



ख्वाजा मुईनुद्दीन चिश्ती भाषा विश्वविद्यालय, लखनऊ, उत्तर प्रदेश (भारत)

Khwaja Moinuddin Chishti Language University, Lucknow, U.P. (India)

U.P. STATE GOVERNMENT UNIVERSITY,

(Recognised Under Section 2(f) & 12(B) of the UGC Act, 1956 & B.Tech. Approved by (AICTE))

Approved Syllabus & Regulations for B.Com. (Hons.) (CBCS)

Under
Choice Based Credit System (CBCS)

By

Board of Studies

Held on 08 October 2018 to be effective from
Academic Session 2018-19

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On 12 March, 2020

Revised
06.01.2020

Department of Commerce

**Khwaja Moinuddin Chishti
Language University**

Sitapur-Hardoi Bypass, IIM Road, Lucknow - 226013



**PROPOSED SCHEME FOR CHOICE BASED CREDIT SYSTEM IN
B.COM (HONOURS)**

	CORE COURSE (14)	Ability Enhancement Compulsory Course (AECC) (2)	Skill Enhancement Elective Course (SEC) (2)	Discipline Specific Elective DSE (4)	Generic Elective (GE) (4)
I	C 1	(English/ MIL Communication)/			GE-1
	C 2	Environmental Science (AECC-1)			
II	C 3	Environmental Science/(English/			GE-2
	C 4	MIL Communication) (AECC-2)			
III	C 5		SEC - 1		GE-3
	C 6				
	C 7				
IV	C 8		SEC - 2		GE-4
	C 9				
	C 10				
V	C 11			DSE-1	
	C 12			DSE -2	
VI	C 13			DSE -3	
	C 14			DSE -4	



Details of courses under CBCS for B.Com. (Honours)

Course	*Credits	
	Theory+ Practical	Theory + Tutorial
<u>I. Core Course</u> (14 Papers)	14X4= 56	14X5=70
Core Course Practical / Tutorial* (14 Papers)	<u>14X2=28</u>	<u>14X1=14</u>
<u>II. Elective Course</u> (8 Papers)		
A.1. Discipline Specific Elective (4 Papers)	4X4=16	4X5=20
A.2. Discipline Specific Elective Practical / Tutorials* (4 Papers)	<u>4 X 2=8</u>	<u>4X1=4</u>
B.1. Generic Elective/Interdisciplinary (4 Papers)	4X4=16	4X5=20
B.2. Generic Elective Practical / Tutorials* (4 Papers)	<u>4 X 2=8</u>	<u>4X1=4</u>
<ul style="list-style-type: none">• Optional Dissertation or project work in place of one Discipline Specific elective paper (6 credits) in 6th Semester		
<u>III. Ability Enhancement Courses</u>		
1. Ability Enhancement Compulsory (2 Papers of 2 credits each) Environmental Science English Communication/MIL	<u>2 X 2=4</u>	<u>2 X 2=4</u>
2. Ability Enhancement Elective (Skill Based) (2 Papers of 2 credits each) (Minimum 2, Max.4)	<u>2 X 2=4</u>	<u>2 X 2=4</u>
	Total credit= 140	Total credit= 140

*wherever there is a practical there will be no tutorial and vice-versa.



Paper No.	Course Structure	
Semester I		
1.1	Environmental Studies	Ability Enhancement Compulsory Course (AECC-1)
1.2	Financial Accounting	Core Course (C 1)
1.3	Business Laws	Core Course(C 2)
1.4	Generic Elective (GE-1)	Generic Elective(GE-1)
(Any one of the following)		
a.	Micro Economics	
b.	Investing in Stock Markets	
Semester II		
2.1	Business Communication (Language-English/Hindi/MIL)	Ability Enhancement Compulsory Course (AECC-2)
2.2	Management Principles and Applications	Core Course (C-3)
2.3	Corporate Laws	Core Course (C-4)
2.4	Generic Elective (GE-2)	Generic Elective(GE-2)
(Any one of the following)		
a.	New Venture Planning	
b.	Project Management	
Semester III		
3.1	Business Mathematics	Core Course (C 5)
3.2	Income-tax Laws and Practice	Core Course (C 6)
3.3	Human Resource Management	Core Course (C 7)
3.4	Generic Elective (GE-3)	Generic Elective(GE-3)
(Any one of the following)		
a.	Macro Economics	
b.	Insurance and Risk Management	
3.5	Skill-Enhancement Course (SEC-1)	Skill-Enhancement Course (SEC-1)
(Any one of the following)		
a.	E-Commerce	
b.	Training and Development	
Semester IV		
4.1	Goods and Services Tax (GST)	Core Course (C8)
4.2	Corporate Accounting	Core Course (C9)
4.3	Computer Applications in Business	Core Course (C 10)
4.4	Generic Elective (GE-4)	Generic Elective (GE-4)
(Any one of the following)		
a.	Indian Economy - Performance and Policies	



	b. Economics of Regulation of Domestic and Foreign Exchange Markets	
4.5	Skill-Enhancement Course (SEC-2) (Any one of the following)	Skill-Enhancement Course (SEC-2)
	a. Entrepreneurship	
	b. Collective Bargaining and Negotiation Skills	
	Semester V	
5.1	Cost and Management Accounting	Core Course (C-11)
5.2	Principles of Marketing	Core Course (C -12)
5.3	Discipline Specific Elective (DSE-1) (Any one of the following)	Discipline Specific Elective (DSE-1)
	a. International Business	
	b. Financial Analysis & Reporting	
	c. Business Statistics	
5.4	Discipline Specific Elective (DSE-2) (Any one of the following)	Discipline Specific Elective (DSE-2)
	a. Financial Markets, Institutions and Financial Services	
	b. Corporate Tax Planning	
	c. Organisational Behaviour	
	Semester VI	
6.1	Auditing and Corporate Governance	Core Course (C 13)
6.2	Financial Management	Core Course (C14)
6.3	Discipline Specific Elective (DSE-3) (Any one of the following)	Discipline Specific Elective (DSE-3)
	a. Business Research Methods and Project Work	
	b. Industrial Laws	
	c. Personal Selling & Public Relation	
6.4	Discipline Specific Elective (DSE-4) (Any one of the following)	Discipline Specific Elective (DSE-4)
	a. Fundamentals of Investment	
	b. Consumer Affairs and Consumer Care	
	c. Business Tax Procedures and Management	

B. Com. (Hons.): Three-Year (6-Semester) CBCS Programme
Basic Structure: Distribution of Courses

1	Ability Enhancement Compulsory Course	2 Papers of 2 Credit Hrs. each (Total Credit Hrs. 2X2)	4
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2	Skill-Enhancement Course	2 Papers of 2 Credit Hrs. each (Total Credit Hrs. 2X2)	4
3	Core Course	14 Papers of 6 Credit Hrs. each (Total Credit Hrs. 14X6) (5 Lectures and 1 Tutorial)	84
4	Discipline Specific Elective	4 Papers of 6 Credit Hrs. each (Total Credit Hrs. 4X6) (5 Lectures and 1 Tutorial)	24
5	Generic Elective	4 Papers of 6 Credit Hrs. each (Total Credit Hrs. 4X6) (5 Lectures and 1 Tutorial)	24
Total Credit Hrs			140

Note: - 01

- 1 Ideal Lecture Class size 40 to 50 students
- 2 Ideal Tutorial group Size :- 10-12 students
- 3 Ideal Laboratory Practical Batch Size 15-20 Students
(Changes may be made according to the need)

Note: - 02

1. 70% marks will be allocated to theoretical/practical assessment of the papers and 30% of the marks are allocated to internal assessment.
2. For internal assessment 10/5 marks for assignment, 10/5 marks for class test and 10/5 marks for attendance and overall assessments of the student are assigned.

B.Com. (Hons.) (CBCS)

Course	Sub Code	Title of the Paper	Max.Marks			Credits Allotted		Teaching Hours	
Semester-I								20 Credits	
Course	Sub Code	Title of the Paper	Int.	Exam.	Tot.	Lecture	Tutorial /Lab	Total of credits	Teaching Hours /week
B.Com. (Hons)									
AECC	101 AECC-1	Environment Science	15	35	50	2	-	2	2
Core-1	BCH 1.2	Financial Accounting	30	70	100	5	1	6	6
Core-2	BCH1.3	Business Law	30	70	100	5	1	6	6
Generic-1		Any One of the following:	30	70	100	5	1	6	6
	BCH1.4(a)	1-Micro Economics							
	BCH1.5(b)	2-Investment In Stock Markets							
Comp. Pap.		Urdu/Persian /Arabic/Adv. Urdu	30	70	100	Non Credit		-	4



Total			105	245	350	17	3	20	24 Hrs.
Semester-II									
AECC-2	BCH2.1	Business Communication (English)/MIL Communication/Arabic/Persian	15	35	50	2	-	2	2
Core-3	BCH2.2	Management Principles and Applications	30	70	100	5	1	6	6
Core-4	BCH2.3	Corporate Laws	30	70	100	5	1	6	6
Generic-2		Any One of the following:	30	70	100	5	1	6	6
	BCH2.4(a)	1-New Venture Planning							
	BCH2.4(b)	2-Project Management							
Comp. Pap.		Urdu/Persian /Arabic/Adv. Urdu	30	70	100	Non Credit		-	4
Total			105	245	350	17	3	20	24 Hrs.
Semester-III									
SEC		Any one of the following:	15	35	50	2	-	2	2
	BCH3.5(a)	1- E-Commerce							
	BCH3.5(b)	2- Training & Development							
Core-5	BCH3.1	Business mathematics	30	70	100	5	1	6	6
Core-6	BCH3.2	Income Tax Laws and Practice	30	70	100	5	1	6	6
Core-7	BCH3.3	Human Recourse Management	30	70	100	5	1	6	6
Generic-3		Any One of the following:	30	70	100	5	1	6	6
	BCH3.4(a)	1-Macro Economics							
	BCH3.4(b)	2-Insurance and Risk Management							
Total			135	315	450	22	4	26	26 Hrs.
Semester- IV									
SEC		Any one of the following:	15	35	50	2	-	2	2
	BCH4.5(a)	1- Entrepreneurship							
	BCH4.5(b)	2- Collective Bargaining & Negotiation Skills							
Core-8	BCH4.1	Goods and Services Tax	30	70	100	5	1	6	6
Core-9	BCH4.2	Corporate Accounting	30	70	100	5	1	6	6
Core-10	BCH4.3	Computer Application in Business	30	70	100	5	1	6	6
Generic-4		Any One of the following:	30	70	100	5	1	6	6
	BCH4.4(a)	1-Indian Economy-Performance and Policies							
	BCH4.4(b)	2-Econocis of Regulation of Domestic and Foreign Exchange Market							
Total			135	315	450	22	4	26	26 Hrs.
Semester- V									
Core-11	BCH5.1	Cost and Management Accounting	30	70	100	5	1	6	6
Core-12	BCH5.2	Principals of Marketing	30	70	100	5	1	6	6
DSE-1		Any One of the following:	30	70	100	5	1	6	6
	BCH5.3(a)	1- International Business							
	BCH5.3(b)	2- Financial Analyses & Reporting							
	BCH5.3(c)	3- Business Statistics							



DSE-2		Any One of the following:	30	70	100	5	1	6	6
	BCH5.4(a)	1- Financial Markets, Institutions and Financial Services							
	BCH5.4(b)	2- Corporate Tax Planning							
	BCH5.4(c)	3-Organization Behaviour							
Total			120	280	400	20	4	24	24 Hrs.
Semester- VI									
Core-13	BCH6.1	Auditing and Corporate Governance	30	70	100	5	1	6	6
Core-14	BCH6.2	Financial Management	30	70	100	5	1	6	6
DSE-3		Any One of the following:	30	70	100	5	1	6	6
	BCH6.3(a)	1- Business Research Methods and Project Work							
	BCH6.3(b)	2- Industrial Law							
	BCH6.3(c)	3- Personal Selling and Public Relation							
DSE-4		Any One of the following:	30	70	100	5	1	6	6
	BCH6.4(a)	1- Fundamentals of Investment							
	BCH6.4(b)	2-Consumer Affairs & Consumer Care							
	BCH6.4(c)	3-Business Tax Procedure and Management							
Total			120	280	400	20	4	24	24 Hrs.
Total Number of Marks/ Credits/ Hours			720	1680	2400	118	22	140	148
					Marks			Credits	Hours

Regulation for Practical Papers

Note:

- For practical knowledge and applicability of the courses, the department may conduct practical (Subject to the availability of Lab.) in some of the papers of B.Com (Hons.) under CBCS system.
- If a student opts practical: Practical Examination carries 20 marks (1 Hour), internal assessment carries 30 marks and theory examination shall be of 50 marks (2 Hours). External/Internal examiners will be appointed by the department.
- If a student does not opts the practical: Inter assessment will carry 30 marks and theory examination shall be of 70 marks (3 Hours).
- For Core-10: 403 C-10: 'Computer Application in Business' - Computer Application in Business examination will be in the form of practical only and the division of marks will be as per the table shown below:
- For the papers where practical (optional) are being carried out will be conducted on the following pattern:

S.No.	Paper	Examination	Marks	Duration	Examiners (Internal/External)
1-	Core-1:102 C-	Practical	20	1 hour	



	1:Financial accounting	Theory	50	2 hours	External examiner will be appointed by the department
		Internal Assessment	30		
2-	Core-6: 302 C-6: Income Tax Laws and Practice	Practical	20	1 hour	External examiner will be appointed by the department
		Theory	50	2 hours	
		Internal Assessment	30		
3-	Core-10: 403 C-10: Computer Application in Business	Practical (70 marks exam (50 marks practical & 20 marks theory & Viva).)	70	3 hours	Internal Examiner
		Internal	30		

QUESTION PAPERS UNDER CBCS PATTERN

1. For Question papers carrying 70 marks:

- Question no 1 : Answer any 6 out of 8 Questions (6 X 5 Marks = 30 Marks)
- Question no 2 to 5: Answer all the four questions (4 X 10 Marks = 40 Marks)
- 70 Marks



**B.Com. (Hons.) (CBCS): Semester - I
Paper BCH 1.2: Financial Accounting**

Duration: 3 hrs.

Marks: 100 (30 +70)

**6 Credits=5th.+Tut.01
75 Lectures+15 Tut.**

Objective: To acquire conceptual knowledge of the financial accounting and to provide knowledge about the techniques for preparing accounts in different business organizations.

Unit I: 10 Lectures

(a) Theoretical Framework

(b) Accounting as an information system, the users of financial accounting information and their needs. Qualitative characteristics of accounting, information. Functions, advantages and limitations of accounting. Branches of accounting. Bases of accounting; cash basis and accrual basis.

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.

Financial accounting standards: Concept, benefits, procedure for issuing accounting standards in India. International Financial Reporting Standards (IFRS): - Need and procedures, Convergence to IFRS.

Distinction between Indian accounting standards (IND ASs) and Accounting standards (AS).

(b) Accounting Process 15 Lectures

From recording of a business transaction to preparation of trial balance including adjustments: Capital and Revenue expenditures & Receipts, Preparation of Profit and Loss Account and Balance Sheet. (Sole Proprietorship only).

Unit II:

(a) Business Income 15 Lectures

Measurement of business income-Net income: the accounting period, the continuity doctrine and matching concept. Objectives of income measurement.

Revenue: Concept, Revenue recognition principles, Recognition of expenses.

The nature of depreciation. The accounting concept of depreciation. Factors in the measurement of depreciation. Methods of computing depreciation: straight line method and diminishing balance method; Disposal of depreciable assets- change of method.

Inventories: Meaning. Significance of inventory valuation. Inventory Record Systems: periodic and perpetual. Methods: FIFO, LIFO and Weighted Average.

(b) Preparation of financial statements of non profit organization. 9Lectures

Unit III: Accounting for Hire Purchase and Instalment System 13Lectures

Calculation of interest, partial and full repossession, Hire purchase trading (total cash price basis), stock and debtors system. Concepts of operating and financial lease (theory only).

Unit IV: Accounting for Inland Branches 13 Lectures

Concept of dependent branches; accounting aspects; debtors system, stock and debtors system, branch final accounts system and whole sale basis system,

Independent branches; Concept-accounting treatment: important adjustment entries and preparation of consolidated profit and loss account and balance sheet.



Option to Unit IV: Computerized Accounting System (using any popular accounting software): 30 Practicals

Creation of Vouchers, Recording of Transactions; Preparing Reports ,Cash books, Bank book ,Ledger accounts, Trial balance, Profit and loss Account ,Balance Sheet.

Note:

- Any revision of relevant accounting standard issued by ICAI would become applicable immediately.
- Examination Scheme for Computerized Accounts – Practical for 20 marks.
- The practical examination will be for 1 hour.
- Theory exam will be of 3 hours but in case of computerized accounts, theory exam will be of 2 hours 30 minutes.

Skill Development:

- List out Various Accounting Standards
- List out various accounting concepts and conventions (GAAP)
- Collection and recording of Hire Purchase Agreement.
- Ascertainment of Cash Price and Interest with imaginary figures under Hire Purchase System.

Suggested Readings:

- Monga, J.R. *Financial Accounting: Concepts and Applications*. Mayoor Paper Backs, New Delhi.
- Shukla, M.C., Grewal, T.S., and Gupta, S.C. *Advanced Accounts*. Vol.-I. S. Chand & Co., New Delhi.
- Maheshwari, S.N., and Maheshwari, S. K. *Financial Accounting*. Vikas Publishing House, New Delhi.
- Lal, Jawahar., and Srivastava, Seema. *Financial Accounting Text & Problems*, Himalaya Publishing House, New Delhi.
- Tulsian, P.C. *Financial Accounting*, Tata McGraw Hill, New Delhi
- Jain, S.P., and Narang, K.L. *Financial Accounting*. Kalyani Pulishers, New Delhi.
- Gupta, Nirmal. *Financial Accounting and Auditing*, Ane Books (P) Ltd, New Delhi.
- Compendium of Statements and Standards of Accounting. The Institute of Chartered Accountants of India, New Delhi.
- Elliott, Barry. and Elliott, Jamie. *Financial Reporting and Analysis*. Prentice Hall International.
- Hornrgren, Charles T. *Introduction to Financial Accounting*, Pearson Education.

Note: Latest edition of text book may be used.



B.Com. (Hons.) (CBCS): Semester - I
Paper BCH 1.3: Business Laws

Duration: 3 hrs.

Marks: 100(30+70)

6 CREDIT= 5TH +TUT.01
75Lectures+15TUT.

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

Unit I: The Indian Contract Act, 1872

25 Lectures

- a) Contract – meaning, characteristics and kinds
- b) Essentials of valid contract - Offer and acceptance, consideration, contractual capacity, free consent, legality of objects.
- c) Void agreements
- d) Discharge of contract – modes of discharge including breach and its remedies.
- e) Contingent contracts
- f) Quasi – contracts
- g) Contract of Indemnity and Guarantee
- h) Contract of Bailment
- i) Contract of Agency

Unit II: The Sale of Goods Act, 1930

15 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 non-owners
- d) Performance of contract of sale
- e) Unpaid seller – meaning and rights of an unpaid seller against the goods and the buyer.

Unit III: The Limited Liability Partnership Act, 2008

20 Lectures

- a) Salient Features of LLP
- b) Difference between LLP and Partnership, LLP and Company
- c) LLP Agreement
- d) Nature of LLP
- e) Partners and Designated Partners
- f) Incorporation Document
- g) Incorporation by Registration, Registered office of LLP and change therein
- h) Change of name
- i) Partners and their Relations
- j) Extent and limitation of liability of LLP and partners
- k) Whistle blowing
- l) Taxation of LLP
- m) Conversion of LLP
- n) Winding up and dissolution

Unit IV: The Information Technology Act 2000

15 Lectures

- a) Definitions under the Act
- b) Digital signature



- c) Electronic governance
- d) Attribution, acknowledgement and dispatch of electronic records
- e) Regulation of certifying authorities
- f) Digital signatures certificates
- g) Duties of subscribers
- h) Penalties and adjudication
- i) Appellate Tribunal
- j) Offences

Skill Development:

- Prepare a chart showing sources of business law and Indian Constitution Articles having economic significance.
- Draft an agreement on behalf of an MNC to purchase raw materials indicating therein terms and conditions **and** all the essentials of a valid contract.
- Draft digital signature certificate.
- Draft a complaint to District Consumer Forum on the deficiency of service in a reputed corporate hospital for medical negligence.
- Collect leading cyber-crimes cases and form groups in the class room and conduct group discussion.
- Draft an application to the Chief Information Officer of any government office seeking information about Government spending.

Suggested Readings:

1. Lee Reach, *Business Laws*, Oxford University Press, UK.
2. Singh, Avtar, *The Principles of Mercantile Law*, Eastern Book Company, Lucknow.
3. Tulsian, P.C, *Business Law*, Tata McGraw Hill, New Delhi.
4. Sharma, J.P., and Kanojia, Sunaina. *Business Laws*, Ane Books Pvt. Ltd., New Delhi.
5. Chadha, P.R, *Business Law*, Galgotia Publishing Company, New Delhi
6. Maheshwari & Maheshwari, *Business Law*, National Publishing House, New Delhi.
7. *Information Technology Rules 2000 with Information Technology Act 2000*, Taxmann Publications Pvt. Ltd., New Delhi.

Note: Latest edition of text books may be used.



B.Com. (Hons.) (CBCS): Semester - I
Paper BCH 1.4(a): Micro Economics

6 CREDIT=5TH+TUT.01
75 Lectures+15tut.

Duration: 3 hrs.

Marks: 100 (30+70)

Objective: To acquaint the students with the concepts of microeconomics dealing with consumer behaviour and producer behaviour and also understand the behaviour of firms under different market structures.

Unit I: Consumer Behaviour and Elasticity of Demand **17 lectures**

Basic demand and supply analysis; Elasticity of demand: price, income and cross elasticity, point elasticity and arc elasticity, marginal revenue, average revenue and price elasticity of demand; Ordinal utility analysis of consumer behaviour: Budget line and indifference curve, consumer equilibrium. Income consumption curve and Engel curve, Price consumption curve and derivation of demand curve, Income and Substitution Effects of a price change; Consumers' Surplus; Revealed Preference theory.

Unit II: Production and Cost **18 lectures**

Total, average and marginal product curves, Three stages of production, Production isoquants, marginal rate of technical substitution, economic region of production, Isocost lines, optimal combination of resources, the expansion path, returns to scale.

Cost of Production: Concept of explicit costs, implicit costs and opportunity costs of production, derivation of short run and long run cost curves. Economies and Diseconomies of scale and the shape to the long run average cost. Learning curve and economies of scope.

Unit III: Perfect Competition **20 lectures**

Assumptions, Equilibrium of the firm and the industry in the short run, Supply curve of firm and industry in the long run. Consumers' and Producers' Surplus and the efficiency of perfect competition. Welfare effects of an excise tax.

Unit IV: Imperfect Competition **20 lectures**

Monopolistic competition: price and output decision in the short run and long run, monopolistic competition and economic efficiency.

Oligopoly and Interdependence: Cournot's duopoly model (with reaction curves), kinked demand curve model, dominant firm price-leadership model, centralized cartels. Prisoners' Dilemma.

Suggested Readings:

1. Pindyck, R.S., D. L. Rubinfeld and Mehta, P. L. *Microeconomics*, Pearson Education.
2. Salvatore, Dominick, *Principles of Microeconomics*, Oxford International Student Edition.
3. Gould, J.P., and Lazear, E.P. *Microeconomic Theory*, All India Traveller Bookseller, New Delhi.
4. Salvatore, D. Schaum's. *Outline of Theory and Problems of Microeconomic Theory*, McGraw-Hill International Edition.

Note: Latest edition of text books may be used.



B.Com. (Hons.) (CBCS): Semester - I
Paper BCH 1.4(b): Investing in Stock Markets

Duration: 3 hrs.

Marks: 100(30+70)

6 Credit=5th+Tut.01
75Lectures+15 TUT.

Objective: This paper intends to provide basic skills to operate in stock market and the ways of investing in it. It will enable the student to take up investment in stock market independently.

Unit I: Investing Fundamentals

17 Lectures

Types of Investment – Equity Shares, IPO/ FPO, Bonds. Indian Securities Market: the market participants, trading of securities, security market indices. Sources of financial information. Role of Stock Exchange, Stock exchanges in India: BSE, NSE, MCX. Buying and selling of stocks: using brokerage and analysts' recommendations. Use of limit order and market order.

Unit II: Stock Analysis and Valuation

18 Lectures

Online trading of stocks.

Understanding stock quotations, types and placing of order. Risk: its valuation and mitigation, Analysis of the company: financial characteristics (as explained by ratio analysis, future prospects of the company, assessing quality of management using financial and non-financial data, balance sheet and quarterly results, cash flows and capital structure). Comparative analysis of companies, Stock valuations: using ratios like PE ratio, PEG ratio, Price Revenue ratio. Use of Historic prices, simple moving average, basic and advanced interactive charts. Examining the shareholding pattern of the company.

Pitfalls to avoid while investing: high P/E stocks, low price stocks, stop loss, excess averaging.

Unit III: Investing in Mutual Funds

20 Lectures

Background on Mutual Funds: Advantages of investing in Mutual funds. Motives of mutual fund investments, Net Asset Value, Types of Mutual funds: Open ended, close ended, equity, debt, hybrid, money market, Load vs. no load funds, Factors affecting choice of mutual funds. CRISIL Mutual Fund Ranking and its Usage.

Unit IV: Understanding Derivatives

20 Lectures

Futures, Options, trading in futures and options. Understanding stock market quotes on futures and options. Types of orders, Put and Call options: How Put and Call options work.

Commodities, Derivatives of commodities, trading of commodity derivatives on MCX, Currency derivatives and its trading.

Skill Development:

- Prepare the list of recognised Stock Exchanges in India.
- Prepare the Flow Chart of online trading.
- Prepare the chart showing functioning of NSDL & CSDL.
- Prepare a chart showing working of Mutual Funds.
- Prepare the chart showing governing body of commodities market.

Suggested Readings:

1. Gitman and Joehnk, *Fundamentals of Investing*, Pearson.
2. Madura, Jeff, *Personal Finance*, Pearson.
3. Chandra, Prasanna, *Investment Analysis and Portfolio Management*, Tata McGraw Hill.
4. Damodaran, Aswath, *Investment Valuation: Tool and Techniques for Determining the Value of Any Asset*, Wiley Finance.
5. Bodie, Alex, Marcus and Mohanty, *Investments*, McGraw Hill Publishing Co.
6. Hirt and Block, *Fundamentals of Investment Management*, McGraw Hill Publishing Co.
7. Pandiyan, Punithavathy, *Security Analysis and Portfolio Management*, Vikas Publications



8. www.yahoofinance.com
9. www.moneycontrol.com
10. www.bloomberg.com

Note: Latest edition of text book may be used.



B.Com. (Hons.) (CBCS): Semester – II
Paper BCH 2.1: Business Communication (In English) As Per University Rules

Duration: 2 hrs

Marks: 50 (15+35)

2 CREDITS

30 Lectures

Objective: To acquire skills in reading, writing, comprehension and communication, and also to use electronic media for business communication.

Unit I: Introduction

Lectures 6

Nature, Process and Importance of Communication, Types of Communication (verbal & Non Verbal), Different forms of Communication. Barriers to Communication: Linguistic Barriers, Psychological Barriers, Interpersonal Barriers, Cultural Barriers, Physical Barriers, Organizational Barriers.

Unit II: Business Correspondence & Report Writing

Lectures 12

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. Identify the types of reports, define the basic format of a report, identify the steps of report writing, write a report meeting the format requirements, determine the process of writing a report, importance of including visuals such as tables, diagrams and charts in writing report, apply citation rules (APA style documentation) in reports.

Unit III: Business language and presentation

Lectures 6

Importance of Business language, Vocabulary Words often confused, Words often misspelt, Common errors in English. Oral Presentation Importance, Characteristics, Presentation Plan, Power point presentation, Visual aids.

Unit IV: Technology and Business Communication

Lectures 6

Role, effects and advantages of technology in Business Communication like email, text messaging, instant messaging and modern techniques like video conferencing, social networking. Strategic importance of e-communication.

Suggested Readings:

1. Lesikar, R.V. & Flatley, M.E.; *Basic Business Communication Skills for Empowering the Internet Generation*, Tata McGraw Hill Publishing Company Ltd. New Delhi.
2. Bovee, and Thill, *Business Communication Today*, Pearson Education
3. Shirley, Taylor, *Communication for Business*, Pearson Education
4. Locker and Kaczmarek, *Business Communication: Building Critical Skills*, TMH

Note: Latest edition of text books may be used.



ख्वाजा मुईनुद्दीन चिश्ती भाषा विश्वविद्यालय, लखनऊ, उत्तर प्रदेश (भारत)
Khwaja Moinuddin Chishti Language University, Lucknow, U.P. (India)

U.P. STATE GOVERNMENT UNIVERSITY,
(Recognised Under Section 2(f) & 12(B) of the UGC Act, 1956 & B.Tech. Approved by (AICTE))



B.Com. (Hons.) (CBCS): Semester - II
Paper BCH 2.2: Management Principles and Applications

Duration: 3 hrs.

Marks: 100(30+70)

6 Credit=5th+Tut.01
75Lectures+15 TUT.

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

Unit I: Introduction

15 Lectures

1.1 Concept: Need for study; Managerial functions – An overview; Coordination – Essence of management.

1.2 Evolution of Management Thought: Classical approach – Taylor, Fayol, Neo classical and Human relations approach – Hawthorne experiments, Behavioural approach, Systems approach, Contingency approach, MBO, Re-engineering, Five-force analysis, Learning Organisation, Fortune at the Bottom of Pyramid.

1.3 Trends and Challenges of Management in Global Scenario, Emerging issues in management.

Unit II: Planning & Organising

25 Lectures

2.1 Types of Plan – An overview.

2.2 Strategic planning – Concept, process, Importance and limitations; Growth strategies – Internal and external.

2.3 Environmental analysis and diagnosis (Internal and external environment) – Definition, Importance and Techniques (SWOT/TOWS/WOTS-UP, BCG Matrix, Competitor Analysis), Business environment - Concept and components.

2.4 Decision-making – Concept, importance, group decision making, Individual versus group decision making, Decision making process, perfect rationality and bounded rationality, techniques (qualitative and quantitative, MIS, DSS).

Organising

Concept. Process of organizing – An overview, span of management, different types of authority (line, staff and functional), decentralization, delegation. Formal and informal organization. Principles of organizing. Types of organization structure.

Unit III: Staffing and Directing

25 Lectures

3.1 Concept of staffing - Recruitment and Selection; Orientation; Training and Development; Career Development; Performance Appraisal.

3.2 Motivation – Concept, importance, intrinsic and extrinsic motivation; Major motivation theories - Maslow's need hierarchy theory, Herzberg's two factor theory, McGregor's Theory X and Theory Y, Ouchi's Theory Z.

3.3 Leadership – Concept, importance; Major theories of leadership (Likert's scale theory, Blake and Mouton's Grid theory, House's path goal theory, Fred Fielder's situational leadership), Transactional leadership, Transformational leadership, Transforming leadership.

3.4 Communication – Concept, purpose, process; Oral and written communication; Formal and informal communication networks; Barriers to communication, overcoming barriers to communication.

Unit IV: Control

10 Lectures

4.1 Concept, process, limitation, principles of effective control, Major techniques of control - Ratio analysis (ROI), budgetary control, EVA, MVA, PERT, and CPM.



Skill Development:

- Prepare a chart showing systematic evolution of management thoughts.
- Prepare a SWOT analysis of an illustrative case given by the faculty.
- Prepare a flow chart of recruitment.
- Prepare a diagram showing PERT & CPM.
- Show role play about various styles of leadership.

Suggested Readings:

1. Koontz, H. and Weihrich, H. *Essentials of Management*, Pearson Education.
2. Robbins, S. and Coulter, M. *Management*, Pearson Education.
3. Robbins, S. P. Decenzo, D.A., Bhattacharya, S. and Agrawal, M.M., *Fundamentals of Management: Essentials, Concepts and Applications*, Pearson Education.
4. Drucker P. F., *Practice of Management*, Mercury Books, London.
5. Singh, B.P. and Singh, A.K., *Essentials of Management*, Excel Books.
6. Chhabra, T.N., *Essentials of Management*, Sun India.
7. Griffin, R.W., *Management Principles and Application*, Cengage Learning
8. Luthans, F., *Introduction to Management*, McGraw Hill.

Note: Latest edition of text books may be used.



B.Com. (Hons.) (CBCS): Semester - II
Paper BCH 2.3: Corporate Laws

Duration: 3 hrs.

Marks: 100(30+70)

6 Credit=5th+Tut.01
75Lectures+15 TUT.

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

Unit I: Introduction

13 Lectures

Administration of Company Law [including National Company Law Tribunal (NCLT), Appellate Tribunal (NCLAT), Special Courts]; characteristics of a company; common seal; lifting of corporate veil; types of companies including private and public company, government company, foreign company, one person company, small company, associate company, dormant company, producer company; association not for profit; illegal association; formation of company, promoters and their legal position, pre incorporation contract and provisional contracts; on-line registration of a company.

Unit II: Documents

20 Lectures

Memorandum of association and its alteration, articles of association and its alteration, doctrine of constructive notice and indoor management, prospectus, shelf prospectus and red herring prospectus, misstatement in a prospectus; GDR; book building; issue, allotment and forfeiture of shares, calls on shares; public offer and private placement; issue of sweat capital; employee stock options; issue of bonus shares; transmission of shares, buyback and provisions regarding buyback; share certificate; D-Mat system; membership of a company.

Unit III: Management and Meetings

22 Lectures

Classification of directors, additional, alternate and adhoc director; women directors, independent director, small shareholders' director; director identity number (DIN); appointment, who can appoint a director, disqualifications, removal of directors; legal position, powers and duties; key managerial personnel, managing director, manager; meetings of shareholders and board; types of meeting, convening and conduct of meetings, requisites of a valid meeting; postal ballot, meeting through video conferencing, e-voting; committees of board of directors – audit committee, nomination and remuneration committee, stakeholders relationship committee, corporate social responsibility committee; prohibition of insider trading.

Unit IV: Dividends, Accounts, Audit

15 Lectures

Provisions relating to payment of dividend, provisions relating to books of account, provisions relating to audit, auditors' appointment, rotation of auditors, auditors' report, secretarial standards and secretarial audit; on-line filing of documents, winding up - concept and modes of winding up.

Skill Development:

- Draft a specimen copy of Memorandum of Association & Articles of Association.
- Prepare Notices & Agenda of various types of meetings.
- Drafting resolutions of various meetings.
- Prepare role play of various meetings of different meeting
- Auditor's Report.

Suggested Readings:



1. Hicks, Andrew & Goo S.H., *Cases and Material on Company Law*, Oxford University Press
2. Gowar, LCB, *Principles of Modern Company Law*, Stevens & Sons, London.
3. Majumdar, A.K., and G.K. Kapoor, *Company Law and Practice*, Taxmann, New Delhi
4. Hannigan, Brenda, *Company Law*, Oxford University Press, U.K.
5. Sharma, J.P., *An Easy Approach to Corporate Laws*, Ane Books Pvt. Ltd., New Delhi
6. Ramaiya, *A Guide to Companies Act*, LexisNexis Buttersworth wadhwa.
7. Kannal, S., & V.S. Sowrirajan, *Company Law Procedure*, Taxman's Allied Services (P) Ltd., New Delhi.
8. Singh, Harpal, *Indian Company Law*, Galgotia Publishing, Delhi.
9. *Companies Act and Corporate Laws*, Bharat Law House Pvt Ltd, New Delhi
10. The Depositories Act, 1996

Note: Latest edition of text books may be used.



B.Com. (Hons.) (CBCS): Semester - II
Paper BCH 2.4(a): New Venture Planning

6 Credit=5th+Tut.01
75Lectures+15 TUT.

Duration: 3 hrs.

Marks: 100(30+70)

Objective: The curriculum aims at giving exposure to students regarding different aspects of setting up a new business. After completing the course student should be able to develop an understanding of the process of identifying various sources of new business ideas of products and services. The understanding of this paper will help them to examine, evaluate and approach different sources of finance, the nature of marketing effort required and to develop a comprehensive business plan.

Unit I: Starting New Ventures & Methods to Initiate Ventures

20 Lectures

Opportunity identification. The search for new ideas. Source of innovative ideas. Techniques for generating ideas. Entrepreneurial imagination and creativity: The role of creative thinking. Developing your creativity. Impediments to creativity. The pathways to New Ventures for Entrepreneurs, Creating New Ventures. Acquiring an established Venture: Advantages of acquiring an ongoing Venture. Examination of key issues. Franchising: How a Franchise works. Franchise law. Evaluating the franchising opportunities.

Unit II: Legal Challenges in Setting up Business

18 Lectures

Intellectual Property Protection: Patents, Trademarks, and Copyrights. Requirements and Procedure for filing a Patent, Trademark, and Copyright. Legal acts governing businesses in India. Identifying Form of Organisation: Sole Proprietorship, Partnership, Limited Liability Partnership and Company.

Unit III: The Search for Entrepreneurial Capital

17 Lectures

The Entrepreneur's Search for Capital. The Venture Capital Market. Criteria for evaluating New-Venture Proposals. Evaluating the Venture Capitalist. Financing stages. Alternate Sources of Financing for Indian Entrepreneurs. Bank Funding. Government Policy Packages. State Financial Corporations (SFCs). Business Incubators and Facilitators. Informal risk capital: Angel Investors.

Unit IV: The Marketing Aspects of New Ventures Business Plan

Preparation for New Ventures

20Lectures

Developing a Marketing Plan: Customer Analysis, Sales Analysis and Competition Analysis. Market Research. Sales Forecasting. Evaluation. Pricing Decision. Business Plan: Concept. Pitfalls to Avoid in Business Plan. Benefits of a Business Plan Developing a Well-Conceived Business Plan. Elements of a Business Plan: Executive Summary. Business Description. Marketing: Market Niche and Market Share. Research, Design and Development. Operations. Management. Finances. Critical-Risk. Harvest Strategy. Milestone Schedule.

Suggested Case Studies: Case studies related to business or start ups in e-commerce, services, retailing, travel and hospitality.

Skill Development:

- Prepare a report showing new business ideas.
- Draft a specimen agreement of Patents & Copyright.
- Prepare an imaginary case study of disputes in Trade Mark
- Draw a market plan for a new & unique product.
- Prepare Different Advertisement plans for new products.



Suggested Readings:

1. Kuratko, D.F., and T. V. Rao, *Entrepreneurship: A South-Asian Perspective*, Cengage Learning.
2. Robert, H. M., Manimala, M. Peters, and D. Shepherd, *Entrepreneurship*, Tata McGraw Hill, India.
3. Barringer, B. R., and R. D. Ireland, *Entrepreneurship: Successfully Launching New Ventures*, Pearson Education, India.
4. Hishrich., Peters, *Entrepreneurship: Starting, Developing and Managing a New Enterprise*, Irwin.
5. Roy, Rajeev, *Entrepreneurship*, Oxford University Press.
6. Kumar, Arya, *Entrepreneurship: Creating and Leading an Entrepreneurial Organization*, Pearson, India.
7. Holt, David H., *Entrepreneurship: New Venture Creation*, PHI Learning.
8. Nickels, William G; McHugh, James M, and Susan M McHugh; *Understanding Business*, Tata McGraw Hill.

Note: Latest edition of the book may be used.



B.Com. (Hons.) (CBCS): Semester - II
Paper BCH 2.4(b): Project Management

Duration: 3 hrs.

Marks: 100(30+70)

6 Credit=5th+Tut.01
75Lectures+15 TUT.

Objective: To enable the student to evolve a suitable framework for the preparation, appraisal, monitoring and control and hedge risk of industrial project.

Unit I: Introduction

15 Lectures

Objectives of Project Planning, monitoring and control of investment projects. Relevance of social cost benefit analysis, identification of investment opportunities. Pre-feasibility studies.

Unit II: Project Preparation

20 Lectures

Technical feasibility, estimation of costs, demand analysis and commercial viability, risk analysis, collaboration arrangements; financial planning; Estimation of fund requirements, sources of funds. Loan syndication for the projects. Tax considerations in project preparation and the legal aspects.

Unit III: Project appraisal

20 Lectures

Business criterion of growth, liquidity and profitability, social cost benefit analysis in public and private sectors, investment criterion and choice of techniques. Estimation of shadow prices and social discount rate.

Unit IV: Issues in Project Planning and Management

20 Lectures

Cost and Time Management issues in Project planning and management.

Suggested Readings:

1. Chandra. Prasanna, *Project Preparation Appraisal and Implementation*. Tata McGraw Hill.
2. Gray, Clifford .F. *Project Management*. McGraw Hill.

Note: Latest edition of text books may be used.



B.Com. (Hons.) (CBCS): Semester - III
Paper BCH 3.1: Business Mathematics

Duration: 3 hrs.

6 Credits = 5 Th.+ Tut. 01

Marks: 100 (30+ 70) 75 Lectures + 15 Tut.

Objective: To familiarize the students with the basic mathematical tools with emphasis on applications to business and economic situations.

Unit I: Matrices and Determinants

15 Lectures

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

Unit II: Calculus

25 Lectures

- 2.1 Mathematical functions and their types- linear, quadratic, polynomial, exponential, logarithmic and logistic function. Concepts of limit, and continuity of a function.
- 2.2 Concept and rules of differentiation, Maxima and Minima involving second or higher order derivatives.
- 2.3 Concept of Marginal Analysis, Concept of Elasticity, Applied Maximum and Minimum Problems including effect of Tax on Monopolist's Optimum price and quantity, Economic Order Quantity.

Unit III: Mathematics of Finance

15 Lectures

- 3.1. Rates of interest- nominal, effective and their inter-relationship in different compounding situations.
- 3.2. Compounding and discounting of a sum using different types of rates.
- 3.3. Types of annuities like ordinary, due, deferred, continuous, perpetual and their future and present values using different types of rates of interest. Depreciation of Assets. Valuation of simple loans and debentures. Sinking Fund. (*General annuities to be excluded*)

Unit IV: Linear Programming

20 Lectures

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

Skill Development:

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Suggested Readings:

1. Anthony, M. and N. Biggs. *Mathematics for Economics and Finance*. Cambridge University Press.
2. Ayres, Frank Jr. *Theory and Problems of Mathematics of Finance*. Schaum's Outlines Series. McGraw Hill Publishing Co.
3. Budnick, P. *Applied Mathematics*. McGraw Hill Publishing Co.
4. Dowling, E.T. *Mathematics for Economics*, Schaum's Outlines Series. McGraw Hill Publishing Co.
5. Mizrahi and John Sullivan. *Mathematics for Business and Social Sciences*. Wiley and Sons.
6. Wikes, F.M. *Mathematics for Business, Finance and Economics*. Thomson Learning.
7. Prasad, Bindra and P.K. Mittal. *Fundamentals of Business Mathematics*. Har-Anand Publications.
8. Thukral, J.K. *Mathematics for Business Studies*. Mayur Publications.
9. Vohra, N.D. *Quantitative Techniques in Management*. Tata McGraw Hill Publishing Company.
10. Soni, R.S. *Business Mathematics*. Pitambar Publishing House.
11. Singh J. K. *Business Mathematics*. Himalaya Publishing House.

Note: Latest edition of textbooks may be used.



B.Com. (Hons.) (CBCS): Semester - III
Paper BCH 3.2: Income Tax Laws and Practice

Duration: 3 hrs.

6 Credits= 5 Th.+ Tut. 01

Marks: 100 (30+70)75 Lectures + 15 Tut.

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

Unit	Contents	Number of lectures
Unit I	Basic concept: 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	10
Unit II	Computation of income under different heads - Salaries - Income from house property	20
Unit III	Computation of income under different heads - Profits and gains of business or profession - Capital gains - Income from other sources	20
Unit IV	Total income and tax computation: -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 firm - Five leading cases of Supreme Court	15
Option to Unit IV	Preparation of return of income: - Manually - On-line filing of Returns of Income & TDS. - Provision & Procedures of Compulsory On-Line filing of returns for specified assesses.	15

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.



Skill Development:

- **Filing of PAN Forms (49A & 49B)**
- **Filing of Annual Returns**
- Preparation of TDS Certificates- Form-16
- Computation chart of income tax of individuals.
- Draw a chart showing all the permissible deductions.

Suggested readings:

1. Singhania, Vinod K. and Monica Singhania. *Students' Guide to Income Tax, University Edition*. Taxmann Publications Pvt. Ltd., New Delhi.
2. Ahuja, Girish and Ravi Gupta. *Systematic Approach to Income Tax*. Bharat Law House, Delhi.
3. Pagare, Dinkar. *Law and Practice of Income Tax*. Sultan Chand and Sons, New Delhi.
4. Lal, B.B. *Income Tax Law and Practice*. Konark Publications, New Delhi.

Journals

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

Software

1. Excel Utility available at incometaxindiaefiling.gov.in

Note: Latest edition of textbooks and Software may be used



B.Com. (Hons.) (CBCS): Semester - III
Paper BCH 3.3: Human Resource Management

Duration: 3 hrs.

6 Credits= 5 Th.+ Tut. 01

75 Lectures + 15 Tut.

Marks: 100 (30+70)

Objective: To acquaint students with the techniques and principles to manage human resource of an organisation.

Unit I: Human Resource Management **15 Lectures**

Concept and functions; Role, status and competencies of HR manager; HR policies; Evolution of HRM; Emerging challenges of human resource management - Workforce diversity, empowerment, downsizing, VRS, work life balance.

Unit II: Acquisition of Human Resource **15 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, induction and socialization; Retention.

Unit III: Training, Development & Compensation **25 Lectures**

Concept and importance; Role specific and competency based training; Training and development methods – Apprenticeship, understudy, job rotation, vestibule training, case study, role playing, sensitivity training, In-basket, management games, conferences and seminars, coaching and mentoring, management development programs; Training process outsourcing. Compensation - Concept and policies, Base and supplementary compensation; Individual, group and organization incentive plans; Fringe benefits; Performance linked compensation; Employee stock option; Pay band compensation system; Job evaluation.

Unit IV: Performance Appraisal and Maintenance of employees **20 Lectures**

Performance appraisal- Nature, objectives and process; Performance management; Methods of performance appraisal; Potential appraisal; Employee counselling; Job changes - Transfers and promotions, Human resource audit. Employee health and safety; Employee welfare; Social security (excluding legal provisions); Employer-employee relations- An overview.

Suggested Readings

1. Mondy, A. W. and Noe, R. M., *Human Resource Management*, Pearson Education.
2. Decenzo, D.A. and Robbins, S. P., *Fundamentals of Human Resource Management*, Wiley, India
3. Dessler, G. and Varkkey, B., *Human Resource Management*, Pearson Education, Delhi.
4. Chhabra, T.N., *Human Resource Management*, Dhanpat Rai & Co., Delhi.
5. Aswathappa, K., *Human Resource Management*, Tata McGraw-Hill, New Delhi.
6. French, W. L., *Human Resource Management*, Houghten Mifflin, Boston.
7. Gupta, C.B., *Human Resource Management*, Sultan Chand & Sons, Delhi.
8. Rao, V. S. P., *Human Resource Management: Text and Cases*, Excel Books.

Note: Latest edition of text books may be used.



B.Com. (Hons.) (CBCS): Semester - III
Paper BCH 3.4(a): Macro Economics

Duration: 3 hrs.

6 Credits= 5 Th.+ Tut. 01
75 Lectures + 15 Tut.

Marks: 100 (30+70)

Objective: To provide the student with knowledge of basic concepts of the macro economics and modern tools of macro-economic analysis.

Unit I

15 Lectures

Introduction – Concept and Variables of macroeconomics, Income, Expenditure and The Circular flow, Components of expenditure. Consumption, Saving and Investment and S-I approach, Multiplier (two sector) and Numerical. Static macro economic analysis short and the long run – Determination of supply, Determination of demand, and Conditions of equilibrium.

Unit II

20 Lectures

Meaning, Objective and Instruments of fiscal and monetary policy, AD-AS approach; Determination of aggregate demand, Shifts in aggregate demand, Aggregate supply in the short and long run, and Aggregate demand- Aggregate supply analysis. Economy in the short run IS–LM framework.

Unit III

20 Lectures

Inflation, Causes and Effect of rising and falling inflation, Demand pull and Cost push inflation and Measures to control 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, Trade-off between inflation and unemployment, Sacrifice ratio, Role of expectations adaptive and rational.

Unit IV

20 Lectures

Open economy – Flows of goods and capital, Saving and Investment in a small and a large open economy, Exchange rates; Fixed and Flexible, Mundell – Fleming model with fixed and flexible prices in a Small Open economy with fixed and with flexible exchange rates, Interest rate differentials case of a Large economy. Balance of payments, Trade balance, Current and Capital Account, Autonomous and accommodating transactions and Measures to control disequilibrium on BOP.

Suggested Readings

1. Dornbusch, Rudiger, and Stanley Fischer, *Macroeconomics*, McGraw-Hill.
2. Mankiw, N. Gregory, *Macroeconomics*, Macmillan Worth Publishers New York, Hampshire, U.K.
3. Deepashree, *Macro Economics*, ANE Books Pvt. Ltd. New Delhi.
4. Salvatore, Dominick. *International Economics*. John Wiley & Sons Singapore.
5. Branson, William H. *Macroeconomic Theory and Policy*. HarperCollins India Pvt. Ltd.

Note: Latest edition of text books may be used.



B.Com. (Hons.) (CBCS): Semester - III
Paper BCH 3.4(b): Insurance and Risk Management

Duration: 3 hrs.

Marks: 100(30+70)

6 Credit=5th+Tut.01

75Lectures+15 TUT.

Objective: To develop an understanding among students about identifying analyzing and managing various types of risk. Besides, the students will be in a position to understand principles of insurance and its usefulness in business, along with its regulatory framework.

Unit I:

100 (30+70)

15 Lectures Marks:

Concept of Risk, Types of Risk, Managing Risk, Sources and Measurement of Risk, Risk Evaluation and Prediction. Disaster Risk Management, Risk Retention and Transfer. Concept of Insurance, Need for Insurance, Globalization of Insurance Sector, Reinsurance, Co-insurance, Assignment. Endowment

Unit II:

20 Lectures

Nature of Insurance Contract, Principle of Utmost Good Faith, Insurable Interest, proximit cause, contribution and subrogation, Indemnity, Legal Aspects of Insurance Contract, Types of Insurance, Fire and Motor Insurance, Health Insurance, Marine Insurance, Automobile Insurance.

Unit III:

20 Lectures

Control of Malpractices, Negligence, Loss Assessment and Loss Control, Exclusion of Perils, Actuaries, Computation of Insurance Premium.

Unit IV:

20 Lectures

Regulatory Framework of Insurance: Role, Power and Functions of IRDA, Composition of IRDA, IRDA Act'1999.

Suggested Readings:

1. George, E. Rejda, *Principles of Risk Management and Insurance*, Pearson Education.
2. Dorfman, Marks S., *Introduction to Risk Management and Insurance*, Pearson
3. All the three modules of Insurance and Risk Management by Institute of Chartered Accountants of India
4. Gupta. P.K, *Insurance and Risk Management*, Himalaya Publishing House.
5. Mishra, M. N., *Principles and Practices of Insurance*, S. Chand and Sons.
6. Dinsdale, W.A., *Elements of Insurance*, Pitaman.
7. Black, K. and H.D. Skipper, *Life and Health insurance*, Pearson Education
8. Crane, F., *Insurance Principles and Practices*, John Wiley and Sons, New York.
9. Vaughan, E. J. and T. Vaughan, *Fundamentals of Risk and Insurance*, Wiley & Sons
10. Hansell, D.S., *Elements of Insurance*, Macdonald& Evans Ltd.

Note: Latest edition of text book may be used.



B.Com. (Hons.) (CBCS): Semester - III
Paper BCH 3.5(a): E-Commerce

Duration: 2 hrs. **Marks: 50 (15+35)** **2 Credits = 2 Th**
Lectures: 30

Objectives: To enable the student to become competent to understand the mechanism for excelling in e-commerce-based employments and self-employment opportunities.

Unit I: Introduction **7 Lectures**

Introduction to E Commerce and Definition, E-Commerce based activities, Goals of E-Commerce, Technical Components of E-Commerce, Functions, Advantages and disadvantages of E-Commerce, Scope of E-Commerce, Electronic Commerce Applications, Framework of E-Commerce, Supply Chain Management, Electronic Commerce and Electronic Business.

Unit II: Planning Online-Business **8 Lectures**

Nature and dynamics of the internet. Electronic business models: B2B, B2C, C2C, C2B. Web-site Design: Web sites as marketplace. E-commerce, pure online vs. brick and click business, assessing requirement for an online business designing, developing and deploying the system.

Unit III: Technology for Online-Business & Operations of E Commerce **10 Lectures**

Internet and its Evolution, IT Infrastructure, Middleware, Domain names, Contents: Text and Integrating E-business applications. Component of Internet Information technology structure, Development of Intranet, Extranet and their Difference. Online-payment mechanism; Electronic Payment systems; payment Gateways; Visitors to website; Tools for promoting websites; Risk management options for e-payment systems.

Unit IV: Security and Legal Aspects of E-Commerce **5 Lectures**

Threats in E-Commerce, Security of Clients and Service-Provider; Cyber Laws – Relevant provisions of Information Technology Act 2000, offences, secure electronic records and digital signatures penalties and adjudication.

Suggested Readings:

1. Agarwala, Kamlesh N., Amit Lal and Deeksha Agarwala, *Business on the Net: An Introduction to the Whats and Hows of E-Commerce*, Macmillan India Ltd.
2. Bajaj, Deobyani Nag, *E-Commerce*, Tata McGraw Hill Company, New Delhi.
3. Turban, E., et. al., *Electronic commerce: A Managerial Perspective*, Pearson Education Asia.
4. Diwan, Prag and Sunil Sharma, *Electronic Commerce -A Manager's Guide to E-Business*, Vanity Books International, Delhi.
5. Dietel, Harvey M., Dietel, Paul J., and Kate Steinbuhler., *E-business and E-commerce for managers*, Pearson Education.
6. Greenstein, M. and T.M. Feinman, *Electronic Commerce: Security, Risk Management and Control*, Tata McGraw hill.
7. Kosiur, David, *Understanding Electronic Commerce*, Prentice Hall of India Private Ltd., New Delhi.
8. Whiteley, David, *E-commerce*, McGraw Hill, New York.

Note: Latest edition of text book may be used.



B.Com. (Hons.) (CBCS): Semester - III
Paper BCH 3.5(b): Training and Development

Duration: 2 hrs.

Marks: 50 (15+35)

2 Credits = 2 Th
Lectures: 30

Objective: To train the students to understand the learning environment of a firm. The knowledge so obtained will make them capable of providing training to Human Resource of a business firm.

Unit I: Training and Learning

7 Lectures

Concept of training and learning, the learning process, learning curve, principles of learning, training guidelines, experience versus training, kinds of training, system approach to training, programmed instruction, transfer of training.

Unit II: Training Needs Assessment and Curriculum Development

8 Lectures

Identification of Training and Development needs, training needs assessment-various approaches (the job and the Individual), Advantages and disadvantages of basic needs assessment techniques, Assessing curriculum needs, curriculum standards, matching organisational training needs, Developing training materials.

Unit III: Training Methods

7 Lectures

Three Stages of training (Preparatory, implementation and followup stage), On the job and off-the job methods,, experiential versus non-experiential methods.

Unit IV: Evaluation of Training and Development, and Emerging Pattern

8 Lectures

Reasons of evaluating training, Criteria for evaluation, problems of evaluation, steps involved in evaluation, methods for training evaluation, analysis and costing of training. Emerging Pattern of Training and development in India. Two Indian case studies to be discussed in the class.

Suggested Readings:

1. Prior John, *Handbook of Training and Development* Jaico, Publishing House, Bombay.
2. Donald F. Michalak and Edwin G. Yager, *Making the Training Process Work*, Harper and Row, New York.
3. Jack J. Phillips, *Handbook of Training Evaluation and Measurement Methods*, Houston, Gulf Publishing Co.
4. Lynton R, Pareek, U, *Training for Development*, , New Delhi, Vistaar.

Note: Latest edition of text book may be used.



B.Com. (Hons.) (CBCS): Semester - IV
Paper BCH 4.1: Goods and Services Tax & Customs Laws

Duration: 3 hrs. **Marks: 100(30+70)** **6 Credit=5th+Tut.01**
75 lectures+15 Tut.

Objective: To provide knowledge of various provisions of Goods and Services tax to the Learners and to equip them with latest developments in the Indirect tax system in India.

Unit I: Introduction: 20 Lecture

Concept and types of Indirect Tax; Right to impose indirect tax by centre (Union)/State and Union Territory Governments before and after 101th Amendment in constitution of India ; Introduction of GST in India; Definition – Supply , aggregate Turnover, Person, Business, Appropriate Government, Mixed Supply, Composite Supply, GSTN, GSTIN, E-Commerce Input Tax Credit etc. GST Models: Single GST & Dual GST; Types of GST:- GST, SGST/UTGST, IGST; Levy and Collection of GST.

Unit II: 20 Lecture

Registration under GST: Persons liable to get registered, compulsory registration, Procedure for registration, documents required for registration; Reverse charge mechanism, Composition Scheme and assessment under composition scheme; Zero rated supply; Exemption from GST, GST Tax rate.

Unit III: 20 Lecture

Input tax credit (ITC), Eligibility and conditions for taking input tax credit, Apportionment of ITC and Blocked Credit ; Various Documents under GST – Tax Invoice, Bill for Supply, Debit note, Credit Note, Payment Voucher, Receipt Voucher, E-Way bill, HSN Code and SAC Code.

Unit IV: Assessment and Administration of GST :- 15 Lecture

Types of GST returns of Assessment & Assessment Procedure, Role and Functions of GST Council, Tax Authorities and their powers ; Tax deduction at source & tax collection at source , Refund of Tax.

Suggested Readings:

1. Singhanian, Vinod K., and Singhanian, Monica. *Students' Guide to Indirect Taxes*, Taxmann Publications Pvt. Ltd., Delhi.
2. Datey, V.S. *Indirect Tax Law and practice*, Taxmann Publications Pvt. Ltd., Delhi, Latest edition.
3. Kumar, Sanjeev. *Systematic Approach to Indirect Taxes*, Latest edition.
4. Gupta, S. S. *Service Tax -How to meet your obligation* Taxmann Publications Pvt. Ltd., Delhi, Latest edition.
5. Ahuja, Grish .,& Gupta, Ravi. *Indirect Taxes*, Flair Publication Pvt. Ltd.

Note: Latest edition of text books may be used.



B.Com. (Hons.) (CBCS): Semester - IV
Paper BCH 4.2: Corporate Accounting

Duration: 3 hrs.

Marks: 100(30+70)

6 Credit=5TH.+Tut.01
75 lectures+15 Tut.

Objective: To help the students to acquire the conceptual knowledge of the corporate accounting and to understand the various techniques of preparing the accounting and financial statements.

Unit I: Accounting for Share Capital & Debentures

20 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 II: Final Accounts & Valuation of Goodwill and Valuation of Shares

20 Lectures

Preparation of profit and loss account and balance sheet of corporate entities, excluding calculation of managerial remuneration. Disposal of company profits. Concepts and calculation - simple problem only.

Unit III: Amalgamation of Companies & Holding Company accounts

20 Lectures

Concepts and accounting treatment as per Accounting Standard: 14 (ICAI) (excluding inter-company holdings). Internal reconstruction: concepts and accounting treatment excluding scheme of reconstruction. Preparation of consolidated balance sheet with one subsidiary company. Relevant provisions of Accounting Standard: 21 (ICAI).

Unit IV: Accounts Of Banking Companies

15 Lectures

Difference between balance sheet of banking and non banking company; prudential norms. Asset structure of a commercial bank. Non-performing assets (NPA).

Suggested Readings:

1. Monga, J.R., *Fundamentals of Corporate Accounting*, Mayur Paper Backs, New Delhi.
2. Maheshwari, S.N. and Maheshwari, S. K. *Corporate Accounting*, Vikas Publishing House, New Delhi.
3. Shukla, M.C., Grewal, T.S. and Gupta, S.C. *Advanced Accounts*. Vol.-II. S. Chand &Co., New Delhi.
4. Ahmed, Naseem. *Corporate Accounting*, Ane Books Pvt. Ltd. New Delhi.
5. Gupta, Nirmal. *Corporate Accounting*. Sahitya Bhawan, Agra.
6. Jain, S.P. and Narang, K.L. *Corporate Accounting*. Kalyani Publishers, New Delhi.
7. Compendium of Statements and Standards of Accounting. The Institute of Chartered Accountants of India, New Delhi.

Note: Latest edition of text books may be used.



B.Com. (Hons.) (CBCS): Semester - IV
Paper BCH 4.3: Computer Applications in Business

6 Credit=5TH.+Tut.01
75 lectures+15 Tut.

Duration: 3 hrs.

Marks: 100(30+70)

Objective: 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 I: Introduction

15 Lectures

Introduction to Computer-Characteristics of Computers, The Computer System, Parts of Computers); Computer H/W Setup, Configuration, Networking, Mobile H/W Device and types wireless Networking; Operating System- Introduction to Operating Systems, An overview of various Computer & Mobile OS & Application (UN IX / Linux, DOS, Windows, Android, windows mobile, iOS Like), Features of latest Windows Operating Systems & its Management & Networking (Installation, backup, security, User control), Usage of payment gateways.

Unit II: Introduction to essential tools

25 Lectures

A: Introduction to facilities & commonly used features of:

- Word:** Working with word document, Inserting, filling and formatting a table, Mail Merge including linking with Access Database, Creating Macros -Sending E-mail from Word Import / Export of files Converting Word Document to Web Document, PDF files Hyperlinks; OLE Security features in MS-Word - Protection of Documents - Password for Documents - Checking for viruses in macros, referencing, creating bibliography, manage sources and citations, review documents.
- PowerPoint:** Preparing Presentations, Slides, Handouts, Speaker's Notes - Outlines - Media Clips - Charts – Graphs, Adding the Transitions to the Slide Show - Special effects in detail, - Setting Slide timings.
- Excel:** Creating a work book, Rearranging Worksheet, Organizing Charts and graphs, Ranges and Functions & Formulae: Mathematical, Statistical Financial Functions such as NPV (Net present value), Future value, IRR (Internal Rate of Return), EMI (Equated Monthly Instalments, Compounding Yearly, periodic and monthly) - Auto Calculate Using Names in a Formula, Formula Editing, Macros, Consolidation of Data & Data Analysis - Sorting List, Filter & More Filtering Techniques - Consolidate data in multiple worksheets - What-if analysis, Goal Seek Scenario Manager, Solver, Lookup Function - Sub Totals, Nested-IF, Statistical Analysis; Data Validation & Protection - Create a drop-down list from a range of cells - Apply data validation to cells - Copy data validation setting, remove data validation - Find cell that have data validation, protect cell data, using password to protect sheet and workbook. - Use validation to create dependent list; Pivot table Reports & Pivot Chart Reports.

B: Using MS Excel for Data Analysis & Reporting Features:

Using spreadsheet for following purposes and making reports:

- Loan & Lease statement
- Ratio Analysis
- Payroll statement
- Capital Budgeting
- Depreciation Accounting
- Graphical representation of data
- Frequency distribution and its statistical parameters
- Correlation and Regression



Unit III: RDBMS Concepts & Access

15 Lectures

RDBMS Concepts, Terminology, Models - RDBMS, Data Modelling using ERD, DB Design using Normalization

Access Creating Databases & Tables – An Introduction; Event Handling & Report Generation; Using Macros; Using Queries through Case Study.

Unit IV: Structured Query Language (SQL) & CAAT Tools

20 Lectures

Introduction to Data Definition Language Statements & Data Manipulation Language Statements (Creating Tables, Selecting Data, Inserting Data, Updating Records, Dropping a Table, Querying Database, Aggregating Data, Grouping, Ordering Data, Joining Tables etc.) & Case Studies. Capabilities & Importing Data from Accounting & other Application Systems - An Introduction; Analytical Reports, Duplicates/ Gaps. Sorting & Charting; Stratification, Summarization, Statistics & Aging - An Introduction; Sampling, Macros and Audit Trail.

Suggested Readings:

1. Boockholdt, J.L. *Accounting Information System: Transaction Processing and Control*, Irwin Mcraw-Hill.
2. Hall, J.A., *Accounting Information System*, South-Western College Publishing.
3. Gelinas, Ulric J., and Steve G. Sutton, *Accounting Information System*, South Western Thomson Learning.
4. Rajaraman, V., *Introduction to Information Technology*, PHI.
5. Bharihoka, Deepak, *Fundamentals of Information Technology*, Excel Book.
6. Madan, Sushila, *Computer Applications*, Mayur Paperbacks, New Delhi.

Note: Software of MS Excel, MS Access and Tally may be used at appropriate places.

Note: Latest edition of text book may be used.



B.Com. (Hons.) (CBCS): Semester - IV
Paper BCH 4.4(a): Indian Economy – Performance and Policies

Duration: 3 hrs.

Marks: 100(30+70)

6 Credit=5TH.+Tut.01
75 lectures+15 Tut.

Objective: To acquaint the students with the policy regimes, structure and sectoral trends of Indian economy.

Unit I: Basic Issues in Economic Development **15 Lectures**
Concept and Measures of Development and Underdevelopment; Human Development.

Unit II: Basic Features of the Indian Economy & Policy Regimes **20 Lectures**
Composition of national income and occupational structure, the agrarian scene and industrial structure. The evolution of planning and import substituting industrialization. Economic reform and liberalization.

Unit III: Growth, Development and Structural Change **20 Lectures**
a) The experience of Growth, Development and Structural Change in different phases of growth and policy regimes across sectors and regions.
b) The Institutional Framework: Patterns of assets ownership in agriculture and industry; Policies for restructuring agrarian relations and for regulating concentration of economic power;
c) Changes in policy perspectives on the role of institutional framework post 1991.
d) Growth and Distribution; Unemployment and Poverty; Human Development; Environmental concerns.
e) Demographic Constraints: Interaction between population change and economic development.

Unit IV: Sectoral Trends and Issues **20 Lectures**

a) Agriculture:

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:

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) The 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, India at the United Nations: Security Council Reforms.

Suggested Readings:

1. Mishra and Puri, *Indian Economics*, Himalaya Publishing House
2. Gaurav Dutt and KPM Sundarum and Ashwani Mahajan, *Indian Economy*, S. Chand & Company.
3. Kapila, Uma., (ed), *Indian Economy since Independence*, Relevant articles.



4. Deepashree, *Indian Economy, Performance and Policies*, Scholar Tech. New Delhi
5. Bettelheim, Charles *India Independent*. Chapters 1, 2 and 3.
6. Bhagwati, J. and Desai, P. *India: Planning for industrialization*, OUP, Ch 2.
7. Patnaik, Prabhat. *Some Indian Debates on Planning*. T. J. Byres (ed.). *The Indian Economy: Major Debates since Independence*, OUP.
8. Ahluwalia, Montek S. *State-level Performance under Economic Reforms in India* in A. O.
9. Krueger. (ed.). *Economic Policy Reforms and the Indian Economy*, The University of Chicago Press.
10. Dreze, Jean and Amartya Sen. *Economic Development and Social Opportunity*. Ch. 2. OUP.
11. Rangarajan, C. and N. Jadhav. *Issues in Financial Sector Reform*. Bimal Jalan. (ed). *The Indian Economy*. Oxford University Press, New Delhi.
12. Chakravarty, Sukhamoy. *Development Planning – The Indian Experience*. Oxford University Press, Delhi.
13. M. A. Todaro, *Economics Development in the Third World*. Addison – Wesley... Chs. 1-3.

Note: Latest edition of text books may be used.



B.Com. (Hons.) (CBCS): Semester - IV

Paper BCH 4.4(b): Economics of Regulation of Domestic and Foreign Exchange Markets

6 Credit=5TH.+Tut.01

Duration: 3 hrs.

Marks: 100(30+70)

75 lectures+15 Tut.

Objective: To acquaint students with the economics of regulation of domestic and foreign exchange markets.

Unit I: Regulation of Domestic Markets

15 Lectures

Basic functions of government; Market efficiency; Market failure; the meaning & cause; public policy towards monopoly and competition.

Unit II: Foreign Trade Policy and Procedures

20 Lectures

Main Features: Served from India Scheme; export promotion council; Vishesh Krishi and Gram Udyog Yojana; focus market scheme, duty exemption and remission scheme, advance authorization scheme and DFRC, DEPB, EPCG, etc; EOUs, EHTPs, STPs, BPTs, and SEZs.

Unit – III: Industries Development Regulation

15 Lectures

An overview of current Industrial Policy; Regulatory Mechanism under Industries Development and Regulation Act., 1951. The Micro, Small and Medium Enterprises Development Act., 2006. Term of office of Chairperson and other Members, Duties, Powers and Functions of Commission.

Unit – IV: Foreign Exchange Market & The Foreign Exchange Management Act, 1999

25 Lectures

Balance of Payments; Market for Foreign Exchange; Determination of Exchange Rates. Definitions; Authorized Person, Capital Account Transaction Currency, C Transaction, Foreign Exchange, Person, Person Resident in India, Repatriate to India. and Management of Foreign Exchange: Dealing in Foreign Exchange, Holding Exchange, current Account Transactions, Capital Account Transactions, Export of Services, Realization and Repatriation of Foreign Exchange, Contravention and Enforcement of the Orders of Adjudicating Authority, Adjudication and Appeal.

Suggested Readings:

1. Lipsey, Richard George, and Kenneth Alec Chrystal. *Economics*. Oxford: Oxford University Press.
2. Taxmann's Students Guide to *Economics Laws*, Taxman Allied Services Pvt. Ltd, New Delhi.
3. Taxman's, *Consumer Protection Law Manual with Practice Manual*, Taxmann Allied Services Pvt. Ltd., New Delhi.
4. Viswanathan, Suresh T, *Law and Practice of Competition Act, 2002*. Bharat Law House.
5. Study Material *Economic and Labour Laws (Paper 5)* – The Institute of Company Secretaries of India.

Note: Latest edition of text book may be used.



B.Com. (Hons.) (CBCS): Semester - IV
Paper BCH 4.5(a): Entrepreneurship

Duration: 2 hrs.

Marks: 50 (15 +35)

2 Credit=2th
30 Lectures

Objective: The purpose of the paper is to understanding about entrepreneurship and creative thinking and behaviour for effectiveness at work and in life.

Unit I: Introduction

8 Lectures

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

Unit II: Types of Business Entities

7 Lectures

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 III: Entrepreneurial Sustainability

5 Lectures

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

Unit IV: Business Plan preparation & Small Business Management

10 Lectures

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.

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

Suggested Readings:

1. Bhide, Amar V. The Origin and Evolution of New Businesses. Oxford University Press, New York
2. Kuratko and Rao, Entrepreneurship: A South Asian Perspective, Cengage Learning.
3. Desai, Vasant. Dynamics of Entrepreneurial Development and Management. Mumbai, Himalaya Publishing House.
4. Dollinger, Mare J. Entrepreneurship: Strategies and Resources. Illinois, Irwin
5. Holt, David H. Entrepreneurship: New Venture Creation. Prentice-Hall of India, New Delhi.
6. Kao, John J. The Entrepreneurial Organization. Englewoods Cliffs, New Jersey: Prentice-Hall.
7. Panda, Shiba Charan. Entrepreneurship Development. New Delhi, Anmol Publications.



8. Plsek, Paul E. Creativity, Innovation and Quality. (Eastern Economic Edition), New Delhi: Prentice-Hall of India.
9. Singh, Nagendra P. Emerging Trends in Entrepreneurship Development. New Delhi: ASEED.
10. Taneja, Satish and S.L Gupta. Entrepreneurship Development-New Venture Creation. Galgotia Publishing House, New Delhi.

Note: Latest edition of text books may be used.



B.Com. (Hons.) (CBCS): Semester - IV
Paper BCH 4.5(b): Collective Bargaining and Negotiation Skills

Duration: 2 hrs.
30 Lectures

Marks: 50 (15+35)

Objective: To promote understanding of the concept and theories of collective bargaining, and also to provide exposure to the required skills in negotiating a contract.

Unit I: Issues in Collective Bargaining **10 Lectures**

Meaning, Definitions and Characteristics of Collective Bargaining ; Critical Issues in Collective Bargaining; Theories of Collective Bargaining: Hick's Analysis of Wages Setting under Collective Bargaining, Conflict-choice Model of Negotiation, A Behavioural Theory of Labour Negotiation.

Unit II: Collective Bargaining in India **10 Lectures**

Pre-requisites for successful Collective Bargaining in any Country; Collective Bargaining in Practice; Levels of Bargaining, Coverage and Duration of Agreements; Difficulties in the Bargaining Process and Administration of Agreements.

Unit III: Negotiation Skills PART -I **10 Lectures**

Negotiation Process; Effective Negotiation; Preparing for Negotiation; Negotiating Integrative Agreements; Negotiation and Collective Bargaining; Approaches and Phases in Collective Bargaining; Coalition Bargaining and; Fractional Bargaining

Unit IV: Negotiation Skills PART –II **10 Lectures**

Impasse Resolution; Contract Ratification; Post Negotiation-Administration of the Agreement, Grievance Management, Binding up the Wounds; Collective Bargaining & the emerging scenario.

Suggested readings:

1. Venkataratnam, C. S. *Industrial Relations: Text and Cases*. Delhi. Oxford University Press.
2. Michael Salamon, *Industrial Relations—Theory & Practice*. London. Prentice Hall.
3. Dwivedi, R.S., *Managing Human Resources: Industrial Relations in Indian Enterprises*, , New Delhi, Galgotia Publishing Company.
4. Edwards, P. (n.d.). *Industrial Relations: Theory and Practice in Britain*. U.K. Blackwell Publishing.

Note: Latest edition of text book may be used.



B.Com. (Hons.) (CBCS): Semester - V
Paper BCH 5.1: Cost and Management Accounting

Duration: 3 hrs.

6 Credits= 5 Th.+ Tut. 01

75 Lectures + 15 Tut.

Marks: 100 (30+70)

Objective: To acquaint the students with basic concepts used in cost and management accounting and various methods involved in cost ascertainment systems, and use of costing data for planning, control and decision making.

Unit I: Introduction

15 Lectures

Meaning, objectives and advantages of cost accounting, Difference between financial, cost, and management accounting and. Cost concepts and classifications, Installation of a costing system. Role of a cost accountant in an organization.

Unit II: Elements of Cost & Methods of Costing

20 Lectures

a. Materials: Material/inventory control- concept and techniques, Accounting and control of purchases, storage and issue of materials. Methods of pricing of materials issues – FIFO, LIFO, Simple Average, Weighted Average, Replacement, Standard, Treatment of Material Losses.

b. Labour: Accounting and Control of labour cost, time keeping and time booking, concept and treatment of idle time, over time, labour turnover and fringe benefits.

c. Overhead: Classification, allocation, apportionment and absorption of overhead. Under- and over-absorption. Capacity costs. Treatments of certain items in costing, like interest on capital, packing expenses, debts, research and development expenses, Activity – Based Costing. Unit costing, Job costing. Contract Costing. Process costing (process losses and gains, valuation of work in progress, joint and by-products) Service costing (only transport). Accounting Systems: Integral and non-integral systems, Reconciliation of cost and financial accounts.

Unit III: Budgetary control & Standard costing

20 Lectures

Concept of budget and budgetary control, objectives, merits, and limitations, Budgeting process, Functional budgets, Cash budget, Fixed and flexible budgets, Zero base budget, Programme and performance budgets. Meaning of standard cost and standard costing: advantages, limitations and applications,

Variance analysis – material, labour, overhead and sales variances, Disposition of variances, Control ratios.

Unit IV: Absorption versus variable costing & Decision making

20 Lectures

Distinctive features and income determination. Cost-Volume-Profit Analysis: Break-even analysis-algebraic and graphic methods. Contribution / sales ratio, key factor. Margin of safety. Angle of incidence. Determination of cost indifference point. Costs for decision making, variable costing and differential analysis as aids in making decisions – fixation of selling price, exploring new market, make or buy, product mix, operate or shut down, seller process further. Responsibility Accounting: Concept, different responsibility centres and Divisional Performance Measurement-financial measures.



Suggested Readings:

1. Lal, Jawahar and Seema Srivastava , *Cost Accounting*. Tata McGraw Hill Publishing Co., New Delhi.
2. Nigam, B.M. Lall and I.C. Jain. *Cost Accounting: Principles and Practice*. Prentice Hall of India, New Delhi.
3. Mittal, D.K. and Luv Mittal. *Cost Accounting*. Galgotia Publishing Co., New Delhi.
4. Arora, M.N. *Cost Accounting – Principles and Practice*. Vikas Publishing House, New Delhi.
5. Shukla, M.C., T.S. Grewal and M.P. Gupta. *Cost Accounting: Text and Problems*. S. Chand & Co. Ltd., New Delhi.
6. Maheshwari, S.N. and S.N. Mittal. *Cost Accounting: Theory and Problems*. Shri Mahabir Book Depot, New Delhi.
7. Jain, S.P. and K.L. Narang. *Cost Accounting: Principles and Methods*. Kalyani Publishers, Jalandhar.
8. Horngreen, Charles T., George Foster and Srikant M. Dattar. *Cost Accounting: A Managerial Emphasis*. Prentice Hall of India Ltd., New Delhi.
9. H.V. Jhamb ,*Fundamentals of Management Accounting*, Ane Publishing.
10. Drury, Colin. *Management and Cost Accounting*. Thomson Learning.
11. Lal, Jawahar. *Advanced Management Accounting- Text and Cases*. S. Chand & Co., New Delhi.
12. Khan, M.Y. and P.K. Jain. *Management Accounting*. Tata McGraw Hill, Publishing

Note: Latest edition of text books may be used.



B.Com. (Hons.) (CBCS): Semester - V
Paper BCH 5.2: Principles of Marketing

Duration: 3 hrs.

6 Credits= 5 Th.+ Tut. 01
75 Lectures + 15 Tut.

Marks: 100 (30+70)

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

Unit I

15 Lectures

- 1. Introduction:** Nature, scope and importance of marketing; Evolution of marketing concepts; Marketing mix; Marketing environment. Micro and Macro environmental factors.
- 2. Consumer Behaviour – An Overview:** Consumer buying process; Factors influencing consumer buying decisions.

Unit II

20 Lectures

- 3. Market Selection:** Market segmentation – concept, importance and bases; Target market selection; Positioning concept, importance and bases; Product differentiation vs. market segmentation.
- 4. Product:** Meaning and importance. Product classifications; Concept of product mix; Branding, packaging and labeling; After-sales services; Product life-cycle; New Product Development.
- 5. Pricing:** Significance; Factors affecting price of a product; Major pricing methods; Pricing policies and strategies.

Unit III

20 Lectures

- 6. Promotion:** Nature and importance of promotion; Promotion Tools: advertising, personal selling, public relations; sales promotion and publicity – concept and their distinctive characteristics; Promotion mix; Factors affecting promotion mix decisions; and Integrated Marketing Communication Approach.
- 7. Distribution:** Channels of distribution - meaning and importance; Types of distribution channels; Wholesaling and retailing; Factors affecting choice of distribution channel; Distribution Logistics; Meaning, importance and decisions.
- 8. Retailing:** Types of retailing – store based and non-store based retailing, chain stores, specialty stores, supermarkets, retail vending machines, mail order houses, retail cooperatives; Management of retailing operations: an overview; Retailing in India: changing scenario.

Unit IV

20 Lectures

- 9. Rural marketing:** Growing Importance; Distinguishing characteristics of rural markets; Understanding rural consumers and rural markets; Marketing mix planning for rural markets.
- 10. Recent developments in marketing I:** Social Marketing, Online Marketing.
- 11. Recent developments in marketing II:** Direct Marketing, Services Marketing, Green Marketing, Relationship Marketing.

Suggested Readings:



1. Kotler, Philip; Keller, Kevin Lane; Koshy, Abraham, and Mithileshwar Jha, *Marketing Management: A South Asian Perspective*, Pearson Education.
2. Palmer, Adrian, *Introduction to Marketing*, Oxford University Press, UK
3. Lamb, Charles W.; Hair, Joseph F., and Carl McDaniel, *Principles of Marketing*, South Western Publishing, Ohio
4. Chhabra, T.N., *Principles of Marketing*, Sun India Publication.
5. Kumar, Arun & N. Meenakshi, *Marketing Management*, Vikas Publications.
6. McCarthy, E. Jerome., and William D. Perreault, *Basic Marketing*, Richard D. Irwin.
7. Pride, William M., and D.C. Ferrell, *Marketing: Planning, Implementation & Control*, Cengage Learning.
8. Majaro, Simon, *The Essence of Marketing*, Prentice Hall, New Delhi.
9. Zikmund, William G. and Michael D'Amico, *Marketing: Creating and Keeping Customers in an E-Commerce World*, Thomson Learning.
10. Etzel, Michael J., Walker, Bruce J., Staton, William J., and Ajay Pandit, *Marketing Concepts and Cases*, Tata McGraw Hill (Special Indian Edition).
11. McCarthy, E. Jerome; Cannon, Joseph P., and William D. Perrault, Jr., *Basic Marketing: A Managerial Approach*, McGraw Hills.

Note: Latest edition of text books may be used



B.Com. (Hons.) (CBCS): Semester - V
Paper BCH 5.3(a): International Business

Duration: 3 hrs.

6 Credits= 5 Th.+ Tut. 01
75 Lectures + 15 Tut.

Marks: 100 (30+70)

Objective: To expose students to the concept, importance and dynamics of international business and India's involvement with global business operations.

Unit I

15 Lectures

Introduction to International Business: Globalization and its growing importance in world economy; Impact of globalization; International business contrasted with domestic business - complexities of international business; Internationalization Stages and Orientations. Modes of entry into international business.

International Business Environment: National and foreign environments and their components - economic, cultural and political-legal environments; Global trading environment - recent trends in world trade in goods and services; Trends in India's foreign trade.

Unit II

20 Lectures

Theories of International Trade –Commercial Policy Instruments tariff and non-tariff measures; Balance of payment account and its components. WTO – Its objectives, principles, organizational structure and functioning; WTO and Developing Countries; An overview of other organizations – UNCTAD, World Bank and IMF

Regional Economic Integration: Forms of regional integration; Integration efforts among countries in Europe, North America and Asia. Trade creation and diversion effects.

International Financial Environment: International financial system and institutions; Foreign exchange markets, Spot market, spot rate quotations, bid-ask spreads, Trading in spot markets, Cross exchange rates; Forward Market: forward rate, long and short forward positions, forward premium and discount. Arbitrage, hedging and speculation; Foreign investments - types and flows; Foreign investment in Indian perspective.

Unit III

20 Lectures

Organizational structure for international business operations; Contemporary Issues in International Business: Environmental and Labour issues; Outsourcing and its potentials for India; Strategic alliances, mergers and acquisitions; Role of IT in international business.

Exchange Rate Determination: Factors affecting exchange rate –Relative inflation rates, relative interest rates, relative income levels, government controls, expectations, etc. Government intervention and government influence on exchange rates. Theories of exchange rate – Purchasing Power Parity, Interest Rate Parity and Fisher's effect.

Unit IV

20 Lectures



Foreign Trade promotion measures and organizations in India: Special economic zones (SEZs) and 100% export-oriented units (EOUs); Measures for promoting foreign investments into and from India; Indian joint ventures and acquisitions abroad.
Financing of foreign trade and payment terms.

Suggested Readings:

1. Charles W.L. Hill and Arun Kumar Jain, *International Business*. New Delhi: Tata McGraw-Hill.
2. Johnson, Derbe., and Colin Turner. *International Business - Themes & Issues in the Modern Global Economy*. London: Routledge.
3. Cherunilam, Francis. *International Business: Text and Cases*. Prentice Hall of India Ltd.
4. Daniels John, D. Lee H. Radenbaugh and David P. Sullivan. *International Business*. Pearson Education
5. Justin, Paul. *International Business*. Prentice Hall of India Ltd.
6. Michael R. Czinkota. et al. *International Business*. Fortforth: The Dryden Press.
7. RBI. Report on Currency & Finance, various issues.
8. Griffin, Ricky W. and Michael W. Pustay. *International Business - A Managerial Perspective*. Prentice Hall.
9. V Sharan, *International Business*, Pearson Education.
10. Bennett, Roger. *International Business*. Delhi: Pearson.
11. UNCTAD Reports.
12. WTO, Annual Report, various issues.

Note: Latest edition of textbooks may be used.



B.Com. (Hons.) (CBCS): Semester - V
Paper BCH 5.3(b): Financial Analysis and Reporting

Duration: 3 hrs.

6 Credits= 5 Th.+ Tut. 01
75 Lectures + 15 Tut.

Marks: 100 (30+70)

Objective: To understand, analyse and interpret the basic framework of financial reporting.

Unit I: Basis & Understanding of Financial **15 Lectures**

Purpose of financial reporting, users of financial reports, conceptual framework for financial statements

Structure of Financial Statements: Introduction, Statement of Financial Position (Balance Sheet), Statement of Earnings (Income Statement), and Statement of Cash Flows (Cash Flow Statement).

Additional disclosure statements: Need for Additional Statements, Auditor's Report, Director's Report, Funds Flow Statement, Electronic Dissemination, and Corporate Governance.

Unit II: Components of Financial Statements **20 Lectures**

Inventories, Receivables, Assets (Fixed Tangible, Intangible), Leases, Revenue, Income-Tax, Retained Earnings.

Unit III: Analysis & Interpretation of Financial Statements **20 Lectures**

Ratio Analysis – Liquidity, Solvency, Activity & Profitability Analysis, Comparative & Common Size Analysis (Vertical & Horizontal Analysis), Financial Statement Variation by Type of Industry

Expanded Analysis: Financial Ratios used in Annual Reports, Management's use of Analysis, Graphing Financial Information

Unit IV: Accounting Standards in India & IFRS- Basic Framework. **20 Lectures**

Suggested Readings:

1. Lal, Jawahar, *Corporate Financial Reporting: Theory & Practice*, Taxmann Applied Services, New Delhi.
2. Raiyani, J. R. and Lodha, G., *International Financial Reporting Standard (IFRS) and Indian Accounting Practices*, New Century Publications.
3. Singh, N. T. and Agarwal, P., *Corporate Financial Reporting in India*, Raj Publishing, Jaipur.
4. Hennie, V. G., *International Financial Reporting Standards: A practical guide*, Washington: World Bank.
5. Alexander, D., Britton, A. and A. Jorissen, *Global Financial Reporting and Analysis*, Cengage Learning, Indian edition.
6. Grewal, T.S., *Introduction to Accounting*, S. Chand and Co., New Delhi.

Note: Latest edition of text book may be used.



B.Com. (Hons.) (CBCS): Semester - V
Paper BCH 5.3(C): Business Statistics

6 Credit=5TH.+Tut.01
75 lectures+15 Tut.

Duration: 3 hrs.

Marks: 100(30+70)

Objective: To familiarize students with the basic statistical tools used to summarize and analyze quantitative information for decision making.

Unit I: Statistical Data and Descriptive Statistics

20 Lectures

1.1 Measures of Central Tendency

a) Mathematical averages including arithmetic mean, geometric mean and harmonic mean. Properties and applications.

b) Positional Averages:

Mode and Median (and other partition values including quartiles, deciles, and percentiles) (including graphic determination)

1.2 Measures of Variation: absolute and relative.

Range, quartile deviation, mean deviation, standard deviation, and their coefficients, Properties of standard deviation/variance

1.3 Moments: Calculation and significance, Skewness: Meaning, Measurement using Karl Pearson and Bowley's measures; Concept of Kurtosis

Unit II : Probability and Sampling

20 Lectures

2.1 Theory of Probability. Approaches to the calculation of probability

2.2 Calculation of event probabilities. Addition and multiplication laws of probability (Proof not required)

2.3 Conditional probability and Bayes' Theorem (Proof not required)

2.4 Expectation and variance of a random variable

2.5 Probability distributions:

(a) Binomial distribution: Probability distribution function, Constants, Shape, Fitting of binomial distribution

(b) Poisson distribution: Probability function, (including Poisson approximation to binomial distribution), Constants, Fitting of Poisson distribution

(c) Normal distribution: Probability distribution function, Properties of normal curve, Calculation of probabilities.

Sampling concepts, sampling distribution and estimation: Populations and samples, parameters and statistics, descriptive and inferential statistics. Sampling methods including simple random sampling, stratified sampling, systematic sampling, judgemental sampling and convenient sampling.

Concept of Sampling distribution and theory of estimation: Point and interval estimation of large mean (large samples) and proportions.

Unit III: Simple Correlation and Regression Analysis

15 Lectures

3.1 Correlation Analysis. Meaning of Correlation: simple, multiple and partial; linear and non-linear, Correlation and Causation, Scatter diagram, Pearson's coefficient of correlation; calculation and properties (proofs not required). Correlation and Probable error; Rank Correlation

3.2 Regression Analysis. Principle of least squares and regression lines,



Regression equations and estimation; Properties of regression coefficients; Relationship between Correlation and Regression coefficients; Standard Error of Estimate

Unit IV: Index Numbers and Time series analysis

20 Lectures

4.1 Meaning and uses of index numbers. Construction of index numbers: fixed and chain base: univariate and composite. Aggregative and average of relatives – simple and weighted

4.2 Tests of adequacy of index numbers, Base shifting, splicing and deflating. Problems in the construction of index numbers

4.3 Construction of consumer price indices. Important share price indices, including BSE SENSEX and NSE NIFTY

4.4 Time Series Data; Components of time series. Additive and multiplicative models

4.5 Trend analysis. Fitting of trend line using principle of least squares – linear, second degree parabola and exponential. Conversion of annual linear trend equation to quarterly/monthly basis and vice-versa; Moving averages

4.6 Seasonal variations- Calculation of Seasonal Indices using Simple averages, Ratio-to-trend, and Ratio-to-moving averages methods. Uses of Seasonal Indices

The students will be familiarized with software and the statistical and other functions contained therein related to formation of frequency distributions and calculation of averages, measures of variation, correlation and regression coefficients.

Suggested Readings:

1. Levin, Richard, David S. Rubin, Rastogi, and Siddiqui. *Statistics for Management*. Pearson Education.
2. Berenson and Levine. *Basic Business Statistics: Concepts and Applications*. Pearson Education.
3. Siegel Andrew F. *Practical Business Statistics*. McGraw Hill.
4. Vohra N. D., *Business Statistics*, McGraw Hill.
5. Spiegel M.D. *Theory and Problems of Statistics*. Schaum's Outlines Series. McGraw Hill Publishing Co.
6. Gupta, S.P., and Archana Gupta. *Statistical Methods*. Sultan Chand and Sons, New Delhi.
7. Gupta, S.C. *Fundamentals of Statistics*. Himalaya Publishing House.
8. Anderson Sweeney and William, *Statistics for Students of Economics and Business*, Cengage Learning.
9. Thukral J. K., *Business Statistics*.

Note: Latest edition of text books may be used.



B.Com. (Hons.) (CBCS): Semester - V
Paper BCH 5.4(a): Financial Markets, Institutions and Financial Services

Duration: 3 hrs.

6 Credits= 5 Th.+ Tut. 01
75 Lectures + 15 Tut.

Marks: 100 (30+70)

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

Unit I: An Introduction to Financial System and its Components **15 Lectures**
-financial markets and institutions. Financial intermediation. Flow of funds matrix. Financial system and economic development. An overview of Indian financial system.

Unit II: Financial Markets **20 Lectures**
Money market-functions, organization and instruments. Role of central bank in money market; Indian money market-An overview.
Capital Markets-functions, organization and instruments. Indian debt market; Indian equity market-primary and secondary markets; Role of stock exchanges in India.

Unit III: Financial Institutions & Financial Services **25 Lectures**
Depository and non-depository institutions, Commercial banking-introduction, its role in project finance and working capital finance. Development Financial Institutions (DFIs)-An overview and role in Indian economy. Life and non-life insurance companies in India; Mutual Funds-Introduction and their role in capital market development. Non-banking financial companies (NBFCs).
Fund based and fee based financial services, Merchant banking-pre and post issue management, underwriting. Regulatory framework relating to merchant banking in India.

Unit IV: Leasing and hire-purchase **15 Lectures**
Consumer and housing finance; Venture capital finance; Factoring services, bank guarantees and letter of credit; Credit rating; Financial Counseling and Portfolio management Services.

Suggested Readings:

1. Bhole, L.M., *Financial Markets and Institutions*. Tata McGraw Hill Publishing Company
2. Khan, M.Y., *Indian Financial System-Theory and Practice*. New Delhi: Vikas Publishing House
3. Sharma, G.L., and Y.P. Singh eds. *Contemporary Issues in Finance and Taxation*. Academic Foundation, Delhi
4. Khan and Jain, *Financial Services*, Tata McGraw Hill
5. Singh, J.K., *Venture Capital Financing in India*. Dhanpat Rai and Company, New Delhi.
6. Annual Reports of Major Financial Institutions in India.

Note: Latest edition of the text book may be used



B.Com. (Hons.) (CBCS): Semester - V
Paper BCH 5.4(b): Corporate Tax Planning

Duration: 3 hrs.

6 Credits= 5 Th.+ Tut. 01
75 Lectures + 15 Tut.

Marks: 100 (30+70)

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

Unit	Contents	Number of Lectures
Unit I	Tax planning, tax management, tax evasion, tax avoidance. Types of companies Residential status of companies and tax incidence, clubbing Tax liability and minimum alternate tax, Carry forward and set off of losses in case of certain companies, deductions available to corporate assesses. Tax on distributed profits, Units of Mutual funds.	15
Unit II	Tax planning with reference to setting up of a new business: Location of Business, nature of business, form of organisation. Tax planning with reference to financial management decision – capital structure, dividend and bonus shares. Tax planning with reference to sale of scientific research assets. Tax planning with reference to business restructuring: 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.	20
Unit III	Tax planning with reference to specific management decision- 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.	20
Unit IV	Tax planning in respect of non-residents, Taxable income for non-residents, interest, salaries and exemptions from tax to non-residents. Double taxation relief Provisions regulating transfer pricing, computation of Arm's length pricing Advance rulings Advance pricing agreement	20



Suggested Readings:

1. Singhania, Vinod K. and Monica Singhania. *Corporate Tax Planning*. Taxmann Publications Pvt. Ltd., New Delhi.
2. Ahuja, Girish. and Ravi Gupta. *Corporate Tax Planning and Management*. Bharat Law House, Delhi
3. Acharya, Shuklendra and M.G. Gurha. *Tax Planning under Direct Taxes*. Modern Law Publication, Allahabad.
4. Mittal, D.P. *Law of Transfer Pricing*. Taxmann Publications Pvt. Ltd., New Delhi.
5. IAS – 12 and AS – 22.
6. T.P. Ghosh. *IFRSs*. Taxmann Publications Pvt. Ltd. New Delhi.

Journals

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

Note: Latest edition of text books may be used.



B.Com. (Hons.) (CBCS): Semester - V
Paper BCH 5.4(c): Organisational Behaviour

Duration: 3 hrs.

6 Credits= 5 Th.+ Tut. 01
75 Lectures + 15 Tut.

Marks: 100 (30+70)

Objective: To develop a theoretical understanding among students about the structure and behaviour of organization as it develops over time. The course will also make them capable of realizing the competitiveness for firms.

Unit I: Introduction

15 Lectures

Organisational Theories: Classical, Neo-classical and Contemporary. Organisational Behaviour: concepts, determinants, challenges and Formal and Informal structures; Flat and Tall structures. Opportunities of OB. Contributing disciplines of OB. Organizational Behaviour Models.

Unit II: Individual Behaviour

20 Lectures

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

Unit III: Group Decision making and Communication

20 Lectures

Organisational Culture and climate- Concept and determinants of organisational culture. Developing Organizational culture. Organisational change- Importance, Stability vs. Change, Proactive vs Reaction Change, Change Process, Managing Change. Individual and organisational factors to stress; Work Stressors, Consequences of stress on individual and organization; Prevention and Management of stress. Concept and nature of decision making process, Individual versus group decision making. Nominal group technique and Delphi technique. Communication and Feedback, Models of Communication. Transactional Analysis, Johari Window.

Unit IV: Motivation, Leadership, Power and Conflict

20 Lectures

Meaning and Importance of motivation, Theories- Vroom's Valence - Expectancy Theory, Intrinsic motivation by Ken Thomas. Behaviour modification, Motivation and organisational effectiveness, Measurement of motivation using standard questionnaire. Concept and theories, Styles of leadership, Behavioural approach, Situational approach, Leadership effectiveness. Power and conflict. Bases of power, power tactics; Sources of conflict, Conflict Resolution Strategies.

Suggested Readings:



1. Robbins, S.P., *Organisational Behaviour*, Prentice Hall of India Pvt. Ltd., New Delhi.
2. Luthans, Fred, *Organisational Behaviour*, McGraw Hill International, New York.
3. Greenberg, Jerald, and Robert A Baron, *Organisational Behaviour*, Prentice Hall of India Pvt. Ltd., New Delhi.
4. Chhabra, T.N., *Organisational Behaviour*, Sun India Publications.
5. Singh, A.K., and B.P. Singh, *Organisational Behaviour*, Excel Books Pvt. Ltd, New Delhi.
6. Sekaran, Uma, *Organisational Behaviour: Text and Cases*, Tata McGraw Hill, New Delhi.
7. Hersey, P.K., Blanchard, H. and D.E. Johnson, *Management of organisational Behaviour; Leading Human Resources*, Pearson Education.

Note: Latest edition of text books may be used.



B.Com. (Hons.) (CBCS): Semester - VI
Paper BCH 6.1: Auditing and Corporate Governance

Duration: 3 hrs.

Marks: 100(30+70)

6 Credit=5 Th.+ Tut.01
75 Lectures+15TUT.

Objective: To provide knowledge of auditing principles, procedures and techniques in accordance with current legal requirements and professional standards.

Unit I: Auditing

15 Lectures

Basic Principles and Techniques; Classification of Audit, Audit Planning, Internal Control – Internal Check and Internal Audit; Audit Procedure – Vouching and verification of Assets & Liabilities;

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 II: Special Areas of Audit

20 Lectures

Cost audit, Tax audit and Management audit; Recent Trends in Auditing: Basic considerations of audit in EDP Environment; Relevant Auditing and Assurance Standards (AASs).

Unit III: Corporate Governance and major failure

20 Lectures

Meaning, Theories, Models and Benefits of Corporate Governance; Politics and Governance; Board Committees and their Functions; Insider Trading; Rating Agencies; Green Governance/ E-governance; Clause 49 of Listing Agreement; Corporate Governance in Public Sector Undertakings; Corporate Funding of Political Parties; Class Action; Whistle Blowing; Shareholders Activism.

BCCI (UK), Maxwell Communication (UK), Enron (USA), World.Com (USA), Andersen Worldwide (USA), Vivendi (France), Harshad Mehta Scam, Satyam Computer Services Ltd, and Kingfisher Airlines; Common Governance Problems Noticed in various Corporate Failures; Codes and Standards on Corporate Governance; Initiatives in India

Unit IV: Business Ethics & Corporate Social Responsibility (CSR)

10 Lectures

Morality and Ethics; Business Values and Ethics; Various Approaches to Business Ethics; Ethical Theories; Ethical Governance; Corporate Ethics; CSR – Extension Of Business Ethics; Benefits of Adopting Ethics in Business; Ethics Programme; Code of Ethics; Ethics Committee Corporate Philanthropy, Meaning of CSR, CSR and CR, CSR and Corporate Sustainability, CSR and Business Ethics, CSR and Corporate Governance, Environmental Aspect of CSR, CSR provision under the Companies Act 2013, CSR Committees, CSR Models, Drivers of CSR, Codes and Standards on CSR, Global Reporting Initiatives, ISO 26000

Suggested Readings:

1. Institute of Chartered Accountants of India, *Auditing and Assurance Standards*, ICAI, New Delhi.
2. Relevant Publications of ICAI on *Auditing* (CARO).
3. Gupta, Kamal and Ashok Arora, *Fundamentals of Auditing*, Tata Mc-Graw Hill Publishing Co. Ltd., New Delhi.



4. Ghatalia, S.V., *Practical Auditing*, Allied Publishers Private Ltd., New Delhi.
5. Singh, A. K. and Gupta Lovleen, *Auditing Theory and Practice*, Galgotia Publishing Company.
6. Mallin, Christine A., *Corporate Governance (Indian Edition)*, Oxford University Press, New Delhi.
7. Rani, Geeta D., and R.K. Mishra, *Corporate Governance- Theory and Practice*, Excel Books, New Delhi.
8. Bob Tricker, *Corporate Governance-Principles, Policies, and Practice (Indian Edition)*, Oxford University Press, New Delhi.
9. Sharma, J.P., *Corporate Governance, Business Ethics, and CSR*, Ane Books Pvt Ltd, New Delhi.

Note: Latest edition of text books may be used.



B.Com. (Hons.) (CBCS): Semester - VI
Paper BCH 6.2: Financial Management

Duration: 3 hrs.

Marks: 100(30+70)

6 Credit=5 Th.+ Tut.01
75 Lectures+15tut

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

Unit I: Introduction

15 Lectures

Nature, scope and objectives of financial management, Agency problem, Time value of money, Risk and return- Concept and Calculation (including Capital Asset Pricing Model).

Unit II: Capital Budgeting AND Cost of Capital

20 Lectures

The Capital Budgeting Process, Cash Flow Estimation, Payback Period Method, Discounted 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.

Sources of long-term financing, Estimation of components of cost of capital, Methods for calculating Cost of Equity, Cost of Retained Earnings, Cost of Debt and Cost of Preference Capital, Weighted Average Cost of Capital (WACC) and Marginal Cost of Capital.

Unit –III: Financing Decision AND Dividend Decision

20 Lectures

Capital Structure- Theories of Capital Structure (Net Income, Net Operating Income, MM Hypothesis, Traditional Approach). Operating and Financial leverage. Determinants of capital structure.

Theories for Relevance and irrelevance of dividend decision for corporate valuation- Walter's Model, Gordon's Model, MM Theory, Cash and stock dividends. Dividend policies in practice and Determinants of Dividend.

Unit –IV: Working Capital Decisions

20 Lectures

Concepts of Working Capital, Operating & Cash Cycles, Risk-return trade off, sources of short term finance, working capital estimation, cash management, receivables management, inventory management.

Spreadsheet is the recommended software for doing basic calculations in finance and hence can be used for giving students subject related assignments for their internal assessment purposes.

Suggested Readings:

1. Khan, M.Y. and P.K. Jain, *Financial Management: Text and Problems*, Tata McGraw HILL
2. Horne, Van; James C., John Wachowicz, *Fundamentals of Financial Management*, Pearson Education
3. Ross, Stephen A., Westerfield, Randolph, and Jeffrey Jaffe, *Corporate Finance*, Tata McGraw Hill



4. Srivastava, Rajiv, and Anil Mishra, *Financial Management*, Oxford University Press, UK
5. Singh, Preeti, *Financial Management*, Ane Books Pvt. Ltd, New Delhi
6. Singh, Surrender and Kaur Rajeev. *Fundamentals of Financial Management*, Mayur Paper Book Noida
7. Singh, J.K. *Financial Management-text and problems*, 2nd edition, Dhanpat Rai and Company, Delhi
8. Rustagi, R.P., *Financial Management*, Galgotia Publishing Company
9. Pandey, I M. *Financial Management*, Vikas Publications UNCTAD Reports.
10. Chandra, P. *Financial Management-Theory and Practice*, Tata McGraw Hill
11. Sharma, G.L., and Y.P. Singh. *Contemporary issues in Finance and Taxation*. Academic Foundation Delhi
12. Bhalla, V. K., *Financial Management & Policy*, Anmol Publications, Delhi

Note: Latest edition of text books may be used.



B.Com. (Hons.) (CBCS): Semester - VI
Paper BCH 6.3(a): Business Research Methods and Project Work

Duration: 3 hrs.

Marks: 100

6 Credit=5 Th.+ Tut.01
75 Lectures+15tut

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

Section A: (70 Marks)

Unit I: Business Research Methods:

Introduction

15 Lectures

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

Unit II: Research Process

10 Lectures

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

Unit III: Measurement

9 Lectures

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

Unit IV: Hypothesis Testing

10 Lectures

Tests concerning means and proportions; ANOVA, Chi-square test and other Non-parametric tests, assumptions of Classical Normal Linear Regression

Section B – Project Report (30 Marks)

Report Preparation

20Lectures

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

Note:

1. There shall be a written examination of 70 Marks on the basis of Unit I to IV.
2. The student will write a project report under the supervision of a faculty member assigned by the University based on field work. The Project Report carries 30 Marks and will be evaluated by University appointed examiners.

University Appointed Examiners

Suggested Readings:

1. Babbie, Earl R. *The Practice of Social Research*, Wadsworth 10th edition, 2007 publication
2. Chawla, Deepak and Neena Sondhi, *Research Methodology: Concept and Cases*, Vikas Publications



3. Levin, Rubin, *Statistics for Management*, Pearson 7th edition, 1998 publication
4. Bajpai, Navin, *Business Research Methods*, 2011, Pearson Publication
5. Sekaran, Uma, and Bougie, Roger, *Research Methods for Business: A Skill Building Approach*, Wiley 5th edition 2010 Publication
6. Webster, Allen L., *Applied Statistics for Business and Economics: An Essential Approach*, TMH, 3rd ed.
7. Mark, N.K. Saunders and Philips Lewis, *Research Methods for Business Students*, 5th ed., Pearson Publishers
8. Levine, David M., Krehbiel, Timothy C., Berenson, Mark L. and, P.K. Viswanathan, *Business Statistics: A First Course*, Pearson 4th edition, 2008 Publication
9. Cohen, J., Cohen, P.; West, S. G.; Aiken L. S. *Applied Multiple Regression/Correlation Analysis For The Behavioral Sciences*, Routledge, 3rd edition, 2003 publication
10. Zikmund, W.G., *Business Research Methods*, 6th edition, 2000, USA, South Western Thomson Learning
11. Emory, C. William, *Business Research Methods*, 3rd edition, 1985, ,Homewood, Richard D. Irwin

Note: Latest edition of text books may be used.



B.Com. (Hons.) (CBCS): Semester - VI
Paper BCH 6.3(b): Industrial Laws

Duration: 3 hrs.

Marks: 100(30+70)

6 Credit=5 Th.+ Tut.01
75 Lectures+15tut

Objective: To familiarize the students with the understanding and provisions of industrial related laws. Case studies and problems involving issues in industrial laws are required to be discussed.

Unit I: The Employees Provident Fund & Miscellaneous Provisions Act, 1952 15Lectures
Definitions; Schemes under the Act – Employees’ Provident Fund Scheme; Employees’ Pension Scheme, 1995; Employees’ Deposit linked Insurance Scheme.

Unit II: Employees State Insurance Act, 1948 20 Lectures
Objects and Applicability of the Scheme; Definitions: Personal Injury, Factory, Manufacturing Process, Wages, Partial and Permanent Disablement; ESI Corporation, Standing Committee and Medical Benefit Council; Contributions; Adjudication of Dispute and Claims, Benefits.

Unit III: Payment of Wages Act, 1936 & The Payment of Bonus Act, 1965 20 Lectures

Definitions – Employed Person, Employer, Factory, Industrial or other Establishment, Wages; Responsibility for Payment of Wages; Fixation of Wage Period; Time of Payment of Wages; Mode of Payment; Deductions from Wages and Fines.

The Payment of Bonus Act, 1965 Definitions – Accounting year, allocable surplus, available surplus, employee, employer, establishments, salary or wage; determination of bonus, calculation of bonus, eligibility for bonus, disqualifications for bonus, payment of minimum and maximum bonus, set on and set off of allocable surplus, deductions of certain amounts from bonus payable, time limit for payment of bonus

Unit IV: Employee’s Compensation Act, 1923 & Payment of Gratuity Act, 1972 20 Lectures
Definitions: dependent, employer, partial and total disablement, workmen, injury, accident; employer’s liability for compensation; amount of compensation; contracting; commissioner; case laws.

Applicability and non- applicability of the Act; Definitions-employee, employer, continuous service; payment of gratuity; forfeiture of gratuity; employer’s duty to determine and pay gratuity; recovery of gratuity; penalties.

Suggested Readings:

1. Malik, K.L., *Industrial Laws and Labour Laws*, Eastern Book Company, Lucknow.
2. Kumar, H.L., *Digest of Labour Cases*, Universal Law Publishing Co P Ltd, New Delhi
3. Srivastava, S.C., *Industrial Relations & Labour Laws*, Vikas Publishing House (P) Ltd.



ख़्वाजा मुईनुद्दीन चिश्ती भाषा विश्वविद्यालय, लखनऊ, उत्तर प्रदेश (भारत)
Khwaja Moinuddin Chishti Language University, Lucknow, U.P. (India)

U.P. STATE GOVERNMENT UNIVERSITY,
(Recognised Under Section 2(f) & 12(B) of the UGC Act, 1956 & B.Tech. Approved by (AICTE))

4. Sharma, J.P., *Simplified Approach to Labour Laws*, Bharat Law House (P) Ltd., New Delhi.

Note: Latest edition of text book may be used.



B.Com. (Hons.): Semester-VI

Paper BCH 6.3(c): Personal Selling and Public Relation

Duration: 3 hrs.

Marks: 100 (30+70)

6 Credits = 5 Th. +Tut.01

75 Lectures + 15 Tut.

Objective: To familiarise the students with the fundamentals of personal selling public relations.

Unit I: Introduction to Personal selling Nature and importance of personal selling;

Difference between personal selling, advertising, publicity and Public relations, Role of personal selling and Relationship marketing; characteristics of good sales man, career opportunities in selling. Measures for making selling an attractive career

Unit II: Sales management and Buying motives Sales force management-Functions and importance, types of salespersons; Concept of motivation, theories of motivation-Maslow, Freudian, and Ditcher, AIDS theory, Buying Motives, modern sales approach.

Unit III: Sales process and sales planning and control

Prospecting, Pre-approach; Approach; Presentation and demonstration; handling objections; Closing the sale; Techniques for closing the sale; Follow up Sales job Analysis Recruitment, selection, Training, compensation of sales persons, Sales forecasting, Sales budget Sales territories, Sales quota, Sales Audit, Sales force Performance Evaluation, Sales Report.

Unit IV: Public relations Meaning, features and growing importance; role of Public relation; similarity of publicity and PR; major tools of public relations- News, speeches, special events, hand-outs and leaflets, audio-visual, public service activities and other tools; Role of electronic media in PR.

Unit V: Legal and ethical aspects of Public Relations and Personal Selling

Suggested Readings:

1. Kotler Philip, Marketing Management, New Delhi: Prentice Hall of India.
 2. Spiro, Stanton, and Rich, Management of the Sales force, McGraw Hill.
 3. Rusell, F. A. Beach and Richard H. Buskirk, Selling: Principles and Practices, McGraw Hill.
 4. Still, Richard R., Edward W. Cundiff and Norman A. P. Govoni, Sales Management: Decision Strategies and Cases, Prentice Hall of India Ltd., New Delhi.
 5. Kapoor Neeru, Advertising and Personal Selling, Pinnacle, New Delhi.
 6. Sengupta Sailesh, Management of Public Relations and Communication, Vikas Publishing House
pt Ltd.
 7. Johnson, Kurtz and Schueing, Sales Management, McGraw Hill,
- Note: The Latest edition of text books may be used.

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



B.Com. (Hons.) (CBCS): Semester - VI
Paper BCH 6.4(a): Fundamentals of Investment

Duration: 3 hrs.

6 Credits= 5 Th.+ Tut. 01
75 Lectures + 15 Tut.

Marks: 100 (30+70)

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.

Unit-I: The Investment Environment **20 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. Return and risk: Concept, Calculation, Trade off between return and risk, Impact of taxes and inflation on return.

Unit-II: Fixed Income Securities & Equity Analysis **20 Lectures**

Bond Fundamentals, Estimating bond yields, Bond Valuation, Types of bond risks, default risk and credit rating.
Equity Analysis: Fundamental Analysis, Technical Analysis and Efficient Market Hypothesis.
Valuation of
Equity Shares using various models.

Unit-III: Portfolio Analysis and Financial Derivatives **20 Lectures**

(a) Portfolio and Diversification, Portfolio Risk and Return (b) Mutual Funds (c) Introduction to Financial Derivatives-Forwards, Futures & Options, Financial Derivatives Markets in India.

Unit-IV: Investor Protection **15 Lectures**

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

Spreadsheet is the recommended software for doing basic calculations in finance and hence can be used for giving students subjects related assignments for their internal assessment purposes.

Suggested Readings

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

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



B.Com. (Hons.) (CBCS): Semester - VI
Paper BCH 6.4(b): Consumer Affairs and Customer Care

Duration: 3 hrs.

6 Credits= 5 Th.+ Tut. 01
75 Lectures + 15 Tut.

Marks: 100 (30+70)

Objective: To familiarise the students with their rights as a consumer and provide understanding of social framework of consumer rights and legal framework of protecting consumer rights.

Unit I: Conceptual Framework

15 Lectures

Consumer and Markets: Concept of Consumers; Nature of markets; Concept of Price in Retail and Wholesale; Maximum Retail Price (MRP) and Local Taxes; Fair Price; misleading advertisements and deceptive packaging.

Experiencing Dissatisfaction: complaining behaviour; Form of Complaint to a business. Making a complaint heard by the Business; Corporate Redress Systems; Conciliation and Intermediation for out-of-court Redressal.

Quality and Standardization: Role of National Standards; National Standards- Indian Standards Mark (ISI), Agmark; Voluntary and Mandatory standards; Licensing and Surveillance. Consumer grievance redressal under the BIS Act, 1986; Introduction to International Standards ISO 10000 Suite: International standards on handling of consumer complaints by Organizations.

Unit II: The Consumers Protection Act, 1986

20 Lectures

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: Their composition, powers and jurisdiction (pecuniary and Territorial): District Forum; State Commission; National Commission.

Role of Supreme Court under the CPA.

Unit III: Consumer Protection & Grievance Redress Mechanism

20 Lectures

Who can file a complaint? Grounds of filing a complaint; Limitation period; Procedure for filing and hearing of a complaint; Temporary Injunction. Reliefs which can be provided; Appeal; Enforcement of order; Bar on frivolous and vexatious complaints; Offences and penalties.

Leading Cases decided under Consumer Protection Act related to:

Medical Negligence, Banking and Financial Service, Housing & Real Estate, Electricity, Water, and Telecom Services, Education, Defective Product, Unfair Trade Practice.

Consumer Movement in India: Formation of consumer organization and their role in consumer protection including Advocacy and Campaigning for policy intervention; Evolution of Consumer Movement in India. Recent developments in Consumer Protection in India; National consumer Helpline, Citizens Charter, Product testing

Industry Regulators and Consumer Complaint Redress Mechanism

Banking: RBI and Banking Ombudsman, Telecommunication: TRAI,



Insurance: IRDA, Food items: Food Safety and Standards Authority of India (an overview), Electricity Supply: Electricity Regulatory Commission, Civil Aviation: DGCA

Unit IV: Competition Law

20 Lectures

Competition Act 2002: Objective, Purpose and Salient Features. Concept of: - Agreements having Adverse Impact on Competition; Abuse of Dominant Position; Regulation of Combination; Criteria for Determining “Appreciable Adverse Effect on Competition” and ‘Dominant Position’.

Suggested Readings:

- Khanna, Sri Ram, Hanspal, Savita, Kapoor, Sheetal and Awasthi, H.K. “*Consumer Affairs*” (2007) Delhi University Publication. Pp. 334.
1. Aggarwal, V. K. *Consumer Protection: Law and Practice*. Bharat Law House, Delhi.
 2. Girimaji, Pushpa. *Consumer Right for Everyone* Penguin Books.
 3. Nader, Ralph. *The Consumer and Corporate Accountability*. USA, Harcourt Brace Jovanovich, Inc.
 4. How to Survive as a Consumer? CUTS, India www.cuts.org.
 5. The Competition Act, (2002).
 6. The Consumers Protection Act, 1986
 7. The Bureau of Indian Standards Act 1986
 8. The Food Safety and Standards Act 2005

Articles

1. Verma, D. P. S. (2002). Developments in Consumer Protection in India. *Journal of Consumer Policy*. Vol. 25. No. pp 107 –123.
2. Verma, D.P.S. (2002). Regulating Misleading Advertisements Legal Provisions and Institutional Framework. *Vikalpa*. Vol. 26. No. 2. pp. 51-57.
3. Jain, Sanjay K. and Kaur Gurmeet (2003). Strategic Green Marketing: How should Business Firms Go about Adopting It? *The Indian Journal of Commerce*. Vol.56. No.4. pp 1-16.
4. Jain, Sanjay K. and Kaur Gurmeet (2004). Ecolabelling: Genesis, Issues and Perspectives. *Effulgence*. Vol.2. No.1. pp. 5-1
5. Ralph L. Day and Laird E. Landon, Jr. (1997). Towards a Theory of Consumer Complaining Behaviour. Ag Woodside, et al. (eds.). *Consumer and Industrial Buying Behaviour*. New York; North Holland pp. 425-37.
6. George, S. Day and A. Aaker (1970). A Guide to consumerism. *Journal of Marketing*. Vol. 34. pp 12-19.

Periodicals

1. Consumer Protection Judgements (CPJ) (Relevant cases reported in various issues).
2. Ethical Consumer (Magazine): ECRA Publishing Ltd. U.K www.ethicalconsumer.org
3. *Upbhokta Jagran*, Ministry of Consumer Affairs, Govt, of India.

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



B.Com. (Hons.) (CBCS): Semester - VI
Paper BCH 6.4(c): Business Tax Procedure and Management

Duration: 3 hrs.

6 Credits= 5 Th.+ Tut. 01
75 Lectures + 15 Tut.

Marks: 100 (30+70)

Objective: To provide basic knowledge of business tax procedures and management under different provisions of the Income tax.

Unit	Contents	Lectures
Unit I	Advance payment of tax Tax deduction/collection at source, documentation, returns, Certificates Interest payable by Assessee/Government Collection and recovery of tax	15
Unit II	Assessment, re-assessment, rectification of mistakes Appeals and revisions - Preparation and filing of appeals with appellate authorities - Drafting of appeal; statement of facts and statement of law	20
Unit III	Penalties and prosecutions Settlement Commission Transactions with persons located in notified jurisdictional area, General anti-avoidance rule Tax clearance certificate Securities transaction tax Securities transaction tax	20
Unit IV	Information Technology and Tax administration TAN (Tax Deduction and Collection Account Number), TIN (Tax Information Network), e-TDS/e-TCS E-filing of ITRS	20

Suggested Readings:

1. Singhanian, Vinod K. and Monica Singhanian. *Corporate Tax Planning and Business Tax Procedures*. Taxmann Publications Pvt. Ltd., New Delhi.
2. Ahuja, Girish. and Ravi Gupta. *Corporate Tax Planning and Management*. Bharat Law House, Delhi.
3. Bajpai, Om Shanker. *Search, Seizure and Survey*. Taxmann Publications Pvt. Ltd., New Delhi.
4. Ahuja, Girish. and Gupta, Ravi *Systematic Approach to Income Tax*. Bharat Law House, Delhi.

Journals

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

Note: Latest edition of text books may be use
