tr>
<td>II. Elective Course</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(8 Papers)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>A.1. Discipline Specific Elective</td>
<td>4X4=16</td>
<td>4X5=20</td>
<td></td>
</tr>
<tr>
<td>(4 Papers)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>A.2. Discipline Specific Elective Practical/ Tutorial*</td>
<td>4 X 2=8</td>
<td>4X1=4</td>
<td></td>
</tr>
<tr>
<td>(4 Papers)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>B.1. Generic Elective/ Interdisciplinary</td>
<td>4X4=16</td>
<td>4X5=20</td>
<td></td>
</tr>
<tr>
<td>(4 Papers)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>B.2. Generic Elective Practical/ Tutorial*</td>
<td>4 X 2=8</td>
<td>4X1=4</td>
<td></td>
</tr>
<tr>
<td>(4 Papers)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Optional Dissertation or project work in place of one Discipline Specific Elective paper (6 credits) in 6th Semester</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>III. Ability Enhancement Courses</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1. Ability Enhancement Compulsory</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(2 Papers of 2 credit each)</td>
<td>2 X 2=4</td>
<td>2 X 2=4</td>
<td></td>
</tr>
<tr>
<td>Environmental Science</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>English/MIL Communication</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2. Ability Enhancement Elective (Skill Based) (Minimum 2)</td>
<td>2 X 2=4</td>
<td>2 X 2=4</td>
<td></td>
</tr>
<tr>
<td>(2 Papers of 2 credit each)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total credit</td>
<td>140</td>
<td>140</td>
<td></td>
</tr>
</tbody>
</table>

Institute should evolve a system/policy about ECA/ General Interest/Hobby/Sports/NCC/NSS/related courses on its own.

* Wherever there is a practical there will be no tutorial and vice-versa
### Proposed Scheme for Choice Based Credit System in B.A (Hons.), B.Com (Hons.) & B.Sc. (Hons.)

<table>
<thead>
<tr>
<th>CORE COURSE (14)</th>
<th>Ability Enhancement Compulsory Course (AECC) (2)</th>
<th>Skill Enhancement Course (SEC) (2) (Skill Based)</th>
<th>Elective: Discipline Specific DSE (4)</th>
<th>Elective: Generic (GE) (4)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>I</strong> C 1</td>
<td>(English Communication/MIL)/Environmental Science</td>
<td></td>
<td></td>
<td>GE-1</td>
</tr>
<tr>
<td>C 2</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>II</strong> C 3</td>
<td>Environmental Science/(English/MIL Communication)</td>
<td></td>
<td></td>
<td>GE-2</td>
</tr>
<tr>
<td>C 4</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>III</strong> C 5</td>
<td></td>
<td>SEC -I</td>
<td></td>
<td>GE-3</td>
</tr>
<tr>
<td>C 6</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>C 7</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>IV</strong> C 8</td>
<td></td>
<td>SEC–II</td>
<td></td>
<td>GE-4</td>
</tr>
<tr>
<td>C 9</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>C 10</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>V</strong> C 11</td>
<td></td>
<td></td>
<td>DSE-I</td>
<td></td>
</tr>
<tr>
<td>C 12</td>
<td></td>
<td></td>
<td>DSE –II</td>
<td></td>
</tr>
<tr>
<td><strong>VI</strong> C 13</td>
<td></td>
<td></td>
<td>DSE –III</td>
<td></td>
</tr>
<tr>
<td>C 14</td>
<td></td>
<td></td>
<td>DSE –IV</td>
<td></td>
</tr>
</tbody>
</table>

10. The Universities/Institutes may offer any number of choices of papers from different disciplines under Generic Elective and Discipline Specific Elective as per the availability of the courses/faculty.

11. Universities/Institutes should evolve a system/policy about Extra Curricular Activities/ General Interest and Hobby Courses/Sports/NCC/NSS/related courses on its own.

12. A student can opt for more number of Elective and AE Elective papers than proposed under the model curriculum of UGC. However the total credit score earned will not exceed 160 credits for UG Honours and 140 credits for UG Program degree.

13. The new scheme of UG courses should be given due consideration while framing the admission eligibility requirement for PG/ Technical courses in Indian Universities/Institutions to ensure that students following inter and multi-disciplinary format under CBCS are not at a disadvantage. It may be suggested that obtaining 24 credits in a particular discipline may be considered as the minimum eligibility requirement for admission to PG/ Technical courses in Indian Universities/Institutions.
Conversion of credit(s) into grade(s): The following illustrations could be taken as an example for computing SGPA and CGPA from credits for Honours courses in all disciplines, degree Program courses in Science subjects and degree Program courses in Humanities, Social Sciences and Commerce subjects:

1. Grades and Grade Points

<table>
<thead>
<tr>
<th>Letter Grade</th>
<th>Grade Point</th>
</tr>
</thead>
<tbody>
<tr>
<td>O (Outstanding)</td>
<td>10</td>
</tr>
<tr>
<td>A+(Excellent)</td>
<td>9</td>
</tr>
<tr>
<td>A (Very Good)</td>
<td>8</td>
</tr>
<tr>
<td>B+(Good)</td>
<td>7</td>
</tr>
<tr>
<td>B (Above Average)</td>
<td>6</td>
</tr>
<tr>
<td>C (Average)</td>
<td>5</td>
</tr>
<tr>
<td>P (Pass)</td>
<td>4</td>
</tr>
<tr>
<td>F (Fail)</td>
<td>0</td>
</tr>
<tr>
<td>Ab (Absent)</td>
<td>0</td>
</tr>
</tbody>
</table>

1. A student obtaining Grade F shall be considered failed and will be required to reappear in the examination.
2. For non credit courses ‘Satisfactory’ or ‘Unsatisfactory’ shall be indicated instead of the letter grade and this will not be counted for the computation of SGPA/CGPA.
3. The Universities can decide on the grade or percentage of marks required to pass in a course and also the CGPA required to qualify for a degree taking into consideration the recommendations of the statutory professional councils such as AICTE, MCI, BCI, NCTE etc.,
4. The statutory requirement for eligibility to enter as assistant professor in colleges and universities in the disciplines of arts, science, commerce etc., is a minimum average mark of 50% and 55% in relevant postgraduate degree respectively for reserved and general category. Hence, it is recommended that the cut-off marks for grade B shall not be less than 50% and for grade B+, it should not be less than 55% under the absolute grading system. Similarly cut-off marks shall be fixed for grade B and B+ based on the recommendation of the statutory bodies (AICTE, NCTE etc.,) of the relevant disciplines.
### 2. Illustration of Computation of SGPA and CGPA and Format for Transcripts B.Sc. / B.Com./ B.A. Hons. Course

<table>
<thead>
<tr>
<th>Course</th>
<th>Credit</th>
<th>Grade Letter</th>
<th>Grade Point</th>
<th>Credit Point (Credit X Grade)</th>
<th>SGPA(Credit Point/Credit)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Semester I</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>C-1</td>
<td>06</td>
<td>A</td>
<td>8</td>
<td>48</td>
<td></td>
</tr>
<tr>
<td>C-2</td>
<td>06</td>
<td>B+</td>
<td>7</td>
<td>42</td>
<td></td>
</tr>
<tr>
<td>AECC-1</td>
<td>02</td>
<td>B</td>
<td>6</td>
<td>12</td>
<td></td>
</tr>
<tr>
<td>GE-1</td>
<td>06</td>
<td>B</td>
<td>6</td>
<td>36</td>
<td></td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>20</td>
<td></td>
<td></td>
<td>138</td>
<td>6.9 (138/20)</td>
</tr>
<tr>
<td><strong>Semester II</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>C-3</td>
<td>06</td>
<td>B</td>
<td>6</td>
<td>36</td>
<td></td>
</tr>
<tr>
<td>C-4</td>
<td>06</td>
<td>C</td>
<td>5</td>
<td>30</td>
<td></td>
</tr>
<tr>
<td>AECC-2</td>
<td>02</td>
<td>B+</td>
<td>7</td>
<td>14</td>
<td></td>
</tr>
<tr>
<td>GE-2</td>
<td>06</td>
<td>A+</td>
<td>9</td>
<td>54</td>
<td></td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>20</td>
<td></td>
<td></td>
<td>134</td>
<td>6.7 (134/20)</td>
</tr>
<tr>
<td><strong>Semester III</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>C-5</td>
<td>06</td>
<td>A+</td>
<td>9</td>
<td>54</td>
<td></td>
</tr>
<tr>
<td>C-6</td>
<td>06</td>
<td>0</td>
<td>10</td>
<td>60</td>
<td></td>
</tr>
<tr>
<td>C-7</td>
<td>06</td>
<td>A</td>
<td>8</td>
<td>48</td>
<td></td>
</tr>
<tr>
<td>AECC-1</td>
<td>02</td>
<td>A</td>
<td>8</td>
<td>16</td>
<td></td>
</tr>
<tr>
<td>GE-3</td>
<td>06</td>
<td>0</td>
<td>10</td>
<td>60</td>
<td></td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>26</td>
<td></td>
<td></td>
<td>238</td>
<td>9.15 (238/26)</td>
</tr>
<tr>
<td><strong>Semester IV</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>C-8</td>
<td>06</td>
<td>B</td>
<td>6</td>
<td>36</td>
<td></td>
</tr>
<tr>
<td>C-9</td>
<td>06</td>
<td>A+</td>
<td>9</td>
<td>54</td>
<td></td>
</tr>
<tr>
<td>C-10</td>
<td>06</td>
<td>B</td>
<td>6</td>
<td>36</td>
<td></td>
</tr>
<tr>
<td>Course</td>
<td>Credit</td>
<td>Grade</td>
<td>SGPA</td>
<td>Total</td>
<td></td>
</tr>
<tr>
<td>----------</td>
<td>--------</td>
<td>-------</td>
<td>------</td>
<td>-------</td>
<td></td>
</tr>
<tr>
<td>AEEC-2</td>
<td>02</td>
<td>A+</td>
<td></td>
<td>9</td>
<td>18</td>
</tr>
<tr>
<td>GE-4</td>
<td>06</td>
<td>A</td>
<td></td>
<td>8</td>
<td>48</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>26</strong></td>
<td></td>
<td><strong>192</strong></td>
<td><strong>7.38 (192/26)</strong></td>
<td></td>
</tr>
</tbody>
</table>

**Semester V**

<table>
<thead>
<tr>
<th>Course</th>
<th>Credit</th>
<th>Grade</th>
<th>SGPA</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>C-11</td>
<td>06</td>
<td>B</td>
<td></td>
<td>6</td>
</tr>
<tr>
<td>C-12</td>
<td>06</td>
<td>B+</td>
<td></td>
<td>7</td>
</tr>
<tr>
<td>DSE-1</td>
<td>06</td>
<td>0</td>
<td></td>
<td>10</td>
</tr>
<tr>
<td>DSE-2</td>
<td>06</td>
<td>A</td>
<td></td>
<td>8</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>24</strong></td>
<td></td>
<td><strong>186</strong></td>
<td><strong>7.75 (186/24)</strong></td>
</tr>
</tbody>
</table>

**Semester VI**

<table>
<thead>
<tr>
<th>Course</th>
<th>Credit</th>
<th>Grade</th>
<th>SGPA</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>C-13</td>
<td>06</td>
<td>A+</td>
<td></td>
<td>9</td>
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<td>C-14</td>
<td>06</td>
<td>A</td>
<td></td>
<td>8</td>
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<td>DSE-3</td>
<td>06</td>
<td>B+</td>
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<td>7</td>
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<tr>
<td>DSE-4</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>24</strong></td>
<td></td>
<td><strong>192</strong></td>
<td><strong>8.0 (192/24)</strong></td>
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**CGPA**

<table>
<thead>
<tr>
<th>Grand Total</th>
<th>Credit</th>
<th>SGPA</th>
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<tbody>
<tr>
<td>140</td>
<td>1080</td>
<td>7.71 (1080/144)</td>
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</tbody>
</table>

Thus, \( CGPA = \frac{20 \times 6.9 + 20 \times 6.7 + 26 \times 9.15 + 26 \times 7.38 + 24 \times 7.75 + 24 \times 8.0}{140} = 7.71 \)

*Transcript (Format): Based on the above recommendations on Letter grades, grade points and SGPA and CCPA, the HEIs may issue the transcript for each semester and a consolidated transcript indicating the performance in all semesters.*
**B.A. (HONS.) BUSINESS ECONOMICS:**
Three-Year (Six Semesters) CBCS Programme

**Proposed Course Structure**

<table>
<thead>
<tr>
<th>Semester</th>
<th>Course</th>
<th>Ability Enhancement Compulsory Course (AECC) (2)</th>
<th>Skill Enhancement Course (SEC) (2) (Skill Based)</th>
<th>Elective: Discipline Specific DSE (4)</th>
<th>Elective: Generic (GE) (4)</th>
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</thead>
<tbody>
<tr>
<td>I</td>
<td>C1 Microeconomics and Applications- I</td>
<td></td>
<td></td>
<td></td>
<td>GE-1</td>
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<tr>
<td></td>
<td>C2 Accounting for Managers</td>
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<tr>
<td>II</td>
<td>C3 Microeconomics and Applications – II</td>
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<td>GE-2</td>
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<tr>
<td></td>
<td>C 4 Mathematics for Business Economics</td>
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<tr>
<td>III</td>
<td>C 5 Macroeconomics and Applications – I</td>
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<td>GE-3</td>
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<td></td>
<td>C 6 Statistics for Business Economics</td>
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<td></td>
<td>C 7 Corporate Finance</td>
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<td>IV</td>
<td>C 8 Macroeconomics and Applications – II</td>
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<td>GE-4</td>
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<tr>
<td></td>
<td>C 9 Basic econometrics</td>
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<td></td>
<td>C 10 Marketing Management</td>
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<tr>
<td>V</td>
<td>C 11 Quantitative Techniques for Management</td>
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<td>DSE-I</td>
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<tr>
<td></td>
<td>C 12 Organizational Behavior</td>
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<td>DSE –II</td>
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<tr>
<td>VI</td>
<td>C 13 International Economics</td>
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<td>DSE –III</td>
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<tr>
<td></td>
<td>C 14 Legal Aspects of Business</td>
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<td>DSE –IV</td>
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</tbody>
</table>
### B.A. (HONS.) BUSINESS ECONOMICS:
### COURSE STRUCTURE

#### SEMESTER-WISE ALLOCATION

<table>
<thead>
<tr>
<th>Paper Code</th>
<th>Semester I</th>
<th>Semester II</th>
<th>Semester III</th>
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</thead>
<tbody>
<tr>
<td><strong>AECC-1</strong></td>
<td>Environmental Studies</td>
<td>Ability Enhancement - Compulsory</td>
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<tr>
<td>C1</td>
<td>Microeconomics and Applications- I</td>
<td>Core Discipline</td>
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<tr>
<td>C2</td>
<td>Accounting for Managers</td>
<td>Core Discipline</td>
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<tr>
<td>G1</td>
<td>Any One from the List of Generic Elective / Interdisciplinary Courses</td>
<td>Elective Course – Interdisciplinary</td>
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<tr>
<td><strong>AECC-2</strong></td>
<td>Business Communication (Language: English/MIL)</td>
<td>Ability Enhancement - Compulsory</td>
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<tr>
<td>C3</td>
<td>Microeconomics and Applications - II</td>
<td>Core Discipline</td>
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<tr>
<td>C4</td>
<td>Mathematics for Business Economics</td>
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<td>G2</td>
<td>Any One from the List of Generic Elective / Interdisciplinary Courses</td>
<td>Elective Course – Interdisciplinary</td>
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<td><strong>SEC-I</strong></td>
<td>Any ONE from the list of SKILL ENHANCEMENT COURSE (SEC)</td>
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<td>Semester IV</td>
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<tr>
<td>C8 Macroeconomics and Applications – II</td>
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<tr>
<td>C9 Basic Econometrics</td>
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<td>C10 Marketing Management</td>
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<td>G4 Any One from the List of Generic Elective /</td>
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<td>Interdisciplinary Courses</td>
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<td>SEC-II Any ONE from the list of SKILL</td>
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<tr>
<td>ENHANCEMENT COURSE (SEC)</td>
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<tr>
<th>Semester V</th>
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<tr>
<td>C11 Quantitative Techniques for Management</td>
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<tr>
<td>C12 Organizational Behavior</td>
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<tr>
<td>DSE-I Elective – I</td>
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<td>DES-II Elective – II</td>
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<tr>
<th>Semester VI</th>
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<tr>
<td>C13 International Economics</td>
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<tr>
<td>C14 Legal Aspects of Business</td>
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<tr>
<td>DSE-III Elective – I</td>
</tr>
<tr>
<td>DSE-IV Elective – II</td>
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</table>

Project Work/ Dissertation in lieu of one of the Elective Core discipline papers

**LIST OF SKILL ENHANCEMENT COURSES (SEC)**

1. Entrepreneurial Skills
2. Introductory Research Methods
3. Applied Econometrics
4. Data Base and Statistical Packages
LIST OF DISCIPLINE SPECIFIC ELECTIVE COURSE: A Student would be free to choose any FOUR papers

1. Indian Economy
2. Environmental Economics
3. Indian Financial Markets and Services
4. Advertising & Consumer Behaviour
5. Economic Growth & Development
6. Industrial Economics
7. Investment and Risk Management
8. Research Methods in Business Economics
### Core Papers

#### B.A. (Hons) Business Economics

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<tbody>
<tr>
<td>C – 11</td>
<td>C – 12</td>
<td>C – 13</td>
<td>C – 14</td>
<td>Note: All the above mentioned fourteen papers are compulsory for B.A. (H) Business Economics.</td>
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Semester – I
C-1

PAPER NAME: MICROECONOMICS AND APPLICATIONS- I

UNIT 1: BASIC CONCEPTS
Lectures: 12
Scarcity and Choice; Production possibility frontier, Positive and normative economics; constructing a model, scientific method; concepts of opportunity cost, rate of growth, and of total, average and marginal functions.

Demand and Supply: Market demand, elasticity, shifts and movements, Applications of Demand, Supply and elasticity. Revenue and Expenditure, elasticity and marginal revenue; income elasticity of demand; consumer surplus

UNIT 2: CONSUMER CHOICE
Lectures: 18
Cardinal theory, derivation of demand in case of one or more goods; Ordinal theory: Budget sets and Preferences under different situations. Indifference curves: the rate and elasticity of substitution. Consumer equilibrium; effects of change in prices and income; Engels curve. Derivation of demand curve. Income and substitution effects: Hicks and Slutsky. Applications of indifference curves to other economic problems.

Revealed preference theory: WARP, SARP and the derivation of demand curve.

UNIT 3: PRODUCTION
Lectures: 10
Production functions: single variable - average and marginal product, variable proportions, stages of production. Two variables - isoquants, returns to scale and to a factor; factor prices; cost minimisation and output maximization; Elasticity of substitution. Expansion path and the cost function.

UNIT 4: COST
Lectures: 10
Concept of economic cost; Short run and long run cost curves; increasing and decreasing cost industries; envelope curve; L-shaped cost curves; economies of scale. Prices as parameters: Firm equilibrium and profit; short and long-run supply function; taxes and subsidies.

UNIT 5: FORMS OF MARKET
Lectures: 15

Monopoly: Equilibrium; supply; multipiant firm; monopoly power; deadweight loss; price discrimination; bundling; two-part tariffs. Monopolistic Competition: Product differentiation; equilibrium of the firm in the industry-with entry of new firms and with price competition. Comparison with pure competition.
Suggested Readings:

3. Pindyck, Robert S. & Rubinfeld, Daniel L.: Microeconomics (Sixth Edition)
Objectives: The course aims to provide basic concepts and techniques of preparing, presenting and analyzing the accounting information for planning, control and decision making.

Course Contents:

Unit I  Accounting Fundamentals  10 lectures


- Basis of Accounting; Cash basis and Accrual basis. The nature of Financial Accounting Principles – Basic Concepts and Conventions: Entity, Money Measurement, Going Concern, Cost, Realisation, Accruals, Periodicity, Consistency, Prudence (Conservatism), Materiality and Full Disclosures.


Unit II  Double entry Book Keeping  15 lectures

- Data Entry in the primary and secondary books of accounts - Preparation of Trial Balance.

- Preparation of Final Accounts (Sole Trader); Trading and Profit and Loss account, Balance Sheet.

Unit III  Cost and Management Accounting  15 lectures


Unit IV  Financial Analysis  15 Lectures


Suggested Readings:

1. S.N Maheshwari, "Accounting for Management", Vikas Publishing House
2. I.M.Pandey, "Management Accounting", Vikas Publishing House
3. R.S.N.Pillai and Bagavathi, "Management Accounting", S.Chand Publishing
5. Bibhu Prasad Sahoo and J.C. Varshny, "Accounting for Managers" Wisdom Publication
7. Horngren, Surdem, Stratton, Burgstahler, Schatzberg, "Introduction to Management Accounting", PHI Learning
9. Singhvi Bodhanwala, "Management Accounting" -Text and cases, PHI Learning
10. J.R. Monga, "Basic Corporate Accounting"
UNIT 1: OLIGOPOLY AND GAME THEORY  
Lectures: 12
Cournot model and reaction curves; Stackelberg's model, Bertrand model; quantity leadership; price leadership; Non collusive stable equilibrium; simultaneous quantity setting; collusion; cartels; Concepts of Game Theory: Dominant strategies and Nash Equilibrium; Mixed strategies; Prisoner's Dilemma. Specification of oligopoly models in game theoretic terms. Repeated Games and Entry Deterrence.

UNIT 2: FACTOR MARKETS  
Lectures: 12
Factor pricing in the case of single and many variable factors; demand for labor in a product market with perfect competition and monopoly. Monopsony, bilateral monopoly and role of labour unions. Economic rent and quasi rent.

UNIT 3: GENERAL EQUILIBRIUM  
Lectures: 15
Edgeworth box: 2 good, 2 factor, 2 consumer analysis and Pareto optimality conditions; market trade; Walras Law; Relative prices; Equilibrium and efficiency; Grand Utility possibility frontier. Implication of first and second welfare theorem

UNIT 4: WELFARE  
Lectures: 11
Social welfare function: welfare maximization; Fair allocation; Envy and equity. Arrow's Impossibility Theorem.

UNIT 5: MARKET FAILURE  
Lectures: 15
Externalities: Environment and its impact on market, Common property resources and public goods, Asymmetric Information and Signaling, Joint production and consumption.

Suggested Readings:

Objective: The paper is designed to provide a mathematical backdrop to the courses in economic theory. Hence the direction of the development of mathematics in this course is guided by its application in different courses in the program. The course also demands that the use of mathematical tools get integrated with the models of economic and business behavior. A whole host of mathematical software is available today to help in this direction. Hence the use of mathematics laboratory exercises becomes a part of this course. Therefore one laboratory practical class per week is mandatory for this course.

UNIT 1: BASIC CONCEPTS


UNIT 2: SINGLE VARIABLE DIFFERENTIATION


UNIT 3: LINEAR ALGEBRA


UNIT 4: FUNCTIONS OF TWO VARIABLES


Suggested Readings:
2. Chiang, A.C.: Fundamental Methods of Mathematical Economics [TMH]
**Objective:** Macroeconomics course is designed to make a systematic coverage of fundamental concepts and relationships among various macroeconomic entities. The course provides a basic understanding of the theories and principles relating to the macroeconomic policy and debates concerning the behavior of output, employment, money supply, interest rate, exchange rate, capital inflows and other economic aggregates that affect business environment. The focus lies primarily in understanding how an economy functions, the reasons for macroeconomic fluctuations and the corrective measures taken from various spheres such as monetary, fiscal and international trade. The present syllabus intends to provide an understanding of the economy for students at the undergraduate level. The syllabus has been divided into two parts, as Macroeconomics & Application I & II, to be covered in IIIrd and IVth semesters respectively.

**UNIT 1. AN INTRODUCTION TO BASIC MACROECONOMICS CONCEPTS**

Treating GDP both as Income and Expenditure, Gross Domestic Product (GDP), Gross National Product (GNP), The Difference Between GDP and GNP, Net National Product, Personal Income, Personal Disposable Income, Components of GDP: Consumption, Investment, Government Purchases, Net Exports; Real and Nominal GDP: GDP Deflator.


Economic Survey, Ministry of Finance, GOI - Latest

**UNIT 2. IS-LM MODEL**

The IS Curve and Goods Market Equilibrium: Derivation and Interpretation of Slope, the IS Curve and Fiscal Policy, Alternative Formulation of Goods Market Equilibrium, Savings-Investment Equality


Blanchard (2006) : Chapters 3, 4 & 5


**UNIT 3. AGGREGATE SUPPLY AND AGGREGATE DEMAND MODEL**

Blanchard (2006) : Chapters 6 & 7
UNIT 4. INFLATION, UNEMPLOYMENT AND THE PHILLIPS CURVE

The Concept of AS Curve, Deriving the Phillips Curve from the AS Curve, Two Causes of Rising and Falling Inflation, The Short-Run Tradeoff between Inflation and Unemployment, The Cost of Reducing Inflation: The Sacrifice Ratio, Rational Expectations and the Possibility of Costless Disinflation, Defining and Identifying Unemployment, Natural Rate of Unemployment, Short run and long run Phillips curve.


Economic Survey, Ministry of Finance, GOI - Latest

UNIT 5: RECENT DEVELOPMENT IN MACROECONOMICS

a) Economics of Great Events-Depression, Hyperinflation and Deficits
b) Advances in Business Cycle Theory
c) Real Business Cycles & New Keynesian Economics

1. Dornbusch, Fischer and Startz (2004) :

Suggested Readings

Objective: The paper aims to take the student through a step by step tour of the application of statistics from describing data to the testing of hypothesis. It is necessary that students themselves apply the tools to analyze real data and examine their results. Hence the one tutorial per week should be treated as a laboratory practical session. Students should additionally be provided computer access to learn statistics by doing things themselves.

UNIT 1: Introduction to Descriptive Sample Measures


UNIT 2: Probability and Probability Distributions


UNIT 3: Sampling and Hypothesis Testing


UNIT 4: INDEX NUMBERS


Software Required:

Spreadsheet software and a statistical package

Suggested Readings:
1. Nagar and Das: Basic Statistics,
6. Freund: Mathematical Statistics
PAPER NAME: CORPORATE FINANCE

Objective: The course aims to provide basic concepts and knowledge with regard to a corporate finance and its decisions.

Unit I: Introduction 10 lectures

Unit II: Long-Term Investment Decision 20 Lectures
Capital Budgeting - Nature and meaning of capital budgeting; Estimation of Relevant cash flows, Understanding computation of depreciation based on the concept of block of assets; Evaluation techniques - Accounting Rate of Return, Pay Back, Net Present Value, Internal Rate of Return, Terminal Value, Profitably Index Method.

Unit III: Cost of Capital 10 Lectures

Unit IV: Financing Decision 20 Lectures
Leverage Analysis - Operating, Financial, and Combined Leverage, Earning Before Interest and Tax (EBIT) – Earning Per Share (EPS) analysis, Indifference point. Capital structures theories - Net income approach; Net operating income approach; Modigliani-Miller (MM) approach; Traditional approach.
Dividend Decision: Relevance and irrelevance of dividends. Residual theory of dividends; Modigliani and Miller hypothesis; Walter's model; Gordon's model.

Unit V: Short-Term Investment Decision 15 Lectures
Concepts and Definition of working capital; Determining Financing Mix; Permanent and temporary working capital; Determinants of working capital; Computation of Working Capital. Management of Cash – Motives of holding cash; Objectives of cash management; Factors determining cash needs; Preparation of Cash Budget based on Receipts and Payments method. Management of Receivables – Objectives; Collection cost, Capital cost, Default cost, Credit policies; Credit terms; Collection policies.
Main readings


Suggested Readings:


Objective: Macroeconomics course is designed to make a systematic coverage of fundamental concepts and relationships among various macroeconomic entities. The course provides a basic understanding of the theories and principles relating to the macroeconomic policy and debates concerning the behavior of output, employment, money supply, interest rate, exchange rate, capital inflows and other economic aggregates that affect business environment. The focus lies primarily in understanding how an economy functions, the reasons for macroeconomic fluctuations and the corrective measures taken from various spheres such as monetary, fiscal and international trade. The present syllabus intends to provide an understanding of the economy for students at the undergraduate level. The syllabus has been divided into two parts, as Macroeconomics & Application I & II, to be covered in IIIrd and IVth semesters respectively.

UNIT I: THEORIES OF CONSUMPTION AND INVESTMENT

a) Consumption Functions: Absolute Income Hypothesis, Relative Income Hypothesis

b) Fisher’s Inter-temporal Choice Model

c) Life-Cycle and Permanent Income Hypotheses

d) Business Fixed, Residential and Inventory Investments

e) Theories of investment


UNIT II: OPEN ECONOMY I – THE CONCEPTS

(a) Balance of Payments: Balance of Trade; Capital Account and Current Account

(b) Trade Balance and Exchange Rates: Nominal Exchange Rate and Real Exchange Rate, PPP: Absolute and Relative Purchasing Power Parity; Devaluation and Revaluation; J-Curve


UNIT III: OPEN ECONOMY II – THE MUNDELL-FLEMING MODEL
Exchange Rate Regime: Perfect Capital Mobility under Fixed Exchange Rate; Perfect Capital Mobility under Flexible Exchange Rate; The effectiveness of Fiscal Policy and Monetary Policy in Mundell-Fleming model under different exchange rate regimes; Policy mix as optimal tool for internal and external balance under perfect capital mobility


UNIT 4: ECONOMIC GROWTH

(a) Sources of Growth, Potential and Feasible Output

(b) The Determinants of Long-Run Growth in Neo-classical (Solow) growth model – Growth effect and level effect

(c) The Golden Rule of capital accumulation, Convergence and Poverty Traps

(d) Endogenous Growth


Charles Jones, Introduction to Economic Growth, Second Edition

UNIT V: MONETARY AND FISCAL POLICY

a) Inflation Targeting

b) The Design of Monetary Policy

c) The Government Budget Constraint: The Arithmetic of Deficits and Debt, Current versus Future Taxes, the Evolution of Debt-to-GDP Ratio

d) Issues in Fiscal Policy

Blanchard (2006) : Chapters 25 and 26

Suggested Readings

Semester – IV
Objective: This paper is one that introduces to student to idea of estimating linear and some non-linear relationships between real-valued variables. The course aims to provide a strong foundation to the student to pursue further study in this and allied disciplines. To emphasize the essentially practical nature of the subject the student is motivated to apply the knowledge to practical use throughout the semester. To enable this, introduction to one or more software programs for econometric analysis software is essential to the course. The tutorial may be replaced by a weekly laboratory practical session.

UNIT I: Classical Linear Regression Model


UNIT II: Multiple Regression Model


UNIT III: Functional Forms and Dummy Variables:

Regressions in deviation form and through the origin. The double log, semi-log, reciprocal, log-reciprocal models with applications. Intercept, Slope Dummy variables. Interaction between qualitative variables. Interaction between quantitative and qualitative variables. Use of dummy variables in testing for structural change and for seasonal indexes.

UNIT IV: Relaxing the Assumptions:

Introduction to multicollinearity, heteroscedasticity, autocorrelation and specification errors. The nature of the problem, its detection and corrective measures.

Required Software

Spreadsheet software and an econometric package such as Gretl, Eviews, SPSS

Main Readings:


5. Wonnacott, R.J. and Wannacott, T.H: Econometrics, John Wiley. France
**PAPER NAME: MARKETING MANAGEMENT**

**Objective:** An introductory study of the various principles and functions of marketing keeping the Indian backdrop.

**UNIT I: INTRODUCTION**

Importance and Scope of Marketing, Core Marketing Concepts, Company Orientations, Marketing Myopia

**UNIT II: MARKETING ENVIRONMENT AND COMPETITIVE ANALYSIS**

Marketing Environment: Scanning the Indian Marketing Environment: Economic, Demographic, Socio-cultural, Technological, Political and Legal.


**UNIT III: SEGMENTATION, TARGETING AND POSITIONING**

Market Segmentation: Levels of segmentation, Marketing segmentation Procedure, Bases for segmenting Consumer Markets, VALS segmentation, Effective segmentation

Market Targeting: Evaluating and Selecting Market Segments.

Positioning: Positioning Statement, determining which positioning to promote, positioning possibilities, Points-of-Parity, Points-of-Difference

**UNIT IV: PRODUCT**

Product life cycle: The Concept and its Strategic Implications, Product Mix: Levels, Hierarchy, Classifications, Mix.


Differentiation: Differentiation tools: Product, services, personnel, channel, image differentiation.

Branding: Brand decisions, building brand identity, Brand Equity, Branding Challenges, Brand Name Decisions, Brand Building Tools, Devising a Branding Strategy, Brand Repositioning

Services: Characteristics of services.

**UNIT V: PRICING**

Significance of pricing, factors influencing pricing, pricing objectives, Pricing Strategies and Procedure, psychological pricing

**UNIT VI: DISTRIBUTION**

Retailing: Types of retailers, marketing decisions in retailing

Wholesaling: Types of wholesalers

UNIT VII: PROMOTION

Promotion Mix, Factors affecting Promotion Mix, concept of Integrated Marketing Communication

Advertising: advertising objectives, advertising budget, message generation, Media (types, reach frequency, impact) and measuring advertising effectiveness.

Sales promotion (Objectives, Advertising versus Promotion, Major Decisions in sales promotion), Events and Experiences, Public Relations and Publicity (Marketing Public Relations, tools), Direct Marketing, Interactive Marketing (introduction to online marketing), Word of Mouth, Personal selling (Principles of personal selling, Negotiation).

UNIT VIII: EMERGING TRENDS IN MARKETING

Ethics in Marketing, Relationship marketing, Holistic marketing, Green marketing, Political marketing, Rural marketing, People, Processes and Physical Evidence as other ‘P’s of Marketing Mix.

Note: Case Study and Case Lets of Indian context must be included in teaching methodology.

Suggested Readings:


References:


Semester – V
UNIT I: INTRODUCTION TO OPERATIONS RESEARCH AND LINEAR PROGRAMMING

(i) Introduction

Operational research, Meaning of a model, steps in building of a model.

(ii) Linear Programming

Linear Introduction, terminology and applications, Mathematical formulation of a linear programming problem, Graphical solution, Algebraic method (Simplex method) – Maximization and minimization cases (single and mixed constraints), Application of Linear Programming in portfolio optimization, risk minimization and efficiency analysis using Excel Solver : Duality : Basic Concepts

UNIT II: TRANSPORTATION & ASSIGNMENT

(i) Transportation

Introduction, Balanced & Unbalanced Problem, formulation as Linear Programming Problem and solution using excel solver, Initial basic feasible solution (only LCM & VAM methods), Test of optimality and optimal solution, Stepping Stone and MODI methods)

Note: Exclude special degeneracy and prohibited routes.

(ii) Assignment

Introduction, Balanced and unbalanced assignment problem, formulation as Linear Programming problem and solution using excel solver, Solution using Hungarian assignment method

UNIT III DYNAMIC PROGRAMMING AND INTEGER PROGRAMMING

(i) Dynamic Programming: Meaning, applications, Construction and problem solving in stages deterministic and probabilistic programming

(ii) Integer Programming: Applications to Production planning, Advertising Media selection, frequency planning in GSM mobile network

UNIT IV: THEORY OF GAMES, DECISION THEORY AND DECISION ANALYSIS
(i) Theory of Games

Introduction and basic terminology, Pure strategy games (including identification of saddle point and value of the game), Principle of dominance, Mixed strategy games, Formulation as a linear programming problem and solution using excel solver

(ii) Decision theory and Decision Analysis

Steps in Decision theory, Concepts of Expected Monetary Value, Expected Value of Perfect Information and Expected Opportunity loss, Introduction to risk and uncertainty, Decisions under Uncertainty using Laplace, maximin, Minimax, maximax, minimin, hurwicz and Savage Methods

UNIT V: CPM/PERT ANALYSIS, SIMULATION, SIMPLE INVENTORY MODELS

(i) CPM / PERT Analysis

Meaning, objectives and applications, Fundamental concepts – event, activity, path, dummy activity, Network construction, Time estimates in network analysis –earliest finish, latest finish, critical path, Float (Independent, free and total float), Programming Evaluation review technique (PERT) – three time estimates, Standard deviation and probability of project completion within a scheduled time, Direct and indirect cost, Time-cost tradeoff – Crashing of activities (method, network construction, identification of crash time, new critical path and activities to be crashed).

(ii) Simulation

Introduction and applications, Problem Solving using Monte Carlo method and Random numbers.

(iii) Simple Inventory Models

Finite and Infinite Replenishment, Simple EOQ.

(iv) One and two steps transition probabilities Matrix (Markov) (Application to Brand Switching)

Main Readings:

Suggested Readings:

Guidelines

The lecture should be divided in to 80:20. For every 3-theory lecture one practical sessions using excel solver must be held in a batch of 15-20 Students. Students should be evaluated for practical session in form of internal assessment.

Semester – V
PAPER NAME: ORGANIZATIONAL BEHAVIOR

Objective: To provide students with an understanding of the principles of human behavior in organizations with relevance to the Indian business context.

Unit I: Introduction

Concept of OB; Management roles, skills and activities; Disciplines that contribute to OB; Opportunities for OB (Globalization, Indian workforce diversity, customer service, innovation and change, networked organizations, work-life balance, people skills, positive work environment, ethics)

Unit II: Individual Behavior

Learning, attitude and job satisfaction:

Concept of learning, conditioning, shaping and reinforcement

Concept of attitude, components, behavior and attitude

Job satisfaction: causation; impact of satisfied employees on workplace

Comparison of job satisfaction amongst Indian employees with other cultures

Motivation:

Concept; Theories (Hierarchy of needs, X and Y, Two factor, McClelland, Goal setting, Self-efficacy, Equity theory); Job characteristics model; Redesigning job and work arrangements; Employee involvement; Flexible benefits, Intrinsic rewards

Personality and Values:

Concept of personality; MBTI; Big Five model.

Relevance of values; Indian values; Linking personality and values to the workplace (person-job fit, person-organization fit)

Perception, Decision Making and Emotions:

Perception and judgments; Factors; Linking perception to individual decision making; Decision making in organizations, Ethics in decision making.

Emotional labour; Emotional Intelligence;

Unit III: Group Behavior
Groups and Work Teams:

Concept; Five stage model of group development; Group think and shift;
Indian perspective on group norms
Groups and teams; Types of teams; Creating team players from individuals;
Team building and team based work (TBW).

Leadership:

Concept; Trait theories; Behavioral theories (Ohio and Michigan studies); Contingency theories (Fiedler, Hersey and Blanchard, Path-Goal); Authentic leadership; Mentoring, self-leadership, online leadership; Inspirational Approaches (transformational, charismatic); Comparison of Indian leadership styles with other countries.

Exercises, games and role plays may be conducted to develop team and leadership skills.

Unit IV: Organizational Culture and Structure

Concept of culture; Impact (functions and liability); Creating and sustaining culture; Employees and culture; Creating positive and ethical cultures.

Concept of structure; Prevalent organizational designs; New design options.

Unit V: Organizational Change, Conflict and Power

Forces of change; Planned change; Resistance; Approaches (Lewin’s model, Organizational development); Learning organization; Organizational change in Indian businesses.

Concept of conflict; Traditional view and integrationist’s view of conflict; Conflict process; Functional/Dysfunctional. Introduction to power and politics


References:


3. Behavior In Organizations, Jerald Greenberg, 8th ed, Pearson Education.


Unit I: Basis of Trade and Gains from Trade

Classical Trade Theories:

Mercantilism (a brief introduction of Mercantilists view on international trade), Absolute advantage theory, Comparative advantage theory, Opportunity Cost Theory

Neo-classical Trade Theories:

Heckscher Ohlin (H-O) Theorem, Factor price equalization, Stolpher Samuelson Theorem and income distribution, Rybczynski theorem, Leontief paradox and Factor Reversal.

Unit II: Trade Policies and International Negotiations

Instruments of Trade Policy: Tariff and Non-tariff barriers, cost and benefit analysis of tariff, Effective rate of protection and welfare arguments of tariff and developing countries. Economic Union and Free trade area. Evaluation of WTO from GATT (a brief Description), Basic Principles of WTO, Current Rounds, Regionalism vs. Multilateralism

Unit III: Financial Arrangements Governing International Trade and Capital flows

International financial system: Fixed, Flexible and Managed floating exchange rate regimes, working of international financial system under Gold standard, Brettonwoods system and post- Brettonwoods. IMF and creation of SDR. International capital flows, FDI vs FII, Investment strategies of FII, Foreign investment with special reference to Developing Countries. Payment Terms and Methods of Financing International Trade (Letter of Credit, Forfaiting, Factoring, Credit Lines)

Unit IV: Foreign Exchange Market and Principles of Transactions

Spot forex market, communication in forex markets, currency Quotes and types, calculation of forward rates using spot rates, discount/premium on spot rate. Spot rate with and without transaction costs, Arbitrage, Types of Arbitrage.

Derivative markets: forward, future contracts, margin adjustment for futures, currency options- types, intrinsic value, payoff profiles on futures and options, interest swaps, currency swaps, caps, floors and collars, forward rate agreements.

Unit V: Exchange Rate Determination and Exposures

Foreign exchange exposure: statistical measurement of foreign exchange exposure, transaction, economic and translation exposure, managing these exposures and hedging strategies adopted in international trade.

**Suggested Readings:**

Objective: The objective of the course is to impart basic knowledge of the legal framework of business.

Course Contents:

UNIT I: INDIAN CONTRACT ACT, 1872 (20 Lectures)

Contract – meaning, essentials and kinds. Offer, Acceptance, Consideration-essentials and exceptions, Capacity of parties, Free consent, Modes of discharge of a contract, Remedies for breach of a contract

UNIT II: THE SALE OF GOODS ACT, 1930 (10 Lectures)

Meaning and essentials of Contract of Sale, Sale and Agreement to Sell, implied Conditions and Warranties, Transfer of Property in Goods, Unpaid Seller and his Rights.

UNIT III: COMPANIES ACT, 2013 (20 Lectures)

Company - meaning, kinds, formation of accompany- promotion, incorporation, on-line registration, commencement of business. Memorandum of association, Articles of Association and Prospectus. Company Meetings and Resolutions. Winding up of a Company – Meaning and modes of winding

UNIT IV: CONSUMER PROTECTION ACT, 1986 (10 Lectures)


UNIT V: COMPETITION ACT, 2002 (5 Lectures)

Scope and applicability of the Act, Definitions. Prohibition of certain agreements, abuse of dominant position and regulation of combinations. Competition Commission of India- Composition, duties and powers and Competition Appellate Tribunal- Composition and powers.

Appeal to Supreme Court.
UNIT VI: INTELLECTUAL PROPERTY RIGHTS (10 Lectures)

**Patents Act, 1970** - Objectives, meaning of Patent and Invention, Procedure for obtaining a patent, Surrender and Revocation of patents

**Trademarks Act, 1999** - Purpose, meaning of a trademark, goods and service; Conditions for registration of trademark, procedure of registration, Effects of registration, Certification Trademarks

**Designs Act, 2000** - Definition of Design and Article, registration of Designs, Copyright in registered designs, inspection and cancellation of registered designs, piracy of registered design

**Note:** The leading cases should be discussed at relevant places. Latest amendments to these laws may be covered.

**Main Readings:**


**Suggested Readings:**

4. Bare Acts relating to the laws.
**Elective : Discipline Specific (DSE)**

**BA (Hons) Business Economics**

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Objective: The content of this course aims to provide students a holistic view of development and growth. It then proceeds to various models of growth and look into connections of human capital with growth. It ends by discussing the role of the state and market in economic development and the informational and incentive problems that affect state governance with examples from the world history to help understand the concept better.

UNIT I: ECONOMIC DEVELOPMENT - DEFINITIONS AND CONCEPTS
Introduction to the concept of Economic Development, Distinction between Growth and Development, Common characteristics of developing countries, Sen’s Capabilities Approach

UNIT II: GROWTH MODELS
Harrod-Domer Growth Model, The basic Solow Model, Solow model with technology, Convergence: Conditional and Unconditional, Alternate theories of Endogenous Growth, Lewis Model

UNIT III: HUMAN CAPITAL-EDUCATION, INTELLECTUAL CAPITAL & POVERTY
Educational Investment in Human Capital, Education, Health and Economic Development, Income inequality and its measurement, Concept of relative and absolute poverty

UNIT IV: TECHNOLOGICAL PROGRESS
Introduction to Economic Growth, Externalities, technical progress and growth, Total factor productivity, Capital and Labor saving technical progress, financing development from domestic resources, International trade and International Inequality

UNIT V: STATE AND THE MARKET
Role of Government, Infant industry argument, Market failure, Government Failure, Structural adjustment facility of International Monetary Fund, World Bank, Experience of South East Asia and Latin America Countries

MARKET FOR LAND AND CREDIT
References:

5. F. Hayami, Development Economics, Oxford University Press, 2nd edition
UNIT I: STRUCTURE - CONDUCT - PERFORMANCE PARADIGM

- Definition of Industrial Economics, The Structure, Conduct, Performance model/framework with and without feedbacks and its critique, Schools of thought: The Harvard, Chicago and Austrian Schools

- The Firm: Principal-Agent problem, Hold Up Problem, Tapered Integration, Franchising, Sustainable Competitive Advantage, Casual Ambiguity

Ref: Luis M Cabral, Introduction to Industrial Organization, chapter 1& 3, Industrial Economics by Roger Clarke, Industrial Economics, chapter 1

UNIT II: MARKET STRUCTURE, POWER AND CONCENTRATION

- Theories of Measurement of Concentration: deterministic and Stochastic Approach

- Lerner and Herfindahl Index, Concentration and Market Power: Theory and Emperical Estimaton, Conduct and Market Power: Emperical Estimation, Collusion and Efficiency Hypothesis

Ref: Luis M Cabral, Introduction to Industrial Organization, chapter 9, Industrial Economics by Roger Clarke, Industrial Economics

UNIT III: BARRIERS TO ENTRY

- Entry Cost and Market Structure, Endogenous versus Exogenous Entry Cost, Free Entry and Social Welfare

- Strategic Behavior, Entry and Exit: Entry deterrence, Predation, Mergers and Acquisitions

Ref: Luis M Cabral, Introduction to Industrial Organization, chapter 14 and 15
UNIT IV: VERTICAL INTEGRATION, PRODUCT DIFFERENTIATION AND ADVERTISING

- Double Marginalization and Two Part Tariffs, Retailers Competition, Investment Externalities, Indirect control, Manufacturer Competition, Vertical Restraints

- Horizontal and Vertical Differentiation, Product differentiation and Market power, Product Positioning, Imperfect Information and Switching cost

Ref: Luis M Cabral, Introduction to Industrial Organization, chapter 11 and 12

UNIT V: TECHNICAL PROGRESS & PERFORMANCE

- Market Structure and Incentives for Research and Development, The Dynamics of R&D Competition, Public Policy, Organizational Inertia, Patent and Copyright Protection

Ref: Luis M Cabral, Introduction to Industrial Organization, chapter 16

References:

2. Luis M Cabral, Introduction to Industrial Organization, The MIT Press
4. Fergusen and Fergusen, Industrial Economics.
5. Stephen Martin, Advanced Industrial Economics
Part A: Investment Management

UNIT I: PORTFOLIO THEORY AND MANAGEMENT


UNIT II: VALUATION MODELS AND MARKET EFFICIENCY

Dividend Discount Models: Discounted Cash Flow Approach, One, two and Multi Stage Growth Models, Price Earnings Approach to stock valuation

Market Efficiency: Forms of market efficiency (weak, semi strong & Strong), The Random Walk Model, Overview of Fundamental and Technical Analysis

UNIT III: FUND MANAGEMENT

Introduction, Calculation of NAV of a Fund, Classification of Mutual Fund Schemes (Open end & closed end, income & growth schemes, sectorial schemes, index Schemes, Fund of Funds Schemes), Tactical Asset Allocation and Portfolio Rebalancing.

Measuring Performance of mutual fund schemes (Sharpe, Treynor, and Jenson, Information and M2 Ratios), Tracking Error, Downsize Risk, Sortino Ratio, Diversification vs. asset allocation, benchmarking mutual fund performance.

Part B: Risk Management in Financial Markets

UNIT V: RISK MANAGEMENT THROUGH BONDS

Bond Basics, Concept of a yield, Valuation of Bonds, Different ways of Computing Yield (Current yield, holding yield and Yield to maturity (YTM)), yield curve, Basic Theorems of Bond Valuation and Term Structure. Risk in Bonds, Interest rate and default risk, Risk Structure of Interest Rates, Bond Duration, Modified Duration, Bond Convexity, Immunization and Rebalancing of Bond Portfolios
UNIT VI: RISK MANAGEMENT THROUGH DERIVATIVES:

Meaning and Types, Stock Futures, Commodity Futures, Hedging/Risk Management through futures and payoffs, Options, In the money, At the Money and Out of Money Options, Option Payoffs, Forwards and its difference with futures, Simple Futures and Options Combination Strategies (Neutralising the risk, Spread, Straddle, Collars, Covered call, and Put Call Parity), factors affecting option premium, option pricing models (Binomial & Black Scholes Model)

Main Readings:

Supplementary Readings:
SEMESTER – V/VI

DSE-4

ELECTIVE PAPER NAME: RESEARCH METHODS IN BUSINESS ECONOMICS

UNIT I: RESEARCH DESIGN 15 Lectures

Research objectives: designing questionnaire (leading, loading and personal questions sequencing): Measurement Scale (Graphic Rating, Likert, paired comparison, ranking, constant sum, semantic differential scale): ANOVA, Cluster, Discriminant and Factor Analysis

UNIT II: NON-PARAMETRIC TESTS 10 Lectures

Wilcoxon, Kolmogorov-Smirnov and Kruskal Wallis test

UNIT III: USE OF SECONDARY DATA SOURCES 4 Lectures

CSO, NSSO, RBI, IMF, World Bank, UN Data, Federal Reserve and other central Banks, UNCTAD,

UNIT IV: SURVEY DATA ANALYSIS 10 Lectures

Linear, Logit, Probit and Tobit Models

UNIT V: TIME SERIES 20 Lectures

Spurious Regression: Unit Root & Non Stationarity: Level, Difference and trend stationary time series: Cointegration (Johansen and Engle Granger): Auto Regressive Models: Volatility Clustering: ARCH and GARCH Effects: (Use Indian data)

UNIT VI: PANEL DATA 6 Lectures

Introduction to Panel Data, Incorporating Fixed and Random Effects
References:

1. Household Surveys in Developing and Transition Countries: Design, Implementation and Analysis: James R. Chromy & Savitri Abeyasekera: Chapter 19 Statistical analysis of survey data:
2. Basic Econometrics: Damodar N. Gujarati
3. Statistics in a Nutshell: Sarah Boslaugh
5. Probability and Statistics for Engineering and the Sciences: Jay L. Devore

Guidelines: The lecture should be divided in theory and Practical Sessions. For every 4-theory lecture 2 practical sessions must be held in a batch of 15-20 Students. Any one of the statistical packages (Stata, Eviews, Gretl) can be used depending upon the availability. The Marking scheme would be 50 Marks for the Project report and 25 Marks for Practical Examination. 25 Marks would be for internal assessment as in other papers.

The Project report has to be written using the techniques taught in the semester. It could be from Economics, Finance, Marketing, and Public Policy etc. Any of the secondary data sources can be used or a field survey can be done. The project report has to be written in a group of 3-5 students and students must decide their topic and project supervisor accordingly in the beginning of the semester.
SEMESTER – V/VI
DSE-5

ELECTIVE PAPER NAME: INDIAN ECONOMY

Objective: This content reviews the major indicators and the debates in India in the post and pre independence period.

UNIT I: INDIA FROM INDEPENDENCE TO LIBERALIZATION

An overview of the economic developments during the period 1947-1980; Objectives and strategies of planned economic development and the role of the State; Slowdown in growth since mid 1960; Changes in policy emphasis from growth to distribution; Green revolution.

Readings:
2. India's Tryst With Destiny- By: Jagdish Bhagwati and Arvind Panagariya (pages 4-5, 32-38)

UNIT II: INDIA SINCE 1980’s (LIBERALIZATION AND BEYOND): OVERVIEW


Readings:
1. An Uncertain Glory: India and Its Contradictions by Jean Dreze (Author), Amartya Sen Chapter 2 and 3

UNIT III: MACRO TRENDS SINCE 1990

Growth, Savings and Investment, Population, Employment, Regional differences, Monetary and Financial trends

Readings:
2. India's Labour Market during the 2000s- Surveying the Changes, EPW, Dec 22 2012
4. Mihir Rakshit (2009), India amidst the Global Crisis, EPW March 28.
UNIT IV: INDIAN AGRICULTURE SINCE 1990

Post Green Revolution agriculture; Production and productivity crisis in agriculture; Regional differences; Food Security, PDS system and Malnutrition.

Readings:


3. RAMESH CHAND- Dissecting agricultural performance since mid 1990s. YOJANA (NEW DELHI), V.58, 2014(Jun, 2014): P.10-15

UNIT V:

(a) Industry, Foreign Trade and Foreign Capital Since 1990.

(b) Role of Services and Infrastructure in Economic Development

Readings:


2. India's Tryst With Destiny- By:Jagdish Bhagwati and Arvind Panagariya Ch 10( pages 162-168)


4. Rupa Chanda 2012, Services led Growth, in NOC.
UNIT I: ENVIRONMENTAL PROBLEMS AND ISSUES

Role of Economics in Environmental Management


Chapters - 2 & 4 – J. S. Thomas & S. J. Callan

UNIT II: SOLUTIONS TO ENVIRONMENTAL PROBLEMS


2. Market Based Policy – Pollution Charges and Environmental Subsidies, Deposit Refund System, Pollution Permit Trading Systems

3. Environmental Regulations in India

Chapters- 5 & 6 – J. S. Thomas & S. J. Callan

Chapter 3 - (pages 100 -119) – R. N. Bhattacharya


UNIT III: ANALYTICAL TOOLS FOR ENVIRONMENTAL PLANNING

1. Environmental Risk Analysis – Concept of Risk, Risk Assessment and Risk Management


3. Benefit – Cost Analysis

REFERENCES: -

Chapters -7, 8 & 9 – J. S. Thomas & S. J. Callan

Chapter -10 - Charles D. Kolstad
UNIT IV: SUSTAINABLE DEVELOPMENT AND ENVIRONMENTAL ACCOUNTING

1. Sustainable Development – Concept and Measurement

2. Environmental Accounting – Concept, Common Property Resources and LDCs

REFERENCES: -


UNIT V: GLOBAL ENVIRONMENTAL MANAGEMENT

1. International Trade and International Agreements

2. A Case of Global Air Quality- Policies for Ozone Depletion and Global Warming

REFERENCES: -

a) Chapters – 14 & 21 - J. S. Thomas & S. J. Callan


Suggested Readings:


6. Robert Solow, An Almost Practical Step Toward Sustainability, (this paper was first presented at the Resource and Conservation Centre in Washington, D.C. on October 8, 1992, on the Occasion of the Fortieth Anniversary of Resources for the Future)


Semester – V/VI

DSE-7

ELECTIVE PAPER NAME: INDIAN FINANCIAL MARKETS AND SERVICES

UNIT I: FINANCIAL MARKETS IN INDIA


UNIT II: PRIMARY MARKET FOR CORPORATE SECURITIES IN INDIA

(i) Issue of Corporate Securities

Public Issue through Prospectus, Green shoe option, Offer for sale, Private Placement Rights Issue, On-Line IPO, Book Building of Shares, Disinvestment of PSU, Employees Stock Options, Preferential Issue of Shares, Venture Capital, Private Equity, Performance of Primary Market in India, Institutional Interest in Public Issues, measuring success of an IPO.

(ii) Corporate Listings

Listing and Delisting of Corporate Stocks

UNIT III: SECONDARY MARKET IN INDIA

(i) Introduction to Stock Markets

Regional and Modern Stock Exchanges, International Stock Exchanges, Demutualization of exchanges, Competition amongst major exchanges in India, Raising of funds in International Markets : ADRs and GDRs, FCCB and Euro Issues

Indian Stock Indices and their construction, free float vs. full float methodology, Classification of Securities to be included in the Index, impact of corporate actions (rights, bonus and stock split) on index

Bulls and Bears in Stock Markets, Factors influencing the movement of stock markets, indicators of maturity of stock markets.

(ii) Trading of securities on a stock exchange

Selection of broker, capital and margin requirements of a broker, MTM and VaR Margins ,kinds of brokers, opening of an account to trade in securities, DEMAT System, placing an order for purchase/sale of shares, margin trading and margin adjustment , contract note, and settlement of contracts , rolling and traditional (weekly) settlement systems
UNIT IV: MONEY MARKETS & DEBT MARKET IN INDIA

(i) Money Market

Meaning, role and participants in money markets, Segments of money markets, Call Money Markets, Repos and reverse Repo concepts, Treasury Bill Markets, Market for Commercial Paper, Commercial Bills and Certificate of Deposit. Role of STCI and DFHI in money markets

(ii) Debt Market


UNIT V: FINANCIAL SERVICES

a) Banking: Recent Developments

Commercial and Development Banks: Meaning, their roles (Traditional and New/Changing roles), Challenges Ahead, Conversion of Financial Institutions into banks, Mergers and Acquisitions in the banking sector in India, Concept of Universal Banking, Non-Performing Assets in the Banking Sector, the Securitization Act, Risk Management in Banks (a Brief Overview).

b) Housing Finance

Meaning and rise of housing finance in India, Fixing the amount of loan, factors driving demand for residential loans, repricing of a loan, floating vs. fixed rate, the rest method, problems on housing finance.

c) Credit Rating


Suggested Readings:

Objective: To impart the requisite knowledge and practical ability to create and deliver attention catching advertisements as well as to provide them with the psyche of a typical Indian consumer mindset.

UNIT I: FOUNDATIONS OF ADVERTISING
Types of advertising, Concept of IMC, functions of advertising, The Key Players- Advertiser, Media, Advertising Agency, Vendors, target audience, regulatory bodies (Indian context).

UNIT II: PLANNING AND STRATEGY
Planning framework/outline, situation analysis, advertising objectives, DAGMAR, Facets Model of effective advertising, developing the advertising strategy (campaign) statement

UNIT III: EFFECTIVE ADVERTISING MESSAGE
The Big Idea and ROI, creative message execution: appeals, format, tone, body copy, headlines, layout), brand bonding through emotional message execution, preparing a Creative Brief

UNIT IV: EFFECTIVE ADVERTISING MEDIA
Types of media, Media Plan, Media mix selection, Media objectives, Newer media options, Media budget.

UNIT V: PERSONALITY AND CONSUMER BEHAVIOUR
Theories of Personality, Personality and Consumer Diversity, Brand Personality, Self and Self Image, Virtual Personality

UNIT VI: CONSUMER PERCEPTION AND LEARNING
Dynamics of Perception (sensation, absolute and differential threshold, Subliminal Perception, Perceptual Selection, organization and interpretation), Consumer Imagery, elements of Consumer learning, behavioural learning theories (Classical, Instrumental, Observational), Cognitive Learning Theory (Information Processing and Involvement Theory).
UNIT VII: CONSUMER ATTITUDE

Attitude Formation, Attitude Change Strategies, Cognitive Dissonance Theory; Attribution Theory

UNIT VIII: CULTURE AND CONSUMER BEHAVIOUR

Needs and culture, Learning and culture (Symbolism, Enculturation and Acculturation, Rituals), Subcultures (nationality, religious, geographic, racial, age and gender subcultures), Indian Core Values (Family focus, Society through conformity, happiness and adaptability, religion and spirituality)

Note: Teaching methodology must integrate concepts with discussions/activities, cases and advertisements in the Indian context.

Main Reading:


Supplementary Readings:

2. Consumer Behaviour in Indian Perspective by Suja Nair, Himalya publishers.
Ability Enhancement Compulsory Course (AECC)
Environmental Studies
&
Business Communication (Language: English/MIL)

Semester: I/II

| AECC – MIL | AECC - Environmental Studies |

SKILL ENHANCEMENT COURSES (SEC)

Semester: III/IV

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<td>Entrepreneurial Skills</td>
<td>Introductory Research Methods</td>
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<td>SEC-3</td>
<td>SEC-4</td>
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<tr>
<td>Applied Econometrics</td>
<td>Data Base and Statistical Packages</td>
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Objective: To provide the knowledge, skills and attitudes in technical education training of entrepreneurship that will best meet the needs of a developing economy. The skills and abilities that students are expected to develop on completion of this syllabus are:

(a) Knowledge and Comprehension
(b) Application

Unit I: The Entrepreneurial Mindset

Concept of an entrepreneur, Concept and Evolution of entrepreneurship, Distinction between entrepreneur and manager, Distinction between entrepreneur and intrapreneur, Attributes of entrepreneurs, Core elements of entrepreneurship, Entrepreneurship in a Developing economy, Factors affecting Entrepreneurship development, Entrepreneurship as a Process, Role of entrepreneurship in the developing economy.

Unit II: Launching Entrepreneurial Ventures

Generation of ideas: Methods and process of generating ideas, sources of ideas and screening process

Assessing opportunities: Challenges, pitfalls and critical factors of new venture; Business and Entrepreneurial development organizations

Determining and acquiring required resources (Financial, Physical and Human): Search for entrepreneurial capital- Debt vs. Equity; Venture Capital Market; Angel Financing and Alternative sources of finance for Entrepreneurs

Business Plan Preparation for new Ventures: Meaning of a business plan, benefits, elements and presentation

Unit III: Role of Innovation & Creativity

Creativity: Concept and process of creativity; role and importance of creativity and mental blocks to creativity

Innovation: Meaning and importance of innovation; Types of innovation; Sources of innovation; Conditions for effective innovation at organizational level and Methods of protecting innovation and creativity: branding, trademarks, patents, copyrights and registered design protection

Unit IV: Case Study of selected Indian Business Houses

Note: Case Studies and examples of successful entrepreneurs and entrepreneurial ventures should be discussed at relevant places.
Suggested Readings:

**PAPER NAME: INTRODUCTORY RESEARCH METHODS**

**Survey Design:** Focus should be given to the analysis and evaluation of corporate and Government policies.

**Data Collection:** Designing a Questionnaire, Sampling, threats to external validity, random and non-random sampling, random sampling methods, sampling bias and error, sample size.

**Data:** variables measurement levels and types, Importing Data in Excel or SPSS, Use of If, Conditional Formatting, Vlookup and Filter in Excel. Data Transformations (Log, Difference and other arithmetic).

**Data representation:** Cross Tabulations, Bar and Column Diagram, Histogram, Line chart etc.

**Data Analysis:** Use of Basic Statistical Functions in Excel or SPSS, correlation and causality (Concept only), Hypothesis Formulation, Report writing.

**Secondary Source of Survey data:** NSSO, CSO, DLHS, DISE, AIHES, structure, extraction and use, Review of Literature (Studies Evaluating Government Policies).

**Randomized Controlled Trials (Experiments):** Basic Concepts, Applications in exploring the human behavior, Few Case studies based on designing of policy based on Randomized Controlled Trials, Brief Introduction of Factorial Experiments.

**References**

Social science research: principles, methods, and practices: Anol Bhattacherjee,

Poor Economics: A Radical Rethinking of the Way to Fight Global Poverty: Abhijit Banerjee, Esther Duflo

http://www.povertyactionlab.org/methodology Accessed on 27/03/2015

http://www.fao.org/docrep/003/x6831e/x6831e08.htm Accessed on 27/03/2015

**Guidelines:**

The lecture should be divided in to 60:40. For every 3-theory lecture two practical sessions must be held in a batch of 15-20 Students. Either Excel or SPSS can be used in practical session depending upon the availability. A team of ten students should write a report as a part of assessment.
Semester – III/IV

SEC-3

PAPER NAME: APPLIED ECONOMETRICS

Pre-requisite: At least one course in advanced statistics or introductory / basic econometrics. Knowledge of Windows Excel or SPSS or EVIEWS is highly desirable


UNIT 2: SIMULTANEOUS EQUATION MODELS: Simultaneous Equations Models; The Identification Problem; Instrumental Variables Two Stage Least Squares, The Indirect least squares techniques. Applications

UNIT 3: TIME SERIES MODELS: Stationary and Non Stationary time series, Unit root tests, the Random Walk, Moving Average AR & ARIMA Models, Static and Dynamic models, adaptive expectations and partial adjustment models. Tests for Causality, Co integration & VECM, Criteria Tests for Models using AIC & SIC techniques, Forecasting with Time Series using Correlogram, ARIMA, Volatility estimation using Basic and Variants of ARCH & GARCH processes. Artificial Neural Networks as a forecasting technique

UNIT 4: BINARY DATA AND LIMITED DEPENDENT VARIABLE MODELS: Qualitative Response and Limited Dependent Variable Models (LPM, Logit and Probit Models) Maximum Likelihood Estimator

UNIT 5: PANEL DATA: Introduction to Panel Data, Incorporating Fixed and Random Effects, Stationarity and Cointegration Procedures under Panel

References:

Semester – III/IV

SEC-4

PAPER NAME: DATA BASE AND STATISTICAL PACKAGES

Pre-requisite: Understanding of computers with Knowledge of MS Excel Computer package

Unit 1: Introduction to e-resources: Free and Paid ‘E’ Resources, On Line Search technique

Unit 2: Types of Databases and their classification: Statistical, Economic, Financial etc

Unit 3: Hands on experience on extracting data for research using commonly used databases like Prowess, Bloomberg, Capitaline and ACE Databases

Unit 4: Data Analytics with EVIEWS