

Department of Commerce

Hiralal Bhakat College

Nalhati, Birbhum

3- Yr. B.Com.(Hons.)

Under Semester with Choice Based Credit System w.e.f. 2017-2018 onward

Programme Specific Outcome (PSOs)

- To acquire knowledge about the basic concepts of financial accounting and applications of such in different modes
- To gain excellence in different statistical and mathematical situations and grasp the knowledge about different intricacies of economics and economic problems prevailing in India
- To have the basic understanding of theories of management be it business, marketing, human resource and finance
- To help students to have knowledge about cost and management accounting and have grasp in the fundamentals of investment and global business
- To be well-versed in business law, corporate laws and income tax laws in India
- To develop ability of students as entrepreneurs in future and have knowledge about computer applications and applicability of commerce in today's e-world
- To acquire knowledge about basic elements of auditing and financial system prevailing in India
- To learn about different basics of advertising and business tax procedures and management

Course Outcomes (Cos)

Semester-I

Financial Accounting-I (CC-1)

The course aims to:

- Understand the basic concepts of accounting and the system of maintenance of accounts.
- Understand to prepare financial statements in accordance with appropriate Indian Accounting Standard of trading and non-profit organisations
- Understand the intricacies of accounting under single entry system
- Able to grasp knowledge about consignment business and accounting in such
- Teach the concept of joint venture and intricacies of accounting in the concerned area
- Learn how to prepare separate set of books for underwriting for shares
- Understand the special features of sale or return transaction

Business Management (CC-2)

The course aims to:

- Acquire the basics of business management and evaluate the different approaches of management thoughts be it classical, behavioural, system, contingency
- Have knowledge of planning, types of planning and be able to make strategic planning, environmental analysis, decision making and diagnosis on their own
- Understand the concept of organization, span of management, delegation of authority, knowledge of staffing, motivation and leadership
- Enhance various skills be it communication, managerial, leadership and decision making of the students
- Analyze theories of motivation- Maslow's Need- Hierarchy theory and Hertzberg's two-factor theory
- Learn about the staffing concept and process and principals and major techniques of control
- Acquire the knowledge of Ratio Analysis, BOI, budgetary control, EVA.

Micro Economics (GE-1)

- To understand the concepts of revenue- marginal and average, revenue under conditions of perfect and imperfect competition
- To learn about different modes of elasticity of demand viz. price, income and cross
- To have knowledge about different intricacies of consumer Behaviour- indifference curve analysis ,consumer's equilibrium, price elasticity and price consumption curve, income consumption curve and Engel curve
- To teach students about concepts of production function-short run and long run, Cobb Douglas production function, production isoquants, marginal rate of technical substitution, economic region of production, optimal combination of resources, the expansion path, isoclines, returns to scale using isoquants
- To grasp the knowledge of Cost of Production: Social and private, long run and short run costs of production. Economies and diseconomies of scale and the shape to the long run average cost. Learning curve and economies of scope
- To have knowledge about basics of perfect competition, equilibrium of the firm and the industry in the short and the long run, measurement of producer surplus under perfect competition
- To know about intricacies of monopoly viz. monopoly short run and long run equilibrium, shifts in demand curve, measurement of monopoly power and the rule of thumb for pricing, degrees of price discrimination
- To have knowledge about theories of imperfect competition related to Monopolistic Competition and Oligopoly

Semester II

Cost Accounting (CC-3)

The concerned course aims:

- ❖ To learn about the basic concepts of cost accounting, its rules and regulations
- ❖ To teach students about the basics of cost accounting- evolution, cost unit, cost centre, methods and techniques of costing
- ❖ To help in learning the purpose of studying cost accounting, advantages, limitations, rules and guidelines of the concerned subject
- ❖ To acquire knowledge about different types of cost and estimation of cost
- ❖ To enable students to understand the different techniques of material accounting, methods of pricing of materials
- ❖ To understand the various systems of materials and stock taking
- ❖ To be enlightened about the various methods and documents of accounting of labour, incentive schemes, labour turnover.
- ❖ To acquire knowledge about different types of costing viz. process costing, job, contract, service costing.
- ❖ To grasp the knowledge about overheads viz. allocation, apportionment, absorption of overheads, different types of overheads

Business Law (CC-4)

The concerned course aims:

- To understand the general principle of law of contract as per concerned regulation- basic elements and types of contracts
- To learn about the concept of indemnity and guarantee, bailment and agency, related contract concepts
- To grasp knowledge about different concepts in Sale of Goods Act,1930- contract of sale, conditions and warranties, transfer of ownership
- To understand different intricacies of Partnership Act,1932- types of partners, rights and duties of partners, dissolution modes
- To teach students about details of limited liability partnership-concept, difference between partnership and company, concept of incorporation document

- To learn about details of Negotiable Instruments Act- types of such instruments, simulation of cheques

Macro Economics (GE-2)

The concerned course aims:

- ❖ To understand the concepts and variables of macroeconomics viz. income, expenditure and the circular flow, components of expenditure, Static macroeconomic analysis in short and long run, supply and demand determination, conditions of equilibrium
- ❖ To enable students understand different theories related to determination of price and output
- ❖ To learn about different theories of investment
- ❖ To know about different intricacies of inflation and unemployment
- ❖ To understand intricacies of open economy viz. flows of goods and capital, saving and investment in a small and a large open economy, exchange rates, and also have knowledge about determination of exchange rate viz. fixed vs. flexible

Semester III

Corporate Laws(CC-5)

- ❖ Students will know the basic concept of company law and its characteristics and types and also know the steps of formation of company.
- ❖ Understanding the concepts of Memorandum of Association and Article of Association and its content. They also know about issue of prospect. Besides this concept they will learn about GDR, forfeiture and reissue of share.
- ❖ Students can gain knowledge regarding various types of directors of company.
- ❖ Students will learn about the procedure of meeting and its quorum.
- ❖ To learn about the provision relating to payment of dividend and various books maintained by a company.
- ❖ To know about various rules and regulation of audit and various provisions related to audit.
- ❖ Students will be able to know the concept of insider trading.
- ❖ To gain knowledge regarding depositories act.

Income Tax Law and Practice (CC-6)

Most of the individuals want to know about tax that may be direct or indirect tax. Government impose some tax on rich persons and some tax on every person in a country. From this subject students can know so many concept regarding direct tax are as follows:

- ❖ Discuss some basic concept of tax and students will know some definition like previous year, assessment year, assessee, persons, gross total income, agricultural income, heads of income etc. as per income Tax Act 1961.
- ❖ Students will acquire knowledge regarding the primary and secondary condition of residential status. Also know about incidence of tax.
- ❖ Students will gain some knowledge about some income that is exempted from tax, i.e, income that is not taxable under any heads that are free from tax.
- ❖ Students will learn the procedure of calculation of taxable income from various head like income from salary, income from house property, profit and gain from business and profession, income from capital gain and income from others sources.
- ❖ From the chapter, deduction from gross total income, students can obtain knowledge regarding various types of deduction as per Income Tax Act 1961, sec 80C to 80U. These deductions will get when we calculate total income from gross total income.
- ❖ Students will know about relief as per sec 87A, also know the eligibility criteria of relief and maximum amount of relief.
- ❖ Students can obtain the knowledge of return of income and due date of the submission of income.
- ❖ Students will acquire knowledge regarding tax planning. How an individual can minimise his tax liability by proper planning can be learnt.
- ❖ Meaning of PAN and its importance can be learnt from this chapter.

Financial Accounting-II (CC- 7)

The main objective of this subject is to help students to acquire concept of the financial accounting and to know about the recording transaction of various kinds of business transactions. After completion of this subject students will learn the followings:

- ❖ To learn about accounting system in case of instalment system.
- ❖ To know the basic concept of operating lease and financial lease.
- ❖ To gain knowledge how to prepare departmental accounting and various adjustment relating to departmental accounting.
- ❖ Students will learn about the accounting procedure of branch.
- ❖ They can obtain knowledge regarding royalty accounting and its application.
- ❖ To know some basic concept of partnership business.
- ❖ They will know how to calculate the value of goodwill in partnership business whenever it is required.
- ❖ To know the accounting entry of partnership business at the time of admission, retirement, death and dissolution of partners.

- ❖ Students will also learn about the difference between balance sheet of banking and non-banking companies.
- ❖ To know about NPA and its provision.

E-Commerce (SEC- 1)

The main purpose of this paper is to enable the student to become familiar with the techniques for conducting business transactions through electronic way. After completion of this subject students will learn the followings:

- ❖ To know about basic concept of E-Commerce and its characteristics. Also know about importance of E-commerce in present life.
- ❖ To gain knowledge regarding various models of E-commerce.
- ❖ Understanding the needs of security in E-commerce business.
- ❖ To learn about IT Act 2000 and also know about various provision of digital signature.
- ❖ Students will able to know about various model and methods of E-payments like debit card, credit card, E-cash, E-cheque.
- ❖ To know about the various risk involve in E-payment system.
- ❖ Obtain knowledge regarding automated ledger posting, automated clearing house.
- ❖ To know the advantages and disadvantages of online transaction.
- ❖ Students will able to know application of E-commerce in various industries.
- ❖ Students can gain knowledge regarding online shopping.

Indian Economy (GE – 3)

This course provides knowledge about Indian economy. After completion of this subject students will be able to know the followings:

- ❖ To know the basic concept of economic development and its measurement process.
- ❖ To learn about the national income and fundamental characteristics of Indian economic.
- ❖ To gain knowledge regarding new industrial policy and its impact on overall economy.
- ❖ To know about fiscal policy and budget.
- ❖ Understanding about unemployment and poverty.
- ❖ To study about green revolution and development of Indian agricultural sector.
- ❖ To know about industrial growth and contribution of small scale industries in Indian market.
- ❖ To learn about the role of WTO and balance of payment.

Semester IV

Business Mathematics and Statistics (GE – 4)

This subject will enable students to learn about different intricacies of algebra, differential and integral calculus as well as statistics.

After completion of the concerned subject, students will be able to:

- Have detailed understanding of Arithmetic and Geometric Progression
- Gain knowledge about different theories on permutations and combinations
- Acquire knowledge in set theory and matrix algebra
- Grasp knowledge in intricacies of binomial theorem
- Learn about limit, continuity, derivative of function and basics of integration
- Understand various measures of central tendency, dispersion, moments, skewness and kurtosis, data collection and presentation
- Learn about index numbers and time series, intricacies of correlation and regression
- Develop the ability to understand the application of probability theory in different circumstances

Fundamentals of Marketing Management (CC- 8)

The purpose of this course is to provide basic knowledge of concepts, importance and various technique of marketing. After completion of this subject students will learn the followings:

- ❖ Students will know about the basic concept of marketing management and meaning of marketing mix.
- ❖ To know about the marketing environment and concept of online marketing.
- ❖ Students can gather knowledge about the various factors that influence the consumers buying decision.
- ❖ Students will learn about market segmentation and market positioning.
- ❖ Students may acquire knowledge about product classification and branding of product and labelling of product.
- ❖ To know about product life cycle.
- ❖ Students will able to learn about various pricing strategies and factors influencing product pricing.
- ❖ Students can gather knowledge regarding distribution channel of product and its importance.
- ❖ To know about the middle man and its important function.
- ❖ Students will able to know about the product promotion system and they can gather knowledge regarding advertisement, personal selling, sales promotion and public relationship.

Computer Applications in Business (CC- 9)

The concerned course aims:

- To spread knowledge about the basic concepts regarding computer
- To help students in gaining knowledge about numbers systems and codes
- To Grasp knowledge about intricacies of computer hardware, software and operating system
- To learn about drawing various types of flowcharts in different situations
- To have detailed understanding about management information system
- To learn in practical environment about MS-Excel, MS-Word, Tally
- To have an idea about programming under RDBMS Environment

Entrepreneurship (SEC – 2)

The main aim of this paper is to orient the students toward entrepreneurship as creative thinking. After completion of this subject students will learn about the followings:

- ❖ To know about the basic concept of entrepreneurship and its importance.
- ❖ To learn about the role of entrepreneurs to economic development.
- ❖ Understanding about family business and their contribution in Indian economy.
- ❖ Students may gather knowledge regarding MSME and its importance in society from various angles.
- ❖ To know about role of women entrepreneur and self help group in India.
- ❖ To know about role of various institutions like NEDB, NIESBUD, EDII, MSME-DI, DIC, DO-MSME, SFC, Commercial Banks, Cooperative Banks, Regional Rural Banks.
- ❖ Students may learn how anyone makes a business plan its design. Also know about the preparation of business report.
- ❖ To gain knowledge regarding the mobilisation of resources and its proper utilisation.
- ❖ To know how to contract with various stakeholders like suppliers, vendors, customers, bankers etc.
- ❖ Students may know about various problem of start up business.

Fundamentals of Human Resource Management (CC-10)

The main objective of this paper is to convey students with the several techniques and principles to manage human resource of an organisation. After completion of this subject students will know the followings:

- ❖ Students will able to know about the basic concept of human resource management and its functions.
- ❖ To know about the difference between HRM and HRD.
- ❖ To learn about the human resource planning.
- ❖ Students will be taught about the basic concept of job description, job analysis and job specification.
- ❖ To learn about the process of recruitment and steps of selection of employee.

- ❖ To gain knowledge regarding placement and inducement and various types of interview.
- ❖ Students may acquire knowledge about methods of training and also learn about the importance of training.
- ❖ Understanding about on the job training and off the job training methods that help employees to improve their efficiencies
- ❖ To know about the difference between training and development.
- ❖ Students may acquire knowledge regarding the performance appraisal and its importance. Also learn about the various methods of performance appraisal.
- ❖ To know about health and safety relationship between employer and employee.
- ❖ To gain knowledge regarding the cause of industrial dispute and its settlement process.

Semester V

Financial Accounting-III (CC-11)

The course aims:

- To gain knowledge about intricacies of shares and debentures- book building process, basics of redemption, rules of underwriting
- To help students in understanding Employee Stock Option Plan(ESOP)
- To enable students in preparing final accounts of companies in accordance with new and revised regulations of Companies Act
- To learn about the concepts of valuation of goodwill and shares
- To learn how to account in case of amalgamation of companies
- To help students in preparing financial statements of holding and subsidiary companies as per relevant accounting standards

Auditing (CC-12)

The concerned course aims:

- To acquire knowledge about basic principles and techniques of auditing ,advantages and limitations of auditing
- To have the concept of audit planning,internal check,internal audit, vouching and verification of assets and liabilities
- To teach students about basics of corporate audit- qualifications and disqualifications of auditor, removal of auditor, divisible profit and dividends, provisions and reserves and other elements as per the new Act
- To learn about intricacies of auditors' report, cash flow statement reporting
- To gain knowledge about audit of different types of institutions be it bank, educational institutions, local authorities
- To learn students about different types of audit viz.cost, management, tax, social, environmental, energy audits

- To make students aware of concept of auditing with aid of computers
- To teach students how to differentiate between investigation and auditing, basics of investigation

Management Accounting (DSE-1)

- To know about basics of management accounting- its objectives, scope, functions, advantages, limitations, differences among other branches of accounting, role of management accountant
- To understand different accounting ratios relevant from the viewpoint of liquidity, profitability, solvency, managerial efficiency, capital structure
- To help students in calculating different important accounting ratios used in analysing liquidity, solvency, profitability, managerial efficiency, capital structure and its interpretation
- To enable students to prepare financial statements and statements of proprietors' fund from ratios learnt in this subject
- To prepare Cash Flow Statement as per the relevant accounting standard
- To have the concept of budgetary control and learn about different types of budgets and its preparation
- To have knowledge about the important method of costing viz. Marginal and absorption costing and learn about its intricacies viz. Cost- Volume-Profit Analysis, Profit / Volume ratio, Break-even analysis, Angle of incidence, margin of safety
- To enable students to take decisions in different situations in short-term - profitable product mix, Make or buy, operate or shut down

Fundamentals of Banking and Insurance (DSE-1 OR)

- To learn about basic elements of banking and structure of Indian banking system
- To understand different principles of bank lending viz. sound lending, profitability, liquidity, safety of funds, risk spread
- To know about different fund facilities viz. fund or non-fund and intricacies of crossing and endorsement
- To gain knowledge about types, different tools and techniques of internet banking viz. digital cash, e- money, smart card, NEFT, RTGS, ECS
- To make students understand the concept of risk, principles of utmost good faith, proximate cause, subrogation and contribution
- To enable students know about types of insurance, role of IRADAI in insurance sector, recent reforms in insurance environment

Indian Financial System (DSE-2)

- To give an overview of financial system and its components- financial markets, financial institutions, financial intermediaries
- To teach students about commercial banking and its role in the finance world along with the role of Development Financial Institutions (DFIs) in Indian economy
- To gain knowledge about basic role of mutual funds in capital market development and non- banking financial companies(NBFCs)
- To give an overview of the various financial services viz. merchant banking in pre and post issue management, underwriting, factoring and forfeiting services
- To learn about details of housing finance and venture capital finance

Advertising (DSE-2 OR)

- To teach students about the importance of advertising, types and methods of such
- To grasp knowledge about various types of media, their merits and demerits, media choice depending on different factors, media scheduling and advertising via media
- To be well versed with role, types and selection of advertising agency
- To have an in-depth knowledge on the development of message to spread through advertising via different media
- To be aware of the various aspects of advertising viz. social, legal, ethical relevant in India

Sem VI

Fundamentals of Financial Management (CC-13)

- To acquire knowledge about the basics of financial management -its technique, scope and importance of time value of money
- To learn the importance and measurement of cost of capital and different theories of capital structure viz. Net Income, Net Operating Income, MM Hypothesis
- To teach students about different types of leverages and trading on equity
- To make students understand about importance of capital budgeting decisions and related appraisal methods viz. Payback period, accounting rate of return, internal rate of return, net present value, profitability index and the basics of capital rationing
- To give a holistic knowledge about working capital management-its importance, types, determinants, measurement and strategies of financing current assets
- To acquire knowledge about dividend classification, dividend policies, its determinants
- To have a thorough knowledge about dividend theories- Walter's Model, Gordon's Model, Modigliani and Miller Irrelevance Theory

Indirect Tax Law (CC-14)

The concerned course aims:

- To have knowledge about the evolution of Indirect taxes, intricacies of GST viz. constitutional framework, structure, council, network, State Compensation Mechanism, Registration, Small Supplies and Composition Scheme
- To have the concept of taxable event, supply of Goods and Services, Classification of such, the concept of composite and Mixed Supplies and the basics of Place of Supply, exempted items from GST
- To know the norms for time and valuation of supply with regards to GST
- To teach students the details of input tax credit and GST payment
- To understand the basic concepts of Customs Law, types of custom duties viz. basic, Countervailing & Anti- Dumping Duty, Safeguard Duty
- To learn computation of Customs Duties (except valuation) and Import and Export Procedure

Fundamentals of Investment (DSE-3)

- To have the basic knowledge of investment environment viz. Its characteristics and objectives, different types – Commodities, Real Estate and Financial Assets
- To learn about investment decision process, Indian securities market, Market participants and trading of securities, Security market indices, Sources of financial information
- To acquire knowledge about Fixed Income Securities- estimation of such after consideration of yields and risks
- To teach students about different approaches to equity analysis viz. Fundamental and technical and the basic concept of Dow theory, Price charts, Chart patterns, Dividend capitalization models of equity valuation
- To have the basic concept of return and risk, Portfolio and Diversification (Markowitz), Portfolio Risk and Return (2-securities)
- To know about different financial derivatives viz. forwards, futures, options and swaps
- To grasp knowledge about investors' protection and its related rules and regulations

Business Tax Procedures and Management (DSE-3 OR)

The course aims to teach students about:

- Concept and computation of Advance payment of tax, Tax deduction/collection at source,
- Types of returns, certificates;
- Computation of Interest payable by Assessee/Government;\ and the concept of collection and recovery of tax
- Different intricacies of assessment, re-assessment, rectification of mistakes; appeals and revisions
- Details of Tax administration, Penalties and prosecutions, Search and seizure
- Rules related to general anti-avoidance, tax clearance certificate
- Basic concept of Securities transaction tax

- ICT and Tax System, TAN (Tax Deduction and Collection Account Number), TIN (Tax Information Network),
- Workable knowledge about e-TDS/e-TCS in today's dynamic business environment

International Business (DSE-4)

The course helps students in knowing:

- Globalization and its importance in world economy and also its impact , Modes of entry into international business
- Classical Theories of International Trade viz. Absolute Cost Advantage, Relative Cost Advantage and Hecksher-Ohlin theory
- Commercial Policy Instruments viz. tariff and quota
- Difference in Impact on trade, types of tariff and non tariff barriers
- Balance of payment account and its components
- WTO – Its objectives, principles, organizational structure and functioning
- UNCTAD, Commodity and other trading agreements (OPEC),International financial system and institutions (IMF and World Bank – Objectives and Functions) ,Regional Economic Co-operation (ASEAN and SAARC)
- Different developments and issues in International Business viz. Outsourcing
- Foreign Trade Promotion Measures and Organizations in India
- Special economic zones (SEZs) and export oriented units (EOUs)
- Measures for promoting foreign investments into and from India
Indian joint ventures and acquisitions abroad



Signature of H.O.D.

Head
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- To acquire knowledge about the basic concepts of financial accounting and applications of such in different modes
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- To help students to have knowledge about cost and management accounting and have grasp in the fundamentals of investment and global business
- To be well-versed in business law, corporate laws and income tax laws in India
- To develop ability of students as entrepreneurs in future and have knowledge about computer applications and applicability of commerce in today's e-world
- To acquire knowledge about basic elements of auditing and financial system prevailing in India
- To learn about different basics of advertising and business tax procedures and management

Course Outcomes (COs)

Semester-I

Financial Accounting-I (CC-1)

The course aims to:

- Understand the basic concepts of accounting and the system of maintenance of accounts.
- Understand to prepare financial statements in accordance with appropriate Indian Accounting Standard of trading and non-profit organisations
- Understand the intricacies of accounting under single entry system
- Able to grasp knowledge about consignment business and accounting in such
- Teach the concept of joint venture and intricacies of accounting in the concerned area
- Learn how to prepare separate set of books for underwriting for shares

- Understand the special features of sale or return transaction
- To know some basic concept of partnership business.
- They will know how to calculate the value of goodwill in partnership business whenever it is required.
- To know the accounting entry of partnership business at the time of admission, retirement, death of partners.

Business Management (CC-2)

The course aims to:

- Acquire the basics of business management and evaluate the different approaches of management thoughts be it classical, behavioural, system, contingency
- Have knowledge of planning, types of planning and be able to make strategic planning, environmental analysis, decision making and diagnosis on their own
- Understand the concept of organization, span of management, delegation of authority, knowledge of staffing, motivation and leadership
- Enhance various skills be it communication, managerial, leadership and decision making of the students
- Analyze theories of motivation- Maslow's Need- Hierarchy theory and Herzberg's two-factor theory
- Learn about the staffing concept and process and principals and major techniques of control
- Acquire the knowledge of Ratio Analysis, BOI, budgetary control, EVA.

Business Mathematics (GE – 1)

This subject will enable students to learn about, differential and integral calculus.

After completion of the concerned subject, students will be able to:

- Acquire knowledge in logarithm, set theory and matrix and Determinants.
- Grasp knowledge in intricacies of binomial theorem
- Learn about limit, continuity, derivative of function and basics of integration
- Have detailed understanding of linear programming.

Semester II

Cost Accounting (CC-3)

The concerned course aims:

- ❖ To learn about the basic concepts of cost accounting, its rules and regulations
- ❖ To teach students about the basics of cost accounting- evolution, cost unit, cost centre, methods and techniques of costing

- ❖ To help in learning the purpose of studying cost accounting, advantages, limitations, rules and guidelines of the concerned subject
- ❖ To acquire knowledge about different types of cost and estimation of cost
- ❖ To enable students to understand the different techniques of material accounting, methods of pricing of materials
- ❖ To understand the various systems of materials and stock taking
- ❖ To be enlightened about the various methods and documents of accounting of labour, incentive schemes, labour turnover.
- ❖ To acquire knowledge about different types of costing viz. process costing, job, contract, service costing.
- ❖ To grasp the knowledge about overheads viz. allocation, apportionment, absorption of overheads, different types of overheads

Business Law (CC-4)

The concerned course aims:

- To understand the general principle of law of contract as per concerned regulation- basic elements and types of contracts
- To learn about the concept of indemnity and guarantee, bailment and agency, related contract concepts
- To grasp knowledge about different concepts in Sale of Goods Act,1930- contract of sale, conditions and warranties, transfer of ownership
- To understand different intricacies of Partnership Act,1932- types of partners, rights and duties of partners, dissolution modes
- To teach students about details of limited liability partnership-concept, difference between partnership and company, concept of incorporation document
- To learn about details of Negotiable Instruments Act- types of such instruments, simulation of cheques.
- To learn about consumer right and various consumer protection council.

Business Statistics (GE-2)

- Learn about collection and presentation of data.
- Understand various measures of central tendency, dispersion, moments, skewness and kurtosis,
- Learn about index numbers and time series, intricacies of correlation and regression

Semester III

Computer Applications in Business (CC- 5)

The concerned course aims:

- To spread knowledge about the basic concepts regarding computer
- To help students in gaining knowledge about numbers systems and codes
- To grasp knowledge about intricacies of computer hardware, software and operating system
- To learn about drawing various types of flowcharts in different situations
- To have detailed understanding about management information system
- To learn in practical environment about MS-Excel, MS-Word, Tally
- To have an idea about programming under RDBMS Environment
- To gain practical knowledge on Tally ERP.

Cost Accounting-II (CC-6)

The concerned course aims:

- ❖ To acquire knowledge about different types of costing viz. process costing, job, contract, service costing.
- ❖ To have knowledge about the important method of costing viz. Marginal and absorption costing and learn about its intricacies viz. Cost- Volume-Profit Analysis, Profit / Volume ratio, Break-even analysis, Angle of incidence, margin of safety
- ❖ To enable students to take decisions in different situations in short-term - profitable product mix, Make or buy, operate or shut down.
- ❖ To acquire knowledge about variance analysis.

Financial Accounting-II (CC- 7)

The main objective of this subject is to help students to acquire concept of the financial accounting and to know about the recording transaction of various kinds of business transactions. After completion of this subject students will learn the followings:

- ❖ To acquire knowledge regarding the accounting procedure of dissolution of partnership firm.
- ❖ To learn about accounting system in case of instalment system.
- ❖ To know the basic concept of operating lease and financial lease.
- ❖ To gain knowledge how to prepare departmental accounting and various adjustment relating to departmental accounting.
- ❖ Students will learn about the accounting procedure of branch.
- ❖ They can obtain knowledge regarding royalty accounting and its application.
- ❖ To gain knowledge about the basic concept of company and its accounting process and also know about ESOP.

E-Commerce (SEC- 1)

The main purpose of this paper is to enable the student to become familiar with the techniques for conducting business transactions through electronic way. After completion of this subject students will learn the followings:

- ❖ To know about basic concept of E-Commerce and its characteristics. Also know about importance of E-commerce in present life.
- ❖ To gain knowledge regarding various models of E-commerce.
- ❖ Understanding the needs of security in E-commerce business.
- ❖ Students will able to know about various model and methods of E-payments like debit card, credit card, E-cash, E-cheque.
- ❖ To know about the various risk involve in E-payment system.
- ❖ Obtain knowledge regarding automated ledger posting, automated clearing house.
- ❖ To know the advantages and disadvantages of online transaction.
- ❖ Students will able to know application of E-commerce in various industries.
- ❖ Students can gain knowledge regarding online shopping.
- ❖ Students will able to know about the social commerce.

Principles of Economics (GE-3)

- To understand the concepts of revenue- marginal and average, revenue under conditions of perfect and imperfect competition
- To learn about different modes of elasticity of demand viz. price, income and cross
- To have knowledge about different intricacies of consumer Behaviour- indifference curve analysis ,consumer's equilibrium, price elasticity and price consumption curve, income consumption curve and Engel curve
- To teach students about concepts of production function-short run and long run, Cobb Douglas production function, production isoquants, marginal rate of technical substitution, economic region of production, optimal combination of resources, the expansion path, isoclines, returns to scale using isoquants
- To grasp the knowledge of Cost of Production: Social and private, long run and short run costs of production. Economies and diseconomies of scale and the shape to the long run average cost. Learning curve and economies of scope
- To have knowledge about basics of perfect competition, equilibrium of the firm and the industry in the short and the long run, measurement of producer surplus under perfect competition
- To know about intricacies of monopoly viz. monopoly short run and long run equilibrium, shifts in demand curve, measurement of monopoly power and the rule of thumb for pricing, degrees of price discrimination
- To have knowledge about theories of imperfect competition related to Monopolistic Competition and Oligopoly.

- To know about the concept of GDP, Inflation and measurement of National Income.

Semester IV

Indian Economy (GE – 4)

This course provides knowledge about Indian economy. After completion of this subject students will be able to know the followings:

- ❖ To know the basic concept of economic development and its measurement process.
- ❖ To learn about the national income and fundamental characteristics of Indian economic.
- ❖ To gain knowledge regarding new industrial policy and its impact on overall economy.
- ❖ To know about fiscal policy and budget.
- ❖ Understanding about unemployment and poverty.
- ❖ To study about green revolution and development of Indian agricultural sector.
- ❖ To know about industrial growth and contribution of small scale industries in Indian market.
- ❖ To learn about the role of WTO and balance of payment.

Financial Accounting-III (CC-8)

The course aims:

- To gain knowledge about intricacies of shares and debentures- book building process, basics of redemption, rules of underwriting
- To enable students in preparing final accounts of companies in accordance with new and revised regulations of Companies Act
- To learn about the concepts of valuation of goodwill and shares
- To learn how to account in case of amalgamation of companies and external reconstruction of the companies.
- To help students in preparing financial statements of holding and subsidiary companies as per relevant accounting standards

Marketing Management and Human Resource Management (CC- 9)

The main objective of this paper is to convey students with the several techniques and principles to manage human resource of an organisation. The purpose of this course is to provide basic knowledge of concepts, importance and various technique of marketing. After completion of this subject students will learn the followings:

- ❖ Students will able to know about the basic concept of human resource management and its functions.
- ❖ To know about the difference between HRM and HRD.

- ❖ To learn about the human resource planning.
- ❖ Students will be taught about the basic concept of job description, job analysis and job specification.
- ❖ To learn about the process of recruitment and steps of selection of employee.
- ❖ To gain knowledge regarding placement and inducement and various types of interview.
- ❖ Students may acquire knowledge about methods of training and also learn about the importance of training.
- ❖ Understanding about on the job training and off the job training methods that help employees to improve their efficiencies
- ❖ To know about the difference between training and development.
- ❖ Students will know about the basic concept of marketing management and meaning of marketing mix.
- ❖ To know about the marketing environment and concept of online marketing.
- ❖ Students can gather knowledge about the various factors that influence the consumers buying decision.
- ❖ Students will learn about market segmentation and market positioning.
- ❖ Students may acquire knowledge about product classification and branding of product and labelling of product.
- ❖ To know about product life cycle.
- ❖ Students will able to learn about various pricing strategies and factors influencing product pricing.
- ❖ Students can gather knowledge regarding distribution channel of product and its importance.
- ❖ To know about the middle man and its important function.
- ❖ Students will able to know about the product promotion system and they can gather knowledge regarding advertisement, personal selling, sales promotion and public relationship.

Entrepreneurship (SEC – 2)

The main aim of this paper is to orient the students toward entrepreneurship as creative thinking. After completion of this subject students will learn about the followings:

- ❖ To know about the basic concept of entrepreneurship and its importance.
- ❖ To learn about the role of entrepreneurs to economic development.
- ❖ Understanding about family business and their contribution in Indian economy.
- ❖ Students may gather knowledge regarding MSME and its importance in society from various angles.
- ❖ To know about role of women entrepreneur and self help group in India.
- ❖ To know about role of various institutions like NEDB, NIESBUD, EDII, MSME-DI, DIC, DO-MSME, SFC, Commercial Banks, Cooperative Banks, Regional Rural Banks.
- ❖ Students may learn how anyone makes a business plan its design. Also know about the preparation of business report.
- ❖ To gain knowledge regarding the mobilisation of resources and its proper utilisation.

- ❖ To know how to contract with various stakeholders like suppliers, vendors, customers, bankers etc.
- ❖ Students may know about various problem of start up business.

Corporate Laws (CC-10)

- ❖ Students will know the basic concept of company law and its characteristics and types and also know the steps of formation of company.
- ❖ Understanding the concepts of Memorandum of Association and Article of Association and its content. They also know about issue of prospect. Besides this concept they will learn about GDR, forfeiture and reissue of share.
- ❖ Students can gain knowledge regarding various types of directors of company.
- ❖ Students will learn about the procedure of meeting and its quorum.
- ❖ To learn about the provision relating to payment of dividend and various books maintain by a company.
- ❖ To know about various rules and regulation of audit and various provisions related to audit.
- ❖ Students will able to know the concept of insider trading.

Semester- V

Income Tax Law and Practice (CC-11)

Most of the individuals want to know about tax that may be direct or indirect tax. Government impose some tax on rich persons and some tax on every person in a country. From this subject students can know so many concepts regarding direct tax are as follows:

- ❖ Discuss some basic concept of tax and students will know some definition like previous year, assessment year, assessee, persons, gross total income, agricultural income, heads of income etc. as per income Tax Act 1961.
- ❖ Students will acquire knowledge regarding the primary and secondary condition of residential status. Also know about incidence of tax.
- ❖ Students will gain some knowledge about some income that is exempted from tax, i.e, income that is not taxable under any heads that are free from tax.
- ❖ Students will learn the procedure of calculation of taxable income from various head like income from salary, income from house property, profit and gain from business and profession.

Auditing (CC-12)

The concerned course aims:

- To acquire knowledge about basic principles and techniques of auditing ,advantages and limitations of auditing

- To have the concept of audit planning, internal check, internal audit, vouching and verification of assets and liabilities
- To teach students about basics of corporate audit- qualifications and disqualifications of auditor, removal of auditor, divisible profit and dividends, provisions and reserves and other elements as per the new Act
- To learn about intricacies of auditors' report, cash flow statement reporting
- To gain knowledge about audit of different types of institutions be it bank, educational institutions, local authorities
- To learn students about different types of audit viz. cost, management, tax, social, environmental, energy audits
- To make students aware of concept of auditing with aid of computers
- To teach students how to differentiate between investigation and auditing, basics of investigation

Management Accounting (DSE-1)

- To know about basics of management accounting- its objectives, scope, functions, advantages, limitations, differences among other branches of accounting, role of management accountant
- To understand different accounting ratios relevant from the viewpoint of liquidity, profitability, solvency, managerial efficiency, capital structure
- To help students in calculating different important accounting ratios used in analysing liquidity, solvency, profitability, managerial efficiency, capital structure and its interpretation
- To enable students to prepare financial statements and statements of proprietors' fund from ratios learnt in this subject
- To prepare Cash Flow Statement as per the relevant accounting standard
- To have the concept of budgetary control and learn about different types of budgets and its preparation.

Fundamentals of Banking and Insurance (DSE-1 OR)

- To learn about basic elements of banking and structure of Indian banking system
- To understand different principles of bank lending viz. sound lending, profitability, liquidity, safety of funds, risk spread
- To know about different fund facilities viz. fund or non-fund and intricacies of crossing and endorsement
- To gain knowledge about types, different tools and techniques of internet banking viz. digital cash, e- money ,smart card, NEFT, RTGS,ECS
- To make students understand the concept of risk, principles of utmost good faith, proximate cause, subrogation and contribution

- To enable students know about types of insurance, role of IRADAI in insurance sector, recent reforms in insurance environment

Indian Financial System (DSE-2)

- To give an overview of financial system and its components- financial markets, financial institutions, financial intermediaries
- To teach students about commercial banking and its role in the finance world along with the role of Development Financial Institutions (DFIs) in Indian economy
- To gain knowledge about basic role of mutual funds in capital market development and non- banking financial companies(NBFCs)
- To give an overview of the various financial services viz. merchant banking in pre and post issue management, underwriting, factoring and forfeiting services
- To learn about details of housing finance and venture capital finance

Advertising (DSE-2 OR)

- To teach students about the importance of advertising, types and methods of such
- To grasp knowledge about various types of media, their merits and demerits, media choice depending on different factors, media scheduling and advertising via media
- To be well versed with role, types and selection of advertising agency
- To have an in-depth knowledge on the development of message to spread through advertising via different media
- To be aware of the various aspects of advertising viz. social, legal, ethical relevant in India

Semester- VI

Fundamentals of Financial Management (CC-13)

- To acquire knowledge about the basics of financial management -its technique, scope and importance of time value of money
- To learn the importance and measurement of cost of capital and different theories of capital structure viz. Net Income, Net Operating Income, MM Hypothesis
- To teach students about different types of leverages and trading on equity
- To make students understand about importance of capital budgeting decisions and related appraisal methods viz. Payback period, accounting rate of return, internal rate of return, net present value, profitability index and the basics of capital rationing
- To give a holistic knowledge about working capital management-its importance, types, determinants, measurement and strategies of financing current assets
- To acquire knowledge about dividend classification, dividend policies, its determinants
- To have a thorough knowledge about dividend theories- Walter's Model, Gordon's Model, Modigliani and Miller Irrelevance Theory

Taxation:II(CC-14)

The concerned course aims:

- Deduction from gross total income, students can obtain knowledge regarding various types of deduction as per Income Tax Act 1961, sec 80C to 80U. These deductions will get when we calculate total income from gross total income.
- Students will know about relief as per sec 87A, also know the eligibility criteria of relief and maximum amount of relief.
- Students can obtain the knowledge of return of income and due date of the submission of income.
- Students will acquire knowledge regarding tax planning. How an individual can minimise his tax liability by proper planning can be learnt.
- To have knowledge about the evolution of Indirect taxes, intricacies of GST viz. constitutional framework, structure, council, network, State Compensation Mechanism, Registration, Small Supplies and Composition Scheme
- To have the concept of taxable event, supply of Goods and Services, Classification of such, the concept of composite and Mixed Supplies and the basics of Place of Supply, exempted items from GST
- To know the norms for time and valuation of supply with regards to GST
- To teach students the details of input tax credit and GST payment
- To understand the basic concepts of Customs Law, types of custom duties viz. basic, Countervailing & Anti- Dumping Duty, Safeguard Duty
- To learn computation of Customs Duties (except valuation) and Import and Export Procedure.

Fundamentals of Investment (DSE-3)

- To have the basic knowledge of investment environment viz. Its characteristics and objectives, different types – Commodities, Real Estate and Financial Assets
- To learn about investment decision process, Indian securities market, Market participants and trading of securities, Security market indices, Sources of financial information
- To acquire knowledge about Fixed Income Securities- estimation of such after consideration of yields and risks
- To teach students about different approaches to equity analysis viz. Fundamental and technical and the basic concept of Dow theory, Price charts, Chart patterns, Dividend capitalization models of equity valuation
- To have the basic concept of return and risk, Portfolio and Diversification (Markowitz), Portfolio Risk and Return (2-securities)
- To know about different financial derivatives viz. forwards, futures, options and swaps
- To grasp knowledge about investors' protection and its related rules and regulations

Business Tax Procedures and Management (DSE-3 OR)

The course aims to teach students about:

- Concept and computation of Advance payment of tax, Tax deduction/collection at source,
- Types of returns, certificates;
- Computation of Interest payable by Assessee/Government and the concept of collection and recovery of tax.
- Different intricacies of assessment, re-assessment, rectification of mistakes; appeals and revisions.
- Details of Tax administration, Penalties and prosecutions, Search and seizure.
- Rules related to general anti-avoidance, tax clearance certificate.
- Basic concept of Securities transaction tax
- ICT and Tax System, TAN (Tax Deduction and Collection Account Number), TIN (Tax Information Network),
- Workable knowledge about e-TDS/e-TCS in today's dynamic business environment

International Business (DSE-4)

The course helps students in knowing:

- Globalization and its importance in world economy and also its impact , Modes of entry into international business
- Classical Theories of International Trade viz. Absolute Cost Advantage, Relative Cost Advantage and Hecksher-Ohlin theory
- Commercial Policy Instruments viz. tariff and quota
- Difference in Impact on trade, types of tariff and non tariff barriers
- Balance of payment account and its components
- WTO – Its objectives, principles, organizational structure and functioning
- UNCTAD, Commodity and other trading agreements (OPEC), International financial system and institutions (IMF and World Bank – Objectives and Functions) ,Regional Economic Co-operation (ASEAN and SAARC)
- Different developments and issues in International Business viz. Outsourcing
- Foreign Trade Promotion Measures and Organizations in India
- Special economic zones (SEZs) and export oriented units (EOUs)
- Measures for promoting foreign investments into and from India
- Indian joint ventures and acquisitions abroad



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