

AC- 26/07/2019
ItemNo.- 4.19

UNIVERSITY OF MUMBAI



Revised Syllabus for the F.Y.B.A. (Sem I)

Microeconomics – I

Course: Economics

(As Per Choice Based Credit System with effect from the academic
year 2019-20)

F.Y.B.A.
Subject: Economics
Microeconomics – I
Semester – I

(Academic Year: 2019 - 20)

Preamble: This course is designed to expose the students to the basic principles of microeconomic theory. The emphasis will be on the development of analytical thinking with the help of statistical tools among the students and develop the skill of application of microeconomics concepts to analyze the real life situations.

Module - I: Introduction to Microeconomics (12 Lectures)

Microeconomics: Meaning, Scope, Nature, Importance and Limitations; Basic Economic Problems; Role of Price Mechanism in a Market Economy; Positive Economics and Normative Economics; Concepts of Equation, Functions, Graphs, Diagrams, Line, Slope and Intercept

Module - II: Ten Principles of Economics (12 Lectures)

Trade-Off Faced by the Individuals; Significance of Opportunity Cost in Decision Making; Thinking at the Margin; Responses to incentives; Benefits from Exchange; Organization of Economic Activities through Markets and its Benefits; Role of Government in improving Market Outcomes; Dependence of Standard of Living on Production; Growth in Quantity of Money; Inflation and Unemployment Trade Off

Module - III: Markets, Demand and Supply (12 Lectures)

What is a Market; What is Competition; Demand Curves: Market Demand versus Individual Demand, Movements along the Demand Curve, Shifts in the Demand Curve; Supply Curves: Market Supply and Individual Supply, Shifts in Supply Curve; Market Equilibrium- Three Steps to Analyze Changes in Equilibrium; Price Elasticity of Demand, Methods of Measuring Price Elasticity of Demand – Total Outlay Method, Percentage Method and Point Method; Concepts of Income Elasticity of Demand, Cross Elasticity of Demand and Promotional Elasticity of Demand

Module IV: Consumer's Behavior (12 Lectures)

Introduction to Cardinal and Ordinal Approaches; Indifference Curve Analysis - Properties of Indifference Curves, Budget Line, and Consumer's Equilibrium; Income, Price and Substitution Effect; Derivation of Demand Curve; Consumer's Surplus: Strong Ordering and Weak Ordering

Reference

1. N. Gregory Mankiw, (2015), "Principles of Microeconomics" 7th edition- Cengage Learning.
2. Sen Arindya, (2007), "Microeconomics Theory and Applications" Oxford University press, New Delhi.
3. Salvator D, (2003) "Microeconomics Theory and Applications" Oxford University press, New Delhi.
4. M.L.Jhingan, (2006) "Microeconomics Theory", 5th edition Vrinda Publication (P) Ltd.
5. H.L.Ahuja, (2016) "Advance Economics Theory" S.Chand & Company Ltd.
6. Paul Samuelson and W. Nordhaus, (2009): Economics, 19th Edition McGrawHill Publications.

UNIVERSITY OF MUMBAI



Revised Syllabus for the F.Y.B.A. (Sem II)

Microeconomics – II

Course: Economics

(As Per Choice Based Credit System with effect from the
academic year 2019-20)

F.Y.B.A.
Subject: Economics
Microeconomics – II
Semester – II

(Academic Year: 2019 - 20)

Preamble:

As a logical sequence to Microeconomics Paper I, this paper is aimed at giving supply side knowledge of Economics to the learner which will enhance their knowledge about aspects of production, cost and revenue analysis, theories of distribution and understanding about the market structure.

Module I: Production Analysis (12 Lectures)

Production Function: Concept And Types; Concepts of Total, Average and Marginal Product; Law of Variable Proportion and Returns to Scale, Isoquant and Producer's Equilibrium

Module II: Cost & Revenue Analysis (12 lectures)

Concepts of Costs: Money and Real Cost, Social Cost, Private Cost, Explicit and Implicit Cost, Opportunity Cost; Relationship between Average, Marginal and Total Cost; Derivation of Short Run and Long Run Cost Curves; Concepts of Revenue: Types and Interrelationship

Module III: Factor Pricing (12 lectures)

Marginal Productivity Theory of Distribution; Rent: Ricardian Theory of Rent, Modern Theory of Rent, Quasi Rent; Wages: Modern Theory of Wages; Collective Bargaining; Supply Curve of Labour; Interest: Classical Theory of Interest, Loanable Funds Theory of Interest; Profit: Risk and Uncertainty Theory, Innovation Theory

Module IV: Equilibrium in Different Market Structure (12 Lectures)

Concept Of Equilibrium: TR - TC And MR - MC Approach; Features of Perfect Competition; Monopoly and Monopolistic Competition, Short Run and Long Run Equilibrium of Firm and Industry under each Market Condition; Selling Cost and Wastages under Monopolistic Competition

Note: we may include case studies and numerical examples for modules 1, 2 and 4 from examination point of view.

Reference

1. A. Koutsoyainnis, (2015), Modern Microeconomics, 2nd edition, Palgrave Macmillan.
2. Paul Samuelson and W. Nordhaus, (2009), Economics, 19th edition: Economics, McGrawHill Publications.
3. Mankiw M.G (2015), Principles of Micro economics 7th edition- Cengage Learning.
4. Anindya Sen, (2006), Microeconomics, OUP India Publisher.
5. M.L.Jhingra, (2006), "Microeconomics Theory", 5th edition, Vrinda Publication (P) Ltd.
6. H.L.Ahuja, (2016), "Advance Economics Theory" S.Chand & Company Ltd.

UNIVERSITY OF MUMBAI



Revised Syllabus for the S.Y.B.A. (Sem III)
Paper III
Macro Economics – I
Course: Economics

(As Per Choice Based Credit System with effect from the
academic year 2020-21)

Macro Economics - I

S.Y.B.A. Semester - III Paper III
(Academic Year: 2020 - 21)

Preamble: This course is designed to provide an introduction to the students about the basic building blocks of Macro Economics which will serve as a foundation throughout their career.

Module - I: Introduction to Macro Economics and National Income (12 Lectures)
Introduction; Meaning and Scope of Macro Economics; Concepts of National Income: GNP, NNP, NDP, Per Capita Income, Personal Income and Disposal Income; Methods and Difficulties in Measurement of National Income; Circular Flow of National Income: Closed Economy (Two and Three Sector) and Open Economy Models (Four Sector Model)

Module - II: Consumption and Investment (12 Lectures)
Consumption and Investment; Says Law of Market; Theory of Effective Demand; Consumption Function; Investment Function; Marginal Efficiency of Capital and Rate of Interest- Investment Multiplier

Module - III: Supply of Money and Demand for Money (12 Lectures)
Supply of Money; Determinants of Money Supply; Velocity of Circulation of Money; RBI's Approach to Measurement of Money Supply; Demand for Money: Classical, Keynesian and Friedman's Approaches

Module - IV: Banking (12 Lectures)
Banking: Commercial Bank, Functions of Commercial Banks, Multiple Credit Creation, Balance Sheet of Commercial Bank; Development in Commercial Banking Sector Since 1990-91; Central Bank: Functions of Central Bank - Traditional, Developmental, Promotional

Reference

- 1) N. Gregory Mankiw, (2015), Principle of Macroeconomics, 7th edition, Cengage Learning.
- 2) Abel A. B. B. S. Beranake and D. Croushore (2011), Macroeconomics, Pearson, New Delhi.
- 3) Ahuja H. L., (2008), Macroeconomics theory and Policy, S. Chand and company Ltd. New Delhi.
- 4) Dwivedi D.N., (2007), Macroeconomics theory and Policy, TATA Mcgraw - Hill Publication company Ltd. Delhi.
- 5) Dornbusch Rudiger, Fischer, Stanley and Startz, (2017) (Indian Edition), Macroeconomics Delhi: Mcgraw Hill Publication.
- 6) Paul Samuelson and William Nordhaus, (2010), Economics, Mcgraw Hill Publication.

UNIVERSITY OF MUMBAI



Revised Syllabus for the S.Y.B.A. (Sem III)
Paper IV

Public Finance

Course: Economics

(As Per Choice Based Credit System with effect from the
academic year 2020-21)

SYBA - SEMESTER III
Economics – Paper IV
Public Finance

Preamble

Public Finance is the study of government policy from the point of economic efficiency and equity. The role and functions of the government have been changing throughout time. The existence of externalities, acceleration of economic growth, raising the level of employment, the need and concern for adjustment in the distribution of income and wealth etc. require the use of package of policies which require tax systems, expenditure programmes, rising of debt, issues of deficit etc. This paper deals with basic concepts which explain the need for government intervention. It exposes the student to public budget through issues of taxation, expenditure, debt and concepts of deficit. The last Unit is related to topics concerning Indian Public Finance.

Unit – I Introduction (12 Lectures)

Meaning and Scope of Public Finance; Public Finance versus Private Finance; Market Failure: Public Goods and Private Goods, Externalities, Efficiency versus Equity; Principles of Sound Finance and Functional Finance; Allocation, Distribution, Stabilisation and Growth Functions of the Government

Unit - II Fiscal Policy: Budget and Taxation (12 Lectures)

Dalton's and Musgrave Versions of the Law of Maximum Social Advantage; Role of Government in a Modern Economy; Types of Public Budget; Structure of Public Budget; Role of Taxation; Merits and Demerits of Direct and Indirect Tax Policy; Features of Good Tax System; Concept of Impact, Incidence and Shifting of Taxation; Elasticity and Determination of Tax Burden

Unit III Fiscal Policy: Public Expenditure and Debt (12 Lectures)

Canons of Public Expenditure; Classification of Public Expenditure; Wagner's Law of Public Expenditure; Public Expenditure as an Instrument of Fiscal Policy; Meaning and Types of Public Debt; Burden of Public Debt; Principles of Public Debt Management; Concepts of Deficits

Unit IV Indian Public Finance (12 Lectures)

Budget of The Government of India (Previous Financial Year); Sources of Public Receipts (Tax And Non-Tax, Introduction To GST); Components of Public Expenditure; Sources of Public Borrowing and Debt Liabilities; Deficits; Appraisal of FRBM Act 2004; Fiscal Federalism: Fourteenth Finance Commission Recommendations

References:

1. J. Hindriks, G. Myles, (2006), Intermediate Public Economics, MIT Press.
2. Harvey Rosen, (2005), Public Finance, Seventh Edition, McGraw Hill Publications.

3. KaushikBasu and Maertens (ed), (2013), The New Oxford Companion to Economics in India, Oxford University Press.
4. Sury M.M., (1990), Government Budgeting in India, Commonwealth Publishers.
5. Bhatia H.L., (2012), Public Finance, Vikas Publications.
6. Report of the Fourteenth Finance Commission, Government of India.

UNIVERSITY OF MUMBAI



Revised Syllabus for the S.Y.B.A. (Sem IV)
Paper V

Macro Economics – II

Course: Economics

(As Per Choice Based Credit System with effect from the academic
year 2020-21)

Macro Economics - II

S.Y.B.A. Semester – IV Paper V
(Academic Year: 2020 - 21)

Preamble: This course is designed to make students aware of macroeconomic terminologies and make them familiar with macroeconomic terms and concepts in order to understand economics at aggregate level. It also aims to make the students aware about recent developments in macroeconomic literature.

Module - I: Inflation (12 Lectures)
The Economics of Depression, Hyper Inflation; Inflation: Features and Causes, Demand Pull Inflation and Cost Push Inflation, Effects of Inflation; Nature of Inflation in Developing Economy; Phillips Curve; Stagflation: Meaning, Causes and Consequences

Module - II: Economic Policy (12 Lectures)
Monetary Policy: Objectives, Instruments, Limitations, Role of Monetary Policy in Developing Economies; Fiscal Policy - Objectives, Instruments, Limitations and Role of Fiscal Policy in Developing Economies

Module - III: Post Keynesian Economics (12 Lectures)
The IS-LM Model of Integration of Commodity and Money Market; IS Curve: Derivation of IS Curve, Shift in IS Curve, Equilibrium in Goods Market; LM Curve: Derivation of LM Curve, Shift in LM Curve, Equilibrium in Money Market; Simultaneous Equilibrium in Goods and Money Market

Module - IV: External Sector (12 Lectures)
Balance of Payment: Structure, Disequilibrium in Balance of Payment, Types, Causes and Measures to Correct Balance of Payment Disequilibrium; Foreign Exchange Market: Determination of Exchange Rate: Fixed and Flexible Exchange Rate; Spot and Forward Exchange Rate; Exchange Rate Policy

Reference

- 1 Richard Froyan, (2012), Macroeconomics: Theories and policies, Pearson Education
- 2 Eroll D'Souza, (2008), Macroeconomics, Pearson Education.
- 3 Suman Kalyan Chakravarty, (2010), Macroeconomics, Himalaya Publishing House.
- 4 N. Gregory Mankiw, (2015), Principle of Macroeconomics Cengage Learning.
- 5 Francis Cherunilam, (1999), International Economics, Tata McGraw-Hill.
- 6 Bo Soderstein, (1994), International Economics, Palgrave Macmillan.

AC- 26/07/2019
Item No.- 4.28

UNIVERSITY OF MUMBAI



Revised Syllabus for the S.Y.B.A. (Sem IV)
Paper VI

Indian Economy

Course: Economics

(As Per Choice Based Credit System with effect from the
academic year 2020-21)

Economics
S.Y.B.A. Semester IV
Paper VI
Indian Economy

Preamble

This paper deals with the nature and sector wise composition of Indian economy. The learners shall be able to understand the problems and prospects of Indian Economy. The content has also intended to orient the learners about the recent developments in the economy.

Module- I: Introduction (12 Lectures)

Trends in India's National Income and PCI Since 1990; Structural Changes In Indian Economy; Brief Overview of the Employment Generation and Poverty Alleviation Programmes; Regional Inequalities; Measures to Reduce Regional Inequalities in India

Module- II: Agricultural Sector (12 Lectures)

Role of Agriculture in Economic Development; Causes of Low Productivity; Agricultural Inputs; Agricultural Price Policy: Recent Minimum Support Price Policy; Income Support for Farmers; Sources of Agricultural Finance; Micro Finance; NABARD: Role and Function; Agricultural Marketing: Structure and Problems; National Policy for Farmers, 2007; Organic Farming Policy; Food Security in India

Module-III: Industrial Sector (12 Lectures)

Infrastructure for Industrial Development; Industrial Policies in India; Industrial Policy of 1991; Micro, Small and Medium Enterprises (MSMEs): Classification, Role and Policy Measures; Growth of Large Scale Industries and Economic Development; Recent Policies and Programs for Industrial Development: Start Up India, Make in India, Skill India; Role and Trends of FDI in Industrial Sector Development

Module-IV: Service Sector (12 Lectures)

Role of Service Sector in Indian Economy; Growth and Performance of Healthcare; Performance of Trade and Tourism, Information Technology and IT - Enabled Services; Research and Development Services With Reference to Education and Skill Development in Employment Generation in India; Performance of Service Sector during XIIth Five Year Plan

Reference

- 1) Ashwini Mahajan, Gaurav Datt, (2018) 'Indian Economy', S. Chand and Company, New Delhi.
- 2) Brahmananda, P.R. and V.R. Panchmukhi (Eds.), (2001), 'Development Experience in the Indian Economy: Inter-State Perspectives', Bookwell, New Delhi.
- 3) Datt, Ruddra and K.P.M, Sundaram, (2017), 'Indian Economy', S. Chand & Company Ltd, New Delhi.
- 4) Misra, S. K. and V. K. Puri, (2018) 'Indian Economy', Himalaya Publishing House, Mumbai.

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- 5) Gaurav Datt and Ashwani Mahajan, (2016) 'Indian Economy', S Chand Publishing House, New Delhi.
 - 6) Uma Kapila, (2018), ' Indian Economy: Performance and Policies, 2018-19', Academic Foundation, New Delhi.

AC

Item No.

University of Mumbai

University of Mumbai



Revised Syllabus

Sem. V & Sem. VI

Program: B. A.

Course: Economics

(As per the Credit Based Semester and Grading System with
effect from the academic year 2021-2022)

COURSE STRUCTURE
(APPLICABLE FROM ACADEMIC YEAR: 2021-22)
TYBA (SEMESTER –V)

COURSE CODE		REVISED PAPER	CREDIT	MARKS
GROUP-I : CORE PAPERS				
ECOAME501	VII	ADVANCED MICROECONOMICS – III	4	100
ECOGAD502	VIII	ECONOMICS OF GROWTH AND DEVELOPMENT	4	100
GROUP-II : ELECTIVE PAPERS				
ECOIFSA503	IX	INDIAN FINANIAL SYSTEM-I	3	80
OR				
ECOACB503	IX	ECONOMICS OF AGRICULTURE AND CO - OPERATION – I	3	80
OR				
ECOILC503	IX	INDUSTRIAL AND LABOUR ECONOMICS – I	3	80
ECORMA504	X	RESEARCH METHODOLOGY - I	4	100
OR				
ECOQEB504	X	QUANTITATIVE ECONOMICS - I	4	100
OR				
ECOESSIC504	X	ENTREPRENEURSHIP & SMALL SCALE INDUSTRIES	4	100
ECOEEA505	XI	ENVIRONMENTAL ECONOMICS -I	4	100
OR				
ECOEIB505	XI	ECONOMICS OF INSURANCE - I	4	100
OR				
ECOMEAC505	XI	MATHEMATICS FOR ECONOMIC ANALYSIS - I	4	100
ECOEMA506	XII	ECONOMY OF MAHARASHTRA -I	3	80
OR				
ECOHETB506	XII	HISTORY OF ECONOMIC THOUGHTS – I	3	80
OR				
ECOIBFC506	XII	INTERNATIONAL BANKING AND FINANCE – I	3	80

TYBA ECONOMICS (SEMESTER-V)

COURSE CODE	GROUP-I : CORE PAPER PAPER NO -VII	CREDIT	MARKS
ECOAME501	ADVANCED MICROECONOMICS - III	4	100

Course Objectives

The course is designed to provide sound understanding in micro economic theory. Since students have been taught perfect competition, this course focuses on three main pillars of microeconomics such as imperfect competition, welfare economics and information economics.

Course Outcomes

- Enables students will get knowledge on new market structure, imperfect competition.
- Provides understanding on the welfare economics and economics of information.

Module 1: General Equilibrium and Welfare Economics

(12 Lectures)

Concept of General Equilibrium and Walrasian General Equilibrium Model - Pareto Optimality – The Pareto Optimality Condition of Social Welfare - Marginal Conditions for Pareto Optimal Resource Allocation - Perfect Competition and Pareto Optimality - Arrow's Impossibility Theorem

Module 2: Market Structure: Monopoly and Monopolistic Competition

(14 Lectures)

Concept of Monopoly - Measurement of Monopoly Power - Price Discrimination: Types and Classification of Price Discrimination (Degrees of Price Discrimination) - Equilibrium under discriminating Monopoly - Regulation of Monopoly Market Product Differentiation in Monopolistic Competition - Chamberlin's Alternative approach- Equilibrium under Monopolistic Competition - Excess Capacity

Module 3: Oligopoly

(12 Lectures)

The Cournot Model - Meaning and Characteristics of Oligopoly Market - Rigid Prices - The Sweezy Model of Kinked Demand Curve - Collusive Oligopoly - Cartel: Centralised and Market Sharing Cartel - Imperfect Collusion- Price Leadership Models, Game Theory - Prisoner's Dilemma, Nash Equilibrium and Dominant Strategy Equilibrium

Module 4: Information Economics

(12 Lectures)

Economics of Search and Search Cost - The Theory of Asymmetric Information-The Market for Lemons and Adverse Selection - Risk Preference and Expected Utility - The Problem of Moral Hazard - Market Signaling - Principal-Agent Problem

References:

1. Jhingan MLL. (2012), Advanced Economic Theory, Vrinda Publications, Delhi.
2. Mankiw N. Gregory (2015), Principles of Microeconomics, Cengage Learning.
3. Mansfield, Edwin (1985), Micro-economics: Theory & Applications, 5th edition, W.W. Norton & Company, New York.
4. Patil K. A (Second edition, 2011, Marathi), Advanced Economic Theory-Micro Analysis, Shri Mangesh Prakashan, Nagpur.
5. Salvatore D. (2006), Microeconomics: Theory and Applications, Oxford University Press, New Delhi.
6. Varian Hal R. (8 Edition 2010) Intermediate Microeconomics A Modern Approach, East-West Press, New Delhi

TYBA ECONOMICS (SEMESTER-V)

COURSE CODE	GROUP-I : CORE PAPER PAPER NO - VIII	CREDIT	MARKS
ECOGAD502	ECONOMICS OF GROWTH AND DEVELOPMENT	4	100

Course Objectives

This paper introduces the concepts, theories, process and policies regarding growth and development. The meaning of the development as it has evolved over the years is clarified. The contemporary as well as classical theories of growth, development, and underdevelopment are considered in detail. Theories and issues related to population, poverty, inequality and human capital are considered. Urban and rural aspects of the development process studied. Importance of technology, infrastructure and planning in development process are considered. The approach has been to cover all important areas of development economics.

Course Outcomes

- Enable students to apply and analyse issues in the development process.
- Students will be able to identify the issues related to Growth and Development
- Students will be able to understand the policy options and analyzed the Measures taken for the Development of an economy.

Module 1: Meaning of Economic Growth and Development

(12 Lectures)

Concepts of Economic Growth and Development-Distinction between Economic Growth and Development- Concept of Human Development- H.D.I, G.D.I, Green GDP- Sen's Capability approach- Millennium Development Goals (MDGs)- Initiative by Indian government towards MDGs.

Module 2: Theories of Economic Development

(12 Lectures)

Rostow's stages of growth; Big Push Theory- Leibenstein's Critical Minimum Effort Thesis - Harrod - Domar Growth Model- Lewis Model of unlimited supply of labour - Ragner Nurkse's Theory of Disguised Unemployment- Schumpeter's Theory of Development

Module 3: Structural Issues in Development Process

(12 Lectures)

Concept of Human Capital- Role of Education, Health and nutrition in Human Capital - Meaning and Measurement of Poverty and Inequality- Measures to eradicate poverty and Inequality - Meaning of Inclusive growth - SHG and Microfinance- Migration – Urbanization- Formal and Informal Sector- Urban Informal Sector

Module 4: Planning, Technology and Economic Development

(12 Lectures)

Concept and Role of infrastructure in Economic Development- Role of technology in Economic Development- Labour intensive versus Capital intensive technology- Schumacher's concepts of intermediate and appropriate technology- Green Technology- Meaning and Types of Economic Planning- Role of Planning in Economic Development

References:

1. Boldwin, Economic Development: Theory, History and Policy, Willy Publishers, 1957.
2. Mamoria, Joshi, Principles and practice of marketing in India, Kitab Mahal, 1979.
3. Meier, Gerald M. and James E. Rauch. Leading Issues in Economic Development, New Delhi: Oxford Univ. Press, 2006.
4. Thirlwall, A.P. Growth and Development 8e. New York: Palgrave MacMillan, 2005. 7
5. Todaro, Michael P. and Stephen C. Smith. Economic Development, 8e. Delhi: Pearson Education, 2003.
6. V.K. Puri and S.K. Mishra, Indian Economy, Himalaya Publishing House, 2019

TYBA ECONOMICS (SEMESTER-V)

COURSE CODE	GROUP-II : ELECTIVE PAPER PAPER NO – IX	CREDIT	MARKS
ECOILC503	INDUSTRIAL AND LABOUR ECONOMICS-I	3	80

Course Objectives

There has been a paradigm shift in the structure of the Indian industrial sector and the policies governing it ever since the new era of globalization and liberalization has ushered in. This paper intends to equip the students with the knowledge about the fundamentals of Industrial Economics and also the latest policies relating to the Indian industry.

Course Outcomes

- Learners will study the different contemporary issues of industrial sector.
- Learners will know the problems of industries.
- Learners will get the idea about productivity.
- Learners will get with new Policies and its impact on industries.

Module 1: Introduction

(12 Lectures)

Meaning and Scope of Industrial Economics- Industrial Profile- Private sector- Performance and Problems - Cooperatives sector and its role, merits and demerits- Public Sector – Role - Performance and Problems -Role of agriculture in Industrial development, Industrial Combinations - Motives for Mergers and Acquisitions.

Module 2: Industrial Location and Problem of Regional Imbalance

(12 Lectures)

Determinants of Industrial Location, Theories of Industrial Location - Weber's and Sargent Florence's Theories, Dispersal and Decentralization of Industries, Problem of Regional Imbalance.

Module 3: Industrial Productivity and Industrial Sickness

(12 Lectures)

Concept and Measurement of Industrial Productivity- Factors Affecting Industrial Productivity-Industrial Sickness - Causes, Effects and Remedial Measures - Rationalisation - Concept, Aspects and Impact.

Module 4: Industrial Development in India

(12 Lectures)

New Industrial Policy, 1991; Disinvestment Policy; Small Scale Industries and Rural Industrialization; National Manufacturing Policy, 2011 - Recent Trends in India's Industrial Growth- Role of MNCs in the Indian Economy - Merits and Demerits, Industrial Finance in India.

References:

1. Barthwal R.R. (2007), Industrial Economics, New Age International Publishers, New Delhi.
2. D. Agrawal A.N. (2011), Indian Economy, New Age International Publishers, New Delhi.
3. Datt R. and Sundaram K.P.M. (2009), Indian Economy, S.Chand & Co., New Delhi.
4. Kuchhal S.C. (1980), Industrial Economy of India, Chaitanya Publishing House, Allahabad.
5. Mishra S.K. and Puri V.K.(2008), Indian Economy, Himalaya Publishing House, Mumbai.
6. Ranjana Seth, Industrial Economics (2010), Ane Books Pvt. Ltd., New Delhi.

TYBA ECONOMICS (SEMESTER-V)

COURSE CODE	GROUP-II : ELECTIVE PAPER PAPER NO – X	CREDIT	MARKS
ECOESSIC504	ENTREPRENEURSHIP & SMALL SCALE INDUSTRIES	4	100

Course Objectives

This paper is designed with the aim of encouraging students to foresee themselves as potential entrepreneurs. The paper includes within the scope for case studies, Interviews of Entrepreneurs, Preparation of project report, group discussion, survey etc.

Course outcomes

- Nurture the qualities of successful entrepreneurship
- Provides them knowledge about various processes to register for small scale industries which results in successful maintenances of such industries

Module 1: Entrepreneurship**(12 Lectures)**

Concept of an entrepreneur and entrepreneurship, qualities of the successful entrepreneurs- role and functions of entrepreneurs in economic development- factors influencing entrepreneurship- Challenges before women entrepreneurship.

Module 2: Starting a new venture**(12 Lectures)**

Project identification - selection and formulation, Registration of small scale industries - project report - Sources of finance for a business - Export documents and trends of small enterprises- major constraints in export performance.

Module 3: Small scale industries**(12 Lectures)**

Meaning and scope of small scale industries, importance of small scale industries, problem faced by small scale industries, SWOT analysis for small scale industries, forms of business organizations: Sole proprietorship – Features, advantages & disadvantages. Partnership - Features, advantages & disadvantages. Joint stock Company – Features, advantages & disadvantages. Co-operative – Features, advantages & disadvantages.

Module 4: Management and incentives for small scale industries**(12 Lectures)**

Fundamentals of management: productions and operations management- working capital management, marketing management - Human resource management- Total quality management - Management information system- Incentives to small scale industries.

References:

1. Barra G.S, Dangwal R.C. Entrepreneurship and Small Scale Industries New Potentials – Deep & Publications 1999
2. Desai Vasant, Dynamics of Entrepreneurial Development and Management, Himalaya Publication
3. Khanka C.S., Entrepreneurial Development. S. Chand and Company
4. Khushpat S. Jain House Export Import Procedures and Documentation' Himalaya Publishing House
5. Murthy C.S.V. Small Industries & Entrepreneurship Development, Himalaya Publication
6. Singh P.N. and Saboo J.C., Entrepreneurship Management, P.N.Singh Centre

TYBA ECONOMICS (SEMESTER-V)

COURSE CODE	GROUP-II : ELECTIVE PAPER PAPER NO – XI	CREDIT	MARKS
ECOEEA505	ENVIRONMENTAL ECONOMICS - I	4	100

Course Objectives

This course introduces the learner to the basic concepts, economic instruments and policy options in managing the environment. The impact of development on environment is suitably addressed under the rubric of sustainable development. Economic implications of environmental policy and valuation of environmental quality are important areas of concern to be covered. The students are sensitized to the role of human decisions in affecting the environmental quality and managing global environmental issues. The causes, effects and measures to control different types of pollution are impressed upon. The environmental accounting practices, policies, impact and risk analysis focusses on India.

Course Outcomes

- On the completion of this course, the student will have a good understanding of contemporary environmental issues and their relation to economic development.
- The learner will be equipped to understand the methodologies and tools of valuing the environment.
- In the light of international environmental agreements, the learners will be able to understand the global approaches and policies adopted by India to deal with the environmental issues.

Module1: Introduction to Environmental Economics

(12 Lectures)

Environmental Economics: Nature, Significance and Scope; Environment and the economy; Environmental Kuznets Curve; Common resources, externalities and property rights; Coase Theorem; Rio Declaration and Agenda 21 programme of action for sustainable development.

Module 2: The Design and Implementation of Environmental Policy

(12 Lectures)

Criteria for evaluating environmental policies; Tools of Environmental Policy: Standards, Pigovian taxes/effluent fees, quotas/tradable permits; Choice between taxes and quotas; Environmental Policy: Regulation and Implementation.

Module 3: Measuring Benefits of Environmental Improvements

(12 Lectures)

Economic value of Environment: Use and Non-use values; Measurement methods of environmental value: Market based and Non-market based methods; Contingent Valuation Method; Travel Cost Method; Hedonic Price Method.

Module 4: Global Environmental Issues

(12 Lectures)

Trade and environment-Overview of trans-boundary environmental problems-Global Warming - Climate Change - Energy Crisis - Challenges of urbanization - International environmental agreements.

References:

1. Barry Field and Martha K Field: Environmental Economics, McGraw Hill International Edition, 2017.
2. Benneer, Lori Snyder, and Cary Coglianese (2004), Evaluating Environmental Policies, KSG Faculty Research Working Paper Series RWP04-049, USA
3. Charles Kolstad : Environmental Economics, Oxford University Press, New York, 2000.
4. Hanley Nick, Shogren Jason and White Ben: Introduction to Environmental Economics, Oxford University Press, 2001.
5. Mickwitz, Per. (2003). A Framework for Evaluating Environmental Policy Instruments Context and Key Concepts. Evaluation.
6. Smith Stephen: Environmental Economics: A very Short Introduction, 1st Edition, Oxford University Press, New York, 2011.

TYBA ECONOMICS (SEMESTER-V)

COURSE CODE	GROUP-II : ELECTIVE PAPER PAPER NO – XII	CREDIT	MARKS
ECOHETB506	HISTORY OF ECONOMIC THOUGHT - I	3	80

Course Objectives

The very purpose of this course is to provide information about the biography and contribution of the most influential economists who influenced the economic fraternity and to whom we are obliged to for shaping up the economic thought process.

Course Outcome:

- Students will get information about the genesis of Economics and its modern scenario.
 - Establish the co-relation of Economics with other subjects.
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Module 1: Classical Economics

(12 Lectures)

Mercantilism and Physiocracy: Introduction -Adam Smith: Liberalism -Division of Labour -Theory of Value - David Ricardo: Rent Theory- Wage Theory - Theory of Value- Karl Marx: Surplus Value Materialistic Interpretation of History -Scientific Socialism.

Module 2: Neo-Classical Economics

(12 Lectures)

Alfred Marshall : Thought on Value - Representative Firm - Consumer's Surplus - Internal and External Economies-Quasi Rent - Schumpeter: Economic Development And Innovation- Pigou :Welfare Economics.

Module 3: Keynesian Ideas

(12 Lectures)

Employment Theory- Money- Wage Rigidity Model- Multiplier and accelerator and their interaction - Trade Cycle - Inflation -Role of Fiscal Policy - Keynesian Economics and Developing Countries.

Module 4: Post-Keynesian Economics

(12 Lectures)

Supply Side Economics -Hayek's Theory of Trade Cycle- Life Cycle theory Consumption- Friedman: Theory of Demand for Money - Long-Run Philips Curve - Mankiw's New Keynesian Model - Stagflation.

References:

1. Dasgupta A. K, Epochs of Economic Theory Oxford University Press. New Delhi, 1985.
2. Ernesto Screpanti and Stefano Zamagni, An Outline Of The History Of Economic Thought, OxfordUniversity Press Inc., New York, 5005.
3. Ghosh and Ghosh: Concise History of Economic Thought, Himalaya Publishers.
4. Gide, O. and G. Rist, A History of Economics Doctrine. George Harrop Co. London. 1956.
5. Harry Landreth and David C. Colander, History of Economic Thought, Houghton Mifflin Company Boston Toronto, 2001.
6. Roll, E., A History of Economics Thought. Faber Landon, 1973.

COURSE STRUCTURE
(APPLICABLE FROM ACADEMIC YEAR: 2021-22)
TYBA (SEMESTER –VI)

COURSE CODE		REVISED PAPER	CREDIT	MARKS
GROUP-I : CORE PAPERS				
ECOAME601	XIII	ADVANCED MACROECONOMICS – III	4	100
ECOIE602	VIV	INTERNATIONAL ECONOMICS	4	100
GROUP-II :ELECTIVE PAPERS				
ECOIFSA603	XV	INDIAN FINANIAL SYSTEM-II	3	80
OR				
ECOACB603	XV	ECONOMICS OF AGRICULTURE AND CO - OPERATION – II	3	80
OR				
ECOILC603	XV	INDUSTRIAL AND LABOUR ECONOMICS – II	3	80
ECORMA604	XVI	RESEARCH METHODOLOGY - II	4	100
OR				
ECOQEB604	XVI	QUANTITATIVE ECONOMICS - II	4	100
OR				
ECORDC604	XVI	RURAL DEVLOPMENT	4	100
ECOEEA605	XVII	ENVIRONMENTAL ECONOMICS - II	4	100
OR				
ECOEIB605	XVII	ECONOMICS OF INSURANCE - II	4	100
OR				
ECOBEC505	XVII	BASIC ECONOMETRICS	4	100
ECOEMA606	XVIII	ECONOMY OF MAHARASHTRA –II	3	80
OR				
ECOHETB606	XVIII	HISTORY OF ECONOMIC THOUGHTS – II	3	80
OR				
ECOIBFC606	XVIII	INTERNATIONAL BANKING AND FINANCE – II	3	80

TYBA ECONOMICS (SEMESTER-VI)

COURSE CODE	GROUP-I : CORE PAPER PAPER NO –XIII	CREDIT	MARKS
ECOAME601	ADVANCED MACROECONOMICS - III	4	100

Course Objectives

This course introduces the students to formal modeling of a macro economic theory with analytical tools. Since students have been taught Keynesian Synthesis, this course focuses on four aspects which are the study of Post Keynesian Synthesis, Trade Cycles, Exchange Rate Regimes and International Monetary System.

Course Outcomes

- To make student aware about Post Keynesian Synthesis and understand various aspects of Trade Cycles.
- Students will be able to describe the contemporary Exchange Rate Regimes and International Monetary System.

Module 1: Post Keynesian Synthesis

(14 Lectures)

Derivation of Aggregate Demand Curve with IS-LM - Aggregate Supply Curve - Determination of Equilibrium National Income and Price Level under Aggregate Demand and Aggregate Supply Model - Extension of IS-LM Model with Labour Market and Flexible Prices - Natural Rate of Unemployment- Long run Philips Curve - Friedman's Expectation Model - Tobin's Modified Philips Curve - Adaptive Expectations and Rational Expectations.

Module 2: Trade Cycles

(12 Lectures)

Meaning- Nature- Features and Types of Trade Cycles - Phases of Trade Cycles - Theories of Trade Cycles- Hawtrey's, Kaldor, Paul Samuelson and Hicks - Measures to Control Trade Cycles.

Module 3: Exchange Rate Regimes and Currency Crises

(12 Lectures)

Managed Exchange Rate- Advantage and Disadvantage - Policy of Managed Flexibility-Adjustable Peg System, Crawling Peg System, Managed Floating System, Clean and Dirty Float System - Balance of Payment and Exchange Rate - Is Balance of Payments Always in Balance? – Convertibility of Currency - Currency Crisis-Causes, Impact and Measures.

Module 4: International Monetary System

(12 Lectures)

Rise and Fall of International Gold Standard - Bretton Woods System- Breakdown of the Bretton Woods System - Monetary System after the Collapse of Bretton Woods System - Maastricht Treaty, Features, Effects and Importance of Euro- Currency Market - Causes and Consequences of Global Economic Crisis - Impact of Global Recession on the Indian Economy - Asia Infrastructure Investment Bank (AIIB) - New Development Bank (NDB): Asian Development Bank (ADB).

References:

1. Blanchard, Oliver (2008), Macroeconomics, Pearson education, New Delhi, India.
2. Dornbusch, Fisher and Startz (2018): Macroeconomics, McGraw Hill Education (India) Pvt. Ltd.
3. Mankiw N Gregory (2003), Macroeconomics, 6" edition, Worth Publishers, New York.
4. Patil J. F (2005, Marathi Edition), Macroeconomic Analysis, Phadke Prakashan, Kolhapur.
5. Rana K. C. & Verma K.N (2017), International Economics, Vishal Publishing CO. Jalandhar.
6. Salvatore D. (1997), International Economics, Printice Hall, New York.

TYBA ECONOMICS (SEMESTER-VI)

COURSE CODE	GROUP-I : CORE PAPER PAPER NO – XIV	CREDIT	MARKS
ECOIE602	INTERNATIONAL ECONOMICS	4	100

Course Objectives

The course is designed to provide a general understanding of the fundamentals of International Trade Theories along with the balance of payment concepts, crisis and various policy measures to correct the

same. It also provides overview of the working of foreign exchange market, determination of exchange rate and different terms related with the foreign exchange market. The course introduces the main features of the international economic institutions and enables them to critically understand role and functions of those institutions.

Course Outcomes

- Students will be able to understand the trade theories and determinants of trade which helps them to analyze the international trade policies.
- Students will be able to understand the role of various international institutions and trade blocks and their approaches in framing the policies for trade.

Module 1: Introduction to Trade Theories

(12 Lectures)

Meaning, scope and importance of International Trade- Difference between Internal and International Trade - Adam Smith's Theory of International Trade - Ricardian theory of comparative cost difference Heckscher- Ohlin Theory-Leontief's Paradox- Krugman's Model

Module 2: Balance of Trade and Balance of Payment

(12 Lectures)

Concepts of Terms of Trade(Net barter, Gross barter and Income terms of trade)-Meaning and difference between Balance of Trade (BOT) and Balance of Payment (BOP)-Purchasing Power Parity theory, Law of Reciprocal Demand-Marshall-Edgeworth Offer curves, Gains from trade-Case for and against Free Trade and Protection policy

Module 3: Foreign Exchange Market

(12 Lectures)

Meaning and Functions of Foreign Exchange Market-Exchange rate determination, Factors influencing foreign exchange rate-Managed Flexibility-SWAP Market, Components of foreign exchange reserves Foreign Aid Vs Foreign Trade, FDI and MNCs

Module 4: International Economic Institutions and Economic Integration

(12 Lectures)

IMF, World Bank - Role and functions-WTO-Objectives, Functions and Agreements with respect to

TRIPS,TRIMS, GATS, AoA - Forms and objectives of Economic Integration-Cartels-Trade Blocs, ASEAN- European Union (EU)- NAFTA and SAARC.

References:

1. Appleyard Dennis and Alfred j Field, Jr, International Economics, 2001, 4th Edition, Tata McGraw-Hill Education Private Limited.
2. Cherunilam Francis, International Economics, 2009, 5th Edition, Tata McGraw-Hill Education Private Limited, New Delhi.
3. Krugman R Paul, Maurice Obstfeld, International Economics Theory and Policy, 2009, 8th Edition, Pearson.
4. Melitz M. and Trefler D., Gains from Trade When Firms Matter, Journal of Economic Perspectives, Spring 2012.
5. Salvatore, Dominick, International Economics, 2008, 8th Edition, Wiley India.
6. Sodersten, Bo and Geoffery Reed, International Economics, 2006, 3rd Edition.

TYBA ECONOMICS (SEMESTER-VI)

COURSE CODE	GROUP-II : ELECTIVE PAPER PAPER NO – XV	CREDIT	MARKS
ECOILC603	INDUSTRIAL AND LABOUR ECONOMICS-I	3	80

Course Objectives

Issues pertaining to the labour market, wage policy, trade unions and amicable solutions to industrial disputes have become vital for developing countries, especially for India, where the bulk of the labourforce is employed in the unorganised sector, and the organized sector is witnessing a phenomenon of 'jobless' growth. This paper intends to provide knowledge of the same and also discusses the importance of labour welfare and social security measures for the growing labour force in India.

Course outcomes

- Learners become aware about different problems and policies a labour.
- Learners will get intoned about trade unions and industrial relation in contemporary world.
- Learned will know the different policies of labour welfare.

Module 1: Introduction - Indian Labour Market

(12 Lectures)

Characteristics of the Indian Labour Market, Child Labour and Women Labour -Problems and Measures, Labour Market Reforms - Exit Policy and Need for Safety Nets, Second National Commission on Labour, Globalization and its impact on Indian Labours.

Module 2: Trade Unionism

(12 Lectures)

Definition and Functions of Trade Unions, Historical Evolution of Trade Unions in India and their Present Status- Problems of Trade Unions in India- Role of Outside Leadership- International Labour Organization.

Module 3: Industrial Relations

(12 Lectures)

Causes of Industrial Disputes and Their Settlement Mechanism- Collective Bargaining - Concept, Features - Importance and Pre-requisites for Successful Collective Bargaining - Collective Bargaining in India -Workers' Participation in Management- Concept, Objectives and Forms of Workers'Participation in India -Working Conditions and life style of Indian workers.

Module 4: Labour Welfare and Social Security

(12 Lectures)

Concept -Theories and Principles of Labour Welfare- Agencies for Labour Welfare, Role of the Labour Welfare Officer - Social Security-Concept; Social Assistance and Social Insurance – Social Security Measures in India - Indian Labour Legislations.

References:

1. Agrawal A.N. (2011), Indian Economy, New Age International Publishers, New Delhi.
2. CO Monappa A, (2006), Industrial Relations, Tata McGraw Hill Publishing Company Ltd, New Delhi.
3. Datt R. and Sundaram K.P.M. (2009), Indian Economy, S.Chand & Co., New Delhi.
4. Mamoria C.B. and Mamoria S. (2002), Dynamics of Industrial Relations, Himalaya Publishing House, Mumbai.
5. U. Mishra S.K. and Puri V.K.(2008), Indian Economy, Himalaya Publishing House, Mumbai.
6. U. Ratna Sen, Industrial Relations in India - Shifting Paradigms (2005), Macmillan, New Delhi.

TYBA ECONOMICS (SEMESTER-VI)

COURSE CODE	GROUP-II : ELECTIVE PAPER PAPER NO – XVI	CREDIT	MARKS
ECORDC604	RURAL DEVELOPMENT	4	100

Course Objectives

This course would be helpful to understand the various types of relationships in rural areas. The learners will understand the basic issues in rural development. The course sheds light on a range of new developments

and a host of issues studied by generations of rural area experts. The course is constructed from the point of rural development arrangements.

Course Outcomes

- On the completion of the course, the students will be able to understand the basic concept of rural development.
- Learners will also be understanding objectives and importance of rural development.
- Learners will have good understanding of problems in relation to rural development.
- Learners will come to know what rural development programmes have been initiated by the government to overcome the problems of rural development.

Module 1: Rural Development: Introductory Aspects

(12 Lectures)

Concept, Nature and Scope of Rural Development, Characteristics of the Rural Economy, Objectives and Importance of Rural Development, The problems of Rural Development in India

Module 2: Approaches to Rural Development

(12 Lectures)

Gandhian Approach, Rural Reconstruction Approach, Community Development Approach, Sectoral Approach, Participatory Approach, Area-Specific and Target Group Oriented Approach, Integrated Rural Development and Economic Development with Social Justice Approach

Module 2: Approaches to Rural Development

(12 Lectures)

Gandhian Approach, Rural Reconstruction Approach, Community Development Approach, Sectoral Approach, Participatory Approach, Area- Specific and Target Group Oriented Approach, Integrated Rural Development and Economic Development with Social Justice Approach

Module 3: Diversification of Rural Economy

(12 Lectures)

Livestock economics, Dairy Development, Social Forestry, Agro-Based Industries: Problems & Remedial Measures, Role of KVIC in Rural Development, Recent Development of Science & Technology in Rural Development.

Module 4: Rural Empowerment Programmes

(12 Lectures)

An Overview of Rural Development Programmes, Provisions of Urban Amenities in Rural Area (PURA), Rural Employment: Mahatma Gandhi National Rural Employment Guarantee Act-2005 (MGNREGA),

Rural Livelihoods: Deendayal Antyodaya Yojana - National Rural Livelihoods Mission (DAY-NRLM), National Social Assistance Programme (NSAP), Microfinance and Self-help Groups

References:

1. Thomas William and A.J. Christopher (2011), Rural Development: Concept and Recent Approaches, Rawat Publication, Jaipur.
2. Annual Report 2019-20, 2018-19 & State performance report-2018-19 and Action plan 2019-20, Volume-I, Ministry of Rural Development, Department of Animal Husbandary & Dairying, Government of India, New Delhi.
3. Datt & Sundharam (2012), Indian Economy, S. Chand & Company LTD. Mumbai.
4. Desai Vasant (2012), Rural Development in India, Himalaya Publishing House, Mumbai.
5. Dr. I. Satya Sundaram (2002), Rural Development, Himalaya Publishing House, Mumbai. Page No. 3 to 24
6. Eleventh Five Year Plan 2007-12, Planning Commission, Government of India, New Delhi.

TYBA ECONOMICS (SEMESTER-VI)

COURSE CODE	GROUP-II : ELECTIVE PAPER PAPER NO – XVII	CREDIT	MARKS
ECOEEA605	ENVIRONMENTAL ECONOMICS - II	4	100

Course Objectives

This paper introduces vital aspects related to environmental degradation and advocates the need for environmental accounting. The paper also focuses on the attainment of SDGs

Course Outcomes

- Students are empowered about the environmental challenges and the need for environmental accounting
 - Develop understanding on the policy measures to attain SDGs
-

Module1: Environmental Degradation**(12 Lectures)**

Concept and types of Environmental Degradation; Renewable and Non-renewable natural resources: Land, Air, Water and Noise Pollution: Causes, effects and measures.

Module 2: Environmental Accounting**(12 Lectures)**

Accounting for environmental and natural resources: Meaning and importance; System of Environmental-Economic Accounting (SEEA) and Environmental and Natural Resources Accounting (ENRA); Integration of Environmental Accounts with System of National Accounts: Green GDP; Concept of Green Growth and its Indicators; Concepts of Green Consumer and Green Business.

Module 3: Sustainable Development and India**(12 Lectures)**

Concept of Sustainable Development; Characteristics and dimensions of Sustainable Development; Sustainable Development Goals and Measures with special reference to India; Smart Cities Mission in India; National Mission For Sustainable Agriculture (NMSA): Objectives, strategy and components.

Module 4: Environmental Policy in India**(12 Lectures)**

Overview of laws to improve the environment in India; Central pollution Control Board; Industrial Pollution Control Measures in India; Pradhan Mantri Ujjwala Yojana (PMUY); National Green Tribunal.; Environmental Education in India.

References:

1. Barry Field and Martha k Field: Environmental Economics, McGraw Hill International Edition, 2017.
2. Bhattacharya R.N. (Ed) (2001), Environmental Economics: An Indian Perspective, Oxford University Press, New Delhi.
3. Charles Kolstad : Environmental Economics, Oxford University Press, New York, 2000.
4. Hanley Nick, Shogren Jason and White Ben: Introduction to Environmental Economics, Oxford University Press, 2001.
5. Kaltschmitt, Martin, Streicher, Wolfgang, Wiese, Andreas, Renewable Energy: Technology, Economics and Environment, Springer, Germany, 2007.
6. V.S. Ganesamurthy: Environmental Economics in India, New Century Publications, New Delhi, 2009.

TYBA ECONOMICS (SEMESTER-VI)

COURSE CODE	GROUP-II : ELECTIVE PAPER PAPER NO – XVIII	CREDIT	MARKS
ECOHETB606	HISTORY OF ECONOMIC THOUGHT-II	3	80

Course Objectives

This paper aims to provide the information about the biography and contribution of various economic thinkers. This paper is framed with the objective of making students aware of the varying phases of economic thoughts and development of that into economic science.

Course Outcome

- Students will get information about the genesis of Economics and its modern scenario.
- Students get familiarized with the leading Indian economists who significantly contributed to the stream of Indian economic thought.

Module 1: Indian Economic Thought

(12 Lectures)

Kautilya on welfare state -Dadabhai Naoroji's Thoughts on Drain Theory- Ranade's Case on Protection - R. C. Dutt on Imperialism - Land Tax and Public Finance - Gopal Ganesh Agarkar.

Module 2: Economic Thought of Mahatma Phule and Gandhi

(12 Lectures)

Mahatma Phule's Views on Agriculture - Reasons of Farmer's Poverty - Gandhian Economic Thoughts on Self-Sufficient Village Economy - Dignity of Labour – Trusteeship - and Sarvodaya.

Module 3: Economic Thought of Dr. B.R.Ambedkar, G.K.Gokhale and Dr. Manmohan Singh

(12 Lectures)

Dr.Ambedkar's Case for State Socialism - Problem of Rupee - Public Finance – G.K.Gokhale on Development and Welfare - Dr. Manmohan Singh's ' Three Steps' to Stem India's Economic Crisis.

Module 4: Nodel Prize Winners in Economics

(12 Lectures)

Dr. Amartya Sen (1998) -Robert. A. Mundell (1999) -Joseph Stiglitz(2001) -Dr. Abhijeet Banarjee (2019)

References:

1. B.R.Nanda Gokhale (1977):- The indian moderates and the British raj, Delhi.
2. Ajit K.Dasgupta,A History of Indian Economic Thought, (1993)Routledge London and New York.
3. Bipin Chandra (ed) (1999) Rande's economic writings, Gyan Publication House, New Delhi.
4. Encyclopaedia of Nobel Laureate, Ed's, (2002) R. Kapila & A. Kapila, Academic Foundation.
5. Gandhi. M. K., (1959), India of my dreams, Navjivan publishing house Ahmadabad.
6. R. P. Mansi, Dadabhai Naoroji, (1960) publication Division, Government of India Delhi.

AC 19/3/2012
Item No. 4.5

UNIVERSITY OF MUMBAI



Revised Syllabus for the S.Y.B.A

Program: B.A

Course: ECONOMICS

(PAPER- II & III)

Semester- III & IV

(As per Credit Based Semester and Grading System
with effect from the academic year 2012–2013)

Semester- III

Course Code	Title	Credits
ECOME -301	Macro Economics – Paper- I	3

PREAMBLE: The Board of Studies in Economics has revised the syllabi of S.Y.B.A Paper –II which will be made effective from the Academic Year 2012-13. The objective of the course is to familiarize the students the basic concepts of Macro Economics and its application. The revised syllabus is framed to understand the macro economic theories and its relevance.

<p>Unit I : Introduction: Meaning and scope of Macro Economics - Concepts of National Income aggregates: GNP, NNP, GDP, NDP, Per Capita Income, Personal Income and Disposal Income - Methods and difficulties in Measurement of National Income - Circular flow of Income : closed (Two and Three sector Models) open economy models - Trade cycles : Features and phases</p>	<p>15 Lectures</p>
<p>Unit II : Consumption, Investment and Employment Say's law of market - Theory of Effective demand – Consumption function - Investment function – Marginal Efficiency of Capital and rate of interest - Investment multiplier and Accelerator.</p>	<p>15 Lectures</p>
<p>Unit III: Money and inflation: Meaning and function of Money - Supply of money: Constituents – Determinants of money supply. Velocity of circulation of money - RBI's approach to measurement of money supply (Liquidity measures). Demand for Money: Classical - Neo-classical - Keynesian- Friedman's approaches. Inflation: Types – Causes – Effects – Measures to control inflation.</p>	<p>15 Lectures</p>

REFERENCES:

1. Ahuja H.L. (2008), Macroeconomics Theory & Policy, S. Chand & Company Ltd., Ram Nagar, New Delhi.
2. Dwivedi D.N. (2007), Macroeconomics Theory & Policy, Tata McGraw-Hill Publication Company Ltd., Delhi.
3. Datt R. & K. P. M. Sundaram (2010), Indian Economy, S. Chand & Company Ltd., New Delhi.
4. Gupta S.B. (1994), Monetary Economics, S. Chand & Company, Delhi.
5. Gupta S.G. (2001), Macroeconomics Theory & Applications, Tata McGraw-Hill Publication Company Ltd., Delhi.

6. N. Gregory Mankiw (2005), *Macroeconomics*, Worth Publisher, 41, Madison Avenue, New York.
7. McConnell, C. R. & H. C. Gupta (1984), *Introduction to Macro Economics*, Tata McGra-Hill Publishing company Ltd., New Delhi.
8. Misra, S. K. & V. K. Puri (2010), *Indian Economy: Its Development Experience*, Himalaya Publishing House, Mumbai.
9. Stonier A.W. & D.C. Hague (2004), *Textbook of Economic Theory*, Pearson Education, Delhi.

SEMESTER-IV

Course Code	Title	Credits
ECOMA-401	Macro Economics- Paper - II	3

PREAMBLE: The Board of Studies in Economics has revised the syllabi of S.Y.B.A Paper –II which will be made effective from the Academic Year 2012-13. The objective of the course is to familiarize the students the basic concepts of Macro Economics and its application. The revised syllabus is framed to understand the macro economic theories and its relevance.

<p>Unit I : Banking in India</p> <p>Commercial Banks: Functions - Multiple Credit Creation Process and its limitations - Performance of commercial banks since 1991.</p> <p>Central Bank: Functions of RBI – Monetary policy: Objectives and Instruments – Narsimham Committee Report of 1998.</p>	<p>15 Lectures</p>
<p>Unit II : Financial Markets:</p> <p>Money Market: Components – Instruments - Features of Indian Money market. Money market reforms in India since 1991.</p> <p>Capital market: Role of capital market in economic development, Structure of capital market in India (Primary and Secondary markets), Mutual funds. Securities and Exchange Board of India (SEBI).</p>	<p>15 Lectures</p>
<p>Unit III : Public Finance:</p> <p>Nature and Scope of Public Finance - Sources of Public Revenue – Canons of taxation – Merits and demerits of direct and indirect taxes. Public Expenditure: Classification – Causes of growing public expenditure. Public debt: Types, Burdens of internal and external public debt – Concepts of deficit.</p>	<p>15 Lectures</p>

REFERENCES:

10. Ahuja H.L. (2008), Macroeconomics Theory & Policy, S. Chand & Company Ltd., Ram Nagar, New Delhi.
11. Bhole L.M. (1999), Financial Institutions & Markets, Tata McGraw-Hill Publication Company Ltd., Delhi.
12. Dwivedi D.N. (2007), Macroeconomics Theory & Policy, Tata McGraw-Hill Publication Company Ltd., Delhi.
13. Datt R. & K. P. M. Sundaram (2010), Indian Economy, S. Chand & Company Ltd., New Delhi.
14. Ghosh B. N (2011:): Managerial Economics and Business Decision , Ane Books Pvt Ltd Mumbai.

15. Gupta S.B. (1994), Monetary Economics, S. Chand & Company, Delhi.
16. Gupta S.G. (2001), Macroeconomics Theory & Applications, Tata McGraw-Hill Publication Company Ltd., Delhi.
17. N. Gregory Mankiw (2005), Macroeconomics, Worth Publisher, 41, Madison Avenue, New York.
18. McConnel, C. R. & H. C. Gupta (1984), Introduction to Macro Economics, Tata McGraw-Hill Publishing company Ltd., New Delhi.
19. Misra, S. K. & V. K. Puri (2010), Indian Economy: Its Development Experience, Himalaya Publishing House, Mumbai.
20. Musgrave R. & P. Musgrave (1983), Public Finance Theory & Practices, Singapore.
21. Pathak B.V. (2005), Indian Financial System, Pearson Education, Delhi.
22. Stonier A.W. & D.C. Hague (2004), Textbook of Economic Theory, Pearson Education, Delhi.
13. www.rbi.org

Scheme of Examination:

The performance of the learners shall be evaluated into two parts. The learner's performance shall be assessed by Internal Assessment with 40% marks in the first part by conducting the Semester End Examinations with 60% marks in the second part. The allocation of marks for the Internal Assessment and Semester End Examinations are as shown below:-

(A) Internal Assessment: 40 Marks (40%)

Sr. No	Evaluation type	Marks
1	One Assignments/Case study/Project	20
2	One Periodical class Test	10
3	Active participation in routine class instructional deliveries(case studies/ seminars//presentation)	05
4	Overall conduct as a responsible student, mannerism and articulation and exhibit of leadership qualities in organizing related academic actives	05

(B) External Theory examination: 60 Marks (60%)

Question Paper Pattern Semester End Examination

Max. Marks: 60

Time: 2 hours

- Note:
1. All questions are **COMPULSORY**
 2. Each question carries 15 marks.
 3. Draw neat diagrams wherever necessary

Q.1. Answer the following:

- | | | |
|--------|-----------------|-----|
| A OR B | (From Unit-I) | (5) |
| C OR D | (From Unit-II) | (5) |
| E OR F | (From Unit-III) | (5) |

Q.2. Answer the following: (From Unit-I)

- | | |
|-----------|-----|
| A | (8) |
| B | (7) |
| OR | |
| C | (8) |
| D | (7) |

Q.3. Answer the following: (From Unit-II)

- | | |
|-----------|-----|
| A | (8) |
| B | (7) |
| OR | |
| C | (8) |
| D | (7) |

Q.4. Answer the following: (From Unit-III)

- | | |
|-----------|-----|
| A | (8) |
| B | (7) |
| OR | |
| C | (8) |
| D | (7) |

SEMESTER- III

Course Code	Title	Credits
ECOIE-302	INDIAN ECONOMY PAPER-I	3

UNIT - I: Economic Growth (Pre and Post Reform Period) (15)

Changes in the growth of national income and per capita income – Changes in the sectoral composition of national income – changes in the occupational structure – Changes in the demographic features during 1951 – 2011 - India as an emerging economy in the world - Problem of poverty and income inequalities – Nature of unemployment – Causes of inflation – Policy measures to reduce poverty, income inequalities and inflation –

UNIT - II: Agriculture and the economy (15)

Changing Role of agriculture in the economy– Land reforms – New Agricultural Strategy – Trends in production and productivity – Rural credit and role of rural financial institutions – Agricultural Marketing – Agricultural price policy – WTO and agriculture – Issue of Food Security.

UNIT - III: Secondary and Tertiary Sector (15)

Trends in industrial production and productivity during 1951 -91 – Industrial policy 1991 and changes in the industrial structure – Disinvestment policy – Significance of small scale industries – SSI Policy of the Government of India – Special Economic Zones – WTO and Industry - Service sector in the process of economic development - Contribution of services to GDP growth in India – Role of infrastructure in economic development

References

1. Indian Economy by Ruddar Datt and KPM Sundaram, S Chand Publications, Delhi
2. Indian Economy: SK Mishra and VK Puri, Himalaya Publishing House, Mumbai
3. Indian Economy; A N Agrawal, New Age Publishers, Delhi

SEMESTER- IV

Course Code	Title	Credits
ECOIE-402	INDIAN ECONOMY PAPER-II	3

UNIT - I: Financial System and the Economy (15)

Structure of the Indian financial system – Nationalisation of commercial banks – Performance of commercial banks in the pre-reform period – Banking Sector reforms 1991 and 1998 – Progress of scheduled commercial banks since 1991 – Measures of money supply and Liquidity - Constituents of the money market – Money market reforms – Monetary policy of the RBI – Growth of capital market since 1980 – Capital market reforms – Role of SEBI – Growth of insurance business in India – Role of IRDA

UNIT - II: Finances of the Government of India (15)

Union Government Budget – Appraisal of trends in revenue and expenditure in the pre and post-reform period – Tax revenues of Government of India - Tax reforms and changes in tax policy since 1991 – Changes in the composition of expenditure of Government of India - Fiscal Deficits – Trends in internal and external liabilities of Government of India – Appraisal of Union Government transfer of financial resources to the States – Recommendations of The Thirteenth Finance Commission – Role of fiscal policy

UNIT - III: International Trade and Payments (15)

Appraisal of India's foreign trade and payments before 1991 – Analysis of trends in value, composition and direction of exports and imports since 1991- India's Balance of Payments since 1991 – Exchange rate policy and Rupee convertibility – Trends in capital flows since 2001

References

4. Indian Economy by Ruddar Datt and KPM Sundaram, S Chand Publications, Delhi
5. Indian Economy: SK Mishra and VK Puri, Himalaya Publishing House, Mumbai
6. Indian Economy; A N Agrawal, New Age Publishers, Delhi

INDIAN ECONOMY PAPER

SEMESTER – III and SEMESTER – IV

Scheme of Examination:

The performance of the learners shall be evaluated into two parts. The learner's performance shall be assessed by Internal Assessment with 40% marks in the first part by conducting the Semester End Examinations with 60% marks in the second part. The allocation of marks for the Internal Assessment and Semester End Examinations are as shown below:-

(A) Internal Assessment: 40 Marks (40%)

Sr. No	Evaluation type	Marks
1	One Assignments/Case study/Project	20
2	One Periodical class Test	10
3	Active participation in routine class instructional deliveries(case studies/ seminars//presentation)	05
4	Overall conduct as a responsible student, mannerism and articulation and exhibit of leadership qualities in organizing related academic actives	05

(B) External Theory examination: 60 Marks (60%)

Question Paper Pattern. Semester End Examination

Max. Marks: 60

Time: 2 hours

- Note:
1. All questions are **COMPULSORY**
 2. Each question carries 15 marks.
 3. Draw neat diagrams wherever necessary

Q.1. Answer the following:

- A OR B (From Unit-I) (5)
C OR D (From Unit-II) (5)
E OR F (From Unit-III) (5)

Q.2. Answer the following: (From Unit-I)

A (8)

B (7)

OR

C (8)

D (7)

Q.3. Answer the following: (From Unit-II)

A (8)

B (7)

OR

C (8)

D (7)

Q.4. Answer the following: (From Unit-III)

A (8)

B (7)

OR

C (8)

D (7)

AC

Item No.

University of Mumbai

University of Mumbai



Revised Syllabus

Sem. V & Sem. VI

Program: B. A.

Course: Economics

(As per the Credit Based Semester and Grading System with
effect from the academic year 2021-2022)

PREAMBLE:

The syllabus of TYBA has been revised owing to the revised syllabus introduced by the University of Mumbai for FY and SYBA as per the recommendation of Board of Studies of Economics (BOS-E) by keeping in view of the recent trends in the subject of Economics. The BOS-E has further revised the syllabi of papers at the TYBA which will be made effective **from the Academic Year 2021-22**. A broad overview of the revised structure, which includes the core papers and electives as described below.

DURATION:

- The course shall be a full time course.
- The duration of B.A. course shall be of Three years across Six Semesters.

FYBA: SEMESTER – I & II (One paper each semester)

SYBA: SEMESTER – III & IV (Two papers each semester)

TYBA: SEMESTER – V & VI (Six papers each semester)

PATTERN:

The T.Y.B. A. [Entire Economics] Course shall have 12 papers. Every semester shall have six papers, each carrying 100 marks. However students can opt for combination of any two subjects in Economics and the rest in any other subject) in which every semester shall have three papers of each Subject, carrying 100 marks each. Moreover, exams based on Papers IX and Papers XII of Semester V and Paper XV and XVIII of Semester VI are bifurcated into 80 marks of written exam and 20 marks of project. It is hereby stipulated that the projects shall have a maximum page limit of 20.

CASE STUDY APPROACH

As per the latest guidelines issued by UGC in 2021, the themes of the Projects related to applied component papers VI and IX are resolved to be based on Case Study Approach. Even for the Core Papers and Electives, the relevant modules are focused on Case Study approach .

SCHEME OF EXAMINATION

The duration of the examination, paper pattern and the allotment of lectures as well as marks are given in detail as follows:

DURATION:

- **Three Hours** for each 100 marks paper and **Two and Half an Hour** for 80 marks paper.

ALLOTMENT OF LECTURES:

- The allotment of lectures is as per the common guidelines stipulated by the Academic Council for Humanities of University of Mumbai.

PAPER PATTERN:

- There shall be five questions each of 20 marks, for 100 marks paper divided into three sub questions (a, b, c,) with an internal option to choose any two.
- There shall be four questions of 20 marks for 80 marks paper with internal options mentioned as the same above.
- All questions shall be compulsory with internal choice within the questions.
- Questions may be subdivided into sub-questions a, b, c as mentioned earlier and the allocation of marks shall depend on the weightage given to the topic.

Questions	Modules	Marks
Qn.1	Unit I	20
Qn.2	Unit II	20
Qn.3	Unit III	20
Qn.4	Unit IV	20
Qn.5	4 Sub-questions from Unit I, II, III & IV OR 20 MCQs from Unit I, II, III & IV	20

COURSE STRUCTURE
(APPLICABLE FROM ACADEMIC YEAR: 2021-22)
TYBA (SEMESTER –V)

COURSE CODE		REVISED PAPER	CREDIT	MARKS
GROUP-I : CORE PAPERS				
ECOAME501	VII	ADVANCED MICROECONOMICS – III	4	100
ECOGAD502	VIII	ECONOMICS OF GROWTH AND DEVELOPMENT	4	100
GROUP-II : ELECTIVE PAPERS				
ECOIFSA503	IX	INDIAN FINANCIAL SYSTEM-I	3	80
OR				
ECOACB503	IX	ECONOMICS OF AGRICULTURE AND CO - OPERATION – I	3	80
OR				
ECOILC503	IX	INDUSTRIAL AND LABOUR ECONOMICS – I	3	80
ECORMA504	X	RESEARCH METHODOLOGY - I	4	100
OR				
ECOQEB504	X	QUANTITATIVE ECONOMICS - I	4	100
OR				
ECOESSIC504	X	ENTREPRENEURSHIP & SMALL SCALE INDUSTRIES	4	100
ECOEEA505	XI	ENVIRONMENTAL ECONOMICS -I	4	100
OR				
ECOEIB505	XI	ECONOMICS OF INSURANCE - I	4	100
OR				
ECOMEAC505	XI	MATHEMATICS FOR ECONOMIC ANALYSIS - I	4	100
ECOEMA506	XII	ECONOMY OF MAHARASHTRA -I	3	80
OR				
ECOHETB506	XII	HISTORY OF ECONOMIC THOUGHTS – I	3	80
OR				
ECOIBFC506	XII	INTERNATIONAL BANKING AND FINANCE – I	3	80

TYBA ECONOMICS (SEMESTER-V)

COURSE CODE	GROUP-I : CORE PAPER PAPER NO -VII	CREDIT	MARKS
ECOAME501	ADVANCED MICROECONOMICS - III	4	100

Course Objectives

The course is designed to provide sound understanding in micro economic theory. Since students have been taught perfect competition, this course focuses on three main pillars of microeconomics such as imperfect competition, welfare economics and information economics.

Course Outcomes

- Enables students will get knowledge on new market structure, imperfect competition.
- Provides understanding on the welfare economics and economics of information.

Module 1: General Equilibrium and Welfare Economics

(12 Lectures)

Concept of General Equilibrium and Walrasian General Equilibrium Model - Pareto Optimality – The Pareto Optimality Condition of Social Welfare - Marginal Conditions for Pareto Optimal Resource Allocation - Perfect Competition and Pareto Optimality - Arrow’s Impossibility Theorem

Module 2: Market Structure: Monopoly and Monopolistic Competition

(14 Lectures)

Concept of Monopoly - Measurement of Monopoly Power - Price Discrimination: Types and Classification of Price Discrimination (Degrees of Price Discrimination) - Equilibrium under discriminating Monopoly - Regulation of Monopoly Market Product Differentiation in Monopolistic Competition - Chamberlin’s Alternative approach- Equilibrium under Monopolistic Competition - Excess Capacity

Module 3: Oligopoly**(12 Lectures)**

The Cournot Model - Meaning and Characteristics of Oligopoly Market - Rigid Prices - The Sweezy Model of Kinked Demand Curve - Collusive Oligopoly - Cartel: Centralised and Market Sharing Cartel - Imperfect Collusion- Price Leadership Models, Game Theory - Prisoner's Dilemma, Nash Equilibrium and Dominant Strategy Equilibrium

Module 4: Information Economics**(12 Lectures)**

Economics of Search and Search Cost - The Theory of Asymmetric Information-The Market for Lemons and Adverse Selection - Risk Preference and Expected Utility - The Problem of Moral Hazard - Market Signaling - Principal-Agent Problem

References:

1. Jhingan MLL. (2012), Advanced Economic Theory, Vrinda Publications, Delhi.
2. Mankiw N. Gregory (2015), Principles of Microeconomics, Cengage Learning.
3. Mansfield, Edwin (1985), Micro-economics: Theory & Applications, 5th edition, W.W. Norton & Company, New York.
4. Patil K. A (Second edition, 2011, Marathi), Advanced Economic Theory-Micro Analysis, Shri Mangesh Prakashan, Nagpur.
5. Salvatore D. (2006), Microeconomics: Theory and Applications, Oxford University Press, New Delhi.
6. Varian Hal R. (8 Edition 2010) Intermediate Microeconomics A Modern Approach, East-West Press, New Delhi

TYBA ECONOMICS (SEMESTER-V)

COURSE CODE	GROUP-I : CORE PAPER PAPER NO - VIII	CREDIT	MARKS
ECOGAD502	ECONOMICS OF GROWTH AND DEVELOPMENT	4	100

Course Objectives

This paper introduces the concepts, theories, process and policies regarding growth and development. The meaning of the development as it has evolved over the years is clarified. The contemporary as well as classical theories of growth, development, and underdevelopment are considered in detail. Theories and issues related to population, poverty, inequality and human capital are considered. Urban and rural aspects of the development process studied. Importance of technology, infrastructure and planning in development process are considered. The approach has been to cover all important areas of development economics.

Course Outcomes

- Enable students to apply and analyse issues in the development process.
- Students will be able to identify the issues related to Growth and Development
- Students will be able to understand the policy options and analyzed the Measures taken for the Development of an economy.

Module 1: Meaning of Economic Growth and Development

(12 Lectures)

Concepts of Economic Growth and Development-Distinction between Economic Growth and Development- Concept of Human Development- H.D.I, G.D.I, Green GDP- Sen's Capability approach- Millennium Development Goals (MDGs)- Initiative by Indian government towards MDGs.

Module 2: Theories of Economic Development

(12 Lectures)

Rostow's stages of growth; Big Push Theory- Leibenstein's Critical Minimum Effort Thesis - Harrod - Domar Growth Model- Lewis Model of unlimited supply of labour - Ragner Nurkse's Theory of Disguised Unemployment- Schumpeter's Theory of Development

Module 3: Structural Issues in Development Process

(12 Lectures)

Concept of Human Capital- Role of Education, Health and nutrition in Human Capital - Meaning and Measurement of Poverty and Inequality- Measures to eradicate poverty and Inequality - Meaning of Inclusive growth - SHG and Microfinance- Migration – Urbanization- Formal and Informal Sector- Urban Informal Sector

Module 4: Planning, Technology and Economic Development

(12 Lectures)

Concept and Role of infrastructure in Economic Development- Role of technology in Economic Development- Labour intensive versus Capital intensive technology- Schumacher's concepts of intermediate and appropriate technology- Green Technology- Meaning and Types of Economic Planning- Role of Planning in Economic Development

References:

1. Boldwin, Economic Development: Theory, History and Policy, Willy Publishers, 1957.
2. Mamoria, Joshi, Principles and practice of marketing in India, Kitab Mahal, 1979.
3. Meier, Gerald M. and James E. Rauch. Leading Issues in Economic Development, New Delhi: Oxford Univ. Press, 2006.
4. Thirlwall, A.P. Growth and Development 8e. New York: Palgrave MacMillan, 2005. 7
5. Todaro, Michael P. and Stephen C. Smith. Economic Development, 8e. Delhi: Pearson Education, 2003.
6. V.K. Puri and S.K. Mishra, Indian Economy, Himalaya Publishing House, 2019

TYBA ECONOMICS (SEMESTER-V)

COURSE CODE	GROUP-I : CORE PAPER PAPER NO – IX	CREDIT	MARKS
ECOIFSA503	INDIAN FINANCIAL SYSTEM – I	3	80

Course Objectives

In this semester the students get introduced with various aspects related to Indian Financial system. Indicators of financial development will be introduced and overview of financial sector reforms will be undertaken. Students will be able to understand performance, progress and issues in Indian Banking system. An overview of development of non-banking institutions in India will be undertaken. Students will also be introduced with traditional, modern and hybrid financial instruments.

Course Outcomes

- Empowering students about Indian Financial system, indicators of financial development and overview of financial sector reforms
- Awareness on performance, progress and issues in Indian Banking and overview of non-banking institutions in India |
- The course leads to project work/ case studies based on empirical examples such as: Management of NPAs by banks, performance analysis of commercial banks, financial instruments- comparative analysis, performance of NBFIs

Module 1: Introduction to Indian Financial System

(12 Lectures)

Evolution- meaning-characteristics – components - significance - Financial system and economic development - Indicators of Financial Development: FR, FIR, NIR and IR. -Reforms and trends/ turns in Indian financial sector: 1991-2019.

Module 2: Performance, Progress and Issues in Indian Banking

(12 Lectures)

Overview of development of Banking in India-Commercial banking-Liquidity management-Commercial banking developments since mid 1980s- Management of NPAs-Concept of Bad bank-Mudra bank scheme - Capital adequacy norms- Basel III

Module 3: Non- banking Finance Institutions in India

(12 Lectures)

Overview of development of non- banking institutions in India – Growth - Components, types, role in financial system - Regulation of NBFIs-Provident funds - Pension funds - Venture capital funds

Module 4: Financial Instruments: Traditional, Modern and Hybrid

(12 Lectures)

Traditional instruments: equities- debentures and bonds -Hybrid instruments- different types of bonds such as floating rate bonds- zero interest bonds- deep discount bonds- inverse float bonds-sovereign gold bonds- municipal bonds- convertible debentures- warrants, Cryptocurrency - Derivatives - meaning, concept and types of derivatives

References:

1. Bhole, L. M. (2008): Financial Institutions and Markets, Growth and Innovation, Tata McGraw-Hill, New Delhi.
2. Khan, M.Y. (2007): Financial Services, Tata McGraw Hill, New Delhi.
3. Machiraju, Indian Financial system, Vikas publishing house, 2nd edition, 2002.
4. Pathak, Bharati (2008) : The Indian Financial System-Markets, Institutions, and Services, (2nd Edition), Pearson Education, New Delhi.
5. Strong, R. A. (2002): Derivatives: An introduction; Thomson Asia Pte Ltd, Bangalore.
6. Varshney P N and Mittal D K, Indian financial system, sultan Chand and sons , New Delhi, 2002.

TYBA ECONOMICS (SEMESTER-V)

COURSE CODE	GROUP-II : ELECTIVE PAPER PAPER NO – IX	CREDIT	MARKS
ECOACB503	ECONOMICS OF AGRICULTURE AND CO-OPERATION-I	3	80

Course Objectives

This paper provides an overview of the role of agriculture in the economic development of the country and the salient features associated to agricultural productivity and agricultural labour. The pertinent aspects related to agricultural credit, agricultural marketing as well as the global problems existing in the marketing are dealt in. Students can acquire understanding about the features of agricultural policy and the agrarian crisis as well as the problems and challenges in the field of Agriculture and cooperation.

Course Outcomes

- Students will obtain information regarding various agricultural issues in India and remedies for it.
- Making awareness about self- employment through various local business like agro- tourism, travel agents, horticulture, floriculture, fishery and animal husbandry.

Module 1: Agricultural Productivity

(12 Lectures)

Role of agriculture in Economic Development - Cropping pattern in India, Recent trends, Factors affecting - cropping pattern - Physical, Technical and Economic - Agricultural Productivity, Causes of Low Productivity in Agriculture - Measures taken to improve the Agricultural Productivity in India - Irrigation and Water Management and agricultural development - Agricultural labour Problems and suggestions.

Module 2: Agricultural Credit

(12 Lectures)

Institutional and Non-Institutional Sources of Credit Co-operative Credit and Agriculture Rural Indebtedness - Commercial Banks and Regional Rural Banks - Microfinance and NABARD - Role and Performance - Crop loan and Crop Insurance, Kisan Credit card Yojana.

Module 3: Agricultural Marketing

(12 Lectures)

Types of Marketing - Corporate, Commodity and Global Problems and Measures of Agricultural Marketing - Regulated Market - WTO and Indian Agriculture - Problems of Agricultural Marketing and its measures - National Agricultural Market - FPO – Farmers Producer Organizations

Module 4: Agricultural Price and Policy

(12 Lectures)

Food Security in India - Price Policy of CACP Evaluation - Agricultural Crisis and Farmers Suicide - Agro-Tourism and its policy - Organic Farming - Mechanization of Agriculture

References:

1. Bilgrami S.A.R. (2000), An Introduction of agricultural Economics, Himalaya Publishing House, Mumbai
2. Datta Ruddra and Mahajan Ashwini (2016), Indian Economy, Chand and Company Ltd., New Delhi.
3. Gupta P. K.,(2012), Agricultural Economics, Vrinda Publications (P) Ltd. Delhi.
4. Mamoria C.B. and B.B. Tripalhi (1991), Agricultural Problems in India, Kitab Mahal, Allahabad.
5. Sadhu and Singh (2008), Fundamental of Agricultural Economics, Himalaya Publishing House, Mumbai.
6. Tyagi B.P., (2016), Agricultural Economics and Rural Development, Jaiprakash Nath and Co. Meerut.

TYBA ECONOMICS (SEMESTER-V)

COURSE CODE	GROUP-II : ELECTIVE PAPER PAPER NO – IX	CREDIT	MARKS
ECOILC503	INDUSTRIAL AND LABOUR ECONOMICS-I	3	80

Course Objectives

There has been a paradigm shift in the structure of the Indian industrial sector and the policies governing it ever since the new era of globalization and liberalization has ushered in. This paper intends to equip the students with the knowledge about the fundamentals of Industrial Economics and also the latest policies relating to the Indian industry.

Course Outcomes

- Learners will study the different contemporary issues of industrial sector.
- Learners will know the problems of industries.
- Learners will get the idea about productivity.
- Learners will get with new Policies and its impact on industries.

Module 1: Introduction

(12 Lectures)

Meaning and Scope of Industrial Economics- Industrial Profile- Private sector- Performance and Problems - Cooperatives sector and its role, merits and demerits- Public Sector – Role - Performance and Problems -Role of agriculture in Industrial development, Industrial Combinations - Motives for Mergers and Acquisitions.

Module 2: Industrial Location and Problem of Regional Imbalance

(12 Lectures)

Determinants of Industrial Location, Theories of Industrial Location - Weber's and Sargent Florence's Theories, Dispersal and Decentralization of Industries, Problem of Regional Imbalance.

Module 3: Industrial Productivity and Industrial Sickness**(12 Lectures)**

Concept and Measurement of Industrial Productivity- Factors Affecting Industrial Productivity-Industrial Sickness - Causes, Effects and Remedial Measures - Rationalisation - Concept, Aspects and Impact.

Module 4: Industrial Development in India**(12 Lectures)**

New Industrial Policy, 1991; Disinvestment Policy; Small Scale Industries and Rural Industrialization; National Manufacturing Policy, 2011 - Recent Trends in India's Industrial Growth- Role of MNCs in the Indian Economy - Merits and Demerits, Industrial Finance in India.

References:

1. Barthwal R.R. (2007), Industrial Economics, New Age International Publishers, New Delhi.
2. D. Agrawal A.N. (2011), Indian Economy, New Age International Publishers, New Delhi.
3. Datt R. and Sundaram K.P.M. (2009), Indian Economy, S.Chand & Co., New Delhi.
4. Kuchhal S.C. (1980), Industrial Economy of India, Chaitanya Publishing House, Allahabad.
5. Mishra S.K. and Puri V.K.(2008), Indian Economy, Himalaya Publishing House, Mumbai.
6. Ranjana Seth, Industrial Economics (2010), Ane Books Pvt. Ltd., New Delhi.

TYBA ECONOMICS (SEMESTER-V)

COURSE CODE	GROUP-II : ELECTIVE PAPER PAPER NO – X	CREDIT	MARKS
ECORMA504	RESEARCH METHODOLOGY - I	4	100

Course Objectives

This paper contains within the various objectives, such as to understand and make aware as well as inculcate research in Economics amongst the learners, to encourage exchange of ideas and application of results of economic research at the same time to enable students in understanding data collection and presentation for quality research in social sciences.

Course Outcomes

- The learners will understand and inculcate research in Economics
- The learners will exchange ideas and application of results of economic research.
- The course will help in formulation of problems in social science research.
- The students will understand data collection and presentation for quality research in social sciences.

Module 1: Introduction to Research

(12 Lectures)

Meaning and scope of social science research- Basic assumptions of research- Features and importance of social science research- Objectives and types of research; Basic, Applied, Pure, Descriptive, Analytical, and Empirical research- Limitations of social science research- Difficulties in social science research

Module 2: Formulation of Problem in Social Science Research

(12 Lectures)

Research process: Identification, selection and formulation of research problem-Sources of research problem - Criteria of a good research problem- Review of literature-Formulation of hypothesis- Research design: Definition, Concepts, and types- Data Collection and analysis- Interpretation and report writing- Use of web search in research process.

Module 3: Types of Data: Primary and Secondary

(12 Lectures)

Types of Data: Primary data and its collection methods: Observation method- Interview Technique - Design of schedule and questionnaire - Survey method and Field visits - Secondary data : Meaning- advantages- sources- relevance and limitations of secondary data- Sampling Techniques : Census and sample survey- Essentials of a good sampling - Advantages and limitations of sampling- Types of sampling: Random sampling and Non-random sampling-Sampling and Non-Sampling errors.

Module 4: Representation and Analysis of Data

(12 Lectures)

Classification, Tabulation and Graphical presentation of socio-economic data- Need and importance of data analysis- Statistical analytical tools: Measures of Central Tendency - Measures of Variation : Absolute and relative measures - Quartile deviation, standard deviation, coefficient of

variation- Skewness: Meaning and measurement (Karl Pearson's and Bowley's methods) - Preliminaries of computer applications in data organization and data processing.

References:

1. Bhandarkar P.L., (1994), Samajik Sanshodhan Padhati, Himalaya Publication, New Delhi.
2. Dawson, Catherine (2002), Practical research methods, UBS Publishers, New Delhi.
3. Ghosh, B.N. (1992), Scientific methods and social research, Sterling Publishers Pvt. Ltd, New Delhi.
4. Gupta S P, (1987), Statistical methods, Sultan Chand and Sons, New Delhi.
5. Kothari R.C. (2008), Research methodology, methods and techniques, New Age International Publishers, New Delhi.
6. Krishnaswamy O.R.(1993), Methodology of research in social sciences, Himalaya publishing House, Mumbai.

TYBA ECONOMICS (SEMESTER-V)

COURSE CODE	GROUP-II : ELECTIVE PAPER PAPER NO – X	CREDIT	MARKS
ECOQEB504	QUANTITATIVE ECONOMICS – I	4	100

Course Objectives

Economics is increasingly becoming quantitative in nature. This course introduces a variety of quantitative skills as per the current requirements of industry. The objective of this paper is to equip students with the mathematical and statistical techniques, which are needed for analysis of data in general and economic analysis in particular.

Course Outcomes

- Students can perform graphical analysis of functions, sketch curves defined by simple equations. Furthermore, it will help to interpret the algebraic solution of economic concepts
- It will build an ability to explain the economic applications of differentiation, and use it to

understand economic concepts such as elasticity, marginal cost and input- output determination and linear programming.

- Help to develop various quantitative concepts and their application not only in economics but also for other subjects.

Module 1: Equations, Graphs and Derivatives

(12 Lectures)

Linear and non-linear relationships in economic analysis – Derivatives – Higher order derivatives– Increasing and decreasing functions- Necessary and sufficient conditions for maxima and minima–Optimization of economic functions- Economic applications: equations and graphs Market demand and supply models, taxes, elasticity.

Module 2: Linear Algebra

(12 Lectures)

Matrices and basic operations on matrices– Rank of a matrix– Inverse of a matrix– Cramer’s rule and its application to the IS-LM model-Input-Output Analysis and policy implications– Linear Programming Problem: Formulation and graphical solution.

Module 3: Descriptive Statistics and graphing techniques for presenting data

(12 Lectures)

Concept of primary and secondary data along with tabulation and graphs – Measures of central tendency (arithmetic mean, median and mode) – Absolute and relative measures of dispersion (range, quartile deviation, mean deviation and standard deviation) with simple applications – Measures of skewness and kurtosis – Lorenz Curve

Module 4: Elementary Probability Theory

(12 Lectures)

Sample space and events– Mutually exclusive - Exhaustive and complementary events– Conditional probability– Binomial probability distribution– Nature and Properties of the Normal Probability Distribution -Standard Scores and the Normal Curve -The Standard Normal Curve: Finding Areas when the Score is Known- Finding Scores when the Area is Known.

References:

1. Chiang A. C.: Fundamental Methods of Mathematical Economics, 3rd edition, McGraw-Hill, 1984.
2. Dowling Edward T: Introduction to Mathematical Economics, Schaum Outline Series in Economics, Tata McGraw -Hill, New Delhi, 2004.
3. Dowling Edward T: Theory and Problems of Mathematical Methods for Business and Economics, McGraw Hill, 1993.
4. Gupta S.P.: Statistical Methods, S. Chand, New Delhi, 2014.
5. Lerner Joel J and P.Zima: Theory and Problems of Business Mathematics, McGraw Hill, New York, 1986.
6. Sancheti D.C. and V.K. Kapoor: Statistics-Theory, Methods and Applications, S. Chand, New Delhi, 2014.

TYBA ECONOMICS (SEMESTER-V)

COURSE CODE	GROUP-II : ELECTIVE PAPER PAPER NO – X	CREDIT	MARKS
ECOESSIC504	ENTREPRENEURSHIP & SMALL SCALE INDUSTRIES	4	100

Course Objectives

This paper is designed with the aim of encouraging students to foresee themselves as potential entrepreneurs. The paper includes within the scope for case studies, Interviews of Entrepreneurs, Preparation of project report, group discussion, survey etc.

Course outcomes

- Nurture the qualities of successful entrepreneurship
- Provides them knowledge about various processes to register for small scale industries which results in successful maintenances of such industries

Module 1: Entrepreneurship

(12 Lectures)

Concept of an entrepreneur and entrepreneurship, qualities of the successful entrepreneurs- role and functions of entrepreneurs in economic development- factors influencing entrepreneurship- Challenges before women entrepreneurship.

Module 2: Starting a new venture

(12 Lectures)

Project identification - selection and formulation, Registration of small scale industries - project report - Sources of finance for a business - Export documents and trends of small enterprises- major constraints in export performance.

Module 3: Small scale industries

(12 Lectures)

Meaning and scope of small scale industries, importance of small scale industries, problem faced by small scale industries, SWOT analysis for small scale industries, forms of business organizations: Sole proprietorship – Features, advantages & disadvantages. Partnership - Features, advantages & disadvantages. Joint stock Company – Features, advantages & disadvantages. Co-operative – Features, advantages & disadvantages.

Module 4: Management and incentives for small scale industries

(12 Lectures)

Fundamentals of management: productions and operations management- working capital management, marketing management - Human resource management- Total quality management - Management information system- Incentives to small scale industries.

References:

1. Barra G.S, Dangwal R.C. Entrepreneurship and Small Scale Industries New Potentials – Deep & Publications 1999
2. Desai Vasant, Dynamics of Entrepreneurial Development and Management, Himalaya Publication
3. Khanka C.S., Entrepreneurial Development. S. Chand and Company
4. Khushpat S. Jain House Export Import Procedures and Documentation' Himalaya Publishing House
5. Murthy C.S.V. Small Industries & Entrepreneurship Development, Himalaya Publication
6. Singh P.N. and Saboo J.C., Entrepreneurship Management, P.N.Singh Centre

TYBA ECONOMICS (SEMESTER-V)

COURSE CODE	GROUP-II : ELECTIVE PAPER PAPER NO – XI	CREDIT	MARKS
ECOEEA505	ENVIRONMENTAL ECONOMICS - I	4	100

Course Objectives

This course introduces the learner to the basic concepts, economic instruments and policy options in managing the environment. The impact of development on environment is suitably addressed under the rubric of sustainable development. Economic implications of environmental policy and valuation of environmental quality are important areas of concern to be covered. The students are sensitized to the role of human decisions in affecting the environmental quality and managing global environmental issues. The causes, effects and measures to control different types of pollution are impressed upon. The environmental accounting practices, policies, impact and risk analysis focusses on India.

Course Outcomes

- On the completion of this course, the student will have a good understanding of contemporary environmental issues and their relation to economic development.
- The learner will be equipped to understand the methodologies and tools of valuing the environment.
- In the light of international environmental agreements, the learners will be able to understand the global approaches and policies adopted by India to deal with the environmental issues.

Module1: Introduction to Environmental Economics

(12 Lectures)

Environmental Economics: Nature, Significance and Scope; Environment and the economy; Environmental Kuznets Curve; Common resources, externalities and property rights; Coase Theorem; Rio Declaration and Agenda 21 programme of action for sustainable development.

Module 2: The Design and Implementation of Environmental Policy

(12 Lectures)

Criteria for evaluating environmental policies; Tools of Environmental Policy: Standards, Pigovian taxes/effluent fees, quotas/tradable permits; Choice between taxes and quotas; Environmental Policy: Regulation and Implementation.

Module 3: Measuring Benefits of Environmental Improvements

(12 Lectures)

Economic value of Environment: Use and Non-use values; Measurement methods of environmental value: Market based and Non-market based methods; Contingent Valuation Method; Travel Cost Method; Hedonic Price Method.

Module 4: Global Environmental Issues

(12 Lectures)

Trade and environment-Overview of trans-boundary environmental problems-Global Warming - Climate Change - Energy Crisis - Challenges of urbanization - International environmental agreements.

References:

1. Barry Field and Martha K Field: Environmental Economics, McGraw Hill International Edition, 2017.
2. Benneer, Lori Snyder, and Cary Coglianese (2004), Evaluating Environmental Policies, KSG Faculty Research Working Paper Series RWP04-049, USA
3. Charles Kolstad : Environmental Economics, Oxford University Press, New York, 2000.
4. Hanley Nick, Shogren Jason and White Ben: Introduction to Environmental Economics, Oxford University Press, 2001.
5. Mickwitz, Per. (2003). A Framework for Evaluating Environmental Policy Instruments Context and Key Concepts. Evaluation.
6. Smith Stephen: Environmental Economics: A very Short Introduction, 1st Edition, Oxford University Press, New York, 2011.

TYBA ECONOMICS (SEMESTER-V)

COURSE CODE	GROUP-II : ELECTIVE PAPER PAPER NO – XI	CREDIT	MARKS
ECOIEB505	ECONOMICS OF INSURANCE - I	4	100

Course Objectives

The course is designed to provide an understanding of the fundamentals of insurance. Insurance has a profound impact on the society as it manages, diversifies and absorbs the risk of individuals and organisations. Insurance companies as risk management service providers serve as bulwarks for the development of productive activities fuelling demand, facilitating supply and trade. The important role played by the insurance institutions in mobilizing savings and diverting them for capital formation is well known. In recent years, uncertainties experienced in life have been increasing and this in turn has created demand for insurance. With the opening of the insurance sector to private players, the interest in the subject has increased. The paper on Economics of Insurance attempts to provide a fairly comprehensive view of the subject to the undergraduate students in Economics.

Course Outcomes

- Identify and define basic terms and concepts of insurance
- Describe the importance of insurance for an individual and the economy
- Understand the concept of risk and its types, and the process of risk management.

Modul 1: Introduction

(12 lectures)

Definition of Insurance, Characteristics of Insurance, Principles of Insurance, Distinction between Assurance and Insurance ,Purpose and need of insurance, Functions of Insurance, Classification of Insurance, Limitations of Insurance.

Modul 2: Risk and Risk Management

(12 lectures)

Concept of Risk, Risk Vs Uncertainty – Loss and chances of loss, Perils, Hazards, Types of Risk, Classification of Pure risk, Elements of insurable risk, Losses and methods of handling pure risk, Asymmetries of information - Adverse selection and Moral hazard in insurance, Risk management process - Risk analysis, Risk control, Risk financing, Risk transfer.

Modul 3: Recent Trends in Insurance Sector

(12 lectures)

Insurance and economic development, Insurance institutions as financial intermediaries; insurance institution as investment institution; Growth & Performance of Public & Private Insurance Companies in India: Life and Non-Life sector including foreign collaborations; Disinvestment of LIC, Listing of Public & Private Insurance companies in Stock market; Government policies in insurance – Ayushman Bharat Yojna, Pradhan Mantri Suraksha Bima Yojna, Pradhan Mantri Jeevan Jyoti Bima Yojna.

Modul 4: Reinsurance

(12 lectures)

Definition, Objectives of Reinsurance, Role of Reinsurance, Techniques of Reinsurance. Role of Reinsurer, Role of General Insurance Corporation of India (GIC Re), Issues and challenges in Indian Reinsurance.

References:

1. Dr. PK Gupta (2011), Insurance & Risk Management, Himalaya Publishing House.
2. Dr. MJ Mathew (2005), Insurance Principles & Practice, RBSA Publishers.
3. E. Rejda George, McNamara Michael (2017), Principles of Risk Management & Insurance, Pearson Education.
4. Kishore Kumar Das (2016), Insurance Sector in India: Problems, Possibilities and Prospects, IBP, New Delhi.
5. Meltem Tumay (2009), Asymmetric Information & Adverse Selection in Insurance Markets: The problem of Moral Hazard at dergipark.org.tr/tr/download/article-file/146009.
6. PK Gupta (2017), Fundamentals of Insurance, Himalaya Publishing House.

TYBA ECONOMICS (SEMESTER-V)

COURSE CODE	GROUP-II : ELECTIVE PAPER PAPER NO – XI	CREDIT	MARKS
ECOMEAC505	MATHEMATICS FOR ECONOMIC ANALYSIS	4	100

Course Objectives

This course aims to equip students with mathematical tools, formulae and expressions, which will enhance their capacity to understand and interpret economic theory. The course introduces mathematical techniques commonly used for planning and resource allocation.

Course Outcomes

- By the completion of the course, students can solve the economic problems by using mathematical techniques.
- The application of these mathematical techniques will help them to analyse the real world problems and to bring out impeccable interpretations in any discipline.

Module 1: Set Theory, functions and Graphs

(12 Lectures)

A set and its elements- basic set operations- Functions and Graphs- Algebraic and Non- Algebraic; Slope and intercept of a straight line- Economic Applications: Demand and supply functions-Savings-Investment- Consumption function etc.

Module 2: Derivatives and its Applications

(12 Lectures)

Derivative of function – Rules of differentiation, Partial derivatives - First and Second orders - Total differentiation- Maxima and minima of two or more than two variables.

Applications in Economics: Constrained and unconstrained optimization- Cost minimisation- Profit maximisation- Optimization of utility and production functions using Lagrange Multiplier.

Module 3: Integration and its Applications**(12 Lectures)**

Basic rules of integration – Definite and Indefinite integrals- Area under the curve.

Economic applications- Capital formation- Consumer's and Producer's Surplus- Measures of Inequality- Lorenz curve- Gini- coefficient and Pareto distribution.

Module 4: Matrix Algebra**(12 Lectures)**

Meaning and types of Matrices- Matrix Operations (upto 3×3) Matrix – Addition- Matrix multiplication, Transpose of matrix- Inverse of a Square Matrix- Rank of a matrix- Adjoint of a matrix- Characteristic Roots and Vectors- Simultaneous linear equations- Determinants- Minors and Cofactors- Solution to equations by Cramer's Rule- Applications in economics: Input -Output model.

References:

1. Chiang, Alpha (1994). Fundamental Methods of Mathematical Economics. McGraw Hill.
2. Dowling, Edward T (2004): Introduction to Mathematical Economics Schaum's Outline Series in Economics. Tata McGraw –Hill.
3. Lerner, Joel J and P. Zima (1986). Theory and Problems of Business Mathematics. McGraw Hill.
4. Rosser, Mike (2003). Basic Mathematics for Economists. Routledge, Taylor & Francis Group.
5. Soni, R. S. (2009). Essential Business Mathematics & Business Statistics, Ane Books Pvt. Ltd.
6. Sydsaeter, K and P. Hammond (2002). Mathematics for Economic Analysis. Pearson Educational Asia.

TYBA ECONOMICS (SEMESTER-V)

COURSE CODE	GROUP-II : ELECTIVE PAPER PAPER NO – XII	CREDIT	MARKS
ECOEMA506	ECONOMY OF MAHARASHTRA-I	3	80

Course Objectives

This paper provides a detailed account of various sectors of economy of Maharashtra i.e. natural

resources, population, agriculture, industry, infrastructure, fiscal policy and human development. These units will introduce the various challenges faced by the economy of Maharashtra and efforts of the Government to tackle them.

Course Outcomes

- Students get acquainted with all varied sectors of the economy of Maharashtra
- Awareness on challenges to be faced and measures to tackle the challenges

Module 1: Introduction to Economy of Maharashtra

(12 Lectures)

Location and administrative divisions- Important features of the economy of Maharashtra- land, forest, climate and rainfall, fisheries and mineral resources-Formation of Maharashtra state- Sanyukt Maharashtra Movement – structural changes in state domestic product since 1991 -Maharashtra's place in India in various economic indicators.

Module 2: Demography of Maharashtra

(12 Lectures)

Size and growth rate –Density- Birth rate, Death rate and infant mortality rate - Urban and rural population -Literacy rate - Sex ratio - Migration - Labour force -SC and ST population - Employment Guarantee Scheme (EGS) - Unemployment and poverty.

Module 3: Agriculture Development in Maharashtra

(12 Lectures)

Significance of agriculture in the economy of Maharashtra - Land utilisation in Maharashtra- Cropping pattern and per hectare yield -Trends in land productivity - Land reforms -Intensity of irrigation - Inequalities in land distribution in Maharashtra - Cooperatives in Maharashtra- Agricultural finance - Food security-Concept of PDS- Buffer stock of foodgrains- Allocation - Issue of farmers suicide - Agricultural policy in Maharashtra.

Module 4: Industrial Sector & Service Sector in Maharashtra

(12 Lectures)

Major manufacturing industries - Important ratios of industrial groups in Maharashtra - Incentives and promotions to various industries in Maharashtra -Industrial policy of Maharashtra 2019 and 2024 -The

role of MIDC, SICOM, MSFC, SEZ in industrial development - Foreign Direct Investment (FDI) in Maharashtra since 1991- Role of service sector in the economy of Maharashtra - sector in employment - Banking and finance.

References:

1. JungaleMangala (2008): Maharashtrachi Arthvyavastha (Marathi), Prashant Publications, 17, Stadium Shopping Centre, Opp. State Bank, Jalgaon –age No. 9 to 19.
2. Kurulkar R. P. (1997): Maharashtrachi Arthvyavastha (Marathi), Vidya Prakashan, Ruikar Marg, Nagpur. Page No. 153 to 179.
3. Munagekar Bhalchandra (2003) :The Economy of Maharashtra – Changing Structure and Emerging Issues, Dr. Ambedkar Institute of Social and Economic Change, Mumbai.
4. Patil J. F. (2010) :Suvarna Mahotsavi Maharashtrachi Badalati Arthvyavastha (Marathi), Abhijit Pratap Pawar, Sakal Papers Ltd., 595, Budhwar Peth, Pune-411002Page No. 41 to 57.
5. Pansare Govind (2012) :Maharashtrachi Arthik Pahani – Paryayi Drushtikon (Marathi), Shramik Pratishthan, Red Plug Bldg., Bindu Chowk, Kolhapur, Page No. 159 to 195.
6. World Bank (2002) India: Maharashtra Reorienting Govt. to Facilitate Growth and Reduce Poverty.

TYBA ECONOMICS (SEMESTER-V)

COURSE CODE	GROUP-II : ELECTIVE PAPER PAPER NO – XII	CREDIT	MARKS
ECOHETB506	HISTORY OF ECONOMIC THOUGHT - I	3	80

Course Objectives

The very purpose of this course is to provide information about the biography and contribution of the most influential economists who influenced the economic fraternity and to whom we are obliged to for shaping up the economic thought process.

Course Outcome:

- Students will get information about the genesis of Economics and its modern scenario.
- Establish the co-relation of Economics with other subjects.

Module 1: Classical Economics

(12 Lectures)

Mercantilism and Physiocracy: Introduction -Adam Smith: Liberalism -Division of Labour -Theory of Value - David Ricardo: Rent Theory- Wage Theory - Theory of Value- Karl Marx: Surplus Value Materialistic Interpretation of History -Scientific Socialism.

Module 2: Neo-Classical Economics

(12 Lectures)

Alfred Marshall : Thought on Value - Representative Firm - Consumer's Surplus - Internal and External Economies-Quasi Rent - Schumpeter: Economic Development And Innovation- Pigou :Welfare Economics.

Module 3: Keynesian Ideas

(12 Lectures)

Employment Theory- Money- Wage Rigidity Model- Multiplier and accelerator and their interaction - Trade Cycle - Inflation -Role of Fiscal Policy - Keynesian Economics and Developing Countries.

Module 4: Post-Keynesian Economics

(12 Lectures)

Supply Side Economics -Hayek's Theory of Trade Cycle- Life Cycle theory Consumption- Friedman: Theory of Demand for Money - Long-Run Philips Curve - Mankiw's New Keynesian Model - Stagflation.

References:

1. Dasgupta A. K, Epochs of Economic Theory Oxford University Press. New Delhi, 1985.
2. Ernesto Screpanti and Stefano Zamagni, An Outline Of The History Of Economic Thought, OxfordUniversity Press Inc., New York, 5005.
3. Ghosh and Ghosh: Concise History of Economic Thought, Himalaya Publishers.
4. Gide, O. and G. Rist, A History of Economics Doctrine. George Harrop Co. London. 1956.
5. Harry Landreth and David C. Colander, History of Economic Thought, Houghton Mifflin Company Boston Toronto, 2001.
6. Roll, E., A History of Economics Thought. Faber Landon, 1973.

TYBA ECONOMICS (SEMESTER-V)

COURSE CODE	GROUP-II : ELECTIVE PAPER PAPER NO -XII	CREDIT	MARKS
ECOIBFC506	INTERNATIONAL BANKING AND FINANCE- I	3	80

Course Objectives

This syllabus serves as an introduction to the fundamentals of international finance. Various types of exchange rate systems and related developments are incorporated to understand the emergence of contemporary exchange rate systems. The students will make an in-depth study of foreign exchange market and international capital markets.

Course Outcomes

- Upon completion of the course the students are clear about the fundamentals of International Finance.
- They come across various types of exchange rate systems and related developments and emergence of contemporary exchange rate systems.
- It enable them in-depth study of foreign exchange market and international capital markets
- The course will result in the project work based on empirical case studies suggestive- examples: foreign exchange arithmetic, direct, indirect and cross rate and percentage spread.

Module 1: Fundamentals of International Finance

(12 Lectures)

Meaning and scope of international Finance - Balance of payments: structure and components- Convertibility of currency- International Monetary system- Gold Standard - Bretton Woods System - failure of Bretton Woods- Smithsonian agreement- Special Drawing Rights- European Monetary system.

Module 2: contemporary Exchange Rate Systems

(12 Lectures)

Current exchange rate system- Fixed exchange rate - Flexible exchange rate - Merits and Demerits of fixed and flexible exchange rate - Types of fixed exchange rates hard pegs and soft pegs-Types of flexible exchange rate managed float and free float- Exchange rate determination under fixed and flexible exchange rate system.

Module 3: Foreign Exchange Market

(12 Lectures)

Meaning and nature of foreign exchange market-Participants in foreign exchange market- Retail and wholesale components of forex market - Role of FEDAI, FEMA and regulatory framework- Foreign exchange arithmetic - Exchange rate quotation-direct, indirect and cross rate - Percentage spread.

Module 4: International Capital Markets

(12 Lectures)

Euro currency market-origin and reasons of growth- Euro currency deposits-loan bonds and notes markets- International equity market- depositary receipt-ADR, GDR and IDR- characteristics and mechanism of depositary receipts-International bond market- domestic bonds and foreign currency bonds FCCB & FCEB.

References:

1. Cheol S. Eun ET. AL. International Finance (2012), McGraw Hill India.
2. Rajiv Srivastava, International Finance (2014) Oxford University Press, India.
3. S. AshokKumar, Global financial and Indian economy, New Century Publications, New Delhi.
4. Salvatore, Dominick, International Economics, 2008, 3rd edition, Wiley India.
5. Sodersten, Bo and Geoffery Reed, International Economics, 2006, 3rd edition.
6. V.A. Avadhani, International Finance, (2009), Himalaya Publishing House.

COURSE STRUCTURE
(APPLICABLE FROM ACADEMIC YEAR: 2021-22)
TYBA (SEMESTER –VI)

COURSE CODE		REVISED PAPER	CREDIT	MARKS
GROUP-I : CORE PAPERS				
ECOAME601	XIII	ADVANCED MACROECONOMICS – III	4	100
ECOIE602	VIV	INTERNATIONAL ECONOMICS	4	100
GROUP-II :ELECTIVE PAPERS				
ECOIFSA603	XV	INDIAN FINANIAL SYSTEM-II	3	80
OR				
ECOACB603	XV	ECONOMICS OF AGRICULTURE AND CO - OPERATION – II	3	80
OR				
ECOILC603	XV	INDUSTRIAL AND LABOUR ECONOMICS – II	3	80
ECORMA604	XVI	RESEARCH METHODOLOGY - II	4	100
OR				
ECOQEB604	XVI	QUANTITATIVE ECONOMICS - II	4	100
OR				
ECORDC604	XVI	RURAL DEVLOPMENT	4	100
ECOEEA605	XVII	ENVIRONMENTAL ECONOMICS - II	4	100
OR				
ECOEIB605	XVII	ECONOMICS OF INSURANCE - II	4	100
OR				
ECOBEC505	XVII	BASIC ECONOMETRICS	4	100
ECOEMA606	XVIII	ECONOMY OF MAHARASHTRA –II	3	80
OR				
ECOHETB606	XVIII	HISTORY OF ECONOMIC THOUGHTS – II	3	80
OR				
ECOIBFC606	XVIII	INTERNATIONAL BANKING AND FINANCE – II	3	80

TYBA ECONOMICS (SEMESTER-VI)

COURSE CODE	GROUP-I : CORE PAPER PAPER NO –XIII	CREDIT	MARKS
ECOAME601	ADVANCED MACROECONOMICS - III	4	100

Course Objectives

This course introduces the students to formal modeling of a macro economic theory with analytical tools. Since students have been taught Keynesian Synthesis, this course focuses on four aspects which are the study of Post Keynesian Synthesis, Trade Cycles, Exchange Rate Regimes and International Monetary System.

Course Outcomes

- To make student aware about Post Keynesian Synthesis and understand various aspects of Trade Cycles.
- Students will be able to describe the contemporary Exchange Rate Regimes and International Monetary System.

Module 1: Post Keynesian Synthesis

(14 Lectures)

Derivation of Aggregate Demand Curve with IS-LM - Aggregate Supply Curve - Determination of Equilibrium National Income and Price Level under Aggregate Demand and Aggregate Supply Model - Extension of IS-LM Model with Labour Market and Flexible Prices - Natural Rate of Unemployment- Long run Philips Curve - Friedman's Expectation Model - Tobin's Modified Philips Curve - Adaptive Expectations and Rational Expectations.

Module 2: Trade Cycles

(12 Lectures)

Meaning- Nature- Features and Types of Trade Cycles - Phases of Trade Cycles - Theories of Trade Cycles- Hawtrey's, Kaldor, Paul Samuelson and Hicks - Measures to Control Trade Cycles.

Module 3: Exchange Rate Regimes and Currency Crises

(12 Lectures)

Managed Exchange Rate- Advantage and Disadvantage - Policy of Managed Flexibility-Adjustable Peg System, Crawling Peg System, Managed Floating System, Clean and Dirty Float System - Balance of Payment and Exchange Rate - Is Balance of Payments Always in Balance? – Convertibility of Currency - Currency Crisis-Causes, Impact and Measures.

Module 4: International Monetary System

(12 Lectures)

Rise and Fall of International Gold Standard - Bretton Woods System- Breakdown of the Bretton Woods System - Monetary System after the Collapse of Bretton Woods System - Maastricht Treaty, Features, Effects and Importance of Euro- Currency Market - Causes and Consequences of Global Economic Crisis - Impact of Global Recession on the Indian Economy - Asia Infrastructure Investment Bank (AIIB) - New Development Bank (NDB): Asian Development Bank (ADB).

References:

1. Blanchard, Oliver (2008), Macroeconomics, Pearson education, New Delhi, India.
2. Dornbusch, Fisher and Startz (2018): Macroeconomics, McGraw Hill Education (India) Pvt. Ltd.
3. Mankiw N Gregory (2003), Macroeconomics, 6" edition, Worth Publishers, New York.
4. Patil J. F (2005, Marathi Edition), Macroeconomic Analysis, Phadke Prakashan, Kolhapur.
5. Rana K. C. & Verma K.N (2017), International Economics, Vishal Publishing CO. Jalandhar.
6. Salvatore D. (1997), International Economics, Printice Hall, New York.

TYBA ECONOMICS (SEMESTER-VI)

COURSE CODE	GROUP-I : CORE PAPER PAPER NO – XIV	CREDIT	MARKS
ECOIE602	INTERNATIONAL ECONOMICS	4	100

Course Objectives

The course is designed to provide a general understanding of the fundamentals of International Trade Theories along with the balance of payment concepts, crisis and various policy measures to correct the

same. It also provides overview of the working of foreign exchange market, determination of exchange rate and different terms related with the foreign exchange market. The course introduces the main features of the international economic institutions and enables them to critically understand role and functions of those institutions.

Course Outcomes

- Students will be able to understand the trade theories and determinants of trade which helps them to analyze the international trade policies.
- Students will be able to understand the role of various international institutions and trade blocks and their approaches in framing the policies for trade.

Module 1: Introduction to Trade Theories

(12 Lectures)

Meaning, scope and importance of International Trade- Difference between Internal and International Trade - Adam Smith's Theory of International Trade - Ricardian theory of comparative cost difference Heckscher- Ohlin Theory-Leontief's Paradox- Krugman's Model

Module 2: Balance of Trade and Balance of Payment

(12 Lectures)

Concepts of Terms of Trade(Net barter, Gross barter and Income terms of trade)-Meaning and difference between Balance of Trade (BOT) and Balance of Payment (BOP)-Purchasing Power Parity theory, Law of Reciprocal Demand-Marshall-Edgeworth Offer curves, Gains from trade-Case for and against Free Trade and Protection policy

Module 3: Foreign Exchange Market

(12 Lectures)

Meaning and Functions of Foreign Exchange Market-Exchange rate determination, Factors influencing foreign exchange rate-Managed Flexibility-SWAP Market, Components of foreign exchange reserves Foreign Aid Vs Foreign Trade, FDI and MNCs

Module 4: International Economic Institutions and Economic Integration

(12 Lectures)

IMF, World Bank - Role and functions-WTO-Objectives, Functions and Agreements with respect to

TRIPS, TRIMS, GATS, AoA - Forms and objectives of Economic Integration-Cartels-Trade Blocs, ASEAN- European Union (EU)- NAFTA and SAARC.

References:

1. Appleyard Dennis and Alfred j Field, Jr, International Economics, 2001, 4th Edition, Tata McGraw-Hill Education Private Limited.
2. Cherunilam Francis, International Economics, 2009, 5th Edition, Tata McGraw-Hill Education Private Limited, New Delhi.
3. Krugman R Paul, Maurice Obstfeld, International Economics Theory and Policy, 2009, 8th Edition, Pearson.
4. Melitz M. and Trefler D., Gains from Trade When Firms Matter, Journal of Economic Perspectives, Spring 2012.
5. Salvatore, Dominick, International Economics, 2008, 8th Edition, Wiley India.
6. Sodersten, Bo and Geoffery Reed, International Economics, 2006, 3rd Edition.

TYBA ECONOMICS (SEMESTER-VI)

COURSE CODE	GROUP-II : ELECTIVE PAPER PAPER NO – XV	CREDIT	MARKS
ECOIFSA603	INDIAN FINANCIAL SYSTEM-II	3	80

Course Objectives

The paper is framed to provide information on various financial markets including the participants, regulators of the respective markets and role of intermediaries. The syllabus also provides students with an overview of the features of the markets in India and the reforms that have been carried out in them over a period of time. Certain topics have been also incorporated to facilitate the students with practical exposure to the functioning of these markets and they indicate potential topics for case studies and taking up small research projects.

Course outcomes

- Focuses on features and functioning of financial markets as well as reforms therein.

- Empowers students about the evolution and significance of financial services, overview of new products and practices in the provision of financial services.
- Project work based on empirical case studies involving data analysis; suggestive examples: equity research, derivative pricing, analysis of financial performance of corporates, study of capital structure of corporates, mapping the trends in stock market indices, CIBIL score & lending practices of banks.

Module 1: Money Market and Debt Market

(12 Lectures)

Money market: meaning and functions- Structure of money market in India (dichotomous & heterogeneous) - Participants and instruments in Indian money market- Features of Indian money market - Reforms in Indian money market - Role of the RBI.

Debt market: meaning & functions - Segments in debt market- Participants & instruments in debt market - Role of intermediaries and the government in debt market - Recent trends in India's debt market.

Module 2: Capital market

(12 Lectures)

Capital market: meaning, role and factors affecting growth of capital market - Structure of capital market- New issues or primary market: features, participants & intermediaries - Overview of issue mechanisms or methods of raising primary issues- Reforms in primary segment of Indian capital market & role of the SEBI.

Secondary market: features, participants & intermediaries - Listing of securities: types, advantages, requisites of listing - Basic mechanism of trading in securities - DEMAT- introduction to major stock exchanges in India: BSE, NSE and OTCEI- Reforms in secondary segment of Indian capital market.

Module 3: Derivatives Market

(12 Lectures)

Derivatives: Need and significance - Participants in derivative markets- Types of derivatives (a. based on the underlying entity- financial, commodity, foreign currency, credit & interest rates and b. based on instruments- forwards, futures, options, swaps) - Pricing of derivatives: futures pricing, cost-of-carry model, options pricing -Derivative markets in India: evolution & growth, NCDEX, MCX, regulation of derivatives trading in India.

Module 4: Financial Services in India**(12 Lectures)**

Insurance: meaning, types, evolution and growth, E-portal for insurance policies, IRDA and PFRDA-
Mutual Funds: meaning, composition, advantages, types of schemes-Evolution & growth, AMFI-
Merchant banking: Evolution & growth, scope and recent developments in India - Credit rating: meaning,
role and significance, agencies- depository services.

References:

1. Bhole, L. M. (2008): Financial Institutions and Markets, Growth and Innovation, Tata McGraw-Hill, New Delhi.
2. Khan, M.Y. (2007): Financial Services, Tata McGraw Hill, New Delhi.
3. M.Y. Khan, Indian Financial System
4. Pathak, Bharati (2008): The Indian Financial System –Markets, Institutions, and Services, (2nd Edition), Pearson Education, New Delhi.
5. Rajesh Kothari, Financial Services in India: Concept and Application
6. Vasant Desai, Indian Financial system.

TYBA ECONOMICS (SEMESTER-VI)

COURSE CODE	GROUP-II : ELECTIVE PAPER PAPER NO – XV	CREDIT	MARKS
ECOACB603	ECONOMICS OF AGRICULTURE AND CO-OPERATION-II	3	80

Course Objectives

The paper is designed to provide various aspects related to the Principles of cooperation and cooperative organizations in the globalized economy. The essentials of cooperative finance are dealt in with reference to the latest trends. The cooperative movement has a long history of more than hundred years. Indian Cooperatives Structure is one of the largest networks in the world. Under this backdrop the student should study the principles and role of cooperation in the modern era.

Course Outcomes

- Students can understand the basic Principles of Cooperation, Globalization and Cooperation.
- Provides information about co-operative Movement in India and its performance and role in rural development.
- Students get introduced to the problems and measures of agro industries and Cooperative farming and Leadership in cooperative development.

Module 1: Co-operation

(12 Lectures)

Meaning and features of Co-operation- Principles of Co-operation (Manchester-1995) - Role of Co-operation in Economic development - Globalization and Co-operation-Importance and Benefits of Co-operation - Co-operative Movement in foreign Countries - Consumer Cooperative Movement in U.K- Agricultural Cooperative Movement in Israel.

Module 2: Co-operative Finance in India

(12 Lectures)

Co-Operative Finance: Need, Structure. Progress and Problems - National Co-operative Development Corporation (NCDC) - Farmers service societies - Urban Co-operative banks,

Module 3: Agricultural Co-operatives

(12 Lectures)

Role and Types of Agro-Industries - Problems and Measures of Agro-Industries - Sugar and Dairy Co-operatives - Food and Fruits Processing Industry - Co-Operative Farming.

Module 4: Co-operative Organizations in India

(12 Lectures)

Consumer Co-operatives - Co-operative Marketing - NAFED - Housing Co-operative societies Labour Co-operative societies - Leadership in Cooperative development - Concept of Co-Operatives Audit.

References:

1. Bedi R. D. (2001), Theory, History and Practice of Co-Operation, International Publishing House, Meerut (U.P.).
2. Government of Maharashtra - Co-operative movement at a Glance (latest annual report).

3. Hajela T.N, (2000), principles, problem and practice of Co-operation, Agarwal Publication, New Delhi.
4. Mathur B. S, (2000), Co-Operation in India, Sahitya Bhavan, Agra.
5. Matthai John, (1996), Agricultural Co-Operation in India, Reliance Publishing House, New Delhi.
6. Swami Krishna, (1985), Fundamentals of Co-Operation, S. Chand and Company Ltd, New Delhi.

TYBA ECONOMICS (SEMESTER-VI)

COURSE CODE	GROUP-II : ELECTIVE PAPER PAPER NO – XV	CREDIT	MARKS
ECOILC603	INDUSTRIAL AND LABOUR ECONOMICS-I	3	80

Course Objectives

Issues pertaining to the labour market, wage policy, trade unions and amicable solutions to industrial disputes have become vital for developing countries, especially for India, where the bulk of the labourforce is employed in the unorganised sector, and the organized sector is witnessing a phenomenon of 'jobless' growth. This paper intends to provide knowledge of the same and also discusses the importance of labour welfare and social security measures for the growing labour force in India.

Course outcomes

- Learners become aware about different problems and policies a labour.
- Learners will get intoned about trade unions and industrial relation in contemporary world.
- Learned will know the different policies of labour welfare.

Module 1: Introduction - Indian Labour Market

(12 Lectures)

Characteristics of the Indian Labour Market, Child Labour and Women Labour -Problems and Measures, Labour Market Reforms - Exit Policy and Need for Safety Nets, Second National Commission on Labour, Globalization and its impact on Indian Labours.

Module 2: Trade Unionism

(12 Lectures)

Definition and Functions of Trade Unions, Historical Evolution of Trade Unions in India and their Present Status- Problems of Trade Unions in India- Role of Outside Leadership- International Labour Organization.

Module 3: Industrial Relations

(12 Lectures)

Causes of Industrial Disputes and Their Settlement Mechanism- Collective Bargaining - Concept, Features - Importance and Pre-requisites for Successful Collective Bargaining - Collective Bargaining in India -Workers' Participation in Management- Concept, Objectives and Forms of Workers'Participation in India -Working Conditions and life style of Indian workers.

Module 4: Labour Welfare and Social Security

(12 Lectures)

Concept -Theories and Principles of Labour Welfare- Agencies for Labour Welfare, Role of the Labour Welfare Officer - Social Security-Concept; Social Assistance and Social Insurance – Social Security Measures in India - Indian Labour Legislations.

References:

1. Agrawal A.N. (2011), Indian Economy, New Age International Publishers, New Delhi.
2. CO Monappa A, (2006), Industrial Relations, Tata McGraw Hill Publishing Company Ltd, New Delhi.
3. Datt R. and Sundaram K.P.M. (2009), Indian Economy, S.Chand & Co., New Delhi.
4. Mamoria C.B. and Mamoria S. (2002), Dynamics of Industrial Relations, Himalaya Publishing House, Mumbai.
5. U. Mishra S.K. and Puri V.K.(2008), Indian Economy, Himalaya Publishing House, Mumbai.
6. U. Ratna Sen, Industrial Relations in India - Shifting Paradigms (2005), Macmillan, New Delhi.

TYBA ECONOMICS (SEMESTER-VI)

COURSE CODE	GROUP-II : ELECTIVE PAPER PAPER NO – XVI	CREDIT	MARKS
ECORMA604	RESEARCH METHODOLOGY - II	4	100

Course Objectives

This paper 'Research methodology-II' has various objectives, like to enable students in understanding application of statistics in research, to prepare learners to realize about various analytical tools and methods in research, to orient the students to know index numbers, hypothesis formulations and testing and to make student understand about the research report writing.

Course Outcomes

- The learners get assimilated to the research culture in Economics through application of statistics.
- The learners will understand the concept of index number with its use and applications.
- The course will help in formulation of hypotheses and its testing in social science research.
- The students will understand the writing of social science research reports with its various types, organization and styles.

Module 1: Application of Statistics in Research

(10 Lectures)

Methods of studying correlation- measurement of simple correlation: graphic method- Scatter diagram- Coefficient of correlation- Karl Pearson and rank correlation- Interpretation of $r = +1$. Linear regression analysis: Meaning, regression lines, regression equation, regression equation relationship between correlation and regression- Analysis of time series- Components- Trend analysis- Moving averages (3, 4 and 5 Yearly)- Method of least square.

Module 2: Index Number:

(14 Lectures)

Meaning and classification of index number - Problems encountered while constructing index numbers- Uses and limitation of index numbers - Methods of constructing index numbers: Simple index:

i) Aggregate method ii) Simple average of Relative method - Weighted index: Laspeyer's, Paache's, Fisher's and Marshall- Edgeworth - Base shifting - Deflating and Cost of living index number: Weighted average of Relative method - Aggregate Expenditure method- Chain based index - Concepts of base shifting, splicing, and deflating - Consumer price index- Meaning, need and construction.

Module 3: Hypothesis Formulation and Testing

(10 Lectures)

Definition and functions of Hypothesis - Criteria of workable Hypothesis - Forms and sources of hypothesis- Concepts in testing of hypothesis: Universe / Population parameter and sample statistics- Types of hypotheses: Null and Alternative Hypotheses-Levels of significance-Critical region -Type I and Type II Errors -Student t- test.

Module 4: Research Report Writing

(14 Lectures)

Types of research reports: Technical, Popular, Interim, Summary, Article- Format of a research report- Principles of writing the research report: Organization and style - Contents- Styles of reporting- Steps in drafting reports- Editing the final draft-Evaluating the final draft -Organization of the research report: Preliminaries, Contents of report, Structuring the report: Chapter format- Pagination- Identification- Using quotations, Presenting footnotes- Abbreviations- Presentation of tables and figures- Referencing documentation-Use and format of appendices- Indexing - Bibliography, Appendices.

References:

1. Allen, T. Harrell (1978), New methods in social science research, Praeger Publishers, New York
2. Bhandarkar P.L.,(1994), Samajik Sanshodhan Padhati, Himalaya Publication, New Delhi, (Marathi)
3. Ghosh, B.N, (1992). Scientific methods and social research, Sterling publishers Pvt. Ltd, New Delhi.
4. Gupta S. P, (1987), Statistical methods, Sultan Chand and Sons, New Delhi
5. Kothari R.C. (2008), Research methodology, methods and techniques, New Age International Publishers, 2nd revised edition, New Delhi.
6. Krishnaswamy O.R. (1993), Methodology of research in social sciences, Himalaya Publishing House, Mumbai

TYBA ECONOMICS (SEMESTER-VI)

COURSE CODE	GROUP-II : ELECTIVE PAPER PAPER NO – XVI	CREDIT	MARKS
ECOQEB604	QUANTITATIVE ECONOMICS – II	4	100

Course Objectives

This paper proposes to equip the students with the idea of derivatives and integration along with its application in economic theory. The aim is to empower students with quantitative techniques such as correlation, regression and time-series, which will aid in for data analysis.

Course Outcomes

- Upon the completion of course Students will be able to apply the techniques of derivatives and integration to economic theory
- Students can handle time series data and interpret the results.

Module 1: Techniques and applications of partial derivatives (12 Lectures)

Functions of several variables and partial derivatives - Second order partial derivatives - Optimization of multivariable functions-Constrained optimization with Lagrange multiplier and its economic interpretation -Marginal productivity, Income and cross price elasticity of demand - Homogeneous production functions and returns to scale - Cobb- Douglas production function

Module 2: Integral Calculus (12 Lectures)

Integration and Definite integral; area under the curve - Economic applications - Present value of cash flows (present value of a sum to be received in future and present value of a stream of future income) - Consumer's and Producer's Surplus.

Module 3: Correlation and Regression Analysis (12 Lectures)

The meaning and significance of Correlation; Scatter plot of Bivariate Distributions; Correlation and

Causation - Karl Pearson's coefficient of correlation: Spearman's rank correlation coefficient - Simple regression analysis- Method of Least Squares and Regression Lines, Regression Coefficients, Relationship between correlation coefficients and regression coefficients, Estimation and forecasting of trend by the Least Squares Method.

Module 4: Index Numbers and Sampling Methods

(12 Lectures)

Simple and composite index numbers- Construction, uses and problems of index numbers- Laspeyre's, Paasche's and Fisher's Index numbers- Cost of living index numbers-real income - wholesale price index number- Splicing of index numbers, Sampling -Principal steps in a sample survey, methods of sampling, the role of sampling theory.

References:

1. Chiang A.C (1984). Fundamental Methods of Mathematical Economics, 3rd ed., McGraw-Hill.
2. Dowling Edward T. (1993). Theory and Problems of Mathematical methods for Business and Economics. McGraw - Hill.
3. Dowling Edward T. (2004). Introduction to Mathematical Economics Schaum's Outline Series in Economics, Tata McGraw Hill.
4. Gupta S.P. (2014). Statistical Methods, S. Chand publishing.
5. Lerner Joel J and P. Zima (1986). Theory and Problems of Business Mathematics. McGraw Hill.
6. Sancheti D.C. and V.K. Kapoor (2014). Statistics-Theory Methods and Applications, S. Chand.

TYBA ECONOMICS (SEMESTER-VI)

COURSE CODE	GROUP-II : ELECTIVE PAPER PAPER NO – XVI	CREDIT	MARKS
ECORDC604	RURAL DEVELOPMENT	4	100

Course Objectives

This course would helpful to understand the various types of relationships in rural area. The learners will understand the basic issues in rural development. The course sheds light on a range of new developments

and a host of issues studied by generations of rural area experts. The course is constructed from the point of rural development arrangement.

Course Outcomes

- On the completion of the course, the students will be able to understand the basic Concept of rural development.
- Learners will also be understanding objectives and importance of rural development.
- Learners will have good understanding of problems in relation of rural development.
- Learners will come to know what rural development programmes have initiated by the government to overcome the problems of rural development

Module 1: Rural Development: Introductory Aspects (12 Lectures)

Concept, Nature and Scope of Rural Development, Characteristics of the Rural Economy, Objectives and Importance of Rural Development, The problems of Rural Development in India

Module 2: Approaches to Rural Development (12 Lectures)

Gandhian Approach, Rural Reconstruction Approach, Community Development Approach, Sectoral Approach, Participatory Approach, Area- Specific and Target Group Oriented Approach, Integrated Rural Development and Economic Development with Social Justice Approach

Module 3: Diversification of Rural Economy (12 Lectures)

Livestock economics, Dairy Development, Social Forestry, Agro-Based Industries: Problems & Remedial Measures, Role of KVIC in Rural Development, Recent Development of Science & Technology in Rural Development.

Module 4: Rural Empowerment Programmes (12 Lectures)

An Overview of Rural Development Programmes, Provisions of Urban Amenities in Rural Area (PURA), Rural Employment: Mahatma Gandhi National Rural Employment Guarantee Act-2005 (MGNREGA),

Rural Livelihoods: Deendayal Antyodaya Yojana - National Rural Livelihoods Mission (DAY-NRLM), National Social Assistance Programme (NSAP), Microfinance and Self-help Groups

References:

1. Thomas William and A.J. Christopher (2011), Rural Development: Concept and Recent Approaches, Rawat Publication, Jaipur.
2. Annual Report 2019-20, 2018-19 & State performance report-2018-19 and Action plan 2019-20, Volume-I, Ministry of Rural Development, Department of Animal Husbandary & Dairying, Government of India, New Delhi.
3. Datt & Sundharam (2012), Indian Economy, S. Chand & Company LTD. Mumbai.
4. Desai Vasant (2012), Rural Development in India, Himalaya Publishing House, Mumbai.
5. Dr. I. Satya Sundaram (2002), Rural Development, Himalaya Publishing House, Mumbai. Page No. 3 to 24
6. Eleventh Five Year Plan 2007-12, Planning Commission, Government of India, New Delhi.

TYBA ECONOMICS (SEMESTER-VI)

COURSE CODE	GROUP-II : ELECTIVE PAPER PAPER NO – XVII	CREDIT	MARKS
ECOEEA605	ENVIRONMENTAL ECONOMICS - II	4	100

Course Objectives

This paper introduces vital aspects related to environmental degradation and advocates the need for environmental accounting. The paper also focuses on the attainment of SDGs

Course Outcomes

- Students are empowered about the environmental challenges and the need for environmental accounting
- Develop understanding on the policy measures to attain SDGs

Module1: Environmental Degradation**(12 Lectures)**

Concept and types of Environmental Degradation; Renewable and Non-renewable natural resources: Land, Air, Water and Noise Pollution: Causes, effects and measures.

Module 2: Environmental Accounting**(12 Lectures)**

Accounting for environmental and natural resources: Meaning and importance; System of Environmental-Economic Accounting (SEEA) and Environmental and Natural Resources Accounting (ENRA); Integration of Environmental Accounts with System of National Accounts: Green GDP; Concept of Green Growth and its Indicators; Concepts of Green Consumer and Green Business.

Module 3: Sustainable Development and India**(12 Lectures)**

Concept of Sustainable Development; Characteristics and dimensions of Sustainable Development; Sustainable Development Goals and Measures with special reference to India; Smart Cities Mission in India; National Mission For Sustainable Agriculture (NMSA): Objectives, strategy and components.

Module 4: Environmental Policy in India**(12 Lectures)**

Overview of laws to improve the environment in India; Central pollution Control Board; Industrial Pollution Control Measures in India; Pradhan Mantri Ujjwala Yojana (PMUY); National Green Tribunal.; Environmental Education in India.

References:

1. Barry Field and Martha k Field: Environmental Economics, McGraw Hill International Edition, 2017.
2. Bhattacharya R.N. (Ed) (2001), Environmental Economics: An Indian Perspective, Oxford University Press, New Delhi.
3. Charles Kolstad : Environmental Economics, Oxford University Press, New York, 2000.
4. Hanley Nick, Shogren Jason and White Ben: Introduction to Environmental Economics, Oxford University Press, 2001.
5. Kaltschmitt, Martin, Streicher, Wolfgang, Wiese, Andreas, Renewable Energy: Technology, Economics and Environment, Springer, Germany, 2007.
6. V.S. Ganesamurthy: Environmental Economics in India, New Century Publications, New Delhi, 2009.

TYBA ECONOMICS (SEMESTER-VI)

COURSE CODE	GROUP-II : ELECTIVE PAPER PAPER NO – XVII	CREDIT	MARKS
ECOEIB605	ECONOMICS OF INSURANCE - II	4	100

Course Objectives

The course is designed to provide an understanding of the fundamentals of insurance. Insurance has a profound impact on the society as it manages, diversifies and absorbs the risk of individuals and organizations. Insurance companies as risk management service providers serve as bulwarks for the development of productive activities fuelling demand, facilitating supply and trade. The important role played by the insurance institutions in mobilizing savings and diverting them for capital formation is well known. In recent years, uncertainties experienced in life have been increasing and this in turn has created demand for insurance. With the opening of the insurance sector to private players, the interest in the subject has increased. The paper on Economics of Insurance attempts to provide a fairly comprehensive view of the subject to the undergraduate students in Economics.

Course Outcomes:

At the end of this course students will be able to:

- Identify and define basic terms and concepts of life, health & general insurance
- Assess the role of Insurance Sector regulator
- Understand risk classification, underwriting & premium calculation associated with insurance sector

Module 1: Introduction to Life Insurance

(12 lectures)

Meaning and Definition, Features of Life Insurance, Benefits of Life Insurance - Method of risk classification in Life Insurance - Treatment of Sub-standard risk in Life Insurance - Types of life insurance policies -Term insurance plan, Endowment policy - ULIP plan - Retirement plan - Calculation of net Premium - Calculation of single premium for one year term insurance policy - Calculation of single premium for five year term policy - Calculation of single premium for pure endowment insurance policy and calculation of single premium for ordinary endowment policy.

Module 2: Fundamentals of Life, General and Health Insurance**(12 lectures)**

Functions of Health & General Insurance - Underwriting process and methods: Definition - Objectives and Principles of Underwriting - Life insurance; Group Insurance: Meaning - Importance-Types of Group Insurance schemes.

Module 3: IRDAI & Rural Insurance**(12 lectures)**

The Insurance Act, 1938 (as amended)-The Insurance Regulatory and Development Authority Act, 1999 (as amended) -The Regulatory Body- IRDAI duties- functions-powers and role- Rural Insurance: Need and potential of rural insurance - IRDAI provisions on obligations of insurers to rural and social sector- Need and significance of Micro Insurance.

Module 4: Information Technology & Marketing in Insurance**(12 lectures)**

Need for Information technology-Technologies for Insurance (Artificial Intelligence and Machine Learning)- IT application in functional areas - Marketing of Insurance products - Critical success factors for insurance players - Distribution channels - Marketing strategies of insurance players in India.

References:

1. Dr. MJ Mathew (2005), Insurance Principles & Practice, RBSA Publishers.
2. Dr. PK Gupta (2011), Insurance & Risk Management, Himalaya Publishing House.
3. Mahipal Naresh (2017), Insurance Laws, Central Law Publications.
4. Patukale Kshitij (2016), Mediclaim & Health Insurance, Prabhat Prakashan.
5. PK Gupta (2017), Fundamentals of Insurance, Himalaya Publishing House.
6. Zweifel Peter and Roland Eisen (2012), Insurance Economics, Springer Publication.

TYBA ECONOMICS (SEMESTER-VI)

COURSE CODE	GROUP-II : ELECTIVE PAPER PAPER NO – XVII	CREDIT	MARKS
ECOBEC505	BASIC ECONOMETRICS	4	100

Course Objectives

The objective of this course is to impart a basic understanding of econometrics. At the same time, it will enhance the student's ability to apply the theoretical techniques to solve the problems of the real world.

Course Outcomes

By the completion of this course student will be able to do

- Testing of hypothesis and interpret the results in research.
- Regression analysis and interpret the results of the same in any discipline.
- Applications of relevant techniques for empirical problems in any discipline.

Module 1: Idea of a random variable & Probability Distribution (12 lectures)

Concept of a random variable: Expected values of a random variable - Variance of a random variable – Types of distributions: Bernoulli, Binomial and Poisson, normal distribution. Conditional probability- Conditional mean and variance – Covariance and Correlation -Central limit theorem (without proof).

Module 2: Elements of Hypothesis Testing (12 lectures)

Point and interval estimation - The Z distribution - The Null and Alternate hypotheses and significance testing for mean using Z distribution when population variance is known-The chi-square distribution and testing for sample variance with known population variance - The F distribution and comparing sample variances - The t distribution and hypothesis tests when population variance is unknown.

Module 3: Classical Linear Regression Model: Two Variable Case (12 lectures)

Two variable regression model-The concept of the PRF-Classical assumptions of regression - Derivation of the OLS estimators and their variance - Properties of OLS estimators under classical assumptions, Gauss-Markov Theorem (without proof) – Tests of Hypothesis, confidence intervals for OLS estimators - Measures of goodness of fit: R square and its limitations, adjusted R square and its Limitations.

Module 4: Violation of Classical Assumptions and Specification Analysis**(12 lectures)**

Multi-collinearity and its implications - Auto-correlation: Consequences and Durbin- Watson test- Heteroskedasticity: Consequences and the Goldfeld -Quandt test - Omission of a relevant variable - Inclusion of irrelevant variable.

References:

1. Damodar Gujarati (2011). Econometrics by Example. Palgrave Macmillan.
2. Damodar N., Gujarati (2003). Basic Econometrics. McGraw-Hill.
3. Hatekar N. (2010). Principles of Econometrics: An Introduction. Sage publications.
4. Jeffrey M. Wooldridge (2009). Econometrics, Cengage Learning.
5. Murray R. Spiegel (1998). Schaum's Outline of Theory and Problems of Statistics. McGraw- Hill.
6. Stock J. Watson (2003) Introduction to Econometrics. Prentice Hall.

TYBA ECONOMICS (SEMESTER-VI)

COURSE CODE	GROUP-II : ELECTIVE PAPER PAPER NO – XVIII	CREDIT	MARKS
ECOEMA606	ECONOMY OF MAHARASHTRA-II	3	80

Course Objectives

This paper enables the students to get awareness on the infrastructural aspects and policy related issues. The paper also throws light on the regional imbalances within the state.

Course Outcomes

- Provides deep understanding on the infrastructural and imbalances confronting the state.
- Throws light on the skills needed to tackle such issues

Module 1: Infrastructure in the Economy of Maharashtra

(12 Lectures)

Importance of infrastructure in economic development -Types of infrastructure: 1. Economic infrastructure; Energy, Transport & Communication - Sources of energy -Power generation - Existing Capacity - Power crises -Development of roads - Rail transport- Water transport- Civil aviation- Irrigation projects - Communication Network 2. Social Infrastructure: Health and education facilities in Maharashtra.

Module 2: Fiscal Policy of Maharashtra

(12 Lectures)

State Finance Commission, budget of state Government - Revenue Expenditure - Development and non development expenditure- Capital Expenditure- Development and non development expenditure - Trends in state Government expenditure Share in Central Government tax revenue -Taxes collected by state Government- Sources of non-tax revenue- Capital revenue sources- Trends in state Government revenue

Module 3: Regional Imbalance in Maharashtra State

(12 Lectures)

Meaning of regional imbalance -Nature of regional imbalances in Maharashtra - Causes of Regional Imbalance in Maharashtra - Problems Creates by Regional Imbalance in Maharashtra -Policy measures by State Government of Maharashtra for Regional Development.

Module 4: Human Development in Maharashtra

(12 Lectures)

Concept and importance - Comparison of HDI with other states in India - Region-wise HDI - Indicators of HDI - District-wise HDI in Maharashtra - Present situation and problems of weaker section in Maharashtra - Schemes of empowerment of weaker section in Maharashtra - Women empowerment in Maharashtra.

References:

1. Government of Maharashtra: Economic Survey of Maharashtra, Various Issues.
2. Jungale Mangala (2008): Maharashtrachi Arthvyavastha (Marathi), Prashant Publications, 17, Stadium Shopping Centre,Opp. State Bank, Jalgaon -age No. 9 to 19.
3. Munagekar Bhalchandra (2003): The Economy of Maharashtra - Changing Structure and Emerging

Issues, Dr. Ambedkar Institute of Social and Economic Change, Mumbai.

4. Pansare Govind (2012) :Maharashtrachi Arthik Pahani — Paryayi Drushtikon (Marathi), Shramik Pratishthan, Red Plug Bldg., Bindu Chowk, Kolhapur, Page No.159 to 195.
5. Patil J. F. (2010): Suvarna Mahotsavi Maharashtrachi Badalati Arthvyavastha yio)) (Marathi), Abhijit Pratap Pawar, Sakal Papers Ltd., 595, Budhwar Peth, Pune- 411002.
6. World Bank (2002) India: Maharashtra Reorienting Govt. to Facilitate Growth and Reduce Poverty.

TYBA ECONOMICS (SEMESTER-VI)

COURSE CODE	GROUP-II : ELECTIVE PAPER PAPER NO – XVIII	CREDIT	MARKS
ECOHETB606	HISTORY OF ECONOMIC THOUGHT-II	3	80

Course Objectives

This paper aims to provide the information about the biography and contribution of various economic thinkers. This paper is framed with the objective of making students aware of the varying phases of economic thoughts and development of that into economic science.

Course Outcome

- Students will get information about the genesis of Economics and its modern scenario.
- Students get familiarized with the leading Indian economists who significantly contributed to the stream of Indian economic thought.

Module 1: Indian Economic Thought

(12 Lectures)

Kautilya on welfare state -Dadabhai Naoroji's Thoughts on Drain Theory- Ranade's Case on Protection - R. C. Dutt on Imperialism - Land Tax and Public Finance - Gopal Ganesh Agarkar.

Module 2: Economic Thought of Mahatma Phule and Gandhi**(12 Lectures)**

Mahatma Phule's Views on Agriculture - Reasons of Farmer's Poverty - Gandhian Economic Thoughts on Self-Sufficient Village Economy - Dignity of Labour – Trusteeship - and Sarvodaya.

Module 3: Economic Thought of Dr. B.R.Ambedkar, G.K.Gokhale and Dr. Manmohan Singh**(12 Lectures)**

Dr.Ambedkar's Case for State Socialism - Problem of Rupee - Public Finance – G.K.Gokhale on Development and Welfare - Dr. Manmohan Singh's ' Three Steps' to Stem India's Economic Crisis.

Module 4: Nodel Prize Winners in Economics**(12 Lectures)**

Dr. Amartya Sen (1998) -Robert. A. Mundell (1999) -Joseph Stiglitz(2001) -Dr. Abhijeet Banarjee (2019)

References:

1. B.R.Nanda Gokhale (1977):- The indian moderates and the British raj, Delhi.
2. Ajit K.Dasgupta,A History of Indian Economic Thought, (1993)Routledge London and New York.
3. Bipin Chandra (ed) (1999) Rande's economic writings, Gyan Publication House, New Delhi.
4. Encyclopaedia of Nobel Laureate, Ed's, (2002) R. Kapila & A. Kapila, Academic Foundation.
5. Gandhi. M. K., (1959), India of my dreams, Navjivan publishing house Ahmadabad.
6. R. P. Mansi, Dadabhai Naoroji, (1960) publication Division, Government of India Delhi.

TYBA ECONOMICS (SEMESTER-VI)

COURSE CODE	GROUP-II : ELECTIVE PAPER PAPER NO –XVIII	CREDIT	MARKS
ECOIBFC606	INTERNATIONAL BANKING AND FINANCE- II	3	80

Course Objectives

This paper introduced to the fundamentals of international Banking to the students. The recent trend in international banking such as Islamic banking, Crypto currencies and their advantages and disadvantages will be familiarized. Role of International banking in foreign trade finance is incorporated to understand the international finance. In this semester, the students will make an in-depth study of international banking, financing and risk management.

Course Outcomes

- Equip students with fundamentals of International Banking.
- Provides an insight on emergence of Crypto currencies and Types of International Banking.
- Awareness on Foreign trade finance and Letter of Credit (L/C) & its types.
- The course will lead to the project work-based on empirical case studies

Module 1: International Banking –I

(12 Lectures)

Introduction to International banking- Reasons for growth of international banking-Recent trends in international banking- Emergence of Crypto currency -Advantages and disadvantages of Cyptocurrencies- Bit coins

Module 2: International Banking II

(12 Lectures)

Functions of international banking- Correspondent banking-International payment system - NRI accounts - Foreign Trade Finance - International Merchant banking - Offshore banking - International banking investment- Islamic banking.

Module 3: International Bank Financing

(12 Lectures)

Financing Export project- International Remittances-Letter of Credit - L/C -Bank guarantee-International lending operations-Loan syndication-Phases of loan syndication-Types of loan syndication-Role of International Credit Rating agencies.

Module 4: Risk Management

(12 Lectures)

Risk management and Derivatives- Types of Risks: Transaction risk, Translation risk, Economic risk, Settlement risk - Arbitrage- Hedging-Internal and External hedging- Derivative instruments for Risk Management -Forwards- Futures--Swaps- Options.

References:

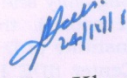
1. Cheol S. Eun ET. AL., International Finance (2012), McGraw Hill India.
2. Edition by IIBF, International Banking (2011), pan McMillan.
3. Hull John C, Options, Futures and other derivatives, Pearson Education, 2005.
4. Rajiv Srivastava, International Finance (2014) Oxford University Press, India.
5. S. AshokKumar, Global financial and Indian economy' New Century Publications, New Delhi.
6. V.A. Avadhani, International Finance, (2009), Himalaya Publishing House.

UNIVERSITY OF MUMBAI
No. UG/85 of 2016-17

CIRCULAR:-

A reference is invited to the Syllabi relating to the F.Y. B.Com degree course vide this office Circular No. UG/23 of 2012-13 dated 11th May, 2012 and the Principals of affiliated Colleges in Commerce are hereby informed that the recommendation made by Board Studies Business Economics at its meeting held on 27th May, 2016 has been accepted by the Academic Council at its meeting held on 24th June, 2016 vide item No. 4.17 and that in accordance therewith, the revised syllabus as per Choice Based Credit System in the course of Business Economics for F.Y.B.Com. for (Sem. I & II), which is available on the University's web site (www.mu.ac.in) and that the same has been brought into force with effect from the academic year 2016-17.

MUMBAI - 400 032
25th October, 2016


(Dr.M.A. Khan)
REGISTRAR

To,
The Principals of affiliated Colleges in Commerce.

A.C/4.17 /24/06/2016

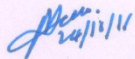
No. UG/85 -A of 2016-17

MUMBAI-400 032

25th October, 2016

Copy forwarded with compliments for information to:-

- 1) The Dean, Faculty of Commerce,
- 2) The Director, Board of College and University Development,
- 3) The Controller of Examinations,
- 4) The Professor-cum- Director, Institute of Distance and Open Learning (IDOL),
- 5) The Co-Ordinator, University Computerization Centre.


(Dr.M.A. Khan)
REGISTRAR

PTO..

UNIVERSITY OF MUMBAI



Syllabus for First Year B.Com
(Semester I and Semester II)

Programme

Business Economics Paper I & II

(Choice Based Credit System with effect from the
Academic year 2016-17)

First Year B.Com Semester I

Business Economics Paper I

Preamble

This paper provides an overall introduction to economics as dealing with the problems of allocation of scarce resources in optimum manner. It aims to build a familiarity with the basic tools of consumer and producer theory, the operation of markets and optimisation in an economic context. In order to explain economic issues and solutions in a practical manner, the concepts are to be discussed with case studies and numerical problems wherever applicable.

Unit I: Introduction

(10 lectures)

Scope and Importance of Business Economics - basic tools- Opportunity Cost principle- Incremental and Marginal Concepts. Basic economic relations - functional relations: equations- Total, Average and Marginal relations- Use of Marginal analysis in decision making.

The basics of market demand, market supply and equilibrium price- shifts in the demand and supply curves and equilibrium

Unit II: Demand Analysis (15 lectures)

Demand Function - nature of demand curve under different markets

Meaning, significance, types and measurement of elasticity of demand (Price, income cross and promotional) - relationship between price elasticity of demand and revenue concepts

Demand Estimation and forecasting: Meaning and significance - methods of demand estimation- survey and statistical methods (numerical examples on trend analysis and simple linear regression)

Unit III: Supply and Production Decisions:

(10 lectures)

Production function: short run analysis with Law of Variable Proportions- Production function with two variable inputs- isoquants, ridge lines and least cost combination of inputs- Long run production function and Laws of Returns to Scale - expansion path - Economies and diseconomies of Scale and economies of scope

Unit IV: Cost of Production:

(10 lectures)

Cost concepts: accounting cost and economic cost, implicit and explicit cost, social and private cost, historical cost and replacement cost, sunk cost and incremental cost -fixed and variable cost - total, average and marginal cost - Cost Output Relationship in the Short Run and Long Run- (hypothetical numerical problems to be discussed)

Extension of cost analysis: Cost reduction through experience- LAC and Learning curve and Break Even Analysis (with business application)

References:

- 1) Mehta, P.L.: *Managerial Economics – Analysis, Problem and Cases* (S. Chand & Sons, N. Delhi, 2000)
- 2) Hirschey .M., *Managerial Economics, Thomson South western* (2003)
- 3) Salvatore, D.: *Managerial Economics in a global economy* (Thomson South Western Singapore, 2001)
- 4) Frank R.H, Bernanke.B.S., *Principles of Economics* (Tata McGraw Hill (ed.3)
- 5) Gregory Mankiw., *Principles of Economics, Thomson South western* (2002)

- 6) Samuelson & Nordhas.: *Economics* (Tata McGraw Hills, New Delhi, 2002)
7) Pal Sumitra, *Managerial Economics cases and concepts* (Macmillan, New Delhi, 2004)

F.Y B.Com Semester II

Business Economics Paper II

Unit I: Market Structure: Perfect Competition and Monopoly (10 lectures)

Perfect competition and Monopoly models as two extreme cases - profit maximisation and the competitive firm's supply curve - Short run and long run equilibrium of a firm and of industry - Monopoly - Sources of monopoly power – short run and long run equilibrium of a firm under Monopoly

Unit II: Pricing and Output Decisions under Imperfect Competition (15 lectures)

Monopolistic competition: Competitive and Monopolistic elements of monopolistic competition- equilibrium of firm under monopolistic competitions, monopolistic verses perfect competition, excess capacity and inefficiency, debate over role of advertising, (topics to be taught using case studies from real life examples)

Oligopolistic Market: Key attributes of oligopoly- Collusive and non-collusive oligopoly market, Price rigidity, Cartels and price leadership models (with practical examples)

Unit III: Pricing practices (10 lectures)

Cost oriented pricing methods: cost –plus (full cost)/mark-up pricing, marginal cost pricing, Mark up pricing, discriminating pricing, multiple – product pricing - transfer pricing (case studies on how pricing methods are used in business world)

Unit IV: Evaluating capital projects (10 lectures)

Meaning and importance of capital budgeting- steps in capital budgeting- Techniques of Investment appraisal: payback period method, net present value method, and internal rate of return method (with numerical examples)

References:

- 1) Mehta, P.L.: *Managerial Economics – Analysis, Problem and Cases* (S. Chand & Sons, N. Delhi, 2000)
- 2) Hirschey .M., *Managerial Economics*, Thomson South western (2003)
- 3) Salvatore, D.: *Managerial Economics in a global economy* (Thomson South Western Singapore, 2001)
- 4) Frank Robert.H, Bernanke. Ben S., *Principles of Economics* (Tata McGraw Hill (ed.3)
- 5) Gregory Mankiw., *Principles of Economics*, Thomson South western (2002 reprint)
- 6) Samuelson & Nordhas.: *Economics* (Tata McGraw Hills, New Delhi, 2002)
- 7) Pal Sumitra, *Managerial Economics cases and concepts* (Macmillan, New Delhi, 2004)

Question Paper Pattern (Business Economics Paper I & II)

Maximum Marks: 100
 Questions to be set: 06
 Duration: 03Hrs.

Question No	Particular	Marks
Q-1	Objective Questions A) Sub Questions to be asked 07 and to be answered any 05 B) Sub Questions to be asked 12 and to be answered any 10 (*Multiple choice / True or False / Match the columns/Fill in the blanks)	20
Q-2 Q-2	Full Length Question OR Full Length Question	15
Q-3 Q-3	Full Length Question OR Full Length Question	15
Q-4 Q-4	Full Length Question OR Full Length Question	15
Q-5 Q-5	Full Length Question OR Full Length Question	15
Q-6	Short Notes To be asked 06 To be answered 04	20

Note- Theory questions of 15 marks may be divided into two sub questions of 7/8 and 10/5.

University of Mumbai



**Revised Syllabus
and
Question Paper Pattern
of Course of
B.Com Programme
Second Year
Semester III & IV
Under Choice Based Credit, Grading
and
Semester System
*With effect from Academic Year-2017-2018***

***Board of studies in
Business Economics***

Revised Syllabus of Courses of B.Com Programme

Semester III

With Effect from Academic Year 2017-2018

Business Economics -III

Macro Economics

List of Modules

Sr. No.	Modules	No.of Lectures
1	Overview of Macroeconomics	10
2	Basic concepts of Keynesian Economics	10
3	Post Keynesian developments in Macro economics	10
4	Money, prices and Inflation	15
Total		45

BUSINESS ECONOMICS III

ELEMENTS OF MACROECONOMICS

Preamble

An overall approach to macroeconomics is to examine the economy as a whole. This course is an introduction to the basic analytical tools of macro economics to evaluate macro economic conditions such as inflation, unemployment and growth. It is designed to make system of overall economy understandable and relevant. The aim is to provide a clear explanation of many aspects of aggregate economic variables to inspire a consistent way of thinking about key macroeconomic phenomena. It intends to familiarize the commerce students with basic concepts of macroeconomics and with certain common features of economic occurrence in the real world.

Sr.No.	Modules / Units
1	INTRODUCTION
	<ul style="list-style-type: none"> • Macroeconomics: Meaning, Scope and Importance. • Circular flow of aggregate income and expenditure and its Importance- closed and open economy models • The Measurement of National Product: Meaning and Importance of National Income Accounting- conventional and Green GNP and NNP concepts -National Income and Economic Welfare. • Trade Cycles: Features and Phases • Classical Macro economics : Say's law of Markets - Features, Implications and Criticism
2	BASIC CONCEPTS OF KEYNESIAN ECONOMICS
	<ul style="list-style-type: none"> • The Principle of Effective Demand: Aggregate Demand and Aggregate Supply • Consumption Function: Properties, Assumptions and Implications • Investment function and Marginal Efficiency of capital • Investment Multiplier effect on Income and Output: Assumptions, Working, Leakages, Criticism and Importance - paradox of thrift • Relevance of Keynesian theory tools to the developing countries
3	POST KEYNESIAN DEVELOPMENTS IN MACRO ECONOMICS
	<ul style="list-style-type: none"> • The IS-LM model of integration of commodity and money markets • Inflation and unemployment : Philips curve • Stagflation : meaning, causes, and consequences • Supply side economics : Basic propositions and critical appraisal
4	MONEY, PRICES AND INFLATION
	<ul style="list-style-type: none"> • Money Supply: Determinants of Money Supply - Factors influencing Velocity of Circulation of Money • Demand for Money : Classical and Keynesian approaches and Keynes' liquidity preference theory of interest - Friedman's restatement of Demand for money • Money and prices : Quantity theory of money - Fisher's equation of exchange - Cambridge cash balance approach • Inflation : Demand Pull Inflation and Cost Push Inflation - Effects of Inflation- Nature of inflation in a developing economy - policy measures to curb inflation- monetary policy and inflation targeting

Reference Books	
	Ackley.G (1976), Macro Economic Theory and Policy, Macmillan Publishing Co. New York
	Ahuja. H.L., Modern Economics — S.Chand Company Ltd. New Delhi.
	Blanchard Olivier (2000), Macro Economics, Englewood Elitt, Prentice Hall
	Bouman John, Principles of Macro Economics
	Dornbush , Rudiger, Fisher Stanley and Startz, Richards Macroeconomics, Nineth edition 2004 Tata-Mac Graw Hill, New Delhi.
	Dwivedi, D.N. (2001), Macro Economics: Theory and Policy, Tata-Mac Graw Hill, New Delhi.
	Friedman Hilton (1953) Essays in Positive Economics, University of Chicago Press, London.
	Gregory .N. Mankiw, Macroeconomics, Fifth Edition (2002) New York:Worth Publishers
	Jhingan, M.L., Principles of Economics — Vrinda Publications (P) Ltd.
	Shapiro, E (1996), Macro-Economic Analysis , Galgotia Publication, New Delhi.
	Vaish .M.C. (2010) Macro Economic Theory 14th edition, Vikas Publishing House(P)Ltd

QUESTION PAPER PATTERN

Business Economics Semester III

Maximum Marks: 100 Marks

Time: 3 Hours

Note: 1) Attempt all Questions

2) All Questions carry equal marks

3) Attempt any two questions out of three in each of question 2, 3, 4 & 5

Question No	Particulars	Marks
Q-1	Objective Questions: A) Conceptual questions (Any Five out of Eight) (Two from each module) B) Multiple Choice Questions (10 questions at least two from each Module)	20Marks 10 Marks 10 Marks
Q-2 (from Module I)	A) Full Length Question B) Full Length Question C) Full Length Question	20Marks
Q-3 (from Module II)	A) Full Length Question B) Full Length Question C) Full Length Question	20Marks
Q-4 (from Module III)	A) Full Length Question B) Full Length Question C) Full Length Question	20Marks
Q-5 (from Module IV)	A) Full Length Question B) Full Length Question C) Full Length Question	20Marks

Revised Syllabus of Courses of B.Com. Programme at

Semester IV

With Effect from the Academic Year 2017-2018

Business Economics - IV
Foundation of Public Finance

List of Modules

Sr. No.	Modules	No.of Lectures
1	Introduction to Public Finance	10
2	Public revenue	10
3	Public Expenditure and Debt	10
4	Fiscal Management and Financial Administration	15
Total		45

Business Economics IV

Foundation of Public Finance

Preamble

Public Finance Issues are central to economic and Political discourse worldwide, as one of the primary functions of government is to generate resources from its people to spend money for improving the lives of its people. The primary objective of this course is to provide students with the tools to understand the underlying concepts and practical tradeoffs entailed in Public finance policy alternatives.

It is strongly recommended to analyze Union budget of ongoing financial year in the class room.

Sr. no	Modules / Units
1	THE ROLE OF GOVERNMENT IN AN ECONOMY
	<ul style="list-style-type: none"> • Meaning and Scope of Public finance. • Major fiscal functions : allocation function, distribution function & stabilization function • Principle of Maximum Social Advantage: Dalton and Musgrave Views - the Principle in Practice, Limitations. • Relation between Efficiency, Markets and Governments • The concept of Public Goods and the role of Government
2	PUBLIC REVENUE
	<ul style="list-style-type: none"> • Sources of Public Revenue : tax and non-tax revenues • Objectives of taxation - Canons of taxation - Types of taxes : direct and indirect - Tax Base and Rates of taxation : proportional, progressive and regressive taxation • Shifting of tax burden: Impact and incidence of taxation - Processes- factors influencing incidence of taxation • Economic Effects of taxation: on Income and Wealth, Consumption, Savings, Investments and Production. • Redistributive and Anti – Inflationary nature of taxation and their implications
3	PUBLIC EXPENDITURE AND PUBLIC DEBT
	<ul style="list-style-type: none"> • Public Expenditure: Canons - classification - economic effects of public spending - on production, consumption, distribution, employment and stabilization - Theories of Public Expenditure: Wagner’s Hypothesis and Wiseman Peacock Hypothesis - Causes for Public Expenditure Growth - Significance of Public Expenditure: Low Income Support and Social Insurance Programmes. • Public Debt : Classification - Burden of Debt Finance : Internal and External- Public Debt and Fiscal Solvency
4	Fiscal policy and Management
	<ul style="list-style-type: none"> • Fiscal Policy: Meaning, Objectives, constituents and Limitations. • Contra cyclical Fiscal Policy and Discretionary Fiscal Policy : Principles of Sound and Functional Finance • Budget- Meaning objectives and types - Structure of Union budget - Deficit concepts • Intergovernmental Fiscal Relations : fiscal federalism and fiscal decentralization - central-state financial relations

Reference Books	
	Ahuja H.L. : Modern Economics, 19th edition, 2015, S.Chand &co Pvt Ltd, New Delhi
	Bhatia H.L.: Public Finance. Vikas Publishing House Pvt. Ltd.
	David N. Hyman : Public Finance A Contemporary Application of theory of policy, Krishna Offset, Delhi
	Hoiughton E.W.(1998) : Public Finance, Penguin, Baltimore
	Hajela T.N: Public Finance – Ane Books Pvt.Ltd
	Jha, R (1998) : Modern Public Economics, Route Ledge, London
	Musgrave, R.A and P.B. Musgrave (1976) : Public Finance in Theory and Practice, Tata McGraw Hill, Kogakusha, Tokyo
	Mithani, D.M (1998) : Modern Public Finance, Himalaya Publishing House, Mumbai
	Singh.S.K. (2014): Public finance in Theory and Practice, S.Chand &co Pvt Ltd, New Delhi

QUESTION PAPER PATTERN

Business Economics Semester IV

Maximum Marks: 100 Marks

Time: 3 Hours

Note: 1) Attempt all Questions

2) Attempt any two out of three questions from each of question no. 2, 3, 4 & 5

Question No	Particulars	Marks
Q-1	Objective Questions: A) Conceptual questions (Any Five out of Eight) (Two from each module) B) Multiple Choice questions (10 questions - at least two from each Module)	20Marks 10 Marks 10 Marks
Q-2 (from Module I)	A) Full Length Question B) Full Length Question C) Full Length Question	20Marks
Q-3 (from Module II)	A) Full Length Question B) Full Length Question C) Full Length Question	20Marks
Q-4 (from Module III)	A) Full Length Question B) Full Length Question C) Full Length Question	20Marks
Q-5 (from Module IV)	A) Full Length Question B) Full Length Question C) Full Length Question	20Marks

UNIVERSITY OF MUMBAI

No. UG/21 of 2018-19

CIRCULAR:-

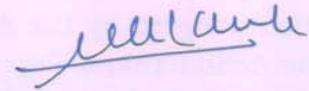
Attention of the Principals of the affiliated Colleges and Directors of the recognized Institutions in Commerce & Management Faculty is invited to this office Circular No.UG/105 of 2016-17, dated 25th October, 2016 relating to syllabus of Bachelor of Commerce (B.Com.) degree course.

They are informed that the recommendations made by the Board of Studies in Commerce at its meeting held on 28th February, 2018 have been accepted by the Academic Council at its meeting held on 5th May, 2018 vide item No. 4.48 and that in accordance therewith, the revised syllabus as per the (CBCS) for the T.Y.B.Com. (Sem. V & VI), has been brought into force with effect from the academic year 2018-19, accordingly. (The same is available on the University's website www.mu.ac.in).

MUMBAI – 400 032

14th June, 2018

To



(Dr. Dinesh Kamble)
I/c REGISTRAR

The Principals of the affiliated Colleges and Directors of the recognized Institutions in Commerce & Management Faculty. (Circular No. UG/334 of 2017-18 dated 9th January, 2018.)

A.C./4.48/05/05/2018

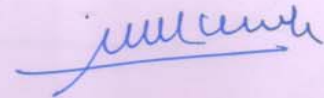
No. UG/21 -A of 2018

MUMBAI-400 032

14th June, 2018

Copy forwarded with Compliments for information to:-

- 1) The I/c Dean, Faculty of Commerce & Management,
- 2) The Chairman, Board of Studies in Commerce,
- 3) The Director, Board of Examinations and Evaluation,
- 4) The Director, Board of Students Development,
- 5) The Professor-cum-Director, Institute of Distance and Open Learning (IDOL),
- 6) The Co-Ordinator, University Computerization Centre,



(Dr. Dinesh Kamble)
I/c REGISTRAR

University of Mumbai



**Revised Syllabus
and
Question Paper Pattern
of Courses of
Bachelor of Commerce Programme
at
Third Year
Semester V and VI
Under Choice Based Credit, Grading and
Semester System**

To be implemented from Academic Year 2018-2019

Faculty of Commerce

Bachelor of Commerce (B.Com) Programme

Under Choice Based Credit, Grading and Semester System

T.Y.B.Com

(To be implemented from Academic Year- 2018-2019)

No. of Courses	Semester V	Credits	No. of Courses	Semester VI	Credits
1	Elective Courses (EC)		1	Elective Courses (EC)	
1A	Discipline Specific Elective(DSE) Courses		1A	Discipline Specific Elective(DSE) Courses	
1 & 2	*Any one group of courses from the following list of the Groups (A/B/C/D/E/F)	04+04	1 & 2	*Any one group of courses from the following list of the Groups (A/B/C/D/E/F)	04+04
1B	Discipline Related Elective(DRE) Courses		1B	Discipline Related Elective(DRE) Courses	
3	Commerce V	03	3	Commerce VI	03
4	Business Economics V	03	4	Business Economics VI	03
2	Ability Enhancement Courses (AEC)		2	Ability Enhancement Courses (AEC)	
5 & 6	**Any two courses from the following list of the courses	03+03	5 & 6	**Any two courses from the following list of the courses	03+03
Total Credits		20	Total Credits		20

*List of groups of Discipline Specific Elective(DSE) Courses for Semester V (Any One Group)		*List of groups of Discipline Specific Elective(DSE) Courses for Semester VI (Any One Group)	
Group A: Advanced Accountancy			
1	Financial Accounting and Auditing VII - Financial Accounting	1	Financial Accounting and Auditing IX - Financial Accounting
2	Financial Accounting and Auditing VIII - Cost Accounting	2	Financial Accounting and Auditing X - Cost Accounting
Group B: Business Management			
1	Business Management Paper - I	1	Business Management Paper - III
2	Business Management Paper - II	2	Business Management Paper - IV
Group C: Banking and Finance			
1	Banking and Finance Paper - I	1	Banking and Finance Paper - III
2	Banking and Finance Paper - II	2	Banking and Finance Paper - IV
Group D: Commerce			
1	Commerce Paper - I	1	Commerce Paper - III
2	Commerce Paper - II	2	Commerce Paper - IV
Group E: Quantitative Techniques			
1	Quantitative Techniques Paper - I	1	Quantitative Techniques Paper - III
2	Quantitative Techniques Paper - II	2	Quantitative Techniques Paper - IV
Group F: Economics			
1	Economics Paper - I	1	Economics Paper - III
2	Economics Paper - II	2	Economics Paper - IV
Note: Group selected in Semester V will continue in Semester VI			

**List of Ability Enhancement Courses (AEC) for Semester V (Any Two)		**List of Ability Enhancement Courses (AEC) for Semester VI (Any Two)	
1	Trade Unionism and Industrial Relations Paper - I	1	Trade Unionism and Industrial Relations. Paper - II
2	Computer systems & Applications Paper -I	2	Computer systems & Applications Paper - II
3	Export Marketing Paper - I	3	Export Marketing Paper - II
4	Marketing Research Paper - I	4	Marketing Research Paper - II
5	Investment Analysis and Portfolio Management Paper - I	5	Investment Analysis and Portfolio Management Paper - II
6	Transport Management Paper - I	6	Transport Management Paper - II
7	Entrepreneurship& M.S.S.I. Paper - I	7	Entrepreneurship& M.S.S.I. Paper - II
8	International Marketing Paper - I	8	International Marketing Paper - II
9	Merchant Banking Paper - I	9	Merchant Banking Paper - II
10	Direct & Indirect Taxation Paper - I	10	Direct & Indirect Taxation Paper - II
11	Labour Welfare & Practice Paper - I	11	Labour Welfare & Practice Paper - II
12	Purchasing & Store keeping Paper - I	12	Purchasing & Store keeping Paper - II
13	Insurance Paper - I	13	Insurance Paper - II
14	Banking Law & Practice Paper - I	14	Banking Law & Practice Paper - II
15	Regional Planning Paper - I	15	Regional Planning Paper - II
16	Rural Marketing Paper - I	16	Rural Marketing Paper - II
17	Elements of Operational Research Paper- I	17	Elements of Operational Research Paper - II
18	Psychology of Human Behaviour at work Paper - I	18	Psychology of Human Behaviour at work Paper - II
Note: Course selected in Semester V will continue in Semester VI			

B.Com. Programme
Under Choice Based Credit, Grading and Semester System
Course Structure

(To be implemented from Academic Year- 2018-2019)

Semester V

No. of Courses	Semester V	Credits
1	<i>Elective Courses (EC)</i>	
1A	<i>Discipline Specific Elective(DSE) Courses</i>	
1 & 2	*Any one group of courses from the following list of the Groups (A/B/C/D/E/F)	04+04
1B	<i>Discipline Related Elective(DRE) Courses</i>	
3	Commerce V	03
4	Business Economics V	03
2	<i>Ability Enhancement Courses (AEC)</i>	
5 & 6	**Any two courses from the following list of the courses	03+03
Total Credits		20

*List of groups of Discipline Specific Elective(DSE) Courses for Semester V (Any One Group)	
Group A: Advanced Accountancy	
1	Financial Accounting and Auditing VII - Financial Accounting
2	Financial Accounting and Auditing VIII - Cost Accounting
Group B: Business Management	
1	Business Management Paper - I
2	Business Management Paper - II
Group C: Banking and Finance	
1	Banking and Finance Paper - I
2	Banking and Finance Paper - II
Group D: Commerce	
1	Commerce Paper - I
2	Commerce Paper - II
Group E: Quantitative Techniques	
1	Quantitative Techniques Paper - I
2	Quantitative Techniques Paper - II
Group F: Economics	
1	Economics Paper - I
2	Economics Paper - II

**List of Ability Enhancement Courses (AEC) for Semester V (Any Two)	
1	Trade Unionism and Industrial Relations Paper - I
2	Computer systems & Applications Paper -I
3	Export Marketing Paper - I
4	Marketing Research Paper - I
5	Investment Analysis and Portfolio Management Paper - I
6	Transport Management Paper - I
7	Entrepreneurship& M.S.S.I. Paper - I
8	International Marketing Paper - I
9	Merchant Banking Paper - I
10	Direct & Indirect Taxation Paper - I
11	Labour Welfare & Practice Paper - I
12	Purchasing & Store keeping Paper - I
13	Insurance Paper - I
14	Banking Law & Practice Paper - I
15	Regional Planning Paper - I
16	Rural Marketing Paper - I
17	Elements of Operational Research Paper- I
18	Psychology of Human Behaviour at work Paper - I

**Revised Syllabus of Courses of B.Com. Programme at Semester V
with Effect from the Academic Year 2018-2019**

Elective Courses (EC)

1 A. Discipline Specific Elective (DSE) Courses

Group A: Advanced Accountancy

1. Financial Accounting and Auditing VII -

Financial Accounting

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Preparation of Final Accounts of Companies	15
2	Internal Reconstruction	15
3	Buy Back of Shares	10
4	Investment Accounting (w.r.t. Accounting Standard- 13)	12
5	Ethical Behaviour and Implications for Accountants	08
	Total	60

Sr. No.	Modules / Units
1	Preparation of Final Accounts of Companies
	<p>Relevant provisions of Companies Act related to preparation of Final Account (excluding cash flow statement)</p> <p>Preparation of financial statements as per Companies Act. (excluding cash flow statement)</p> <p>AS 1 in relation to final accounts of companies (disclosure of accounting policies)</p> <p>Adjustment for –</p> <ol style="list-style-type: none"> 1. Closing Stock 2. Depreciation 3. Outstanding expenses and income 4. Prepaid expenses and Pre received income 5. Proposed Dividend and Unclaimed Dividend 6. Provision for Tax and Advance Tax 7. Bill of exchange (Endorsement, Honour, Dishonour) 8. Capital Expenditure included in Revenue expenditure and vice versa eg- purchase of furniture included in purchases 9. Unrecorded Sales and Purchases 10. Good sold on sale or return basis 11. Managerial remuneration on Net Profit before tax 12. Transfer to Reserves 13. Bad debt and Provision for bad debts 14. Calls in Arrears 15. Loss by fire (Partly and fully insured goods) 16. Goods distributed as free samples. 17. Any other adjustments as per the prevailing accounting standard.
2	Internal Reconstruction
	<p>Need for reconstruction and company law provisions</p> <p>Distinction between internal and external reconstructions.</p> <p>Methods including alteration of share capital, variation of shareholder rights, sub division, consolidation, surrender and reissue / cancellation, reduction of share capital with relevant legal provisions and accounting treatment for same.</p>
3	Buy Back of Shares
	<p>Company Law / Legal provisions (including related restrictions, power, transfer to capital redemption reserve account and prohibitions)</p> <p>Compliance of conditions including sources, maximum limits and debt equity ratio. Cancellation of Shares Bought back(Excluding Buy Back of minority shareholding)</p>

Sr. No.	Modules / Units
4	Investment Accounting (w.r.t. Accounting Standard- 13)
	<p>For shares (variable income bearing securities)</p> <p>For debentures/Preference. shares (fixed income bearing securities)</p> <p>Accounting for transactions of purchase and sale of investments with ex and cum interest prices and finding cost of investment sold and carrying cost as per weighted average method (Excl. brokerage).</p> <p>Columnar format for investment account.</p>
5	Ethical Behaviour and Implications for Accountants
	<p>Introduction, Meaning of ethical behavior</p> <p>Financial Reports – What is the link between law, corporate governance, corporate social responsibility and ethics?</p> <p>What does the accounting profession mean by the ethical behavior?</p> <p>Implications of ethical values for the principles versus rule based approaches to accounting standards</p> <p>The principal based approach and ethics</p> <p>The accounting standard setting process and ethics</p> <p>The IFAC Code of Ethics for Professional Accountants</p> <p>Ethics in the accounting work environment – A research report</p> <p>Implications of unethical behavior for financial reports</p> <p>Company Codes of Ethics</p> <p>The increasing role of whistle – Blowing</p> <p>Why should student learn ethics?</p>

**Revised Syllabus of Courses of B.Com. Programme at Semester V
with Effect from the Academic Year 2018-2019**

Elective Courses (EC)

1 A. Discipline Specific Elective (DSE) Courses

Group A: Advanced Accountancy

2. Financial Accounting and Auditing Paper-VIII:

Cost Accounting

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to Cost Accounting	10
2	Material Cost	10
3	Labour Cost	10
4	Overheads	10
5	Classification of Costs and Cost Sheet	10
6	Reconciliation of cost and financial accounts	10
	Total	60

Sr. No.	Modules / Units
1	Introduction to Cost Accounting
	(a) Objectives and scope of Cost Accounting (b) Cost centres and Cost units (c) Cost classification for stock valuation, Profit measurement, Decision making and control (d) Coding systems (e) Elements of Cost (f) Cost behaviour pattern, Separating the components of semi- variable costs
2	Material Cost
	(i) Procurement procedures—Store procedures and documentation in respect of receipts and issue of stock, Stock verification (ii) Inventory control —Techniques of fixing of minimum, maximum and reorder levels, Economic Order Quantity, ABC classification; Stocktaking and perpetual inventory (iii) Inventory accounting Note- Simple practical problems based on Calculation of EOQ, Raw Material Turnover ratio, Preparation of stock ledger and Valuation of Inventories, based on FIFO and Weighted average cost.
3	Labour Cost
	(i) Attendance and payroll procedures, Overview of statutory requirements, Overtime, Idle time and Incentives (ii) Labour turnover (iii) Utilisation of labour, Direct and indirect labour, Charging of labour cost, Identifying labour hours with work orders or batches or capital jobs (iv) Efficiency rating procedures (v) Remuneration systems and incentive schemes. Note- Simple practical problems based on Preparation of labour cost statement Remuneration and incentive systems based on Piece work plan, Haley Premium Plan, Rowan system, Gantt’s Task
4	Overheads
	Functional analysis — Factory, Administration, Selling and Distribution Behavioural analysis — Fixed, Variable, Semi-variable cost Note- Simple practical problems on Departmentalization and apportionment of primary overheads, Computation of overhead rates including Machine overhead rates Basic concepts of treatment of over/under absorption of overheads- Direct Labour method and Prime Cost method
5	Classification of Costs and Cost Sheet
	Classification of costs, Cost of Sales, Cost Centre, Cost Unit, Profit Centre and Investment Centre Cost Sheet, Total Costs and Unit Costs, Different Costs for different purpose Note- Simple practical problems on preparation of cost sheet
6	Reconciliation of cost and financial accounts
	Practical problems based on Reconciliation of cost and Financial accounts.

**Revised Syllabus of Courses of B.Com. Programme at Semester V
with effect from the Academic Year 2018-2019**

Elective Courses (EC)

1 A. Discipline Specific Elective (DSE) Courses

Group B: Business Management

**1. Business Management Paper-III:
Management and Organization Development**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction	15
2	Planning	15
3	Organizing as a Managerial Function	15
4	Staffing	15
Total		60

Sr. No.	Modules / Units
1	Introduction
	<ul style="list-style-type: none"> • Management – Definition and Characteristics • Management – as Science, art and profession – Levels of management and management skills • Development of Management Thought – Scientific Approach Administrative School, Behaviour School, Systems Approach and Contingency Approach. Evolution of Indian management thoughts and their relevance in the current era. • Functions of Management in a typical business organisation
2	Planning
	<ul style="list-style-type: none"> • Planning, forecasting, decision making and problem solving • Nature, characteristics, merits and limitations of planning. • Classification and components of plans • Essentials of a good plan and planning process • Management by objectives (MBO) – Importance and relevance
3	Organizing as a Managerial Function
	<ul style="list-style-type: none"> • Definition and Principles • Departmentalisation • Formal organisations – Functional, SBU, Matrix, Committees • Informal organisations – Relevance and Importance • Authority, responsibility, accountability and span of control • Organizational hierarchy – charts • Delegation of authority and decentralization • Emergence of virtual organisation – merits and limitations
4	Staffing
	<ul style="list-style-type: none"> • Importance of human resource in organisations • Estimation of human resource requirements • Human Asset Accounting • Job Analysis • Recruitment and selection • Training and Development • Performance Appraisal

***Revised Syllabus of Courses of B.Com. Programme at Semester V
with effect from the Academic Year 2018-2019***

Elective Courses (EC)

1 A. Discipline Specific Elective (DSE) Courses

Group B: Business Management

**2. Business Management Paper-V:
Financial Management**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to Financial Management	11
2	Study of Financial Statements	11
3	Ratio Analysis	12
4	Sources of Finance and Cash Flow Analysis	11
Total		45

Sr. No.	Modules / Units
1	Introduction to Financial Management
	<ul style="list-style-type: none"> • Definition, nature and functions of financial management • Objectives of financial management • Importance of financial management and limitations. • Preparation of financial Statements adhering to current statutory requirements.
2	Study of Financial Statements
	<ul style="list-style-type: none"> • Objectives of financial statement analysis and interpretation • Steps involved in the analysis of financial statements • Comparative Statements • Common Size Statements • Trend Analysis
3	Ratio Analysis
	<ul style="list-style-type: none"> • Ratio Analysis – Meaning and objectives and Classification of Ratios- Traditional classification, functional classification and classification from the point of view of users • Balance Sheet Ratios- Current Ratio, Liquid Ratio, Proprietary Ratio, Stock-Working Capital Ratio, Capital Gearing Ratio, Debt Equity Ratio • Revenue Statement Ratios - Gross Profit Ratio, Operating Ratio, Expense Ratios, Net Profit Ratio, Stock Turnover Ratio. • Combined Ratios - Return on Capital Employed, Return on Proprietors’ Funds, Return on Equity Share Capital, Debtors’ Turnover Ratio (Debtors’ Velocity), Earning Per Share, Dividend Payout Ratio, Price Earning Ratio • Importance and limitations of Accounting Ratios
4	Sources of Finance and Cash Flow Analysis
	<ul style="list-style-type: none"> • Classification of sources of finance with reference to period , ownership and source of generation • Internal and external financing including choice of financial instruments • Cash Flow Statement – Meaning and Classification • Uses of Cash Flow statement • Preparation of Cash Flow Statement – Direct and Indirect

**Revised Syllabus of Courses of B.Com. Programme at Semester V
with effect from the Academic Year 2018-2019**

Elective Courses (EC)

1 A. Discipline Specific Elective (DSE) Courses

Group C: Banking and Finance

**1. Banking and Finance Paper - I:
Central Banking**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Indian Financial System	15
2	Financial Markets in India	15
3	Commodity Market	15
4	Derivatives Market	15
Total		60

Sr. No.	Modules / Units
1	Indian Financial System
	<p>A) Introduction, Meaning, Functions of financial system, Indian financial system from financial neutrality to financial activism and from financial volatility to financial stability, Role of Government in financial development, Overview of Phases of Indian financial system since independence (State Domination – 1947-1990, Financial sector reforms 1991 till Financial Sector Legislative Reforms Commission 2013), Monitoring framework for financial conglomerates.</p> <p>B) Structure of Indian Financial System – Banking & Non-Banking Financial Institutions, Organized and Unorganized Financial Markets, Financial Assets/Instruments, Fund based & Fee Based Financial Services.</p>
2	Financial Markets in India
	<p>A) Indian Money Market – Meaning, Features, Functions, Importance, Defects, Participants, Components of Organized and Unorganized markets and Reforms</p> <p>B) Indian Capital Market - Meaning, Features, Functions, Importance, Participants, Instruments, Reforms in Primary and Secondary Market.</p> <p>C) Indian Stock Market - Meaning and functions of Stock Exchange- NSE and BSE.</p> <p>D) Equity Market – Primary Market, IPO, Book Building, Role of Merchant Bankers, ASBA , Green Shoe Option, Issue of Bonus shares, Right Shares, Sweat Equity shares, ESOP.</p> <p>E) Indian Debt Market –Market Instruments, Listing, Primary and Secondary Segments</p>
3	Commodity Market
	<ul style="list-style-type: none"> • Introduction to commodities market - Meaning History & origin, Types of commodities traded, • Structure of commodities market in India, • Participants in commodities market, Trading in commodities in India(cash & derivative segment), • Commodity exchanges in India & abroad • Reasons for investing in commodities.
4	Derivatives Market
	<ul style="list-style-type: none"> • Introduction to Derivatives market- Meaning, History & origin, • Elements of a derivative contract, • Factors driving growth of derivatives market, • Types of derivatives, Types of underlying assets, Participants in derivatives market, Advantages & disadvantages of trading in derivatives market, • Current volumes of derivative trade in India, • Difference between Forwards & Futures

**Revised Syllabus of Courses of B.Com. Programme at Semester V
with effect from the Academic Year 2018-2019**

Elective Courses (EC)

1 A. Discipline Specific Elective (DSE) Courses

Group C: Banking and Finance

**2. Banking and Finance Paper - II:
Financial Reporting Analysis**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Final Accounts of Banking Company	16
2	Final Accounts of Insurance Company	12
3	Preparation of Final Accounts of Companies	12
4	Cash Flow Analysis & Ethical Behavior and implications for accountants	12
5	Introduction to IFRS	08
	Total	60

Sr. No.	Modules / Units
1	Final Accounts of Banking Company
	<p>Legal provision in Banking Regulation Act, 1949 relating to Accounts. Statutory reserves including Cash Reserve and Statutory Liquidity Ratio. Bill purchase and discounted, rebate of bill discounted.</p> <p>Final Accounts in prescribed form</p> <p>Non – performing assets and Income from non – performing assets. Classification of Advances, standard, sub – standard, doubtful and provisioning requirement.</p>
2	Final Accounts of Insurance Company
	<p>(a) Preparation and presentation of Corporate Final Accounts for Insurance Companies</p> <p>(b) Final Accounts in accordance with Insurance Legislation.</p> <p>(c) Study of Accounting Policies from Annual Reports of Listed Insurance Companies</p>
3	Preparation of Final Accounts of Companies
	<p>Relevant provisions of Companies Act related to preparation of Final Account (excluding cash flow statement)</p> <p>Preparation of financial statements as per Companies Act. (excluding cash flow statement)</p> <p>AS 1 in relation to final accounts of companies (disclosure of accounting policies)</p> <p>Adjustment for –</p> <ol style="list-style-type: none"> 1. Closing Stock 2. Depreciation 3. Outstanding expenses and income 4. Prepaid expenses and Pre received income 5. Proposed Dividend and Unclaimed Dividend 6. Provision for Tax and Advance Tax 7. Bill of exchange (Endorsement, Honour, Dishonour) 8. Capital Expenditure included in Revenue expenditure and vice versa eg- purchase of furniture included in purchases 9. Unrecorded Sales and Purchases 10. Good sold on sale or return basis 11. Managerial remuneration on Net Profit before tax 12. Transfer to Reserves 13. Bad debt and Provision for bad debts 14. Calls in Arrears 15. Loss by fire (Partly and fully insured goods) 16. Goods distributed as free samples. <p>Any other adjustments as per the prevailing accounting standard.</p>

Sr. No.	Modules / Units
4	Cash Flow Analysis as per AS 3 (Indirect Method Only) Ethical Behaviour and implications for accountants
	<p>Introduction, Meaning of ethical behavior</p> <p>Financial Reports – What is the link between law, corporate governance, corporate social responsibility and ethics?</p> <p>What does the accounting profession mean by the ethical behavior?</p> <p>Implications of ethical values for the principles versus rule based approaches to accounting standards</p> <p>The principal based approach and ethics</p> <p>The accounting standard setting process and ethics</p> <p>The IFAC Code of Ethics for Professional Accountants</p> <p>Ethics in the accounting work environment – A research report</p> <p>Implications of unethical behavior for financial reports</p> <p>Company Codes of Ethics</p> <p>The increasing role of whistle – Blowing</p> <p>Why should student learn ethics?</p>
5	Introduction to IFRS
	<p>IFRS 1- First time Adoption of International Financial Reporting Statements Objective, Scope, Definitions, First IFRS financial statements, Recognition and measurement, Comparative information, Explanation of transition to IFRS, Reconciliations, Interim financial reports, Designation of financial assets or financial liabilities, Use of fair value as deemed cost, Use of deemed cost, Exceptions to retrospective application of other IFRS, Exemptions for business combination, Exemptions from other IFRS and Presentation and Disclosure.</p> <p>IFRS2- Share Based Payment – Objective, Scope, Definitions, Recognition, Equity settled share based payment transactions, Transactions in which services are received, Treatment of vesting conditions, Expected Vesting Period, Determining the fair value of equity instruments granted, Modifications of terms and conditions, Cancellation, Cash settled share based payment transactions, Share based payment transactions in which the terms of the arrangement provide the counterparty with a choice of settlement, Share based payment transactions in which the terms of the arrangement provide the entity with a choice of settlement, Share based payment transactions among group entities (2009 Amendments)</p> <p>Disclosure.</p>

**Revised Syllabus of Courses of B.Com. Programme at Semester V
with effect from the Academic Year 2018-2019**

Elective Courses (EC)

1 A. Discipline Specific Elective (DSE) Courses

Group D: Commerce

**1. Commerce Paper - I:
Management of Service Industry**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to Service Industry	15
2	Tourism and Hospitality Industry	15
3	Transport Industry	15
4	Health Care Industry	15
Total		60

Sr. No.	Modules / Units
1	Introduction to Service Industry
	Services-Concept- characteristics –classification-significance- importance of relationship marketing in services- technology and its impact on service industry- role of service industry in economic development- career opportunitie
2	Tourism and Hospitality Industry
	Tourism Industry- significance- challenges- types of Tourism products-Present scenario of travel and tourism in India- Future prospects- Government’s Tourism policy- Role /functions of Indian Tourism Development Corporation and Maharashtra Tourism Development Corporation Hospitality Industry- characteristics- classification Restaurants- classification and types of consumers in a restaurant
3	Transport Industry
	Role of transport in economic development- types of transport (road, rail, air & ocean)- merits, demerits & recent trends in each mode
4	Health Care Industry
	Features- types of health care services- major inputs of health care industry- role of Corporates & Government in health care sector- emerging trends in health care industry

***Revised Syllabus of Courses of B.Com. Programme at Semester V
with effect from the Academic Year 2018-2019***

Elective Courses (EC)

1 A. Discipline Specific Elective (DSE) Courses

Group D: Commerce

**2. Commerce Paper - II:
Commercial Administration**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction and Orientation to Commercial Administration	15
2	Office Layout and Equipments	15
3	Office Communication	15
4	Information Management and Records	15
Total		60

Sr. No.	Modules / Units
1	Introduction and Orientation to Commercial Administration
	Commercial Administration: Meaning, nature and importance of Commercial Administration in business activity- role and functions of a commercial office- administrative structure of a commercial office- abilities, skills and attributes of office manager.
2	Office Layout and Equipments
	Office layout- Meaning, importance and types of office layout (enclosed or cellular/modular/ virtual etc.)- factors determining office layout- ergonomics with respect to comfort, health & safety Office equipments- various types of office equipments-functions of office equipments- types and uses of various office stationery-Role of IT in office administration
3	Office Communication
	Communication: Various channels of office communication- factors affecting selection of communication channels communication flows(upward/downward/vertical/horizontal/diagonal/grapevine)- barriers to effective communication- methods for intra firm communication- role of front office in communication with external stakeholders
4	Information Management and Records
	Information Management: Meaning and characteristics of information management- types of records to be maintained- characteristics of effective record management system- methods of classification of records-methods and procedures for managing inactive files- duties of record management Department.

**Revised Syllabus of Courses of B.Com. Programme at Semester V
with effect from the Academic Year 2018-2019**

Elective Courses (EC)

1 B. Discipline Related Elective (DRE) Courses

**3. Commerce - V
Marketing**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to Marketing	12
2	Marketing Decisions I	11
3	Marketing Decisions	11
4	Key Marketing Dimensions	11
Total		45

Sr. No.	Modules / Units
1	Introduction to Marketing
	<ul style="list-style-type: none"> • Marketing, Concept, Features, Importance, Functions, Evolution, Strategic v/s Traditional Marketing • Marketing Research - Concept, Features, Process Marketing Information System-Concept, Components Data Mining- Concept, Importance • Consumer Behaviour- Concept, Factors influencing Consumer Behaviour Market Segmentation- Concept, Benefits, Bases of market segmentation Customer Relationship Management- Concept, Techniques Market Targeting- Concept, Five patterns of Target market Selection
2	Marketing Decisions I
	<ul style="list-style-type: none"> • Marketing Mix- Concept, Product- Product Decision Areas Product Life Cycle- Concept, Managing stages of PLC Branding- Concept, Components Brand Equity- Concept, Factors influencing Brand Equity • Packaging- Concept, Essentials of a good package Product Positioning- Concept, Strategies of Product Positioning Service Positioning- Importance & Challenges • Pricing- Concept, Objectives, Factors influencing Pricing, Pricing Strategies
3	Marketing Decisions
	<ul style="list-style-type: none"> • Physical Distribution- Concept, Factors influencing Physical Distribution, Marketing Channels (Traditional & Contemporary Channels) Supply Chain Management-Concept, Components of SCM • Promotion- Concept, Importance, Elements of Promotion mix Integrated Marketing Communication (IMC)- Concept, Scope, Importance • Sales Management- Concept, Components, Emerging trends in selling Personal Selling- Concept, Process of personal selling, Skill Sets required for Effective Selling
4	Key Marketing Dimensions
	<ul style="list-style-type: none"> • Marketing Ethics: Concept, Unethical practices in marketing, General role of consumer organizations Competitive Strategies for Market Leader, Market Challenger, Market Follower and Market Nicher Marketing Ethics: • Rural Marketing- Concept, Features of Indian Rural Market, Strategies for Effective Rural Marketing Digital Marketing-Concept, trends in Digital Marketing Green Marketing- concept, importance • Challenges faced by Marketing Managers in 21st Century Careers in Marketing – Skill sets required for effective marketing Factors contributing to Success of brands in India with suitable examples, Reasons for failure of brands in India with suitable examples.

**Revised Syllabus of Courses of B.Com. Programme at Semester V
with effect from the Academic Year 2018-2019**

Elective Courses (EC)

1 B. Discipline Related Elective (DRE) Courses

**4. Business Economics - V
Macro Economic Aspects of India**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Macro Economic overview of India	15
2	Agriculture During Post Reform Period	10
3	The Industry And Service Sector During Post Reform Period	10
4	Banking and Financial Market	10
Total		45

Sr. No.	Modules / Units
1	Macro Economic overview of India
	<ul style="list-style-type: none"> • Overview of New Economic Policy-1991, - Role of Social Infrastructure with reference to education, health and family welfare. • Sustainable Development Goals and Policy measures: Make in India, Invest in India, and Skill Development and Training Programmes. • Foreign Investment Policy Measures in India – Foreign Investment Promotion Board, FDI- MNCs and their role.
2	Agriculture During Post Reform Period
	<ul style="list-style-type: none"> • National Agricultural Policy 2000: Objectives, Features and Implications • Agricultural pricing and agricultural finance • Agricultural Marketing Development-Agricultural Market infrastructure - Market information- Marketing training- Enabling environments-Recent developments
3	The Industry And Service Sector During Post Reform Period
	<ul style="list-style-type: none"> • Policy Measures- Competition Act 2003, Disinvestment Policy, Micro, Small and Medium Enterprises [MSME sector] since 2007. • Industrial Pollution in India: Meaning, Types, Effects and Control. • Service Sector: Recent trends, role and growth in Healthcare and Tourism Industry
4	Banking and Financial Market
	<ul style="list-style-type: none"> • Banking Sector- Recent trends, issues and challenges in Banking and Insurance Industry • Money Market – Structure, Limitations and Reforms. • Capital Market – Structure, Growth and Reforms.

**Revised Syllabus of Courses of B.Com. Programme at Semester V
with effect from the Academic Year 2018-2019**

Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

1. Trade Unionism and Industrial Relations Paper - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Trade Unionism	12
2	Functions of Trade Unions	12
3	Leadership ideology, Recognition, Registration and administration of trade union	11
4	ILO- Objectives, Principles and Organs	10
Total		45

Sr. No.	Modules / Units
1	Trade Unionism
	Meaning, Scope, Significance and Objectives, Structure of trade unions in India. New Role of Trade Union in the context of globalization
2	Functions of Trade Unions
	<ul style="list-style-type: none"> • Functions of trade unions with respect to: <ul style="list-style-type: none"> i) Wages ii) Labour welfare iii) Training and education iv) Social security) Awareness of social responsibility vi) Environmental awareness. • Problems of trade unions, Industrial dispute – causes of industrial disputes
3	Leadership ideology, Recognition, Registration and administration of trade union
	<ul style="list-style-type: none"> • Impact of recession and globalization on trade unions in India. • Problems of employees and need of trade unions in Information and Communication Industry.
4	ILO- Objectives, Principles and Organs
	<p>ILO- Objectives, principles and organs. Impact of ILO on Indian trade union movement.</p> <ul style="list-style-type: none"> • Workers participation in management – concept, pre-requisites, forms & levels of participation, benefit of workers Participation in Management • Women’s participation in trade union activities.

**Revised Syllabus of Courses of B.Com. Programme at Semester V
with effect from the Academic Year 2018-2019**

Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

2. Computer Systems and Applications Paper - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Data Communication, Networking and Internet	18
2	Database and MySQL	09
3	Database and MySQL	09
4	Spread Sheet	09
Total		45

Sr. No.	Modules / Units
1	<p data-bbox="320 185 954 219">Data Communication, Networking and Internet</p> <p data-bbox="320 230 1401 304">a) Data Communication Component, Data representation, Distributed processing. (Concepts only)</p> <p data-bbox="320 309 807 342">b) Network Basics and Infrastructure</p> <ul data-bbox="360 347 1401 622" style="list-style-type: none"> • Definition, Types (LAN, MAN, WAN) Advantages. • Network Structures – Server Based, Client server, Peer to Peer. • Topologies – Star, Bus, Ring. • Network Media, Wired – Twisted Pair, Co-axial, Fiber Optic and Wireless – Radio and Infrared. • Network Hardware: Hubs, Bridges, Switches, Routers. • Network Protocols – TCP/IP, OSI Model. <p data-bbox="320 627 472 660">c) Internet</p> <ul data-bbox="360 665 1401 1021" style="list-style-type: none"> • Definition, Types of connections, sharing internet connection, Hot Spots. • Services on net- WWW, Email-Blogs. • IP addresses, Domain names, URLs, Hyperlinks, Web Browsers • Searching Directories, Search engines, Boolean search (AND, OR, NOT), Advanced search, Meta Search Engines. • Email – POP/SMTP accounts in Email, Different parts of an Email address. Receiving and sending emails with attachments by scanning attachments for viruses. • Cyber Crime, Hacking, Sniffing, Spoofing
2	<p data-bbox="320 1030 608 1064">Database and MySQL</p> <p data-bbox="320 1068 1401 1142">a) Introduction :To Databases, Relational and Non-relational database system MySQL as a Non-procedural Language. View of data.</p> <p data-bbox="320 1146 1401 1615">b) MySQL Basics :Statements (Schema Statements, Data statements, Transaction statements), names (table & column names), data types (Char, Varchar, Text, Mediumtext, Longtext, Smallint, Bigint, Boolean, Decimal, Float, Double, Date, Date Time, Timestamp, Year, Time), Creating Database, inserting data, Updating data, Deleting data, expressions, built-in-functions – lower, upper, reverse length, ltrim, rtrim, trim, left, right, mid, concat, now, time, date, curdate, day, month, year, dayname, monthname, abs, pow, mod, round, sqrt missing data(NULL and NOT NULL DEFAULT values) CREATE,USE, ALTER (Add, Remove, Change columns), RENAME, SHOW, DESCRIBE (CREATE TABLE, COLUMNS, STATUS and DATABASES only) and DROP (TABLE, COLUMN, DATABASES statements), PRIMARY KEY FOREIGN KEY (One and more columns) Simple Validity checking using CONSTRAINTS.</p>
3	<p data-bbox="320 1624 608 1657">Database and MySQL</p> <p data-bbox="320 1662 1401 1809">a) MySQL Simple queries : TheSELECT statement (From, Where, Group By, Having, Order By, Distinct, Filtering Data by using conditions. Simple and complex conditions using logical, arithmetic and relational operators (=, !=, <, >, <>, AND, OR, NOT, LIKE) Aggregate Functions – count, sum, avg, max, min.</p> <p data-bbox="320 1814 1401 1888">b) Multi-table queries:Simple joins (INNER JOIN), SQL considerations for multi table queries(table aliases, qualified column names,all column selections self joins).</p> <p data-bbox="320 1892 1401 2029">c) Nested Queries (Only up to two levels) :Using sub queries, sub query search conditions, sub queries & joins, nested sub queries, correlated sub queries, sub queries in the HAVING clause. Simple Transaction illustrating START, COMMIT, and ROLLBACK.</p>

Sr. No.	Modules / Units
4	Spread Sheet
	<p>a) Creating and Navigating worksheets and adding information to worksheets</p> <ul style="list-style-type: none"> Types of data, entering different types of data such as texts, numbers, dates, functions. Quick way to add data Auto complete, Autocorrect, Auto fill, Auto fit. Undo and Redo. Moving data, contiguous and non contiguous selections, Selecting with keyboard. Cut-Copy, Paste. Adding and moving columns or rows. Inserting columns and rows. Find and replace values. Spell check. Formatting cells, Numbers, Date, Times, Font, Colors, Borders, Fills. <p>b) Multiple Spreadsheets</p> <ul style="list-style-type: none"> Adding, removing, hiding and renaming worksheets. Add headers/Footers to a Workbook. Page breaks, preview. Creating formulas, inserting functions, cell references, Absolute, Relative (within a worksheet, other worksheets and other workbooks). <p>c) Functions</p> <ul style="list-style-type: none"> Financial functions: FV, PV, PMT, PPMT, IPMT, NPER, RATE Mathematical and statistical functions. ROUND, ROUNDDOWN, ROUNDUP, CEILING, FLOOR, INT, MAX, MIN, MOD, SQRT, ABS, SUM, COUNT, AVERAGE <p>d) Data Analysis</p> <ul style="list-style-type: none"> Sorting, Subtotal. Pivot Tables- Building Pivot Tables, Pivot Table regions, Rearranging Pivot Table.

Note :

- Theory 03 lectures per week.
- Practical batch size 20-25, 01 practical = 03 theory lectures per week.
- 10 Practical's are to be completed in each semester.

Semester V

Topic	Number of Practical's
Word processing	01
Spread sheet	03
MySQL	06

Minimum 6 practical's are to be recorded in the journal in the Semester V
 [Minimum 4 on SQL, 2 on MS-Excel]

❖ Scheme of Examination

Type	Marks	Duration
Theory	75	2 ½ hours
Practical	20	1 hour per batch of 10
Active Participation and Class conduct	05	---

• Practical Examination Pattern- Semester V

Sr. No.	Topic	Marks
01	MySQL	07
02	Spread Sheet	03
03	Journal	05
04	Viva	05

- Practical examination to be conducted 2 to 3 weeks before the theory examination. Marks out of 25 to be submitted to the University before commencement of theory examination.
- Software Requirement :
MS-Excel 2010, VB 6.0
- Hardware
For a batch of 120 students minimum 10 computers with appropriate hardware and software installed on each computer. During practical hours maximum two student may share one computer.
- For in house computing facility fee of rupees 750/- be charged for each student per Semester in the existing fee structure against head of computer fee/computer practical.

**Revised Syllabus of Courses of B.Com. Programme at Semester V
with effect from the Academic Year 2018-2019**

Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

3. Export Marketing Paper - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to Export Marketing	12
2	Global Framework for Export Marketing	11
3	India's Foreign Trade Policy	11
4	Export Incentives and Assistance	11
Total		45

Sr. No.	Modules / Units
1	Introduction to Export Marketing
	a) Concept and features of Export Marketing; Importance of Exports for a Nation and a Firm; Distinction between Domestic Marketing and Export Marketing b) Factors influencing Export Marketing; Risks involved in Export Marketing; Problems of India's Export Sector c) Major merchandise/commodities exports of India (since 2015); Services exports of India (since 2015); Region-wise India's Export Trade (since 2015)
2	Global Framework for Export Marketing
	a) Trade barriers; Types of Tariff Barriers and Non-Tariff barriers; Distinction between Tariff and Non-Tariff barriers b) Major Economic Groupings of the World; Positive and Negative Impact of Regional Economic Groupings; Agreements of World Trade Organisation (WTO) c) Need for Overseas Market Research; Market Selection Process, Determinants of Foreign Market Selection
3	India's Foreign Trade Policy
	a) Foreign Trade Policy (FTP) 2015-20 - Highlights and Implications, Export Trade facilitations and ease of doing business as per the new FTP b) Role of Directorate General of Foreign Trade (DGFT), Negative list of Exports, Deemed Exports c) Benefits to Status Holders & Towns of Excellence; Common benefits for EHTP, BTP and STP; Benefits enjoyed by (IIAs) Integrated Industrial Areas(SEZ), EOU, AEZ
4	Export Incentives and Assistance
	a. Financial Incentives available to Indian Exporters - Marketing Development Assistance (MDA), Market Access Initiative (MAI), Assistance to States for Infrastructure Development for Exports (ASIDE), Industrial Raw Material Assistance Centre(IRMAC), b. Institutional Assistance to Indian Exporters - Federation of Indian Export Organisations (FIEO), India Trade Promotion Organisation (ITPO), The Federation of Indian Chambers of Commerce and Industry (FICCI), Export Promotion Councils (EPCs) & Commodity Boards (CBs), Indian Institute of Foreign Trade (IIFT), Indian Institute of Packaging (IIP) c. Schemes - Export Promotion Capital Goods (EPCG) Scheme, Duty Exemption and Remission Schemes, Export Advance Authorisation Scheme; Duty Drawback (DBK); IGST Refund for Exporters

**Revised Syllabus of Courses of B.Com. Programme at Semester V
with effect from the Academic Year 2018-2019**

Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

4. Marketing Research Paper - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to Marketing Research	12
2	Planning Research	11
3	Data Collection	11
4	Data Processing, Analysis, Reporting	11
Total		45

Sr. No.	Modules / Units
1	Introduction to Marketing Research
	a. Marketing Research- Definition, features, functions, significance of Marketing Research in marketing decision making, limitations of Marketing Research b. Steps in Marketing Research, Ethics in Marketing Research, Career options in Marketing Research, Qualities of a good Marketing Research professional c. Marketing Information System- Definition, components, essentials of a good MIS, Concept of Decision Support System- Components , importance Data Mining- concept, importance
2	Planning Research
	a. Research Design- concept, importance, types Hypothesis- concept, types, importance b. Questionnaire- concept, types of questions, steps in the preparation of questionnaire, essentials of a good questionnaire c. Sampling- concept, terms in sampling, techniques of sampling, essentials of good sampling
3	Data Collection
	a. Primary data-concept, merits, demerits, methods b. Secondary data- concept, merits, demerits, sources c. Qualitative and Quantitative research- concept, features, Qualitative v/s Quantitative research Integrating technology in data collection, methods- (online surveys, hand held devices, text messages, social networking), importance
4	Data Processing, Analysis, Reporting
	a. Stages in Data processing Editing- meaning, objectives, types Coding- meaning, guidelines Classification- meaning, methods Tabulation- meaning, methods b. Data Analysis & Interpretation Data Analysis- meaning, steps, use of statistical tools (SPSS, SAS, MS EXCEL, MINITAB) Data Interpretation- meaning, importance, stages c. Report Writing- concept, types, contents, essentials, use of visual aids in research report

**Revised Syllabus of Courses of B.Com. Programme at Semester V
with effect from the Academic Year 2018-2019**

Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

**5. Investment Analysis and Portfolio
Management Paper - I**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Portfolio Management – An Introduction	09
2	Portfolio Analysis and Selection	12
3	Portfolio Revision and Evaluation	12
4	Bond Valuation	12
	Total	45

Sr. No.	Modules / Units
1	Portfolio Management – An Introduction
	<p>A) Investment - Meaning, Characteristics, Objectives, Investment V/s Speculation, Investment V/s Gambling and Types of Investors</p> <p>B) Portfolio Management – Meaning, Evolution, Phases, Role of Portfolio Managers, Advantages of Portfolio Management.</p> <p>C) Investment Environment in India and factors conducive for investment in India.</p>
2	Portfolio Analysis and Selection
	<p>A) Portfolio Analysis – Meaning and its Components, Calculation of Expected Return and Risk, Calculation of Covariance, Risk – Return Trade off.</p> <p>B) Portfolio Selection – Meaning, Feasible Set of Portfolios, Efficient Set of Portfolios, Selection of Optimal Portfolio, Markowitz Model, Limitations of Markowitz Model, Measuring Security Return and Portfolio Return and Risk under Single Index Model and Multi Index Model.</p>
3	Portfolio Revision and Evaluation
	<p>A) Portfolio Revision – Meaning, Need, Constraints and Strategies.</p> <p>B) Portfolio Evaluation – Meaning, Need, Measuring Returns (Sharpe, Treynor and Jensen Ratios) and Decomposition of Performance.</p>
4	Bond Valuation
	<p>A) Bond Valuation – Meaning, Measuring Bond Returns – Yield to Maturity, Yield to call and Bond Pricing. Bond Pricing Theorems, Bond Risks and Bond Duration. (Practical Problems on YTM and Bond Duration.)</p>

**Revised Syllabus of Courses of B.Com. Programme at Semester V
with effect from the Academic Year 2018-2019**

Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

6. Transport Management Paper - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Transportation Network	11
2	Factors Influencing transport development	11
3	Transportation Planning and Production Management	11
4	Multi Modal Transport System in India	12
Total		45

Sr. No.	Modules / Units
1	Transportation Network
	Definition of transport, Characteristics of transport, various mode of transport network- Air, Surface and Water; public transport and its importance, Element of Transport – way, unit of carriage, motive power, Terminal
2	Factors Influencing transport development
	Factors Influencing transport development: Physical, Economic, Political and Strategic, Concept of connectivity and accessibility, Transport organisation: terminal facilities for different modes, Transport Demand: Direction, Volume and Frequency
3	Transportation Planning and Production Management
	Classification of roads, types of parking, problems due to parking, nature of traffic problem in cities, traffic and environment - Pollution under control certificate agency, cost structure of different transport modes, discriminatory pricing
4	Multi Modal Transport System in India
	Intermodal systems – road/rail/sea; sea/air; road/air; road/rail, sea/rail, sea/road – Inland Container Depot (ICD) & Container Freight Station (CFS) Terminals, Roll-on/Roll-Off Service, Planning of multi modal transport system for Indian cities- Metro Rails, Light Rail Transit (LRT), Sub-Urban Trains, Ring Rail and Monorails, Bus Rapid Transit Systems.

**Revised Syllabus of Courses of B.Com. Programme at Semester V
with effect from the Academic Year 2018-2019**

Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

**7. Entrepreneurship and Management of Small
Scale Industries Paper - I**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to Entrepreneurship	11
2	Entrepreneurial Development	11
3	Entrepreneurial Project Development	11
4	Specialized Focus Areas in Entrepreneurship	12
Total		45

Sr. No.	Modules / Units
1	Introduction to Entrepreneurship
	<p>Unit-1:-</p> <ul style="list-style-type: none"> • Meaning, Features, Need and Significance, Concept of Entrepreneur and Entrepreneurship • Importance, Significance and Growth of Entrepreneurial activity • Classification and Types of Entrepreneurs • Functions of an Entrepreneur <p>Unit-2:</p> <ul style="list-style-type: none"> • Characteristics, Qualities and Competencies of a Successful Entrepreneur – Examples of Successful Indian Entrepreneurs. • Entrepreneurship as a Career - Creating Self-employment through Entrepreneurship • Scope of Entrepreneurship • Meaning, Features, Significance, Concept of Promoters - Types of Promoters <p>Unit-3:-</p> <ul style="list-style-type: none"> • Incentives and Subsidies to Entrepreneurs in India • Meaning, Features, Significance, Concept and Qualities of Intrapreneur – Meaning and • Concept of Intrapreneurship • Measures to Promote Intrapreneurship • Differentiating the Role of: Entrepreneurs and Businessman - Entrepreneurs and Managers - Entrepreneurs and Employees
2	Entrepreneurial Development
	<p>Unit-1:-</p> <ul style="list-style-type: none"> • Meaning, Significance and Concept of Entrepreneurial Development in India • Factors influencing Entrepreneurial Development – Pull and Push Factors • Barriers to Entrepreneurship • Managing the Problems faced by Entrepreneurs - Measures/Suggestions to Overcome Barriers to Entrepreneurship, Start up India-Make in India. <p>Unit-2:-</p> <ul style="list-style-type: none"> • Meaning, Concept and Inter-Linkage between: Innovation and Invention - Innovation and Entrepreneurship • Factors influencing Entrepreneurial Development and Motivation • Role of Psychological, Social and Cultural factors in Entrepreneurial Development • Theories of Entrepreneurship - Contribution of David McClelland and Joseph Schumpeter <p>Unit-3:-</p> <ul style="list-style-type: none"> • Need and Significance of Entrepreneurial Education and Training • Meaning, Concept & Areas of Entrepreneurship Development Programme (EDP) • Role of Entrepreneurial Development Programme (EDP) and Training Centers in India • Role of Entrepreneurial Development Institutes in India such as MSME-DI Mumbai, EDI Ahmedabad, MITCON, MCED, NIESBUD toward Entrepreneurial Development in India

Sr. No.	Modules / Units
3	Entrepreneurial Project Development
	<p>Unit-1:-</p> <ul style="list-style-type: none"> • Steps in Setting-up of an Entrepreneurial Venture • Idea Generation – Sources and Methods • Identification and Classification of Ideas • Meaning and Concept of Environment Scanning, SWOT Analysis and SWOT Matrix <p>Unit-2:-</p> <ul style="list-style-type: none"> • Meaning and Concept of Project Formulation • Meaning, Concept and Importance of Project Planning - Preparation of Project (Business) Plan -Points to be considered in Project Planning • Components of an ideal Business Plan: Market Plan, Financial Plan, Operational Plan, and HR Plan • Meaning and Concept of Project Report - Significance of Project Report - Contents of Project Report <p>Unit-3:-</p> <ul style="list-style-type: none"> • Meaning, Significance and Concept of Project Appraisal • Aspects and Methods of Project Appraisal: Economic Oriented Appraisal, Financial Appraisal, Market Oriented Appraisal, Technological Feasibility, Managerial Competency • Meaning, Concept, Significance and Importance of Feasibility Study • Types and Different Areas of Feasibility Study
4	Specialized Focus Areas in Entrepreneurship
	<p>Unit-1:-</p> <ul style="list-style-type: none"> • Meaning, Features, Concept, Role and Importance of Women Entrepreneurs • Problems faced by Women Entrepreneurs and Need for Promotion and Assistance • Measures/Suggestions to Overcome the Problems faced by Women Entrepreneurs • Agencies Supporting and Promoting Women Entrepreneurs- Stand up India. <p>Unit-2:-</p> <ul style="list-style-type: none"> • Meaning, Features, Concept, Role and Importance of Rural Entrepreneurs • Problems faced by Rural Entrepreneurs and Need for Promotion and Assistance • Measures/Suggestions to Overcome the Problems faced by Rural Entrepreneurs • Agencies Supporting and Promoting Rural Entrepreneurs <p>Unit-3:-</p> <ul style="list-style-type: none"> • Meaning, Features, Role and Importance, Concept of Social Entrepreneurship • Differentiating Role of Social Entrepreneurship and NGOs • Problems faced by Social Entrepreneurs and Need for Promotion and Assistance – Suggestions to Overcome the Challenges faced by Social Entrepreneurs • d. Examples of Social Entrepreneurship in India

**Revised Syllabus of Courses of B.Com. Programme at Semester V
with effect from the Academic Year 2018-2019**

Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

8. International Marketing Paper - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to International Marketing	12
2	Product Decisions in International Marketing	11
3	Finance and Pricing Decisions In International Marketing	11
4	International Marketing Environment	11
Total		45

Sr. No.	Modules / Units
1	Introduction to International Marketing
	<ul style="list-style-type: none"> a. International Marketing- Features, Importance and scope of International Marketing. Domestic Marketing & International Marketing. b. Motivating Factors for International Marketing, Problems in International Marketing, Challenges faced by Indian Exporter in International Market. c. International Marketing Research – Need & importance, Scope & complexities, International Marketing Information System- Concept, Importance and Components.
2	Product Decisions in International Marketing
	<ul style="list-style-type: none"> a. Product-Product Mix, International Product Life Cycle, New Product Development steps. b. Branding – Factors affecting International branding, Importance, Types. c. Labeling, Marking & Packaging – Essential of Good Packaging in International Marketing, Importance of Labeling, Marking & Packaging.
3	Finance and Pricing Decisions In International Marketing
	<ul style="list-style-type: none"> a. Export Finance-, Types, Features, Procedure for obtaining export finance. b. Export Financial Institutions-Role and Functions of Commercial Banks, EXIM, SIDBI, ECGC Cover. c. Pricing – Factors determining pricing in International Marketing, quotations including INCO terms (Sums / Practical Problems) Pricing strategies in International Marketing.
4	International Marketing Environment
	<ul style="list-style-type: none"> a. International Marketing Environment- ,Components of International Marketing Environment (Eco, Social, Cultural, Legal & regulatory environment) b. Trade barriers – Types (Tariff and Non-Tariff Barriers), trading blocs (EU, SAARC, ASEAN). c. International Forums – WTO -Role/ Functions, Agreements (TRIMS, TRIPS, GATS, AOA, AOT), IMF, IBRD, BRICS- Role/ Functions.

**Revised Syllabus of Courses of B.Com. Programme at Semester V
with effect from the Academic Year 2018-2019**

Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

9. Merchant Banking Paper - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Merchant Banking	11
2	Capital Funds	11
3	Issue Management Process	11
4	Issue Management & Due Diligence	12
Total		45

Sr. No.	Modules / Units
1	Merchant Banking
	<p>Merchant Banking and Financial Services: Introduction, Concept of merchant banking, Financial system in India and Development of merchant banks and regulations in India.</p> <p>Underwriting and Brokerage - Different roles played by underwriters and brokers in issue management and their responsibilities</p>
2	Capital Funds
	<p>Raising Capital from International Markets - Needs of Indian companies for raising funds from foreign markets, Usage of Euro issue, Evaluation of various types of depository receipts - American Depository Receipts, Global Depository Receipts, FCCBs and FCEBs.</p>
3	Issue Management Process
	<p>The process of issue management and merchant banker's role in it, The appointment of SEBI registered intermediaries and other intermediaries, The process of filing of offer document by the issuer with SEBI and the ROC with the help of the lead Merchant Banker, List of the documents to be submitted before opening of the issue, Copy of agreement between the Issuer and Merchant Banker, Certificate of compliance stating compliance of conditions, Due diligence certificate while registering DRHP/ Red Herring Prospectus/ prospectus with the ROC/ final post issue report, The type of In-Principle Approval from recognized stock exchanges for initial public issues as well as in the case for rights and further public offerings, the allotment, refund and payment of interest.</p>
4	Issue Management & Due Diligence
	<p>The general obligations of Intermediaries with respect to Public Issues and Rights Issue, The pricing in preferential issue, The pricing and restrictions on allotment of Qualified Institutional Placement, The pre-issue advertisement for rights issue, Utilization of funds raised through rights issue and the manner of disclosures in the offer document, The procedure for Institutional Placement Programme w.r.t Offer Document Pricing and Allocation/Allotment Restrictions, Minimum number of allottees, Restrictions on size of the offer, Period of subscription and display of demand, Transferability of eligible securities, The procedure for issue of Indian Depository Receipts (IDRs) w.r.t Eligibility Conditions for issue of IDR, Minimum Subscription Filing of Draft Prospectus, Due diligence Certificate, Payment of Fees and Issue of advertisements for IDR, Post Issue Reports, Undersubscribed Issue Finalisation of basis of allotment, The importance of due diligence, The role of external parties in the due diligence process and List of due diligence documents.</p>

**Revised Syllabus of Courses of B.Com. Programme at Semester V
with effect from the Academic Year 2018-2019**

Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

10. Direct and Indirect Taxes Paper - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Basic Terms	04
2	Scope of Total Income & Residential Status	04
3	Heads of Income	24
4	Deduction from Total Income	04
5	Computation of Total Income for Individual	09
	Total	45

Sr. No.	Modules / Units
1	Basic Terms
	Assessee, Assessment, Assessment Year, Annual value, Business, Capital Assets, Income, Person, Previous Year, Transfer
2	Scope of Total Income & Residential Status
	Scope of Total Income (S: 5) Residential Status (S: 6) for Individual assessee
3	Heads of Income (S: 14)
	<ul style="list-style-type: none"> • Salary (S: 15 to 17) • Income from House Properties (S: 22 to 27) • Profit and Gain From Business (S:28, 30, 31, 32, 35, 35D, 36, 37, 40, 40A 43B. • Capital Gains (S: 45, 48, 49, 50, 54, 54 EC) restricted to computation of Capital gain on transfer of residential house property only • Income from Other Sources (S: 56 to S: 59) Exclusions From Total Income (S: 10) Exclusion related to specified heads to be covered with relevant head.eg. Salary, Business Income, Capital Gain, Income from Other Sources
4	Deduction from Total Income
	S 80 A, S 80C, 80CCC, 80D, 80DD, 80E, 80 U, 80 TTA
5	Computation of Total Income for Individual

**Revised Syllabus of Courses of B.Com. Programme at Semester V
with effect from the Academic Year 2018-2019**

Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

11. Labour Welfare and Practice Paper - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Labour welfare	15
2	Labour Legislations in India	10
3	Agencies of Labour welfare	10
4	Industrial Hygiene & Occupational Health	10
Total		45

Sr. No.	Modules / Units
1	Labour welfare
	<ul style="list-style-type: none"> • Meaning, Definition, Scope, Objective & Theories of Labour welfare. • Evolution of Labour Welfare in India. • Provisions for Labour welfare content in the Constitution of India (including Articles 41,42,43.....factories Act 1948, ESI Act 1948, Workmen’s Compensation Act 1923)
2	Labour Legislations in India
	<ul style="list-style-type: none"> • Labour Welfare Facilities • National Commission on Labour and Labour Welfare • Labour Laws of the Elimination of Child Labour
3	Agencies of Labour welfare
	<ul style="list-style-type: none"> • Agencies of Labour welfare in India (Central govt. , State govt., Employers & Trade-Unions) • Labour Welfare Officer: role and functions. • Labour Administration in India
4	Industrial Hygiene & Occupational Health
	<ul style="list-style-type: none"> • Industrial hygiene & Occupational Health • Industrial accidents – causes & prevention. • Occupational diseases & Statutory Provisions, Fatigue, Frustration, Absentism

**Revised Syllabus of Courses of B.Com. Programme at Semester V
with effect from the Academic Year 2018-2019**

Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

12. Purchasing and Store Keeping Paper - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Material Management and Material Requirement Planning	12
2	Materials Research & 'E' Material management	11
3	Scientific Purchasing	11
4	Purchase procedure	11
Total		45

Sr. No.	Modules / Units
1	Material Management and Material Requirement Planning
	<p>a. Material Management – Definition, Concept, Importance, Objectives, Functions, Scope, Responsibilities of material manager, Interdepartmental relationship.</p> <p>b. Materials budget – Purpose, Procedures & Factors.</p> <p>c. Material Requirement Planning – Concept, Need, Objectives and Factors affecting MRP.</p>
2	Materials Research & 'E' Material management
	<p>a. Material Research – Meaning, Definition, Need, Importance, Scope & Functions.</p> <p>b. 'E' Material Management – Concept, Application & Operation, Uses & Advantages, Classes/ Types of materials.</p> <p>c. Coding and Standardization – Nature, Methods and Advantages of Codification, Standardization – Nature & Importance.</p>
3	Scientific Purchasing
	<p>a. Purchase Department - Types of Buyers/ Consumers, Personality traits for Purchase executives/ Manager-qualities & qualification, Functions of Purchase department, Records maintain by Purchase department</p> <p>b. Scientific Purchasing - Meaning, Importance, Objectives & Principles, Purchase policies-Centralized vs decentralized purchasing.</p> <p>c. Suppliers – Sources of supplier, Selection of Suppliers – Methods, Vendor rating & Vendor development.</p>
4	Purchase procedure
	<p>a. Purchase procedure - Make or Buy or Import decision, Buyer & Seller relationship – Techniques, Ethics in Buying – Principles, Purchase methods, Documentation.</p> <p>b. National purchase Procedure – Steps/procedure, Purchase requisition, quotations – types, Invoice – Types and different Methods of payment settlement, Legal aspect of contract- Contents and Clauses.</p> <p>c. International Purchase Procedure – Need, Indent house / firm – Functions & Services offered by Indent house, Steps/Procedure of Importing, Documentations, Emerging trends in purchasing.</p>

**Revised Syllabus of Courses of B.Com. Programme at Semester V
with effect from the Academic Year 2018-2019**

Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

13. Insurance Paper - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Risk Management	11
2	Insurance	11
3	Insurance Market	11
4	Insurance Regulation	12
Total		45

Sr. No.	Modules / Units
1	Risk Management
	<ul style="list-style-type: none"> a. Risk - Concept, different types of risks - actual and consequential losses b. Risk Management- Management of risks – Concept and Methods, loss minimization techniques c. Insurance Terminology: Common terms used in insurance - terms common to both life and non-life insurance - terms as specific to life and non-life insurance
2	Insurance
	<ul style="list-style-type: none"> a. Insurance – Concept, Nature of insurance, evolution of insurance, Different Types of insurance –importance of insurance, Insurance contract – Concept and Terms of an insurance contract b. Fundamental principles of insurance contract – principle of insurable interest, principle of indemnity, principle of subrogation, principle of contribution, principle of disclosure of all relevant information, principle of utmost good faith. Relevance of proximate cause c. Policy documents: Importance of a policy document, Format of a policy document
3	Insurance Market
	<ul style="list-style-type: none"> a. Insurance Market- Various Constituents of Insurance Market, operations of insurance companies - operations of intermediaries – specialist insurance companies – insurance specialists b. Insurance customers – different customer needs -importance of understanding customers – customer mind-sets’ - customer satisfaction - customer behaviour at purchase point - customer behaviour at the time of claim. c. Ethics in Insurance – concept and importance of ethical behaviour
4	Insurance Regulation
	<ul style="list-style-type: none"> a. Role of regulators – IRDA – Role, functions and importance b. Management of risk by individuals – management of risk by insurers – fixing of premiums, how insurance takes care of unexpected eventualities. c. Reinsurance – Concept and its importance for insurers - role of insurance in Economic development and social security - contribution of insurance to the society. Double Insurance

**Revised Syllabus of Courses of B.Com. Programme at Semester V
with effect from the Academic Year 2018-2019**

Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

**14. Banking Law and Practice Paper - I
Central Banking**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	An Overview of Central Banking	09
2	RBI as the Central Bank of India	09
3	Supervisory Role of RBI	09
4	Central Banking in other Countries	09
5	Central Banking in the Cyber World	09
	Total	45

Sr. No.	Modules / Units
1	An Overview of Central Banking
	<p>Overview: Concept of Central Banking – Institutional Growth of Central Banking – The Changing Face of Central Banking.</p> <p>Role of Central Banks: Determination of Goals – Inflation Targeting – Exchange Rate Targeting – Money Supply Targeting – Money-Growth Targeting – Viable Alternatives to Central Bank – Central Banking in India.</p> <p>Contemporary Issues- Autonomy and Independence- credibility, accountability and transparency of a central bank</p>
2	RBI as the Central Bank of India
	<p>Policy Framework for RBI: Organizational Framework – Operational Framework – Role as a Central Banker – Promotional Role of RBI – Regulatory Role of RBI.</p> <p>RBI and Monetary Policy: Macroeconomic Policies: Objectives – What is a Monetary Policy? – Goals, Targets and Instruments – Monetary Policy in India.</p> <p>A Brief Overview of Fiscal Policy- Striking Balance between Inflation and Growth through Monetary and Fiscal Policies</p>
3	Supervisory Role of RBI
	<p>Regulation and Supervision: Need for Regulation and Supervision – Banking Regulation Act, 1949 – Banking Regulation and Supervision – Functions of the Department of Supervisory – Regulations Review Authority – Unified Regulator v/s Multiple Regulators.</p> <p>RBI – On-site Inspection and Off-site Monitoring and Surveillance: The Core Principles for Effective Supervision – On-site Examination – Off-site Surveillance – On-site Inspection and Off-site Monitoring in India – Off-site Monitoring in Different Countries – Computerized Off-site Monitoring and Surveillance (OSMOS).</p> <p>RBI and Financial System- Introduction- Functions- Characteristics of Financial System- Role of RBI in regulating Financial System and Financial Sector Reforms</p>
4	Central Bank in other Countries
	<p>Federal Reserve System – Bank of England – The European Central Banking, Bank of Japan, Peoples Bank of China</p> <p>Interconnectivity of Central Banks with Other International Financial Institutions- ADB- IMF- World Bank- BIS- Objectives- Role and Functions</p>
5	Central Banking in Cyber World:
	<p>E Banking, E money, IT induced Changes and Monetary Policy, E payments, Risks in the New IT ERA, Impact of IT, Globalization and Central Banks.</p>

**Revised Syllabus of Courses of B.Com. Programme at Semester V
with effect from the Academic Year 2018-2019**

Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

15. Regional Planning Paper - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Development	15
2	Factors Determining Regional Planning	10
3	Problems in India	10
4	Human and Environmental Impacts	10
Total		45

Sr. No.	Modules / Units
1	Development
	<ul style="list-style-type: none"> • Development: Meaning – Growth versus Development • Factors promoting development of resources, infrastructure, technology, culture – diversities & disparities & need for balanced growth. • Concept and Nature of Planning, need for planning of region
2	Factors Determining Regional Planning
	<ul style="list-style-type: none"> • Factors determining regional planning Area versus regions, formal functional & problem regions – utility of these concepts in identifying regions for planning. • National versus regional planning- Regional hierarchy & Multi-level planning
3	Problems in India
	<ul style="list-style-type: none"> • Regional Problem in India- varying levels of development- causative factors • Problems characterizing development-potential, declining • Backward and ecologically sensitive regions examples-Inter related nature of regional problem.
4	Human and Environmental Impacts
	<ul style="list-style-type: none"> • Human and Environmental impacts of regional planning • Rural and Urban planning policy • Rural and Tribal Development Plans.

**Revised Syllabus of Courses of B.Com. Programme at Semester V
with effect from the Academic Year 2018-2019**

Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

16. Rural Marketing Paper - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Rural Marketing	11
2	Rural Consumer Behaviour	12
3	Marketing Mix – Product and Price in Rural Marketing	11
4	Marketing Mix– Promotion and Distribution in Rural Marketing	11
Total		45

Sr. No.	Modules / Units
1	Rural Marketing
	<ul style="list-style-type: none"> a. Rural Marketing-Concept, Nature, Scope, Significance of Rural Marketing b. Factors contributing to Growth of rural markets, e-rural marketing, growing importance of rural marketing, challenges in rural marketing c. Components and classification of Rural markets, Rural Marketing Information System
2	Rural Consumer Behaviour
	<ul style="list-style-type: none"> a. Rural Consumer behaviour-features, Rural Market VS Urban Market, Lifestyle of rural consumer, Classification of rural consumers, factors influencing consumer behaviour b. Rural Marketing Research- Significance, Tools of marketing research for rural marketing c. FMCG sector in Rural India-concept and classification of consumer goods
3	Marketing Mix – Product and Price in Rural Marketing
	<ul style="list-style-type: none"> a. Potential and size of the Rural Markets, Marketing mix for rural marketing b. Product Strategy - Product mix Decisions - Competitive product strategies for rural markets, importance of Branding, Packaging and Labelling in rural marketing c. Pricing strategy – pricing objectives, pricing policies, innovative pricing methods for rural markets
4	Marketing Mix– Promotion and Distribution in Rural Marketing
	<ul style="list-style-type: none"> a. Promotion strategy - appropriate media - Designing right promotion mix – promotional campaigns b. Distribution - Logistics Management - Problems encountered, Channels for rural markets, selection of appropriate channels- Factors c. New approaches and strategies to reach out rural markets

**Revised Syllabus of Courses of B.Com. Programme at Semester V
with effect from the Academic Year 2018-2019**

Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

17. Elements of Operational Research Paper - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to Operation Research	10
2	Replacement Theory	05
3	Linear Programming Problems (LPP)	15
4	Transportation Problem	15
Total		45

Pre-requisites: *Use of Normal Distribution in finding Probabilities. Concept of present value of money. Application of derivatives to obtain minima of Cost functions*

Sr. No.	Modules / Units
1	Introduction to Operation Research and Replacement Theory
	Introduction: Meaning and scope of Operations Research, Applications in Business, Commerce and Industry, limitations of Operations Research.
2	Replacement Theory
	Replacement Theory: Replacement Models for items that deteriorate with time assuming value money i) constant ii) changes with time. Replacement of items that fail completely using individual and Group replacement.
3	Linear Programming Problems (LPP)
	Mathematical Formulation of LPP . Solution to the LPP using Graphical Method, Simplex Method and Big M method Duality in LPP. Detection of optimum solution to primal using optimum solution to the dual.
4	Transportation Problem
	Description and Formulation of Transportation Problem Initial Basic Feasible Solution by i) North West Corner Rule, ii) Least Cost Entry Method (Matrix Minima), iii) Vogel's Approximation Method. Optimum Solution by MODI Method. Existence of Alternative optimum solution. Impact of change in some cost Coefficients on optimum solution. Maximization type and Unbalanced Transportation Problems.

**Revised Syllabus of Courses of B.Com. Programme at Semester V
with effect from the Academic Year 2018-2019**

Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

18. Psychology of Human Behavior at Work Paper - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	What is Organizational Behaviour?	11
2	Attitudes and Job Satisfaction	11
3	Motivation Concepts	12
4	Leadership	11
Total		45

Sr. No.	Modules / Units
1	What is Organizational Behaviour?
	<ul style="list-style-type: none"> a) The importance of interpersonal skills b) What managers do - management functions, roles, and skills c) Defining organizational behaviour; Disciplines that contribute to the OB field d) Challenges and Opportunities for OB - Responding to globalization; managing work force diversity; coping with “temporariness”; helping employees balance work–life conflicts; creating a positive work environment; improving ethical behaviour
2	Attitudes and Job Satisfaction
	<ul style="list-style-type: none"> a) Attitudes - Main components of attitudes; Major Job Attitudes b) Job Satisfaction - Measuring job satisfaction. What causes job satisfaction? The impact of satisfied and dissatisfied employees on the workplace
3	Motivation Concepts
	<ul style="list-style-type: none"> a) Defining Motivation; 4 early theories of motivation b) Contemporary theories of motivation - Goal Setting Theory, Equity Theory/ Organizational justice, Expectancy Theory
4	Leadership
	<ul style="list-style-type: none"> a) What is Leadership? Trait theories, Behavioural theories b) Contingency Theory – The Fiedler Model c) Charismatic Leadership and Transformational Leadership - Key characteristics of a charismatic leader; characteristics of transactional leaders; characteristics of transformational leaders d) Leading for the future: Mentoring

Revised Syllabus of Courses of B.Com. Programme at Semester V with effect from the Academic Year 2018-2019

Reference Books

Reference Books
Elective Courses (EC)
Discipline Specific Elective (DSE) Courses
Group A: Advanced Accountancy
1. Financial Accounting and Auditing VII- Financial Accounting
<ul style="list-style-type: none"> • Ashish K. Bhattacharyya – “Financial Accounting for Business Managers”, Prentice Hall of India Pvt. Ltd. • Shashi K. Gupta – “Contemporary Issues in Accounting”, Kalyani Publishers. • R. Narayanaswamy – “Financial Accounting”, Prentice Hall of India, New Delhi • Ashok Sehgal – “Fundamentals of Financial Accounting”, Taxmann’s Publishers • Financial Accounting Reporting – Barry Elliot and Jamie Elliot – Prentice Hall (14th Edition)
2. Financial Accounting and Auditing VIII- Cost Accounting
<ul style="list-style-type: none"> • Cost Accounting- A managerial emphasis by Horngren, Charles, Foster and Datar, Prentice Hall • Management Accounting by Khan and Jain, Tata McGraw Hill • Practical Costing by P C Tulsian, Vikas New Delhi • Advanced problems and solutions in cost Accounting by S N Maheshwari, Sultan Chand New Delhi • Cost Accounting (For B. Com 4th Sem, Delhi Univ) by Arora M N, Vikas Publishing House Pvt. Ltd. • A Textbook of Cost And Management Accounting - 10th Edn by Arora M N, Vikas Publishing House Pvt. Ltd. • Cost Accounting: Principles & Practice - 12 Edn by Arora M N, Vikas Publishing House Pvt. Ltd. • Essentials of Cost Accounting by Arora M N, Vikas Publishing House Pvt. Ltd. • Students Guide to Cost Accounting & Financial Management (Set of 2 Volumes) (CA-IPCC) (Group I) by Bhavesh N. Chandarana, Taxmann • Lectures on Costing by Swaminathan: S. Chand and Company (P) Ltd., New Delhi • Cost Accounting by C.S. Rayudu, Tata Mc. Grow Hill and Co. Ltd., Mumbai • Cost Accounting by Jawahar Lal and Seema Srivastava, Tata Mc. Grow Hill and Co. Ltd., Mumbai • Cost Accounting by Ravi M. Kishore, Taxmann Ltd., New Delhi • Principles and Practices of Cost Accounting by N.K. Prasad, Book Syndicate Pvt. Ltd., Calcutta • Cost Accounting Theory and Practice by B.K. Bhar, Tata Mc. Grow Hill and Co. Ltd., Mumbai • Cost Accounting Principles and Practice by M.N. Arora, Vikas Publishing House Pvt. Ltd., New Delhi • Advanced Cost and Management Accounting: Problems and Solutions by V.K. Saxena and C.D. Vashist, S. Chand and Company (P) Ltd., New Delhi • Cost Accounting by S.P. Jain and K.L. Narang, Kalyani Publishers, Ludhiana • Modern Cost and Management Accounting by M. Hanif, Tata McGraw Hill Education Pvt. Ltd., New Delhi • Fundamentals of Cost Accounting by Jhamb. H. V., Ane Books Pvt. Ltd. • Cost Accounting by Gupta Nirmal, Ane Books Pvt. Ltd.
Discipline Specific Elective (DSE) Courses
Group B: Business Management
1. Business Management Paper I
<ul style="list-style-type: none"> • Essentials of Management by Koontz and Wehrich / McGraw Hill • Principles of Management by Koontz and O. Donnel/ Tata McGraw Hill, New Delhi • Principles of Management: Theory and practices by Sarangi S.K. VMP Publishers and Distributors. • Guide to Management Ideas by Tim Hindle, The Economist • Principles of Management by Terry G.R. AITBS • Business Organization and Principles of Management by Dutta Chowdury, Central Education

Reference Books

- *Principles of Management*, Daver Rustoms, Crown
- *Principles of Management*, Tripathi P.C. Tata McGraw Hill, New York
- *Management Theory and Practices* by Dale, Ernest / McGraw Hill, New York.
- *Practice of Management* by Peter Drucker / Allied Publisher, New Delhi
- *Management* by Ricky W Griffin / Houghton Mifflin Company
- *Management* by Gary Dessler / Prentice Hall
- *Management* by Stephen Robbins, Mary Coulter / Prentice Hall
- *Management* by James Stoner, Edward Freeman / Prentice Hall
- *Time Management* by Roberta Roesch, Tata Mc Graw Hill
- *Time Management* by Marc MANCINI, Tata Mc Graw Hill

2. Business Management Paper II

- *Fundamentals of Financial Management*(5th edition) by Chandra Prasanna (2010). Tata McGraw Hill Education Pvt. Ltd.: New Delhi
- *Financial Management – Analytical and Conceptual Approach* (12th edition) by Kuchhal S.C. (1995).Chaitanya Publishing House: Allahabad
- *Financial Management* by Reddy R.Jayprakash (2010) APH Publishing Corporation: New Delhi
- *Financial Management – Theory and Practice* (5 & 6th edition) by Chandra Prasanna (2003, 2004). Tata McGraw Hill Education Pvt. Ltd.: New Delhi
- *Fundamentals of Financial Management* (13th edition) by Horne, James C. Van (2012) PHI Learning Pvt. Ltd.: New Delhi
- *Financial Management and decision making* by Samuels, John (1999) International Thomson Nusiness Press : London
- *Financial Management - problems & solutions* (2nd edition) by Kishore, Ravi M. (2010) Taxmann Publication Pvt. Ltd.: New Delhi
- *Financial Management : theory, concepts and cases*(5th rev edition) by Rustagi, R.P. (2011) Taxmann Publication Pvt. Ltd.: New Delhi
- *Financial Management : principles & problems* (7th edition) by Srivastava, R.M.&VermaShubhra (2002) PragatiPrakashan: Meerut
- *Fundamentals of Financial Management – problems and solutions* (3rd edition) by Maheswari, S.N. (2006) Sultan Chand and Sons: New Delhi

Discipline Specific Elective (DSE) Courses

Group C: Banking and Finance

1. Banking and Finance Paper- I Financial Markets

- Khan M.Y, *Financial Services*, Mc Graw Hill Education.
- Dr.S. Gurusamy, *Financial Services*, Vijay Nicole Imprints.
- E. Gordon and K. Natarajan – *Financial Markets and Services*
- Niti Chatnani- *Commodity markets* McGraw Hill Publication
- S. Kevin, - *Commodities & financial derivatives* PHI Learning Pvt Ltd

2. Banking and Finance Paper- II Financial Reporting Analysis

- Ashish K. Bhattacharyya – “*Financial Accounting for Business Managers*”, Prentice Hall of India Pvt. Ltd.
- Shashi K. Gupta – “*Contemporary Issues in Accounting*”, Kalyani Publishers.
- R. Narayanaswamy – “*Financial Accounting*”, Prentice Hall of India, New Delhi
- Ashok Sehgal – “*Fundamentals of Financial Accounting*”, Taxmann’s Publishers
- IFRS – Dr Ram Mohan Bhawe and Dr Anjali Bhawe

Reference Books

Discipline Specific Elective (DSE) Courses

Group D: Commerce

1. Commerce Paper I

- *Bhattacharjee, Service Sector Mgt; An Indian Perspective, Jaico Publishing house, 2011.*
- *Christopher Lovelock, service marketing –people technology, strategy, pearson education, IV Edi, 2003.*
- *Valarie A. Zeithaml & Mary Jo Bitner, Services Marketing, Tata McGraw-Hill, 2000.*
- *A. Vijaykumar, service sector in India – Recent Policy initiative, New century Publication, 2008.*

2. Commerce Paper II

- *Office Management, Pillai R S N, S. Chand Publishers, 2010*
- *Office Organisation & Management, N.Kumar & R. Mttal, Anmol Publisher, 2001*
- *Office Management, Balachandran, Tata Mc Graw Hill, 2009*

Discipline Related Elective(DRE) Courses

3. Commerce V

- *Phillip Kotler. (2005) Marketing Management, Englewood cliffs, Prentice Hall, NJ*
- *Richard M. S Wilson, Colin Gilligan, Strategic Marketing Management, Viva Books Pvt. Ltd., 2003.*
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- *Neelamegam, S.(2007) Marketing in India : Cases and Readings, Vikas, New Delhi*
- *Kotler, P., Keller, K.L. Koshy, A. & Jha. M. (2009). Marketing Management: A South Asian Perspective. (Thirteenth Ed). Pearson Education, New Delhi.*
- *Gandhi, J.C. Marketing a Managerial Introduction Tata McGraw Hill.*
- *Maheshwari, R.P., Jindal, Lokesh, (2011). Marketing Management Theory and Practice.*
- *Sherlekar, S.A. Marketing Management. Himalaya Publishing House.*
- *Saxena, Rajan. Marketing Management*
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4. Business Economics V

- *Indian Economic Survey Reports (Annual), Ministry of Finance, Government of India*
- *Indian Economy by Misra and Puri, Himalaya Publishing House - Delhi*
- *Gaurav Dutt & Ashwini Mahajan, (2016) Indian Economy, S.Chand & company PVT LTD New Delhi*
- *A.N. Agarwal – Indian Economy problems of Development and Planning New Age International Publisher*
- *Ruddar Datt K.P.M Sundharam – Indian Economy S. Chand E-co LTD. Delhi*
- <http://www.environmentalpollution.in/industrial-pollution/industrial-pollution-types-effects-and-control-of-industrial-pollution/299-for-industrial-pollution>

Ability Enhancement Courses (AEC)

1. Trade Unionism and Industrial Relations Paper I

- *Myers C.A. & Kannappan S. (1970), 'Industrial Relation in India', Asia publishing House, India.*
- *Singh, J.K. (1988), 'Labour Economics. Principles Problem and Practices', Deep and Deep Publication Pvt. Ltd. New Delhi.*
- *Jackson, M.P. , Strikes*
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- *Joshi C.K (1967), ' Unionism in Developing Economy', Asia Publication House, Bombay.*
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- *Sahani, Dr, N.K. (2009) 'Industrial Relations' Kalyani Pub. Ludhiyana.*
- *Tripathi, P.C. (2009) 'Personal Management and Ind. Relations' – Sultan Chand and Jons, New Delhi.*
- *Memoria & Memoria- 'Ind. Relations' Himalaya Pub. House, Mumbai.*
- *A.M. Sharma- 'Ind. Relations' - Himalaya Pub. House, Mumbai.*
- *G.Ramanugan- The Honey bee to words a new culture in Ind, Relations- Sterling Pub. Pvt. Ltd.*

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2. Computer Systems and Applications Paper I

- *Data Communication and Networking* -Behrouz A Forouzan
- *Introduction to Computers* – Peter Norton, Tata McGraw Hill
- *Fundamentals of Database Systems* - Elmasri Navathe, Somayajulu, Gupta
- *Database Systems and Concepts* - Henry F. Korth, Silberschatz, Sudarshan McGraw Hill
- *DBMS - Date*
- *The complete reference SQL* - Vikram Vaswani TMH
- *The complete reference SQL* - James R. Groff & Paul N. Weinberg TMG
- *Learning SQL* - Alan Beaulieu O'REILLY.
- *Learning MySQL* - Seyed M. M. and Hugh Williams, O'REILLY.
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3. Export Marketing Paper I

- *Export Policy Procedures & Documentation*– M. I. Mahajan, Snow White Publications Pvt. Ltd, 26th Edition,
- *International Business*, K. Aswathappa, McGraw-Hill Education (India) Pvt. Ltd., 6th Edition
- *Export Import Procedures - Documentation and Logistics*, C. Rama Gopal, New Age International Publishers, 2006 / Reprint Jan 2016
- *International Trade and Export Management*, Francis Cherunilam, Himalaya Publishing House, 20th Edition, 2017
- *R. K. Jain's, Foreign Trade Policy & Handbook of Procedures [With Forms, Circulars & Public Notices]*, Centax Publication, 2017
- *EXIM Policy & Handbook of EXIM Procedure – VOL I & II*
- *International Marketing and Export Management*, Gerald Albaum, Edwin Duerr, Alexander Josiassen, Pearson Publications, 8th Edition, June 2016
- *International Marketing Strategy*, Isobel Doole and Robin Lowe, 5th Edition, Thomson Learning, 2008.
- *Global marketing*, Warren J. Keegan 9th Edition Pearson Education, Delhi,
- *New Import Export Policy* - Nabhi Publications, 2017
- *P.K. Khurana, Export Management*, Galgotia Publishing Co, New Delhi
- *P.K. Vasudeva, International Marketing-*, Excel Books, fourth edition, New Delhi
- *Paras Ram, Export documentation and procedure A-Z*
- *Export: What, Where, How?* Paras Ram, & Nikhil K. Garg, Anupam Publishers, 47th Edition, 2016-17
- *International Marketing*, Mary C. Gilly, John L. Graham, Philip R. Cateora, 14th Edition, Tata McGraw-Hill Co. Ltd., 2014
- *International Marketing Management, An Indian Perspective*, R.L. Varshney and B. Bhattacharya, Sultan Chand & Sons, 24th Edition, 2012
- *International Marketing Analysis and Strategy*, SakOnkvisit, John J. Shaw, Prentice-Hall of India Pvt. Ltd., 5th Edition, 2008
- *International Marketing*, Subhash C. Jain, South-Western, 6th Edition, 2001
- *Export Management*, T.A.S. Balagopal, Himalaya Publishing House, Mumbai, 2014
- *Michael R. Czinkota and Iikka A. Ronkainen, International Marketing*, South-Western, 10th Edition, 2012
- *Export-Import and Logistics Management*, Charlie Hill, Random Publications, 2014
- *International Marketing Management*, M.V. Kulkarni, Everest Publishing House

4. Marketing Research Paper I

- *Marketing Research Text and Cases*, Rajendra Nargundkar, McGraw Hill, 2nd edition
- *Marketing Research (Text with Cases)*, Suja Nair, Himalaya Publishing House, Maharashtra, 2014
- *Marketing Research*, John Boyce, Tata McGraw Hill Publishing Co. Ltd., Maharashtra, 2011
- *Encyclopaedia of Marketing Research Series*, S.D. Singh, Anmol Publications Pvt. Ltd., New Delhi, 2012
- *Marketing Research: A Global Outlook*, V. Kumar, Sage Publications, New Delhi, 2015
- *Marketing Research*, G. C. Beri, McGraw Hill, New Delhi, 2007
- *Fundamentals of Marketing Research*, M.K. Gawande, Chandralok Prakashan, Kanpur, 2012
- *Marketing Research: The impact of internet*, Gates, Roger et al, John Wiley & sons, Great Britain, 2002

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5. Investment Analysis and Portfolio Management Paper I

- *Security Analysis and Portfolio Management*, Prasanna Chandra, Tata McGraw Hill
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- *Security Analysis and Portfolio Management*, Ravi Kishor, Taxman Publishers
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- *Fundamentals of Investment Management*, Hirt and Block, Tata McGraw Hill. Ed 2009.
- *Portfolio Management Handbook*, Robert A. Strong, Jaico Publishing House, Mumbai

6. Transport Management Paper I

- Phil Hughes & Ed Ferrett (2010). *International Health and Safety at Work*. Routledge Publisher.
- Mather J. C. (ed.) (1992). 'Transport and Economic Development', Chugh Publications, Allahabad.
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- *Entrepreneurial Development, Colombo Plan, 1998*, Tata McGraw Hill, New Delhi.
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- Singh P.N. and Saboo J.C., *Entrepreneurial Management*, Dr. P. N. Singh Centre for HRD.
- Vasant Desai, *Entrepreneurial Development*, 3 Volumes Himalaya Publishing House.
- Vasant Desai, *Entrepreneurship and Management of Small and Medium Enterprises*, Himalaya Publishing House.
- Vasant Desai, *Small Scale Industries and Entrepreneurship*, Himalaya Publishing House.
- Yerram Raju B. and Pujari Ram R., *The Small Entrepreneur Starting and Growing*, Excel Publication, New Delhi.

8. International Marketing Paper I

- *International Marketing* - Rathor Jani Rathor
- *International Business* - P. Suhbarau
- *Global Marketing Strategy* - Jeannet&Hennissey
- *Managing International Marketing* - dr. V. O. Varkey
- *Modern Marketing Research* – M.N.Mithani
- *Marketing Research* – G.C.Berry
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- *International Marketing -Phillip R Cateora and John Graham*
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- *International Marketing & Export Management* – Edwin Duerr, Jesper
- *B.L. Varshney and B. Bhattacharya , International Marketing Management .*
- *P.G. Apte, International Financial Management .*
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- *Phillip R. Cateoria, International Marketing.*

9. Merchant Banking Paper I

- *Merchant Banking and Financial Services* – Dr. S Guruswamy Fourth Edition, Delhi Publishing House.
- *Merchant Banking Principles & Practices* – H. R Machiraju New Age International Ltd
- *Merchant Banking* – NISM 2015 Edition
- *Merchant Banking and Financial Services* – Dr L.N Natarajan, Margham Publications 2012

10. Direct and Indirect Taxation Paper I

- *Students guide to Income Tax (simplified version)* by V.K.Singhania and Monica Singhania, Taxmann
- *Systematic approach to Income Tax* by Ahuja & Gupta, Bharat Law Publication
- *Income Tax* by T.M. Manorahan, Snow White
- *Direct Tax ready reckoner* by N.V.Mehta, Kuber Publication
- *Indirect Taxes* by V.S.Datey, Taxmann
- *Service Tax* by S.S.Gupta, Taxmann
- *Commentary on M.V.A.T.ACT, 2002* by M.S.Mathuria & Dilip Phadke, Maharashtra Sales Tax Vat News
- *Indirect Taxes* by V.S.Balchandra, Sultanchand
- *Direct Taxes* by B.B. Lal and N. Vashishta, Pearson Education
- *Students Guide to Income Tax (Including Service Tax / VAT) - Simplified Version with Problems and Solutions (Set of 2 Vols)* by Dr Monica Singhania Dr. Vinod K Singhania, Taxmann
- *Indirect Tax Laws - Service Tax & VAT (Module -II)* by Vineet Sodhani, Taxmann
- *Indirect Taxes Law and Practice* by V. S. Datey, Taxmann

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11. Labour Welfare & Practice Paper I

- Jayant S. Railkar- Labour welfare & Practice – Vipul Prakashan.
- A.M. Sarma – Aspects of Labour welfare & Social Security – Himalaya Publications.
- Punekar & Deodhar – Labour welfare Tata MC Graw Hill Publishing.
- Misra & Puri – Indian Economy – Himalaya Publications.
- Dutt & Sundharam - Indian Economy S. Chand Publication.
- Labour Welfare, Trade Unionisms and Industrial Relations – S.D. Panekar, S.B. Deodhar, Mrs. Saraswathi Sankaram, Himalaya Publishing House.

12. Purchasing and Storekeeping Paper I

- Ammer. Dean S : Materials Management (Richard D. Irwin Inc. U.S.A.).
- Baily, Peter and Farmer, D. : Purchasing Principles and Techniques : Arnold Heinemann, Publishers India New Delhi.
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- Branch, Alan E. : International Purchasing and Management : Thomson Learning.
- Buchan and Keenigsberg : Scientific Inventory Management : Prentice Hall, U.S.A.
- Bagade, Shankar D. : Production and Materials Management : Himalaya.
- Chadha, H. L. : Industrial Purchasing and Materials Management (Jaico Publishing House, Bombay).
- Datta, A. K. : Modern Materials Management (Indian Society for Materials Management, Calcutta).
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- Dobler, Donald W. : Purchasing and Supply Management Text and Cases : Tata McGraw Hill, 2000.
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- Nair, N. K. Purchasing and Materials Management : Vikas.
- Roy Chowdhury, B. K. : Management of Materials (Sultan Chand and Sons, New Delhi).
- Varma : Essentials of Store Keeping and Purchasing : M. M. Sultan Chand.
- Westing, J. H., Fine, I.V., Zenz, G. J. : Purchasing Management (Wiley Eastern Ltd., New Delhi).

13. Insurance Paper I

- General Insurance, John Magee & David Bicklhaupt,
- Operational Transformation of General Insurance Industry during the period 1950 to 1990 & Beyond, R D Samarth
- Study on Distribution Functions in General Insurance & Role of Intermediaries, Arun Agarwal / PR Rao
- General Insurance for Information Technology Professionals, Martin Frappoli
- S. Arunajatesan and T.R. Vishwanathan: Risk Management and Insurance: Macmillan, New Delhi.
- Shashidharan K. Kutty: Managing Life Insurance: Prentice Hall of India, New Delhi
- Kenneth Black Jr. and Harold D. Skipper Jr.: Life and Health Insurance: Pearson, New Delhi
- Uma Narang, Insurance Industry in India, Features, Reforms & Outlook, New century Publication, 2013

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14. Banking Law and Practice Paper I Central Banking

- *Central Banking- IIBF- MacMillan Publishers*
- *Central Banking – ICFAI Press*
- *Theory and Practice of Central Banking in India- V.A.Avdhani*
- *Central Banking- M H deKock*
- *Central Banking in Planned Economy- The Indian Experiment- C.R.Basu*

15. Regional Planning

- *Glasson, J. (1974), 'An Introduction to Regional planning, Hutchinson & Co., London.*
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- *Sen. L.K. (ed.) (1972), 'Reading in micro level planning and rural growth centers, NICD, Hyderabad.*
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16. Rural Marketing Paper I

- *Dantwala M.L., Indian Agriculture Since Independence Oxford & IBH Publishing Co. Pvt. Ltd. New Delhi- 110001, 1990.*
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17. Elements of Operation Research Paper I

- *PERT & CPM Principles and Applications by L.S.Srinath*
- *Operations Research Principles & Practice by Ravinderan, Phillips Solber.*
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- *Operations Research Theory & Applications by J.K.Sharma*
- *Operations Research Problems & Solutions by V.K.Kapoor*
- *Quantitative Techniques by Shenoy, Shrivastav & Sharma*
- *Introduction to Operations Research by Hiller & Lieberman*
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18. Psychology of Human Behaviour at work Paper I

- *Robbins, S. P. Judge, T. A. & Vohra, N. (2013). Organizational Behavior. (15th ed.), Indian subcontinent adaptation, New Delhi: Pearson Education, Dorling Kindersley India pvt Ltd.*
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- *Ashliegh, A. M. (2012). The psychology of people in organizations. Pearson Education*
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- *Dash, C. (2013). Organisational behavior. New Delhi: International Book House*
- *Gibson, J. L., Ivancevich, J. M., & Konopaske, R.(2013). Organisations: Behaviour, Structure, Processes. Tata McGraw Hill*
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- *Luthans, F. (2013). Organisational behaviour: An evidence –based approach. Tata McGraw Hill*
- *McShane, S. L., Glinow, M. A., Sharma, R. R. (2012) Organisational behavior. (5th ed.): Tata McGraw Hill, New Delhi.*
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- *Riggio, R. (2012). Introduction to industrial and organizational psychology. Pearson Education*
- *Schultz, D. & Schultz,S.(2013). Psychology and work today. Pearson*
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B.Com. Programme
Under Choice Based Credit, Grading and Semester System
Course Structure

(To be implemented from Academic Year- 2018-2019)

Semester VI

No. of Courses	Semester VI	Credits
1	Elective Courses (EC)	
1A	Discipline Specific Elective(DSE) Courses	
1 & 2	*Any one group of courses from the following list of the Groups (A/B/C/D/E/F)	04+04
1B	Discipline Related Elective(DRE) Courses	
3	Commerce VI	03
4	Business Economics VI	03
2	Ability Enhancement Courses (AEC)	
5 & 6	**Any two courses from the following list of the courses	03+03
Total Credits		20

*List of groups of Discipline Specific Elective(DSE) Courses for Semester VI (Any One Group)	
Group A: Advanced Accountancy	
1	Financial Accounting and Auditing IX - Financial Accounting
2	Financial Accounting and Auditing X - Cost Accounting
Group B: Business Management	
1	Business Management Paper - III
2	Business Management Paper - IV
Group C: Banking and Finance	
1	Banking and Finance Paper - III
2	Banking and Finance Paper - IV
Group D: Commerce	
1	Commerce Paper - III
2	Commerce Paper - IV
Group E: Quantitative Techniques	
1	Quantitative Techniques Paper - III
2	Quantitative Techniques Paper - IV
Group F: Economics	
1	Economics Paper - III
2	Economics Paper - IV

**List of Ability Enhancement Courses (AEC) for Semester VI (Any Two)	
1	Trade Unionism and Industrial Relations Paper - II
2	Computer systems & Applications Paper - II
3	Export Marketing Paper - II
4	Marketing Research Paper - II
5	Investment Analysis Portfolio Paper - II
6	Transport Management Paper - II
7	Entrepreneurship & M.S.S.I. Paper - II
8	International Marketing Paper - II
9	Merchant Banking Paper - II
10	Direct & Indirect Taxation Paper - II
11	Labour Welfare & Practice Paper - II
12	Purchasing & Store keeping Paper - II
13	Insurance Paper - II
14	Banking Law & Practice Paper - II
15	Regional Planning Paper - II
16	Rural Marketing Paper - II
17	Elements of Operational Research Paper - II
18	Psychology of Human Behaviour at work Paper - II

**Revised Syllabus of Courses of B.Com. Programme at Semester VI
with effect from the Academic Year 2018-2019**

Elective Courses (EC)

1 A. Discipline Specific Elective (DSE) Courses

Group A: Advanced Accountancy

**1. Financial Accounting and Auditing Paper-IX:
Financial Accounting**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	AS – 14 - Amalgamation, Absorption & External Reconstruction	15
2	Accounting of Transactions of Foreign Currency	15
3	Liquidation of Companies	10
4	Underwriting of Shares & Debentures	10
5	Accounting for Limited Liability Partnership	10
Total		60

Sr. No.	Modules / Units
1	AS – 14 - Amalgamation, Absorption & External Reconstruction (excluding inter-company holdings)
	In the nature of merger and purchase with corresponding accounting treatments of pooling of interests and purchase method respectively. Meaning and Computation of purchase consideration. Problems based on purchase method only.
2	Accounting of Transactions of Foreign Currency
	In relation to purchase and sale of goods, services and assets and loan and credit transactions. Computation and treatment of exchange rate differences
3	Liquidation of Companies
	Introduction, Underwriting, Underwriting Commission Provision of Companies Act with respect to Payment of underwriting commission Underwriters, Sub-Underwriters, Brokers and Manager to issues Types of underwriting, Abatement Clause Marked, Unmarked and Firm-underwriting applications, Liability of the underwriters in respect of underwriting contract Practical problems
4	Underwriting of Shares & Debentures
	Meaning of liquidation or winding up Preferential payments Overriding preferential payments Preparation of statement of affairs, deficit / surplus account Liquidator's final statement of account
5	Accounting for Limited Liability Partnership
	Statutory Provisions Conversion of partnership firm into LLP Final Accounts

***Revised Syllabus of Courses of B.Com. Programme at Semester VI
with effect from the Academic Year 2018-2019***

Elective Courses (EC)

1 A. Discipline Specific Elective (DSE) Courses

Group A: Advanced Accountancy

**2. Financial Accounting and Auditing Paper-X:
Cost Accounting**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Cost Control Accounts	10
2	Contract Costing	10
3	Process Costing	10
4	Introduction to Marginal Costing	10
5	Introduction to Standard Costing	10
6	Some Emerging concepts of Cost accounting	10
	Total	60

Sr. No.	Modules / Units
1	Cost Control Accounts
	Advantages and Disadvantages Cost Control Accounts, Principal Accounts, Subsidiary Accounts to be maintained Note- Simple practical problems on preparation of cost control accounts
2	Contract Costing
	Progress payments, Retention money, Contract accounts, Accounting for material, Accounting for Tax deducted at source by the contractee, Accounting for plant used in a contract, treatment of profit on incomplete contracts, Contract profit and Balance sheet entries. Excluding Escalation clause Note- Simple practical problems
3	Process Costing
	Process loss, Abnormal Gains and Losses, Joint products and by-products. Excluding Equivalent units, Inter-process profit Note- Simple Practical problems Process Costing and joint and by-products
4	Introduction to Marginal Costing
	Marginal costing meaning, applications, advantages, limitations Contribution, Breakeven analysis, Margin of safety and profit volume graph. Note- Simple Practical problems based on Marginal Costing excluding decision making
5	Introduction to Standard Costing
	Various types of standards, Setting of standards, Basic concepts of Material and Labour variance analysis. Note- Simple Practical problems based on Material and labour variances excluding sub-variances
6	Some Emerging concepts of Cost accounting
	Target Costing Life cycle Costing Benchmarking ABC Costing Note- No practical problems

***Revised Syllabus of Courses of B.Com. Programme at Semester VI
with effect from the Academic Year 2018-2019***

Elective Courses (EC)

1 A. Discipline Specific Elective (DSE) Courses

Group B: Business Management

**1. Business Management Paper-IV
Management and Organization Development**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
01	Directing & Leading	15
02	Co-ordination & Motivation	15
03	Controlling & Information Management	15
04	Contemporary Issues in Management	15
	Total	60

Sr. No.	Modules / Units
1	Directing and Leading
	<ul style="list-style-type: none"> • Communication as an important tool for effective direction and leadership • Barriers to Communication • Ethical issues in using social media for communication • Role of a leader in business organisations - qualities of a good leader • Style of leadership • Leadership continuum – developing an effective leader – path goal theory • Transactional and transformational leaders
2	Co-ordination and Motivation
	<ul style="list-style-type: none"> • Co-ordination as essence of management • Co-ordination vs co-operation vs conciliation • Motivation – meaning and importance of motivation • Financial and non-financial motivators • Theories of Motivation – Maslow’s theory – Herzberg’s theory – McGregor’s theory.
3	Controlling and information Management
	<ul style="list-style-type: none"> • Definition and steps in controlling. • Strategic and operational controlling techniques. • Requirements of an effective control system. • Flow of information n a typical organisation - Need for managing information. • Designing and developing modern MIS - Introduction to ERP.
4	Contemporary Issues in Management
	<ul style="list-style-type: none"> • Challenges in organisational growth and development - management perspective • Change management • Importance of time management and tools for effective time management • Addressing diversity due to human resource mobility • Conflict management.

***Revised Syllabus of Courses of B.Com. Programme at Semester VI
with effect from the Academic Year 2018-2019***

Elective Courses (EC)

1 A. Discipline Specific Elective (DSE) Courses

Group B: Business Management

**2. Business Management Paper-VI
Financial Management**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
01	Capital Budgeting and Evaluation techniques	11
02	Working Capital Management	11
03	Receivable Management, Cash Management and Marketable Securities	12
04	Basic Principles of Cost Accounting	11
	Total	45

Sr. No.	Modules / Units
1	Capital Budgeting and Evaluation techniques
	<ul style="list-style-type: none"> • Capital Budgeting - Meaning and Importance • Evaluation techniques • Pay-back method and ARR • NPV and Profitability index • Choice of evaluation techniques, uses and limitations
2	Working Capital Management
	<ul style="list-style-type: none"> • Working Capital – Meaning and Importance • Factors determining Working Capital requirements, Working Capital cycle • Classification of Working Capital – Gross and Net Working Capital, Permanent and Variable Working Capital, Positive and Negative Working Capital, Cash and Net Current Assets concept of Working Capital • Management of Working Capital • Estimation of Working Capital requirement
3	Receivable Management, Cash Management and Marketable Securities Management
	<ul style="list-style-type: none"> • Receivables Management – Meaning and importance, aspects of receivable management, Credit Policy and Credit Evaluation • Control of accounts receivables – Day’s Sales Outstanding, Ageing Schedule, ABC Analysis • Cash Management – Meaning, motives of holding cash, ways of speeding up cash collections • Preparation of Cash Budget • Understanding the role of marketable securities in corporate financial management
4	Basic Principles of Cost Accounting
	<ul style="list-style-type: none"> • Cost Accounting – Meaning, classification of costs and non-cost items • Preparation of Cost sheet • Marginal Costing - Meaning, features, advantages and limitations of marginal costing, • Break Even Analysis • Application of marginal costing

***Revised Syllabus of Courses of B.Com. Programme at Semester VI
with effect from the Academic Year 2018-2019***

Elective Courses (EC)

1 A. Discipline Specific Elective (DSE) Courses

Group C: Banking and Finance

**1. Banking and Finance Paper-III:
Risk Management**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
01	Foundations of Risk Management	15
02	Capital markets Risk Management	15
03	Credit Market Risk Management	15
04	Risk Measurement	15
	Total	60

Sr. No.	Modules / Units
1	Foundations of Risk Management
	<ul style="list-style-type: none"> • Basic risk types • The role of risk management • Enterprise Risk Management (ERM) • History of financial disasters and risk management failures • 2007 financial crisis
2	Capital Market Risk Management
	<ul style="list-style-type: none"> • Equity, currencies & commodities markets in India • Introduction to Derivatives • Forward, Future and option contracts • Hedging through Derivatives contract • Fixed-income securities • Fixed-income risk management through derivatives • Rating agencies
3	Credit Market Risk Management
	<ul style="list-style-type: none"> • Introduction, • Information required for evaluation of credit risk, • Procedure for Credit Risk Management, • Credit Lifecycle, • Loan Review Mechanism, • RBI guidelines on Credit Rating Framework in Banks, • Introduction of Basel Norms and calculation of capital adequacy ratio
4	Risk Measurement
	<ul style="list-style-type: none"> • Estimation of volatilities and correlations (application to volatility term structures) Monte Carlo simulations (application to interest rate forecasting) • Linear Value-at-Risk (application to market, credit and operational risk) • Option valuation • Risk-adjusted return on capital (RAROC) & beta calculation • Risk management of derivatives (application to convertible risk) • Interest rates and measures of interest rate sensitivity

**Revised Syllabus of Courses of B.Com. Programme at Semester VI
with effect from the Academic Year 2018-2019**

Elective Courses (EC)

1 A. Discipline Specific Elective (DSE) Courses

Group C: Banking and Finance

**2. Banking and Finance Paper-IV:
Actuarial Analysis in Banking and Insurance**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
01	Probability & Mathematical Statistics	12
02	Models	12
03	Mortality Model	12
04	Contingencies	12
05	Statistical Methods	12
	Total	60

Sr. No.	Modules / Units
1	Probability & Mathematical Statistics
	Concepts of Probability, Bayes' Theorem, Concepts of Random Variable, Probability Distribution, Distribution Function, Expected Value, Variance and Higher Moments, Basic Discrete And Continuous Distributions, Central Limit Theorem, Statistical Inference And Sampling Distribution, Confidence Intervals For Unknown Parameters. Test Hypotheses, Concepts Of Analysis Of Variance
2	Models
	The Principles of Actuarial Modelling., General Principles of Stochastic Processes, Markov Chain, Markov Process., Concept of Survival Models., Estimation Procedures for Lifetime Distributions., Maximum Likelihood Estimators For The Transition Intensities In Models Of Transfers Between States With Piecewise Constant Transition Intensities.
3	Mortality Model
	Binomial Model of Mortality, Derive A Maximum Likelihood Estimator for The Probability of Death, How to Estimate Transition Intensities Depending on Age, Exactly Or Using The Census Approximation., How To Test Crude Estimates For Consistency With A Standard Table Or A Set Of Graduated Estimates, And Describe The Process Of Graduation.
4	Contingencies
	Simple assurance and annuity contracts, means and variances of the present values of the payments under these contracts, assuming constant deterministic interest. Expressions in the form of sums for the mean and variance of the present value of benefit payments under each contract above, in terms of the curtate random future lifetime, assuming that death benefits are payable at the end of the year of death and that annuities are paid annually in advance or in arrear, and, where appropriate, Obtain expressions in the form of integrals for the mean and variance of the present value of benefit payments under each contract above, in terms of the random future lifetime, assuming that death benefits are payable at the moment of death and that annuities are paid continuously, and, where appropriate.
5	Statistical Methods
	Concepts of decision theory, Decision function and a risk function. Apply decision criteria to determine which decision functions are best with respect to a specified criterion. In particular consider the minimax criterion and the Bayes criterion. Calculate probabilities and moments of loss distributions both with and without limits and risk-sharing arrangements. The properties of the statistical distributions which are suitable for modelling individual and aggregate losses. Apply the principles of statistical inference to select suitable loss distributions for sets of claims. Concepts of excesses (deductibles), and retention limits. The operation of simple forms of proportional and excess of loss reinsurance.

***Revised Syllabus of Courses of B.Com. Programme at Semester VI
with effect from the Academic Year 2018-2019***

Elective Courses (EC)

1 A. Discipline Specific Elective (DSE) Courses

Group D: Commerce

**1. Commerce III:
Management of Service Industry**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
01	Housing and Construction Industry	15
02	Computer Services and e- commerce	15
03	Banking	15
04	Insurance	15
Total		60

Sr. No.	Modules / Units
1	Housing and Construction Industry
	Characteristics- scope- challenges-promotion activities of construction industry- role of co-operative societies and Government schemes- career opportunities
2	Computer Services and e- commerce
	e-commerce- concept-functions- merits & limitations IT enabled services (ITES): features- Business Process Outsourcing: concept- advantages & challenges- Consultancy services: classification & significance
3	Banking
	Types of Banks- functions of a commercial bank-types of banking products-role of RBI- recent trends in Banking- Career opportunities in Banking
4	Insurance
	Concept- importance- types (Life, Fire, Marine & General)- Regulation of Insurance sector: role of Insurance Regulatory and Development Authority of India – Foreign Direct Investment in insurance sector- career opportunities in insurance sector

***Revised Syllabus of Courses of B.Com. Programme at Semester VI
with effect from the Academic Year 2018-2019***

Elective Courses (EC)

1 A. Discipline Specific Elective (DSE) Courses

Group D: Commerce

**2. Commerce IV:
Commercial Administration**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
01	Human Resource Management for office	15
02	Office Services -I	15
03	Office Services -II	15
04	Office Services -III	15
Total		60

Sr. No.	Modules / Units
1	Human Resource Management for office
	Human Resource Management: Meaning, nature and importance of human resource management- scope of HR functions in an office- duties and responsibilities of HR officer- records and information to be maintained with respect to the human resource- important HR legislations in India.
2	Office Services -I
	Reception & hospitality: Role and function of the reception desk- duties and responsibilities of a receptionist, importance of reception. Meetings & Travel Arrangement: meaning and procedure for business meetings- types of meetings- information and services related to travel- procedure for making travel arrangements
3	Office Services -II
	Accounts & financial services: Role and functions of an accounts department/ officer- documents to be prepared by the accounts officer- types of hardware and software used – procedure for making and receiving payments- bank and cash related documents and procedures, digital payments. Sales, marketing and customer care: functions of sales & marketing officer- functions of customer service officer, importance of customer care
4	Office Services -III
	Procurement & dispatch: role and functions of procurement officer- procedure for procurement of materials and services- functions of a dispatch clerk- documents to be maintained with respect to procurement and dispatch Inventory management: meaning and nature of inventory management, functions of inventory management - stock records to be maintained manual and electronic

***Revised Syllabus of Courses of B.Com. Programme at Semester VI
with effect from the Academic Year 2018-2019***

Elective Courses (EC)

1 B. Discipline Related Elective (DRE) Courses

3. Commerce-VI

Human Resource Management

Modules at a Glance

Sr. No.	Modules	No. of Lectures
01	Human Resource Management	12
02	Human Resource Development	11
03	Human Relations	11
04	Trends In Human Resource Management	11
Total		45

Sr. No.	Modules / Units
1	Human Resource Management
	<ul style="list-style-type: none"> • Human Resource Management – Concept, Functions, Importance, Traditional v/s Strategic Human Resource Management • Human Resource Planning- Concept Steps in Human Resource Planning Job Analysis-Concept, Components, Job design- Concept, Techniques • Recruitment- Concept, Sources of Recruitment Selection - Concept , process , Techniques of E,selection,
2	Human Resource Development
	<ul style="list-style-type: none"> • Human Resource Development- Concept, functions Training- Concept, Process of identifying training and development needs, Methods of Training & Development (Apprenticeship, understudy, job rotation, vestibule training, case study, role playing, sensitivity training, In, basket, management games) Evaluating training effectiveness- Concept, Methods • Performance Appraisal- Concept, Benefits, Limitations, Methods Potential Appraisal-Concept, Importance • Career Planning- Concept, Importance Succession Planning- Concept, Need Mentoring- Concept, Importance Counseling- Concept, Techniques.
3	Human Relations
	<ul style="list-style-type: none"> • Human Relations- Concept, Significance Leadership –Concept, Transactional & Transformational Leadership Motivation- Concept, Theories of Motivation,(Maslow’s Need Hierarchy Theory, Vroom’s Expectancy Theory, McGregor’s Theory X and Theory Y, Pink’s Theory of Motivation) • Employees Morale- Concept, Factors affecting Morale, Measurement of Employees Morale Emotional Quotient and Spiritual Quotient- Concept, Factors affecting EQ & SQ • Employee Grievance- Causes, Procedure for Grievance redressal Employee welfare measures and Healthy & Safety Measures.
4	Trends In Human Resource Management
	<ul style="list-style-type: none"> • HR in changing environment: Competencies- concept, classification Learning organizations- Concept, Creating an innovative organization, Innovation culture- Concept, Need, Managerial role. • Trends in Human Resource Management,; Employee Engagement- Concept, Types Human resource Information System (HRIS) – Concept, Importance, Changing patterns of employment. • Challenges in Human Resource Management: Employee Empowerment, Workforce Diversity. Attrition, Downsizing, Employee Absenteeism, Work life Balance, Sexual Harassment at work place, Domestic and International HR Practices, Millennial (Gen Y)Competency Mapping

***Revised Syllabus of Courses of B.Com. Programme at Semester VI
with effect from the Academic Year 2018-2019***

Elective Courses (EC)

1 B. Discipline Related Elective (DRE) Courses

**4. Business Economics-VI
International Economics**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
01	Introduction to International Trade	10
02	Commercial Policy	10
03	Balance of payments and International Economic Organization	15
04	Foreign Exchange market	10
	Total	45

Sr. No.	Modules / Units
1	Introduction to International Trade
	<ul style="list-style-type: none"> • Theories of International Trade - Ricardo's Theory of Comparative Costs and the Heckscher- Ohlin Theory. • Terms of Trade - Types and Limitations. • Gains from International trade - Offer Curves and Reciprocal Demand.
2	Commercial Policy
	<ul style="list-style-type: none"> • Commercial Trade Policy –Free Trade and Protection – Pros and Cons. • Tariff And Non Tariff Barriers: Meaning, Types and Effects • International Economic Integration – Types and Objectives:-EU and Brexit, ASAEN
3	Balance of payments and International Economic Organization
	<ul style="list-style-type: none"> • Balance of Payment: Meaning, Structure, Types of Disequilibrium. • Causes and measures to correct the disequilibrium in Balance of Payments • WTO- Recent Developments in TRIPS, TRIMS and GATS.
4	Foreign Exchange market
	<ul style="list-style-type: none"> • Foreign Exchange Market: Meaning, Functions, Determination of Equilibrium Rate of Exchange. • Purchasing Power Parity Theory, Spot and Forward Exchange Rates, Arbitrage. • Role of Central Bank in foreign exchange rate management, Managed flexible exchange rate system of India.

**Revised Syllabus of Courses of B.Com. Programme at Semester VI
with effect from the Academic Year 2018-2019**

Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

1. Trade Unionism and Industrial Relations Paper - II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Industrial relations	12
2	Industrial conflicts and its Measures for Prevention and Settlement	12
3	Collective bargaining and Workers Participation in Management	11
4	Industrial relations in Public Sector Multi-nationals, and Co-operative Sector	10
Total		45

Sr. No.	Modules / Units
1	Industrial relations
	<ul style="list-style-type: none"> • Industrial relations: Meaning, Importance, Scope, Role and Impact on Labour Laws legislation, Execution, Employer, Trade Unions and Judiciary • Recommendations of Second National Commission on labour 2002.
2	Industrial conflicts and its Measures for Prevention and Settlement
	<ul style="list-style-type: none"> • Industrial conflicts: Meaning causes and impact. Strike: Meaning, Types & Legal aspects. Concept of lockout. • Measures for prevention and settlement of industrial conflicts- (a) Conciliation (b) Mediation (c) Arbitration (d) Adjudication.
3	Collective bargaining and Workers Participation in Management
	<ul style="list-style-type: none"> • Collective bargaining: concept, principles and importance. Collective bargaining in India. • Workers participation in management- Meaning, Types with reference to India.
4	Industrial relations in Public Sector Multi-nationals, and Co-operative Sector
	<ul style="list-style-type: none"> • Industrial relations in public sector, multi-nationals, and co-operative Sector. • Plant level Industrial relations:- standing orders and grievance procedure. • Work and role of labour welfare officer.

**Revised Syllabus of Courses of B.Com. Programme at Semester VI
with effect from the Academic Year 2018-2019**

Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

2. Computer Systems and Applications Paper - II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	E – Commerce	18
2	Advanced Spread Sheet	09
3	Advanced Spread Sheet	09
4	Visual Basic	09
Total		45

Sr. No.	Modules / Units
1	E – Commerce
	a) Definition of E-commerce b) Features of E-commerce c) Types of E-commerce (B2C, B2B, C2C, P2P) d) Business Models in E-commerce (Advertising, Subscription, Transaction Fee, Sales Revenue, Affiliate Revenue) e) Major B2C models (Portal, Etailer, Content Provider, Transaction Broker, Market Creator, Service Provider, Community Provider). f) E-Commerce Security: Integrity, Non repudiation, Authenticity, Confidentiality, Privacy Availability. g) Encryption: Definition, Digital Signatures, SSL. h) Payment Systems: Digital Cash, Online stored value, Digital accumulating balance payment, Digital credit accounts, digital checking. i) How an Online credit card transaction works. SET protocol. j) Limitation of E-commerce. k) M-commerce (Definition and Features).
2	Advanced Spread Sheet
	a) Multiple Spread sheets <ul style="list-style-type: none"> • Creating and using templates, Using predefined templates, Adding protection option. • Creating and Linking Multiple Spreadsheets. • Using formulas and logical operators. • Creating and using named ranges. • Creating Formulas that use reference to cells in different worksheets. b) Functions <ul style="list-style-type: none"> • Database Functions LOOKUP, VLOOKUP, HLOOKUP • Conditional Logic functions IF, Nested IF, COUNTIF, SUMIF, AVERAGEIF • String functions LEFT, RIGHT, MID, LEN, UPPER, LOWER, PROPER, TRIM, FIXED
3	Advanced Spread Sheet
	a) Functions <ul style="list-style-type: none"> • Date functions TODAY, NOW, DATE, TIME, DAY, MONTH, YEAR, WEEKDAY, DAYS360 • Statistical Functions COUNTA, COUNTBLANK, CORREL, LARGE, SMALL b) Data Analysis <ul style="list-style-type: none"> • Filter with customized condition. • The Graphical representation of data Column, Line, Pie and Bar charts. • Using Scenarios, creating and managing a scenario. • Using Goal Seek • Using Solver • Understanding Macros, Creating, Recording and Running Simple Macros. Editing a Macro(concept only)

Sr. No.	Modules / Units
4	Visual Basic
	<p>a) Introduction to Visual Basic, Introduction Graphical User Interface (GUI). Programming Language (Procedural, Object Oriented, Event Driven), Writing VB Projects. The Visual Basic Environment</p> <p>b) Introduction to VB Controls Text boxes, Frames, Check boxes, Option button, Designing the User Interface, Default & Cancel property, tab order, Coding for controls using Text, Caption, Value property and Set Focus method</p> <p>c) Variables, Constants, and Calculations Variable and Constant, Data Type (String, Integer, Currency, Single, Double, Date), Naming rules/conventions, Constants (Named & Intrinsic), Declaring variables, Val Function, Arithmetic Operations, Formatting Data.</p> <p>d) Decision and Condition Condition, Comparing numeric variables and constants, Comparing Strings, Comparing Text Property of text box, Compound Conditions (And, Or, Not). If Statement, if then-else Statement, LCase and Ucase function, Using If statements with Option Buttons & Check Boxes. MsgBox (Message box) statement Input Validation : Is Numeric function.</p> <p>e) Sub-procedures and Sub-functions, Using common dialog box, Creating a new sub-procedure, Writing a Function procedure. Simple loops using For Next statements and Do while statement and display output using MsgBox Statement.</p>

Note :

- a) Theory 03 lectures per week.
- b) Practical batch size 20-25, 01 practical = 03 theory lectures per week.
- c) 10 Practical's are to be completed in each semester.

Semester VI

Topic	Number of Practical's
Presentation skills	01
Advanced Spread Sheet	06
Introduction to Visual Basic	03

Minimum 6 practical's are to be recorded in the journal in the Semester VI
[Minimum 4 on VB, 2 on Advanced Spread Sheet]

❖ Suggested list of Practical's for Semester VI

1. Preparing a PowerPoint presentation on an E-Commerce website.
2. Calculation of DA, HRA, PF, Gross Salary and Net Salary using Spread Sheet
3. Calculation of Income Tax using Spread Sheet
4. Filtering data and Graphical representation of data using Spread Sheet
5. Using VLOOKUP and HLOOKUP using Spread Sheet
6. Creating and managing a scenario using Spread Sheet
7. Use of Goal Seek and Solver using Spread Sheet

8. Write a project in VB to design a suitable form to add two numbers and display their sum.
9. Write a project in VB to design a suitable form to enter sales and calculate and display the bonus which is 10% of sales.
10. Write a project in VB to design a suitable form to enter salary and calculate and display the DA which is 90% of salary.

❖ **Scheme of Examination**

Type	Marks	Duration
Theory	75	2½ hours
Practical	20	1 hour per batch of 10
Active Participation and Class conduct	05	---

• **Theory Examination Pattern**

All questions are compulsory

Question No.	Unit No.	Marks	Marks with Internal Option
Q. 1.	Objective type based on I, (II,III) and IV	11+2+2	23
Q. 2.	I	15	30
Q. 3.	II	15	30
Q. 4.	III	15	30
Q. 5.	IV	15	30

• **Practical Examination Pattern- Semester VI**

Sr. No.	Topic	Marks
01	Advanced Spread sheet	07
02	Introduction to VB Programing	03
03	Journal	05
04	Viva	05

- Practical examination to be conducted 2 to 3 weeks before the theory examination. Marks out of 25 to be submitted to the University before commencement of theory examination.
- Software Requirement :
Spread Sheet 2010, VB 6.0
- Hardware
For a batch of 120 students minimum 10 computers with appropriate hardware and software installed on each computer. During practical hours maximum two student may share one computer.
- For in house computing facility fee of rupees 750/- be charged for each student per Semester in the existing fee structure against head of computer fee/computer practical.

***Revised Syllabus of Courses of B.Com. Programme at Semester VI
with effect from the Academic Year 2018-2019***

Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

3. Export Marketing Paper - II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Product Planning and Pricing Decisions for Export Marketing	12
2	Export Distribution and Promotion	11
3	Export Finance	11
4	Export Procedure and Documentation	11
Total		45

Sr. No.	Modules / Units
1	Product Planning and Pricing Decisions for Export Marketing
	a) Planning for Export Marketing with regards to Product, Branding, Packaging b) Need for Labelling and Marking in Exports, Factors determining Export Price; Objectives of Export Pricing c) International Commercial (INCO) Terms; Export Pricing Quotations – Free on Board (FOB), Cost Insurance and Freight (CIF) and Cost and Freight (C&F); Problems on FOB quotation
2	Export Distribution and Promotion
	a) Factors influencing Distribution Channels; Direct and Indirect Exporting Channels; Distinction between Direct and Indirect Exporting Channels b) Components of Logistics in Export marketing; Selection criteria of Modes of Transport; Need for Insurance in Export Marketing c) Sales Promotion Techniques used in Export Marketing; Importance of Trade Fairs and Exhibitions; Benefits of Personal Selling; Essentials of Advertising in Export Marketing;
3	Export Finance
	a) Methods of Payment In export marketing; Procedure to open Letter of Credit, Types and Benefits of Countertrade b) Features of Pre-shipment and Post-shipment finance; Procedure to obtain Export Finance; Distinction between Pre-shipment Finance and Post Shipment Finance. c) Role of Commercial Banks, EXIM Bank, SIDBI in financing exporters; Role of ECGC
4	Export Procedure and Documentation
	a. Registration with different authorities; Pre-shipment Procedure involved in Exports; Procedure of Quality Control and Pre-shipment Inspection; b. Shipping and Custom Stage Formalities; Role of Clearing & Forwarding Agent; Post-shipment Procedure for Realisation of Export Proceeds; Procedure of Export under Bond and Letter of Undertaking. (LUT) c. Importance of - Commercial Invoice cum Packing list, Bill of Lading/ Airway Bill, Shipping Bill/Bill of Export, Consular Invoice, Certificate of Origin

***Revised Syllabus of Courses of B.Com. Programme at Semester VI
with effect from the Academic Year 2018-2019***

Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

4. Marketing Research Paper - II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Applications of Marketing Research-I	12
2	Applications of Marketing Research-II	11
3	Applications of Marketing Research-III	11
4	Managing Marketing Research	11
Total		45

Sr. No.	Modules / Units
1	Applications of Marketing Research-I
	<ul style="list-style-type: none"> a. Product Research- concept, areas, steps in new product development Product Testing & Test Marketing- concept, methods b. Brand Research- concept, components of a Brand, importance of brand research Packaging Research- concept, importance c. Price Research- concept, factors influencing pricing, importance of price research, methods of price research
2	Applications of Marketing Research-II
	<ul style="list-style-type: none"> a. Physical Distribution research- concept, types of distribution channels, Supply Chain Management- concept, components of supply chain management, importance of physical distribution research b. Promotion Research- concept, elements of promotion, importance of promotion research Advertising Research- concept, scope, pre & post testing methods of advertising effectiveness c. Consumer Research- concept, objectives, methods Motivation Research- concept, importance
3	Applications of Marketing Research-III
	<ul style="list-style-type: none"> a. Sales Research- concept, significance, scope/areas b. Rural Marketing Research- concept, features of Indian rural market, sources of data, research tools, do's and don'ts in rural Marketing Research c. Global Marketing Research- concept, factors affecting Global Marketing , need and scope of Global Marketing Research
4	Managing Marketing Research
	<ul style="list-style-type: none"> a. Organizing Marketing Research activity- factors involved in organizing Marketing Research activity, methods of organizing Marketing Research activity, In house marketing department,--structure, merits , demerits b. Professional Marketing Research agencies- structure, merits, demerits, professional standards c. Prominent Marketing Research agencies- HTA, ORG, IMRB, NCAER, Nielson

**Revised Syllabus of Courses of B.Com. Programme at Semester VI
with effect from the Academic Year 2018-2019**

Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

**5. Investment Analysis and Portfolio
Management Paper - II**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Fundamental Analysis	12
2	Technical Analysis	11
3	Efficient Market Theory	11
4	Capital Asset Pricing Model	11
Total		45

Sr. No.	Modules / Units
1	Fundamental Analysis
	<p>A) Economy Analysis – Meaning, Framework, Economic Analysis, Forecasting, Barometric or Indicator Approach, Econometric Model Building and Opportunistic Model Building.</p> <p>B) Industry Analysis – Concept of Analysis, Industry Life Cycle, Industry Characteristics</p> <p>Company Analysis – Financial Statements, Analysis of Financial Statements, (Practical questions on Debt equity ratios, total debt ratio, proprietary ratios, interest coverage ratio, Profitability ratios related to sales, investment and equity shares Efficiency or Activity Ratios) and Assessment of risk (Leverages)</p>
2	Technical Analysis
	<p>A) Dow Theory</p> <p>B) Meaning and Principles of Technical Analysis, Price Chart, Line Chart, Bar Chart, Japanese Candlestick Chart, Trends and Trend Reversals, Chart Patterns, Support and Resistance, Reversal Patterns, Continuation Patterns and Elliot Wave Theory</p> <p>C) Mathematical Indicators – Calculation of Moving Averages (Simple and Exponential Moving Average), Oscillators and Relative Strength Index</p> <p>D) Market Indicators</p> <p>E) Fundamental Analysis V/s Technical Analysis</p>
3	Efficient Market Theory
	<p>A) Random Walk Theory</p> <p>B) The Efficient Market Hypothesis</p> <p>C) Forms of Market Efficiency</p> <p>D) Competitive Market Hypothesis</p>
4	Capital Asset Pricing Model
	<p>A) CAPM – Fundamental Notions of Portfolio Theory, Assumption of CAPM, Efficient Frontier with Riskless Lending and Borrowing, Capital Market Line, Security Market Line and Pricing of Securities with CAPM.</p> <p>B) Arbitrage Pricing Theory (APT) – The Return Generating Model, Factors Affecting Stock Return, Expected Return on Stock, APT V/s CAPM.</p>

***Revised Syllabus of Courses of B.Com. Programme at Semester VI
with effect from the Academic Year 2018-2019***

Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

6. Transport Management Paper - II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Indian Surface Transport Service	11
2	Marketing of Transport Services	11
3	Transport Organisation	11
4	Safety Management Systems	12
Total		45

Sr. No.	Modules / Units
1	Indian Surface Transport Service
	Development of Railway network and problem-changes in composition of passenger and freight traffic, Development of Road transport- Growth of Automobile Industry, Indian Motor Vehicle Acts, Urban transport problems with special defence to Mumbai
2	Marketing of Transport Services
	Marketing of transport services: Role of Advertising – Changes in fares and freight rates and their impact on demand, Regulation of transport services: Licensing policies, transport taxation, role of International bodies in transport development
3	Transport Organisation
	Water transport: Present status of Inland and Coastal Shipping in India, Growth of Merchant Shipping, International competition and problems of port. Air transport: Working of Indian Airlines and Air India - International Airport Authority of India – Air Cargo.
4	Safety Management Systems
	Overview and Understanding Safety, factors for improving safety on roads – causes of accidents due to drivers and pedestrians-design, selection, operation and maintenance of motor trucks, Responsibility for Management of Safety, Basics of Safety Management, Safety Training Programme

***Revised Syllabus of Courses of B.Com. Programme at Semester VI
with effect from the Academic Year 2018-2019***

Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

**7. Entrepreneurship and Management of Small
Scale Industries Paper - II**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to Micro, Small and Medium Enterprises	11
2	Setting-up of SSI/SME/MSME	11
3	Organization of SSI/SME/MSME	11
4	Specialized Focus Areas in Micro, Small and Medium Enterprises	12
Total		45

Sr. No.	Modules / Units
1	<p data-bbox="320 203 1038 237">Introduction to Micro, Small and Medium Enterprises</p> <p data-bbox="320 255 443 288">Unit-1: –</p> <ul data-bbox="320 297 1401 568" style="list-style-type: none"> • Meaning, Features, Concept of SSI • Role and Importance of SSI • Evolution and Growth of SSI since Independence in India w.r.t. 5-Year Plans in India • SSI Support Mechanism in India - Central and State Level, Government and Non-Government Agencies support to SSI with due emphasis to Concessions and Incentives <p data-bbox="320 577 427 611">Unit-2:-</p> <ul data-bbox="320 620 1281 770" style="list-style-type: none"> • Meaning, Features, Concept of Micro, Small and Medium Enterprises • Need and Significance of MSMEs • Evolution and Growth of MSMEs since Economic Liberalization in India • Role and Importance of MSMEs <p data-bbox="320 779 427 813">Unit-3:-</p> <ul data-bbox="320 822 1082 972" style="list-style-type: none"> • Meaning, Features, Concept of Industrial Sickness • Causes of Industrial Sickness • Consequences of Industrial Sickness • Remedies to Resolve the Problem of Industrial Sickness
2	<p data-bbox="320 987 719 1021">Setting-up of SSI/SME/MSME</p> <p data-bbox="320 1039 427 1072">Unit-1:-</p> <ul data-bbox="320 1081 1401 1274" style="list-style-type: none"> • Steps in Setting-up a SSI/SME/MSME • Registration Procedure – Benefits of Registration – De-registration • Environmental and Locational Issues – Environmental Clearance • Steps in Setting up a SSI/SME/MSME in India with Special Reference to Clearances and Permissions required <p data-bbox="320 1283 427 1317">Unit-2:-</p> <ul data-bbox="320 1326 1390 1476" style="list-style-type: none"> • Meaning, Features, Concept of Regulatory Environment in India • Brief insights relating to Laws affecting SSI/SME/MSME • MSME Policy in India - Highlights of MSMED Act, 2006 • Classification of Manufacturing and Service Industries under MSMED Act, 2006 <p data-bbox="320 1485 427 1518">Unit-3:-</p> <ul data-bbox="320 1527 1401 1798" style="list-style-type: none"> • Growth and Expansion of SSI/SME/MSME • Options available to SSI/SME/MSME for Growth and Expansion (Part-I): Ancillarisation, Licensing, Franchising • Options available to SSI/SME/MSME for Growth and Expansion (Part-II): Outsourcing, Insourcing • Options available to SSI/SME/MSME for Growth and Expansion (Part-III): Mergers, Acquisitions, Takeovers in India and at Global Level

Sr. No.	Modules / Units
3	<p data-bbox="320 208 751 241">Organization of SSI/SME/MSME</p> <p data-bbox="320 257 427 291">Unit-1:-</p> <ul data-bbox="320 297 1362 533" style="list-style-type: none"> • Meaning, Features, Concept of Organisation Structure of SSI/SME/MSME • Overview of Principles of Management applicable in Management of SSI/SME/MSME - Types of Organisation of SSI/SME/MSME • Problems and Prospects of SSI/SME/MSME • Legal Framework and Regulations Governing SSI/SME/MSME - Government Measures, Policy Support, Taxation Benefits for SSI/SME/MSME <p data-bbox="320 539 427 573">Unit-2:-</p> <ul data-bbox="320 580 1362 775" style="list-style-type: none"> • Meaning, Features, Concept of SSI/SME/MSME Funding • Requirements of Capital (Fixed and Working) for SSI/SME/MSME • Factors Determining Capital (Fixed and Working) Requirements of SSI/SME/MSME • Sources of Institutional Finance to SSI/SME/MSME <p data-bbox="320 781 427 815">Unit-3:-</p> <ul data-bbox="320 822 1362 1055" style="list-style-type: none"> • Meaning, Features, Concept of Marketing Mechanism in SSI/SME/MSME • Marketing related Problems of SSI/SME/MSME - Measures to Reduce Marketing related Problems of SSI/SME/MSME • Export Potential of SSI/SME/MSME - Export Incentives available to SSI/SME/MSME – SSI/SME/MSME and Special Economic Zones (SEZs) • Role of Self Help Groups (SHGs) in Development of SSI/SME/MSME
4	<p data-bbox="320 1070 1182 1104">Specialized Focus Areas in Micro, Small and Medium Enterprises</p> <p data-bbox="320 1120 427 1153">Unit-1:-</p> <ul data-bbox="320 1160 1362 1395" style="list-style-type: none"> • Meaning, Features, Concept, Significance of Rural Industries • Nature of activities involved in Rural Industries - Measures to Support and Promote Rural Industries • Meaning, Features, Concept, Significance and Role of Rural Artisans • Measures to Support and Promote Rural Artisans – Role of Government and Non-Government Agencies in Promoting Rural Artisans <p data-bbox="320 1402 427 1435">Unit-2:-</p> <ul data-bbox="320 1442 1362 1677" style="list-style-type: none"> • Meaning, Features, Concept, Significance of Agro-based Industries • Nature of activities involved in Agro-based Industries - Measures to Support and Promote Agro-based Industries • Meaning, Features, Concept of Ancillary Industries • Nature of activities involved in Ancillary Industries - Measures to Support and Promote Ancillary Industries <p data-bbox="320 1684 427 1718">Unit-3:-</p> <ul data-bbox="320 1724 1267 1868" style="list-style-type: none"> • Meaning and Concept of Industrial Estates • Features of Industrial Estates • Utility and Significance of Industrial Estates to SSI/SME/MSME Sector • Policy Initiatives and Measures to Revive Industrial Estates

***Revised Syllabus of Courses of B.Com. Programme at Semester VI
with effect from the Academic Year 2018-2019***

Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

8. International Marketing Paper - II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	International Marketing Channels & Physical Distribution	12
2	Procedures & Policy Framework in International Marketing	11
3	International Trade Promotion Organization	11
4	Export Assistance, Incentives & Documentation	11
Total		45

Sr. No.	Modules / Units
1	International Marketing Channels & Physical Distribution
	<ul style="list-style-type: none"> a. International Marketing Channels- , Need and Importance. b. Method of Entry in International Market. Factors influencing selection of Suitable Channels. c. Physical Distribution – Importance, Scope and Problems.
2	Procedures & Policy Framework in International Marketing
	<ul style="list-style-type: none"> a. Foreign Trade Policy (FTP), 2015-20-Highlights and implications. b. Export Procedure- Registration Procedure, Role of Customs House Agent, Customs/Shipment Formalities, Procedure of Export Proceeds Realization. Procedure to obtain ISO Certification. c. Import Procedure involved in International Market.
3	International Trade Promotion Organization
	<ul style="list-style-type: none"> a. Export Marketing Organisation- and Types, Role and Functions of Export Promotion Councils, Commodity Board, IPP, FIEO, IIFT, DGFT, ITPO and IIP. b. Export Promotion Organisation- and Types. c. E- Marketing – Features Importance and Impact.
4	Export Assistance, Incentives & Documentation
	<ul style="list-style-type: none"> a. Main Assistance available for Exporters. b. Incentives available for exporters- Duty Drawback, EPCG, MDA, ASIDE, IRMAC. c. Export Documentation-and Importance, Main Export Documents- Commercial Invoice, Consular Invoice, Certificate of Origin, Shipping Bill, Mats Receipt, GR Form and Bill of Exchange.

**Revised Syllabus of Courses of B.Com. Programme at Semester VI
with effect from the Academic Year 2018-2019**

Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

9. Merchant Banking Paper - II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Factoring	11
2	Securitization	11
3	Mergers, Acquisitions & Takeovers	11
4	Disinvestment and Buyback of Equity Shares	12
Total		45

Sr. No.	Modules / Units
1	Factoring
	Factoring: Concept, Nature and Scope of Factoring, Forms of Factoring , Factoring vis-à-vis Bills Discounting , Factoring vis-à-vis Credit Insurance, Factoring vis-à-vis Forfeiting, Evaluation of a factor , Evaluation of factoring, Status of Factoring in India.
2	Securitization
	Securitization / Mortgages: Meaning, Nature and Scope of Securitization, Securitization as a Funding Mechanism, Securitization of Residential Real Estate and Mortgages -Features, Types and Provisions. Security Brokerage: Meaning of Brokerage, Types of Brokers, Difference between Broker and Jobber, SEBI Regulations relating to brokerage business in India.
3	Mergers, Acquisitions & Takeovers
	Difference between Mergers, Acquisitions and Takeover, The Role of Merchant Banker in M&A and Takeovers, SEBI (Substantial Acquisition of Shares and Takeovers) Regulations, 2011 w.r.t Substantial acquisition of shares or voting rights, Voluntary Offer- Offer Size, Offer Price, Payment Mode, Exemptions and Process of Open Offer.
4	Disinvestment and Buyback of Equity Shares
	The Role of Merchant Banker in Disinvestment Process, Role and Obligations of Merchant Banker in Buyback of Equity Shares, Role of Merchant Banker in Delisting of Shares, Role of Merchant Banker in Issue and Listing of Debt Securities and The Role of Merchant Banker in ESOP

***Revised Syllabus of Courses of B.Com. Programme at Semester VI
with effect from the Academic Year 2018-2019***

Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

**10. Direct and Indirect Taxation Paper - II
Goods and Service Tax Act**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction	09
2	Levy and Collection of Tax	09
3	Time, Place and Value of Supply	09
4	Input Tax Credit & Payment of Tax	09
5	Registration under GST Law	09
Total		45

Sr. No.	Modules / Units
1	Introduction
	<ul style="list-style-type: none"> • What is GST • Need for GST • Dual GST Model • Definitions <ul style="list-style-type: none"> Section 2(17) Business Section 2(13) Consideration Section 2(45) Electronic Commerce Operator Section 2(52) Goods Section 2(56) India Section 2(78) Non taxable Supply Section 2(84) Person Section 2(90) Principal Supply Section 2(93) Recipient Section 2(98) Reverse charge Section 2(102) Services Section 2(105) Supplier Section 2(107) Taxable Person Section 2(108) Taxable Supply • Goods & Services Tax Network (GSTN)
2	Levy and Collection of Tax
	<ul style="list-style-type: none"> • Scope of Supply • Non taxable Supplies • Composite and Mixed Supplies • Composition Levy • Levy and Collection of tax • Exemption from tax
3	Time, Place and Value of Supply
	<ul style="list-style-type: none"> • Time of Supply • Place of Supply • Value of Supply
4	Input Tax Credit & Payment of Tax
	<ul style="list-style-type: none"> • Eligibility for taking Input Tax Credit • Input Tax Credit in Special Circumstances • Computation of Tax Liability and payment of tax
5	Registration under GST Law
	<ul style="list-style-type: none"> • Persons not liable registration • Compulsory registration • Procedure for registration • Deemed registration • Cancellation of registration

**Revised Syllabus of Courses of B.Com. Programme at Semester VI
with effect from the Academic Year 2018-2019**

Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

11. Labour Welfare and Practice Paper - II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Social Security	15
2	Labour Markets	10
3	Labour Force in India	10
4	Globalization & Labour	10
Total		45

Sr. No.	Modules / Units
1	Social Security
	<ul style="list-style-type: none"> • Meaning, Definition & Objective of Social Security. • Various Social Security provisions made in India (Employees provident fund Act, Maternity benefit Act, Family Pension Scheme, Provision of Gratuity Act 1972) • Trade Union – Structure, Types & Functions.
2	Labour Markets
	<ul style="list-style-type: none"> • Demand for and supply of labour- determinants of demand for and supply of labour – • Mobility of Labour • Problems of Agricultural Labour, Child Labour and Female Labour
3	Labour Force in India
	<ul style="list-style-type: none"> • Factors determining Labour Force. • Labour Force & Human Development in India • Participation of workers in Management • Industrial disputes
4	Globalization & Labour
	<ul style="list-style-type: none"> • Globalisation & Labour Markets in India. • Impact of Labour Migration. • ILO- Aims & objectives & impact on Labour Welfare.

**Revised Syllabus of Courses of B.Com. Programme at Semester V
with effect from the Academic Year 2018-2019**

Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

12. Purchasing and Store Keeping Paper - II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Store Keeping and Materials Handling	12
2	Store Accounting and Store Record	11
3	Inventory Control	11
4	Logistics and Supply Chain Management (SCM)	11
Total		45

Sr. No.	Modules / Units
1	Store Keeping and Materials Handling
	<ul style="list-style-type: none"> • Store Keeping - Concept, Meaning, Objectives, Functions of Storekeeping, Types of stores, Stages in storekeeping, Duties and Responsibilities of Storekeeper. • Material handling – Objective, Advantages & Principles, Protection and Preservation of materials in store. • Store Location & Layout – Location of Store House, Factors influencing store location, Objectives, Principles and Types of store layout.
2	Store Accounting and Store Record
	<ul style="list-style-type: none"> • Store Accounting – Objectives, Importance, Advantages, Need for Store Accounting, Methods of Valuation of Material – FIFO, LIFO, Simple average & Weighted average method • Store Record – Concept, Objectives, Need, and Documents required for Store Record • Store Ledger & Bin card – Meaning, Advantages of Store ledger and Bin card, Stock Audit, Lead time- Concept & Classification
3	Inventory Control
	<ul style="list-style-type: none"> • Stock levels & Value analysis – Types of stock level, Value analysis – Concept, Essentials & Steps. • ABC analysis – Purpose, Steps and Advantages of ABC analysis. • Inventory Control – Objectives, Advantages and Disadvantages of Periodical & Perpetual Inventory Control, Selective Inventory control techniques, Economic Order Quantity – Importance.
4	Logistics and Supply Chain Management (SCM)
	<ul style="list-style-type: none"> • Logistics – Concepts, Nature, Importance & Challenges • Supply chain management – concepts, Objectives, Benefits & Process of Supply Chain Management • Recent trends in logistics & SCM – Role of IT in logistics / SCM, Issues & Challenges in logistics, Logistics Outsourcing – Concept & Benefits.

**Revised Syllabus of Courses of B.Com. Programme at Semester VI
with effect from the Academic Year 2018-2019**

Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

13. Insurance Paper - II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Life Insurance Products	11
2	General Insurance	11
3	Miscellaneous Coverage's	11
4	Insurance Business Environment in India	12
Total		45

Sr. No.	Modules / Units
1	Life Insurance Products
	<ul style="list-style-type: none"> a. Different products offered by life insurers – term plans, pure endowment plans, combinations of plans, traditional products b. Market linked policies, of Annuities and group policies. c. Procedure for obtaining life insurance policy, procedure for settlement of Claims.
2	General Insurance
	<ul style="list-style-type: none"> a. Fire Insurance- Risks faced by the owner of assets – exposure to perils – features of products covering fire and allied perils, Procedure for obtaining fire insurance policy b. Marine Insurance- Products covering marine and transit risks -products covering financial losses due to accidents, Procedure for obtaining marine insurance policy c. Health insurance - Products covering financial losses due to hospitalization - products covering miscellaneous risks. Procedure for obtaining health/ Medi-claim insurance policy
3	Miscellaneous Coverage's
	<ul style="list-style-type: none"> a. Motor insurance – Liability only policy – Package policy –Personal Accident insurance b. Burglary insurance – Baggage insurance – Legal Liability insurance – Public & Product Liability insurances – Professional Indemnity insurance c. Workmen's Compensation insurance – Fidelity Guarantee insurance – Banker's Indemnity insurance – Carrier's Legal Liability insurance – Jeweller's Block insurance -Aviation insurance – Engineering insurance – Rural insurances – Micro insurance
4	Insurance Business Environment in India
	<ul style="list-style-type: none"> a. Specialised Insurances: Industrial All Risks insurance – Advance Loss of Profits insurance – Oil & Energy Risks insurance – Satellite insurance b. Challenges in Insurance Industry, LIC v/s Private Insurance Companies in India c. Recent trends in Insurance, Growth of Insurance Business, Actuarial Role, Reasons for attraction of Foreign Insurance Companies in India.

***Revised Syllabus of Courses of B.Com. Programme at Semester VI
with effect from the Academic Year 2018-2019***

Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

**14. Banking Law and Practice Paper - II
Corporate and Securities Law**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
01	Company Law – An Overview	12
02	Regulatory Framework Governing Stock Exchanges as per Securities Contracts Regulation Act 1956	11
03	Security Exchange Board of India	11
04	The Depositories Act, 1996	11
	Total	45

Sr. No.	Modules / Units
1	Company Law – An Overview
	<ul style="list-style-type: none"> • Development of Company Law in India • Doctrines Governing Corporates – Lifting the Corporate Veil, Doctrine of Ultra Vires, Constructive Notice, Indoor Management, Alter Ego. The Principle of Non Interference (Rule in Foss V/s Harbottle) – Meaning , Advantages , Disadvantages & Exceptions, Majority and Minority Rights under Companies Act • Application of Company Law to Banking and Insurance Sector Application of Companies Act to Banking and Insurance sector governed by Special Acts. S.1(4) of Companies Act 2013 Exceptions provided (S.67(3), S.73(1), S.129(1), 179(3), S.180(1)(c), S.186, S.189
2	Regulatory Framework governing Stock Exchanges as per Securities Contracts Regulation Act 1956
	<ul style="list-style-type: none"> • Definition of Securities, Spot Delivery Contract, Ready Delivery Contract, Stock Exchange. • Corporatisation and demutualisation of Stock Exchange –Meaning, Procedure & Withdrawal • Power of Recognised Stock Exchange to make rules restricting voting rights etc • Power of Central Government to Direct Rules or Make rules • Power of SEBI to make or amend bye laws of recognised stock exchange • Books and Accounts to be maintained by recognized stock exchange • Grounds on which stock exchange can delist the securities of a company. • Section 3 to Section 20
3	Security Exchange Board of India
	<ul style="list-style-type: none"> • SEBI: Objectives-terms-establishment-powers-functions-accounts and audit-penalties –registration. • Issues of Disclosure Investors Protection Guidelines: Pre & Post obligations-conditions for issue-Debt Security-IPO-E-IPO-Employee option-right-bonus-preferential allotment intermediary-operational-promoter lock in period requirements-offer document.
4	The Depositories Act, 1996
	<ul style="list-style-type: none"> • Depository – Meaning , Benefits , Models, Functions Participants • The Depository Act 1996 – Objectives, Eligibility condition for depository services, Fungibility, Bye laws of depository , Governance of Depository and Internal audit of depository Participants • BSDA and single registration for depository participants.

**Revised Syllabus of Courses of B.Com. Programme at Semester V
with effect from the Academic Year 2018-2019**

Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

15. Regional Planning Paper - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Regional Planning Strategies & Techniques	15
2	Regionalization of Planning in India	10
3	Regional Development in Maharashtra	10
4	Problem Regions and Case Studies	10
Total		45

Sr. No.	Modules / Units
1	Regional Planning Strategies & Techniques
	<ul style="list-style-type: none"> • Regional planning strategies & techniques • Planning machinery & problems of co-ordination – integrated area development • Multi-level nature of planning in India, specific contribution of planning at different levels.
2	Regionalization of Planning in India
	<ul style="list-style-type: none"> • Regionalization of planning in India: an assessment • Regional development & efficiency • Ecological dimension – strategy for future.
3	Regional Development in Maharashtra
	<ul style="list-style-type: none"> • Regional development in Maharashtra – regional backlogs causative factors. • Strategies for regional development – achievements & failures • Strategy for future.
4	Problem Regions and Case Studies
	<ul style="list-style-type: none"> • Problem regions: Nature of problems & strategies for its solution • Case Studies: Mumbai Metropolitan Region-Vidharbha, South Kokan, Marathwada, Western Ghats, Sugarcane growing areas

***Revised Syllabus of Courses of B.Com. Programme at Semester VI
with effect from the Academic Year 2018-2019***

Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

16. Rural Marketing Paper - II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Agricultural Marketing	11
2	Rural Marketing and Market Regulation	12
3	Institutional Support to Rural Marketing	11
4	Problems in Rural Marketing	11
Total		45

Sr. No.	Modules / Units
1	Agricultural Marketing
	<ul style="list-style-type: none"> a. Agricultural Marketing- Concept, Nature and Types, Agriculture produce- concept and types of Agricultural Markets. b. Marketing agencies, Risks involved in marketing, Types of risks, Measures to minimise risks c. Contract Marketing (Farmer – Processor linkage), Marketing channels for agricultural produce
2	Rural Marketing and Market Regulation
	<ul style="list-style-type: none"> a. Regulated Market- APMC Act 1963, Standardisation and Grading, Inspection of quality, AGMARK b. The National Council for State Marketing Boards (NCOSAMB) State Trading corporation (STC), Public Distribution System(PDS) – Need and importance c. Fruit Products order (FPO) 1955 - objectives, Consumer Protection Act 1986- Rights of Consumers
3	Institutional Support to Rural Marketing
	<ul style="list-style-type: none"> a. Commission on Agriculture Costs and Prices (CACP)- Role, Functions and Importance b. National Agriculture Co-operative Marketing Federation (NAFED)-Role, Functions and Importance c. Agriculture and Processed Food Exports Development Authority (APEDA)-Role, Functions and Importance
4	Problems in Rural Marketing
	<ul style="list-style-type: none"> a. Problems in rural marketing---Strategies for rural marketing--- Integration, Efficiency, Cost and Price Spread b. Need for marketing finance, Source of marketing finance, Non Institutional--- Institutions---Commercial Banks---PACS, Farmers Service Societies (FSS), RRBs and NABARD c. Challenges and recent trends in rural marketing

**Revised Syllabus of Courses of B.Com. Programme at Semester VI
with effect from the Academic Year 2018-2019**

Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

17. Elements of Operational Research Paper - II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Project Analysis	15
2	Theory of Games	15
3	Inventory Models	15
Total		45

Sr. No.	Modules / Units
1	Project Analysis
	Basic concepts and Definitions, Gantt Charts and its weaknesses, CPM and PERT networks, Numbering of Events, Contractual Obligation Time, Earliest occurrence time, Latest allowable occurrence Time and Slack Time for Events, Different types of floats for activities. Critical Path Calculations, Probability Assessment in PERT Networks. Time Cost Trade - Off Analysis for CPM Networks
2	Theory of Games
	Basic Concept and Definitions. Two Person Zero Sum Game. Saddle point, Pure and Mixed Strategies. Reducing the size of the game using dominance property. Optimum Solution to a 2x2 game without saddle point. Graphical solution to 2xn and mx2 games.
3	Inventory Models
	Costs in Inventory management Deterministic Inventory Models- EOQ Model with Instantaneous Replenishment and Constant Rate of Demand Assuming that shortages are not allowed (Mathematical derivation expected), its price break model. Other EOQ models with instantaneous/uniform rate of replenishment and constant rate of demand assuming shortages are allowed/not allowed.

**Revised Syllabus of Courses of B.Com. Programme at Semester VI
with effect from the Academic Year 2018-2019**

Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

18. Psychology of Human Behavior at Work Paper-II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Understanding Work Teams	11
2	Conflict and Negotiation	11
3	Emotions and Moods	12
4	Organizational Change and Stress Management	11
Total		45

Sr. No.	Modules / Units
1	Understanding Work Teams
	a) Differences between groups and teams; Types of teams b) Creating effective teams
2	Conflict and Negotiation
	a) Defining Conflict; transitions in conflict thought b) The Conflict Process c) Negotiation: Bargaining strategies; the negotiation process
3	Emotions and Moods
	a) What are Emotions and Moods? The basic emotions; sources of emotions and moods b) Emotional Intelligence c) Organizational Behaviour applications of emotions and moods
4	Organizational Change and Stress Management
	a) a Forces for Change b) Work Stress and its Management

**Revised Syllabus of Courses of B.Com. Programme at Semester VI
with effect from the Academic Year 2018-2019**

Reference Books

Reference Books
Elective Courses (EC)
Discipline Specific Elective (DSE) Courses
Group A: Advanced Accountancy
1. Financial Accounting and Auditing IX- Financial Accounting
<ul style="list-style-type: none"> • Ashish K. Bhattacharyya – “Financial Accounting for Business Managers”, Prentice Hall of India Pvt. Ltd. • Shashi K. Gupta – “Contemporary Issues in Accounting”, Kalyani Publishers. • R. Narayanaswamy – “Financial Accounting”, Prentice Hall of India, New Delhi • Ashok Sehgal – “Fundamentals of Financial Accounting”, Taxmann’s Publishers • Financial Accounting Reporting – Barry Elliot and Jamie Elliot – Prentice Hall (14th Edition)
2. Financial Accounting and Auditing X- Cost Accounting
<ul style="list-style-type: none"> • Cost Accounting- A managerial emphasis by Horngren, Charles, Foster and Datar, Prentice Hall • Management Accounting by Khan and Jain, Tata McGraw Hill • Practical Costing by P C Tulsian, Vikas New Delhi • Advanced problems and solutions in cost Accounting by S N Maheshwari, Sultan Chand New Delhi • Cost Accounting (For B. Com 4th Sem, Delhi Univ) by Arora M N, Vikas Publishing House Pvt. Ltd. • A Textbook of Cost And Management Accounting - 10th Edn by Arora M N, Vikas Publishing House Pvt. Ltd. • Cost Accounting: Principles & Practice - 12 Edn by Arora M N, Vikas Publishing House Pvt. Ltd. • Essentials of Cost Accounting by Arora M N, Vikas Publishing House Pvt. Ltd. • Students Guide to Cost Accounting & Financial Management (Set of 2 Volumes) (CA-IPCC) (Group I) by Bhavesh N. Chandarana, Taxmann • Lectures on Costing by Swaminathan: S. Chand and Company (P) Ltd., New Delhi • Cost Accounting by C.S. Rayudu, Tata Mc. Grow Hill and Co. Ltd., Mumbai • Cost Accounting by Jawahar Lal and Seema Srivastava, Tata Mc. Grow Hill and Co. Ltd., Mumbai • Cost Accounting by Ravi M. Kishore, Taxmann Ltd., New Delhi • Principles and Practices of Cost Accounting by N.K. Prasad, Book Syndicate Pvt. Ltd., Calcutta • Cost Accounting Theory and Practice by B.K. Bhar, Tata Mc. Grow Hill and Co. Ltd., Mumbai • Cost Accounting Principles and Practice by M.N. Arora, Vikas Publishing House Pvt. Ltd., New Delhi • Advanced Cost and Management Accounting: Problems and Solutions by V.K. Saxena and C.D. Vashist, S. Chand and Company (P) Ltd., New Delhi • Cost Accounting by S.P. Jain and K.L. Narang, Kalyani Publishers, Ludhiana • Modern Cost and Management Accounting by M. Hanif, Tata McGraw Hill Education Pvt. Ltd., New Delhi • Fundamentals of Cost Accounting by Jhamb. H. V., Ane Books Pvt. Ltd. • Cost Accounting by Gupta Nirmal, Ane Books Pvt. Ltd.
Group B: Business Management
1. Business Management Paper III
<ul style="list-style-type: none"> • Essentials of Management by Koontz and Wehrich / McGraw Hill • Principles of Management by Koontz and O. Donnel/ Tata McGraw Hill, New Delhi • Principles of Management: Theory and practices by Sarangi S.K. VMP Publishers and Distributors. • Guide to Management Ideas by Tim Hindle, The Economist • Principles of Management by Terry G.R. AITBS • Business Organization and Principles of Management by Dutta Chowdury, Central Education • Principles of Management, Daver Rustoms, Crown

Reference Books

- *Principles of Management*, Tripathi P.C. Tata McGraw Hill, New York
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- *Practice of Management* by Peter Drucker / Allied Publisher, New Delhi
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2. Business Management Paper IV

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1. Banking and Finance Paper- III Risk Management

- *Quantitative Risk Management : A Practical Guide to Financial Risk-* Thomas S. Coleman
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- *Risk Management : M/s Macmillan India Limited*
- *Theory & Practice of Treasury Risk Management:* M/s Taxman Publications Ltd.
- *Corporate Value of ERM : Sim Segal*
- *Risk Management : Insurance and Derivatives* Dr G Kotreshwar-Himalaya Publishing House

2. Banking and Finance Paper- IV Actuarial Analysis in Banking & Insurance

- *“Actuarial Statistics: An Introduction Using R”* by Shailaja R Deshmukh.
- *“Predictive Modeling Applications in Actuarial Science”* by Richard A Derrig and Glenn Meyers
- *“Generalized Linear Models for Insurance Data (International Series on Actuarial Science)”* by Piet de Jong and Gillian Z Heller
- *“Contributions to Sampling Statistics (Contributions to Statistics)”* by Maria Giovanna Ranalli and Fulvia Mecatti
- *“Forecasting Product Liability Claims: Epidemiology and Modeling in the Manville Asbestos Case”* by J B Weinstein and Eric Stallard
- *“Financial Modeling, Actuarial Valuation and Solvency in Insurance”* by Mario V Wuthrich & Michael Merz
- *“Modern Actuarial Risk Theory: Using R”* by Rob Kaas and Marc Goovaerts
- *“Health Insurance: Basic Actuarial Models”* by Ermanno Pitacco
- *“Financial and Actuarial Statistics: An Introduction”* by Dale S Borowiak and Arnold F Shapiro

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3. Commerce VI

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- *Jayant S. Railkar- Labour welfare & Practice – Vipul Prakashan.*
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17. Elements of Operation Research Paper II

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- *Operations Research Principles & Practice by Ravinderan, Phillips Solber.*
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- *Operations Research by H.A.Taha*
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- *Operations Research Problems & Solutions by V.K.Kapoor*
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**Revised Syllabus of Courses of B.Com. Programme at Semester V and VI
with effect from the Academic Year 2018-2019**

**Question Paper Pattern
(Practical Courses)**

Maximum Marks: 100

Questions to be set: 06

Duration: 03 Hrs.

All Questions are Compulsory Carrying 15 Marks each.

Question No	Particular	Marks
Q-1	Objective Questions A) Sub Questions to be asked 12 and to be answered any 10 B) Sub Questions to be asked 12 and to be answered any 10 (*Multiple choice / True or False / Match the columns/Fill in the blanks)	20 Marks
Q-2	Full Length Practical Question OR	15 Marks
Q-2	Full Length Practical Question	15 Marks
Q-3	Full Length Practical Question OR	15 Marks
Q-3	Full Length Practical Question	15 Marks
Q-4	Full Length Practical Question OR	15 Marks
Q-4	Full Length Practical Question	15 Marks
Q-5	Full Length Practical Question OR	15 Marks
Q-5	Full Length Practical Question	15 Marks
Q-6	A) Theory questions B) Theory questions OR	10 Marks 10 Marks
Q-6	Short Notes To be asked 06 To be answered 04	20 Marks

Note:

Practical question of 15 marks may be divided into two sub questions of 7/8 or 10/5 Marks.

**Revised Syllabus of Courses of B.Com. Programme at Semester V and VI
with effect from the Academic Year 2018-2019**

**Question Paper Pattern
(Theoretical Courses)**

Maximum Marks: 100

Questions to be set: 06

Duration: 03 Hrs.

All Questions are Compulsory Carrying 15 Marks each.

Question No	Particular	Marks
Q-1	Objective Questions A) Sub Questions to be asked 12 and to be answered any 10 B) Sub Questions to be asked 12 and to be answered any 10 (*Multiple choice / True or False / Match the columns/Fill in the blanks)	20 Marks
Q-2	Full Length Question OR	15 Marks
Q-2	Full Length Question	15 Marks
Q-3	Full Length Question OR	15 Marks
Q-3	Full Length Question	15 Marks
Q-4	Full Length Question OR	15 Marks
Q-4	Full Length Question	15 Marks
Q-5	Full Length Question OR	15 Marks
Q-5	Full Length Question	15 Marks
Q-6	A) Theory questions B) Theory questions OR	10 Marks 10 Marks
Q-6	Short Notes To be asked 06 To be answered 04	20 Marks

Note:

Theory question of 15 marks may be divided into two sub questions of 7/8 or 10/5 Marks.

University of Mumbai



No. AAMS_UGS/ICC/2023-24/12

CIRCULAR:-

Attention of the Principals of the Affiliated Colleges and Directors of the Recognized Institutions in Faculty of Commerce & Management is invited to this office circular No. UG/237 of 2017-18 dated 29th September, 2017 relating to the syllabus as per the (CBCS) for the B.Com. (Actuarial Studies) Three Year Integrated Program (Sem. I to VI).

They are hereby informed that the recommendations made by the Board of Studies in **Commerce** at its meeting held on 07th August, 2022 and subsequently passed in the Faculty and then by the Board of Deans at its meeting held on 08th December, 2022 **vide** item No. 7.9 (R) have been accepted by the Academic Council at its meeting held on 06th April, 2023 **vide** item No. 7.7 (R) and that in accordance therewith, **the revised syllabus of T.Y.B.Com (Actuarial Studies) (CBCS) (Sem. V to VI)** has been brought into force with effect from the academic year 2023-24. (The same is available on the University's website www.mu.ac.in).

MUMBAI – 400 032
21st June, 2023

(Prof. Sunil Bhirud)
I/c. REGISTRAR

To

The Principals of the Affiliated Colleges, the Head of the University Departments and Directors of the Recognized Institutions in Faculty of Commerce & Management.

A.C/7.7 (R) /06/04/2023

Copy forwarded with Compliments for information to:-

- 1) The Dean, Faculty of Commerce & Management,
- 2) The Chairman, Board of Studies Commerce,
- 3) The Director, Board of Examinations and Evaluation,
- 4) The Director, Board of Students Development,
- 5) The Director, Department of Information & Communication Technology,
- 6) The Co-ordinator, MKCL.

Copy for information and necessary action :-

- 1. The Deputy Registrar, College Affiliations & Development Department (CAD),**
- 2. College Teachers Approval Unit (CTA),**
- 3. The Deputy Registrar, (Admissions, Enrolment, Eligibility and Migration Department (AEM),**
- 4. The Deputy Registrar, Academic Appointments & Quality Assurance (AAQA)**
- 5. The Deputy Registrar, Research Administration & Promotion Cell (RAPC),**
- 6. The Deputy Registrar, Executive Authorities Section (EA)**
He is requested to treat this as action taken report on the concerned resolution adopted by the Academic Council referred to the above circular.
- 7. The Deputy Registrar, PRO, Fort, (Publication Section),**
- 8. The Deputy Registrar, Special Cell,**
- 9. The Deputy Registrar, Fort Administration Department (FAD) Record Section,**
- 10. The Deputy Registrar, Vidyanagari Administration Department (VAD),**

Copy for information :-

- 1. The Director, Dept. of Information and Communication Technology (DICT), Vidyanagari,**
He is requested to upload the Circular University Website
- 2. The Director of Department of Student Development (DSD),**
- 3. The Director, Institute of Distance and Open Learning (IDOL Admin), Vidyanagari,**
- 4. All Deputy Registrar, Examination House,**
- 5. The Deputy Registrars, Finance & Accounts Section,**
- 6. The Assistant Registrar, Administrative sub-Campus Thane,**
- 7. The Assistant Registrar, School of Engg. & Applied Sciences, Kalyan,**
- 8. The Assistant Registrar, Ratnagiri sub-centre, Ratnagiri,**
- 9. P.A to Hon'ble Vice-Chancellor,**
- 10. P.A to Pro-Vice-Chancellor,**
- 11. P.A to Registrar,**
- 12. P.A to All Deans of all Faculties,**
- 13. P.A to Finance & Account Officers, (F & A.O),**
- 14. P.A to Director, Board of Examinations and Evaluation,**
- 15. P.A to Director, Innovation, Incubation and Linkages,**
- 16. P.A to Director, Department of Lifelong Learning and Extension (DLLE),**
- 17. The Receptionist,**
- 18. The Telephone Operator,**

Copy with compliments for information to :-

- 19. The Secretary, MUASA**
- 20. The Secretary, BUCTU.**

AC – 06/04/2023
Item No. – 7.7 (R)

University of Mumbai



**Revised Syllabus for
T.Y.B.Com. (Actuarial Studies)
(Sem. V & VI)
(Choice Based Credit System)**

(With effect from the academic year 2023-24)

UNIVERSITY OF MUMBAI



Syllabus for Approval

Sr. No.	Heading	Particulars
1	Title of the Course	T.Y.B.Com. (Actuarial Studies)
2	Eligibility for Admission	with Mathematics as one of the subject
3	Passing Marks	As per norms of University of Mumbai for under graduate programme
4	Ordinances / Regulations (if any)	As per norms
5	No. of Years /Semesters	3 years (6 semesters)
6	Level	P.G. / U.G./ Diploma / Certificate (Strike out which is not applicable)
7	Pattern	Yearly / Semester (Strike out which is not applicable)
8	Status	New / Revised (Strike out which is not applicable)
9	To be implemented from Academic Year:	From Academic Year 2023-2024

Dr. Ajay Bhamre
Chairman,
Board of Studies in
Commerce

Prof. Kavita Laghate,
I/c Associate Dean,
Faculty of Commerce
and Management

Dr. Ajay Bhamre
I/c Dean,
Faculty of Commerce and
Management

T.Y.B.Com. (Actuarial Studies)

(To be implemented from Academic Year- 2023-2024)

No. of Courses	Semester V	Credits	No. of Courses	Semester VI	Credits
1	Elective Courses (EC)		1	Elective Courses (EC)	
1,2,3 & 4	*Any four courses from the following list of the courses	12	1,2,3 & 4	*Any four courses from the following list of the courses	12
2	Core Courses (CC)		2	Core Courses (CC)	
5	Customer Relationship Management –Paper I	04	5	Customer Relationship Management –Paper II	04
3	*Project Work		3	*Project Work	
6	Project Work I	04	6	Project Work II	04
Total Credits		20	Total Credits		20

Note: Project work is considered as a special course involving application of knowledge in solving/analyzing/exploring a real life situation/ difficult problem. Project work would be of 03 credits. A project work may be undertaken in any area of Elective Courses/ study area

<i>*List of Elective Courses for Semester V (Any Four)</i>		<i>*List of Elective Courses for Semester VI (Any Four)</i>	
1	Advanced Financial Mathematics paper I	1	Advanced Financial Mathematics Paper II
2	Investment Analysis-Paper I	2	Investment Analysis -Paper II
3	<i>Behavioural Finance(OR Functional language studies Paper I (Hindi, Marathi or Sanskrit) We suggest language option if it does not affect the norms)</i>	3	<i>International insurance contracts (OR Functional language studies Paper II(Any Foreign Language other than English) We suggest language option if it does not affect the norms)</i>
4	Insurance Claim negotiation and settlement - Paper I	4	Insurance Claim negotiation and settlement - Paper II
5	Life Contingencies Paper I	5	Life Contingencies Paper II
6	Mathematics of Demography	6	Enterprise Risk Management
<i>Note: Course/ Subject selected in Semester V will continue in Semester VI</i>			

Project work may be undertaken by the students by choosing a specific area of insurance like General, life, vehicle, fire or a general study relating to problems in settlement. Valuation of business or build a model for any of the chosen area of . It may include drawing an insurance contract for crop insurance such that the insurance benefit may reach the bottom of the pyramid.

Suggestion for functional language is given because almost all of the excluded population in the insurance sector needs to be addressed with the language they are familiar with. Job opportunities will increase with this endeavour.

Syllabus of courses of T.Y.B.Com (Actuarial Studies) Programme
With effect from the Academic Year 2023-24

Semester V

Discipline Related Elective (DRE) Courses

1. Advanced Financial Mathematics –Paper I

Objectives

1. In-depth understanding of interest rates, duration of assets and liabilities, studying of actuarial models.
2. Understanding and application of distributions used for calculating losses and risk models.

Modules at a Glance

Advanced Financial Mathematics - I		
Sr. No.	Modules	No. of Lectures
1	Interest rate yield curves	15
2	Principles of actuarial modelling.	15
3	Fundamentals of frequency and severity models	15
4	Fundamentals of aggregate models	15
Total no. of Lectures:		60

Total number of lectures to be engaged 60 Lectures plus 30 Notional Lectures= 90 Lectures

Sr. No.	Modules
1	Interest Rate Yield Curves
	<ul style="list-style-type: none"> i. Demonstrate a clear understanding of interest rates underlying a bond yield curve. ii. Spot rate from ZCYC, b) Forward rate, c) Link between the two, d) Instantaneous forward rate, e) Link between a, b and d, f) Par yield, g) Yield to Maturity, h) Gross and Net Redemption Yield (arising from the tax implication from the differential treatment of capital gain and interest). iii. Calculate duration of liabilities and assets using first principles. iv. Apply differentiation techniques to calculate modified duration and convexity of a bond portfolio. v. Explain the principles underlying the immunization of net assets and liability driven investment of a pension fund. vi. Describe the properties of various stochastic models of the term structure of interest rates. vii. Explain the limitations of the models described above and describe attempts to address them.
2	Principles of Actuarial Modelling
	<ul style="list-style-type: none"> i. Describe why and how models are used including, in general terms, the use of models for pricing, reserving, and capital modelling. ii. Explain the benefits and limitations of modelling. iii. Explain the difference between a stochastic and a deterministic model, and identify the advantages/disadvantages of each. iv. Describe the characteristics of and explain the use, of scenario-based models. v. Describe, in general terms, how to decide whether a model is suitable for any particular application. vi. Explain the difference between the short-run and long-run properties of a model, and how this may be relevant in deciding whether a model is suitable for any particular application. vii. Describe, in general terms, how to analyze the potential output from a model, and explain why this is relevant to the choice of model. viii. Describe the process of sensitivity testing of assumptions in a life insurance reserving model and explain why this forms an important part of the modelling process. ix. Explain the sensitivity testing of assumptions in a defined benefit pensions model from a review Ind AS 19 disclosures from published financial statements of companies. x. Produce an audit trail enabling detailed checking and high-level scrutiny of a model. xi. Explain the factors that must be considered when communicating the results following the application of a model and produce appropriate documentation.

3	Fundamentals of Frequency and Severity Models
	<ul style="list-style-type: none"> i. Explain the characteristics of distributions suitable for modelling frequency of losses, for example: Poisson, mixed Poisson, binomial, negative binomial, and geometric distributions. ii. Identify applications for which each distribution may be used; explain the reasons why; and apply the distribution to the application, given the parameters. iii. Recognize classes of distributions, including extreme value distributions, suitable for modelling the distribution of severity of loss and their relationships. iv. Apply the following techniques for creating new distributions: multiplication by a constant, raising to a power, exponentiation, mixing. v. Calculate various measures of tail weight and interpret the results to compare the tail weights.
4	Fundamentals of Aggregate Models
	<ul style="list-style-type: none"> i. Compute relevant moments, probabilities and other distributional quantities for collective risk models. ii. Compute aggregate claims distributions and use them to calculate loss probabilities. iii. Evaluate the effect of coverage modifications (deductibles, limits and coinsurance) and inflation on aggregate models.

References:

1. ActEd Study Material Subject CM2 2019 Actuarial Education Company, acted@bpp.com
2. Actuarial Mathematics, Bowers, L. Newton, et. al., ISBN 0938959468, Society of Actuaries USA
3. An introduction to the mathematics of finance by McCutcheon, J. J., Scott, W. F., Heinemann, 1986. ISBN: 043491228X
4. Mathematics of Finance 2nd Edition Schaum's Outline Series Peter Zima, Robert Browns Tata McGraw-Hill Publishing Company Ltd.
5. Derivatives Markets (3rd edition), by Robert McDonald, Pearson India.
6. Options, Futures and Other Derivatives, by John Hull and S. Basu, 9789352866595, Pearson Education.
7. John Freund's Mathematical Statistics with Applications by Miller, 131427067, Prentice Hall.
8. The Term Structure of Interest Rates, by Robert A. Jarrow, Annual Reviews 2009.
9. Elementary Statistics by Mario Triola 9780321369185, Prentice Hall.
10. Descriptive Statistics by R. J. Shah, Sheth Publishers.
11. Statistical Methods by R. J. Shah, Sheth Publishers.

Semester V
Discipline Specific Elective (DSE) Courses

2. Investment Analysis-Paper I

Objectives

1. Understanding of different asset classes, economic influences on assets, relationship between risk and return.
2. Understanding investment policy for Indian savings, employee benefit plans, insurance companies.
3. Analysing measures of investment risk and asset valuation.

Modules at a Glance

Investment Analysis- Paper I		
Sr. No.	Modules	No. of Lectures
1	Investments and markets	15
2	Investment policy in long-term savings and employee benefits	15
3	Behavioural finance for investment and measures of investment risk	15
4	Equity and bond valuation	15
Total No. of Lectures:		60

Total number of lectures to be engaged 60 Lectures plus 30 Notional Lectures= 90 Lectures

Sr. No.	Modules
1	Investments and Markets
	<ul style="list-style-type: none"> i. Describe the characteristics of the main investment assets and of the markets in such assets ii. Describe the characteristics of the main derivative investments (including forwards, futures, options and swaps) and of the markets in such investments iii. Explain the principal economic influences on investment market price levels and total returns. iv. Describe and explain the theoretical and historical relationships between the total returns and the components of total returns on the main asset classes and key economic variables.
2	Investment Policy in Long-Term Savings and Employee Benefits
	<ul style="list-style-type: none"> i. Regulation and investment policy in India: banks, insurers, approved provident funds, approved superannuation (pension) funds, approved gratuity funds, mutual fund schemes, national pension scheme, overseas investment ii. Investment environment: Anti-money laundering, ESG (Environmental, Social and Governance), taxation of dividend and capital gains, special purpose vehicles relevant in actuarial work e.g., tax-approved superannuation funds, provident funds, gratuity funds. iii. Assess the investment avenues for life insurance companies viz. participating fund, non-participating fund, pension plans, unit-linked plans, controlled fund. iv. Assess the investment avenues for general insurance companies. v. Assess the investment avenues for PFRDA registered pension funds. vi. Explain the investment risk-seeking avenues of the special purpose vehicles in actuarial work e.g., tax-approved superannuation funds, provident funds, gratuity funds.
3	Behavioural Finance for Investment and Measures of Investment Risk
	<ul style="list-style-type: none"> 1. Testing behavioural finance theories in investment decisions <ul style="list-style-type: none"> i. The herd instinct ii. Anchoring and adjustment iii. Self-serving bias iv. Loss aversion v. Confirmation bias vi. Availability bias vii. Familiarity bias. 2. Explain and analyse the various measures of investment risk. <ul style="list-style-type: none"> i. Variance of return

	<ul style="list-style-type: none"> ii. Downside semi-variance of return iii. Shortfall probabilities iv. Value at Risk (VaR) v. Tail VaR (also referred to as Expected Shortfall).
4	Equity and Bond Valuation
	<ul style="list-style-type: none"> i. Use the Capital Asset Pricing Model to calculate the required return on a particular asset, given appropriate inputs, and hence calculate the value of the asset. ii. Use a multifactor model to calculate the required return on a particular asset, given appropriate inputs, and hence calculate the value of the asset. iii. Explain the concepts of: efficient market, complete market, no-arbitrage, hedging. iv. Apply the Efficient Markets Hypothesis to the Indian equity markets: Strong-, semi-strong and weak-form. v. Evaluate the features of modern bond price models. vi. Calculate the risks of a government bond portfolio viz. modified duration. vii. Explain how the risks of a bond vary with the bond's term, coupon and yield to maturity. viii. Apply techniques of interest rate risk measurement to hedging and mismatch strategies.

References :

1. ActEd Study Material Subject CM1 2019 Actuarial Education Company, acted@bpp.com
2. ActEd Study Material Subject CM2 2019 Actuarial Education Company, acted@bpp.com
3. Derivatives Markets (3rd edition), Robert McDonald, Pearson India
4. Options, Futures and Other Derivatives, by John Hull and S. Basu, 9789352866595, Pearson Education.
5. An introduction to the mathematics of finance by McCutcheon, J. J., Scott, W. F. Heinemann, 1986. ISBN: 043491228X.
6. Behavioural Finance, by Prasanna Chandra, ISBN 9389811287, McGraw Hill India.
7. The Behavioural Investor by Daniel Crosby, ISBN 9388423623, Jaico Publishers.
8. Pension Fund ESG Risk Disclosures: Developing Global Practice, International Actuarial Association 2020.
9. The Term Structure of Interest Rates, by Robert A. Jarrow, Annual Reviews 2009.

Semester V
Discipline Specific Elective (DSE) Courses
3. Business Communication in German– I

Objectives:

1. To prepare young adults for German business communication
2. To prepare young adults to deal with German clients in business situations

Course Outcome:

Students will

1. learn vocabulary and basic grammar for business situations
2. learn about portraits of German companies
3. be able to understand basic business conversations
4. be able to write business emails in German

Modules at a Glance

Business Communication in German– I		
Sr. No.	Module	No. of Lectures
1	Induction of new employee	20
2	Establishment of a new office	10
3	Official and personal work time	10
4	Report Writing	10
Total No. of Lectures:		50

Total number of lectures to be engaged 50 Lectures plus 40 Notional Lectures= 90 Lectures

**Third Year B.Com
Semester – V**

Business Communication in German– I

Sr. No.	Units
Unit I	Induction of new employee
	<p>Business Etiquettes: conversations with colleagues and clients</p> <ul style="list-style-type: none"> i. Learn about Greetings and salutations in Germany and German speaking countries. ii. Introducing oneself and others iii. Learning to spell name (semantics) iv. name a profession v. visiting cards format vi. personal data and fill a personal data form vii. To understand private emails about new job and colleague viii. To close conversations ix. Contributions by German mathematical scientists: Carl Friedrich Gauss , Wilhelm Leibniz and Albert Einstein .
Unit II	Establishment of a new office
	<ul style="list-style-type: none"> i. To understand articles of a noun (Grammer) ii. To name office furniture and colors iii. To fill basic details in graphics of quality analysis iv. To select and order office stationery v. To frame private emails and messages on social media
Unit III	Official and unofficial meetings
	<p>Differences between official and unofficial clock hour To understand how to make official and unofficial appointments Vocabulary: Weekdays, months, seasons Grammar: Negative with nicht, preposition of time, conjunctions aber denn und oder</p>
Unit IV	Report Writing
	<ul style="list-style-type: none"> i. To understand an email regarding industrial visit ii. To understand rules and regulations of an industrial visit iii. To fill in an organization chart iv. To talk about one's firm v. To describe about an industrial visit in a short email

References:

1. DaF im Unternehmen A1 Kurs – und Übungsbuch, Klett Verlag

Teaching pedagogy:

1. Guided listening and reading comprehension at individual level
2. Practicing oral skills in pairs
3. Discussions in group

Semester V
Discipline Specific Elective (DSE) Courses
4 Life Contingencies-Paper I

Objectives

1. Studying mortality, Markov processes and survival models.
2. Using Microsoft Excel for modelling functions relevant to mortality and pension valuation.

Modules at a Glance

Life Contingencies paper I		
Sr. No.	Modules	No. of Lectures
1	Mortality studies	15
2	Stochastic processes	15
3	Survival models	15
4	Spreadsheet skills	15
Total No. of Lectures:		60

Total number of lectures to be engaged 60 Lectures plus 30 Notional Lectures= 90 Lectures

Sr. No.	Modules
1	Mortality Studies
	<ul style="list-style-type: none"> i. Various mortality functions. Probabilities of living and dying. The force of mortality. Estimation of μ_x from the mortality table. ii. Crude death rate, Age specific death rate and Standardized death rate. iii. Crude birth rate, General fertility rate, Age specific fertility rate & Total fertility rate. Gross & Net Reproduction rates. iv. Explain the principles of graduation for the construction of mortality tables v. Apply mortality experience of a pensioners' cohort to proportionately modify standard mortality rates to be used in a pension fund valuation vi. Evaluate the standard mortality table as a population model. vii. Calculate curtate and complete expectation of a life at various ages.
2	Stochastic Processes
	<ul style="list-style-type: none"> i. Apply multiple state Markov chain and Markov process models. ii. Derive maximum likelihood estimators for the transition intensities in models of transfers between states with piecewise constant transition intensities. iii. Apply the Cox regression model to appropriate hazard situations. iv. Understand time homogenous and time inhomogenous processes.
3	Survival Models
	<ul style="list-style-type: none"> i. Explain the concepts of survival models. ii. Calculate and interpret standard probability functions including survival and mortality probabilities, force of mortality, and complete and curtate expectation of life. iii. For models dealing with multiple lives and/or multiple states, explain the random variables associated with the model; calculate and interpret marginal and conditional probabilities, and moments. iv. Describe the principal forms of heterogeneity within a population and the ways in which selection can occur. v. Estimate empirical survival and loss distributions, e.g., using: <ul style="list-style-type: none"> a. Kaplan-Meier estimator, including approximations for large data sets b. Nelson Aalen estimator vi. Estimate transition intensities depending on age, exactly or using large sample approximations.
4	Microsoft Excel
	<ul style="list-style-type: none"> i. Logical, financial and statistical functions relevant to mortality tables and life expectancy at various ages. ii. Logical, financial and statistical functions relevant to life insurance contract's pricing iii. Logical, financial and statistical functions relevant to a pension fund valuation iv. Logical, financial and statistical functions relevant to an ESOP valuation

References:

1. Actuarial Mathematics, Bowers, L. Newton, et. al. 2nd ISBN 0938959468, Society of Actuaries
2. Survival models and their estimation 1988 Actex Publications
3. Mathematics of Finance 2nd Edition Schaum's Outline Series Peter Zima, Robert Browns
Tata McGraw-Hill Publishing Company Ltd.
4. Mortality Studies, WF Scott 2000 available at
<https://www.coursehero.com/file/8346708/Mortality-Studies-WF-Scott/>
5. Life Contingencies by Alistair Neill, Institute of Actuaries Textbook, ISBN 978-0750609173,
published by Butterworth-Heinemann Ltd
6. Modelling, analysis, design, and control of stochastic systems, by Kulkarni, Vidyadhar G. Springer
7. Life Contingencies by E. P. Spurgeon ISBN 1107648092, Cambridge University Press.
8. Learn Excel 2019 Essential Skills with the Smart Method, Mike Smart. ISBN 978-
1909253346
9. Excel formulas and functions, M L Humphrey ISBN 978-1637440322

Semester V
Core Courses (CC)
5. Customer Relationship Management Paper I

Objectives:

1. To help the Learners to understand the concepts of CRM and e-CRM.
2. To know the CRM practices in service sectors.
3. To understand the values of customer.

Course Outcome:

After completion of this course, the student will be able to

- Apply the concept of CRM, the benefits delivered by CRM, the contexts in which it is used, the technologies that are deployed and how it can be implemented.
- Implement how CRM practices and technologies enhance the achievement of marketing, sales and service objectives throughout the customer life-cycle stages of customer acquisition, retention and development whilst simultaneously supporting broader organizational goals.
- Implement various technological tools for data mining and also successful implementation of CRM in the Organizations
- design customer relationship management strategies by understanding customers' preferences for the long-term sustainability of the Organizations.

Modules at a Glance

Sr.No.	Modules	No. of Lectures
1	Introduction of CRM and its Fundamentals	20
2	Customer Acquisition	20
3	Customer Retention	20
4	CRM Mechanics	20
	Total	80

Total number of lectures to be engaged 80 Lectures plus 40 Notional Lectures= 120Lectures

Semester- V
Customer Relationship Management Paper-I

Sr.No.	Modules/Units
Unit I	Introduction of CRM and its Fundamentals
	<ul style="list-style-type: none"> i. Concept and Context of Relationship Management: Internal and External relationship management, Need and Importance of relation with customers and other stakeholders ii. Approach towards Marketing: A Paradigm Shift- Transition from Product focus to Customer focus, Transactional Vs Relationship Marketing, Linkage between customer satisfaction-Customer Loyalty and business performance, Relationship Management Theories, Building Brands through Relationship Marketing, Service Level Agreements. iii. Defining CRM, Levels of CRM, CRM as a strategic marketing tool, CRM significance to the stakeholders, Strategic CRM, Operational CRM, Analytical CRM, Collaborative CRM, and Models of CRM.
Unit II	Customer Acquisition
	<ul style="list-style-type: none"> i. Acquisition of new customer, understanding customer value, sources of customer value, Values from products, services, people, physical evidence, customer communication, Channels etc., customer value estimates, KPI of a customer acquisition program, Customer Touch Points, Customer Equity. ii. Conceptual frame work of Customer Relationship and its Management. Evaluation customer Relationship Marketing, Types of CRM – Win Back, Prospecting, Loyalty, Cross Sell and Up Sell, Significance and Importance of CRM in Modern Business Environment. iii. Concept of Loyalty at CRM: Definition of Loyalty, Customer Loyalty and Customer decency, Process of Developing Customer Loyalty. Status of CRM in India.
Unit III	Customer Retention
	<ul style="list-style-type: none"> i. Concept of Customer retention. Role of CRM in Customer in retention, Economics of customer retention, Managing customer retention or value retention/ Strategies of customer retention, ii. KPI of customer retention program, Terminating customer relationship and its strategies, Concept and Significance of Customer Loyalty. iii. Customer Life Cycle and Customer Life Time Value (CLTV), Recency, Frequency and Monetary Value (RFM) Analysis, Customer Loyalty

	Ladder, Impact Of Customer Defections, Types of Defectors, Strategies to reduce customer defections, CRM Framework- Switching.
Unit IV	CRM Mechanics
	<ul style="list-style-type: none"> i. Maintaining customer database, Desirable database attributes, Data marts, Data warehousing, Data integration, Data mining and Privacy issues. ii. Customer Portfolio Management-Concept and basic disciplines, Market segmentation-sales forecasting and CPM, CPM in B2B, Seven core customers' management strategies. iii. CRM and Customer Experience Management: Concept of Customer experience, experiential marketing strategies and Tactics, Customer experience and Role of CRM.

RECOMMENDED BOOK

Jagdish N Sheth, Parvatiyar Atul, G Shainesh, Customer Relationship Management: Emerging Concepts, Tools and Applications, 1st Edition, Tata McGraw Hill, June 2008

REFERENCE BOOKS

Judith W .Kincaid , Customer Relationship Management Getting it Right, Pearson Education

H.Peeru Mohamed , A Sagadevan, Customer Relationship Management, A Step by Step Approach, Vikas Publishing House

Customer Centricity –Focus on right customer for strategic advantage, by Peter Fader, Wharton Digital Press, 2012

Semester V

6. Project Work I

Objectives

1. Understanding the process of doing research is conducted from introduction to conclusion.
2. Learning about research methodology, literature review, data analysis and project appraisal.

Modules at a Glance

Project Work I		
Sr. No.	Modules	No. of Lectures
1	Introduction to research paper writing and Literature Review	15
2	Research Methodology and data analysis	15
3	Review papers	15
4	Project report and Presentation	15
Total No. of Lectures:		60

Total number of lectures to be engaged 60 plus hours in Library, Field visit and Research Work = 120 Lectures

Sr. No.	Modules
1	Introduction to Research Paper Writing and Literature Review
	Introduction- In this chapter Selection and relevance of the problem, historical background of the problem, brief profile of the study area, definition/s of related aspects, characteristics, different concepts pertaining to the problem etc can be incorporated by the learner.
2	Research Methodology
	i. A student is expected to generate independent knowledge, ideas, and dimensions as well as distil the existing theory from the research papers listed below.
3	Review Papers
	Literature Review- This chapter will provide information about studies done on the respective issue. This would specify how the study undertaken is relevant and contribute for value addition in information/ knowledge/ application of study area which ultimately helps the learner to undertake further study on same issue.
4	Report and Presentation
	Students are expected to draft two reports based on the three research paper options as provided below.

Viva will be conducted on the day of presentations.

Research paper review

At the end of the course, students should write a 750 words paper review on any two of the following three research papers :

1. Assessing the enabling environment for disaster risks financing – a country diagnostic toolkit, Asian Development Bank, 2020.
<https://www.think-asia.org/bitstream/handle/11540/12131/disaster-risk-financing-country-diagnosics-toolkit.pdf?sequence=1>
 - a. An appreciation of the principles of disaster risks financing,
 - b. The role of various types of insurance for disaster risks financing,
 - c. A country's macro- and meso-level interventions to finance disaster risks,
 - d. Tools to assess a country's macro- or public finance-readiness for disaster risk,
 - e. Coordinates of the tool to assess a country's meso- or insurance industry-readiness for disaster risks: Government Policy, Economic Conditions & Support Functions, Product

Availability & Affordability, Credibility of Insurance & Capital market stakeholders, Social Protection Policy, and Unlicensed & Informal Players.

2. Teaching ethics to actuaries, AF Marais, Actuarial Society of South Africa (2015).

<https://actuarialsociety.org.za/convention/convention2015/wp-content/uploads/2015/10/2015-Marais.pdf>

- a. Arguments for ethics education especially in the actuarial profession,
- b. An appreciation of the 'value' proposition within normative skills,
- c. A comparison of ethics education embodied in the medical and accounting professions,
- d. Sequential integration of ethics into technical subjects,
- e. Ethical dimensions: Cognitive competence, behavioural competence, managerial competence.

3. A Mathematician's Apology, G H Hardy, 1940.

<https://www.math.ualberta.ca/mss/misc/A%20Mathematician%27s%20Apology.pdf>

- a. Mathematics as an art and beauty as the first test of mathematics,
- b. A commentary on the great mathematicians' contributions,
- c. An appreciation of the difference between pure and applied areas,
- d. The principles underlying elegant, timeless theorems viz. Euclid's "Infinity of primes", Fermat's "Two squares theorem on primes", Pythagoras' proof of "Irrationality of $\sqrt{2}$."
- e. Skills that are relevant and irrelevant to pure mathematicians.

**Syllabus of courses of T.Y.B.Com in Actuarial Studies Programme
With effect from the Academic Year 2019-20**

**Semester VI
Discipline Specific Elective (DSE) Courses**

1. Advanced Financial Mathematics Paper II

Objectives

1. Capital requirement, capital modelling and time series.
2. Valuation and Pricing of options using different models like Black-Scholes model, binomial model. Learning in detail about credit risk.

Modules at a Glance

Advanced Financial Mathematics II		
Sr. No.	Modules	No. of Lectures
1	Capital and economic modelling	15
2	Option theory-1	15
3	Option theory-2	15
4	Credit risk models	15
Total No. of Lectures:		60

Total number of lectures to be engaged 60 Lectures plus 30 hours in Notional Lectures = 90 Lectures

Sr. No.	Modules
1	Capital and Economic Modelling
	<ul style="list-style-type: none"> i. Explain why financial institutions need capital and describe different capital measures, including regulatory capital and economic capital. (B2) ii. Describe the process of capital modelling iii. Describe different methods of risk aggregation and explain their relative advantages and disadvantages. iv. Describe and apply the main concepts underlying the analysis of time series models.
2	Option Theory-1
	<ul style="list-style-type: none"> i. Option pricing and valuations. ii. State what is meant by arbitrage and a complete market. iii. Outline the factors that affect option prices. iv. Show how to value a forward contract. v. Develop upper and lower bounds for European and American call and put options. vi. Explain what is meant by put-call parity. vii. Show how to use binomial trees and lattices in valuing options and solve simple examples. viii. Derive the risk-neutral pricing measure for a binomial lattice and describe the risk-neutral pricing approach to the pricing of equity options. ix. Explain the difference between the real-world measure and the risk-neutral measure. Explain why the risk-neutral pricing approach is seen as a computational tool (rather than a realistic representation of price dynamics in the real world). x. State the alternative names for the risk-neutral and state-price deflator approaches to pricing.
3	Option Theory-2
	<ul style="list-style-type: none"> i. Demonstrate an understanding of the Black–Scholes derivative-pricing model. ii. Explain what is meant by risk-neutral pricing and the equivalent martingale measure. iii. Derive the Black–Scholes partial differential equation both in its basic and Garman–Kohlhagen forms. iv. Demonstrate how to price and hedge a simple derivative contract using the martingale approach. v. Show how to use the Black–Scholes model in valuing options and solve simple examples. vi. Discuss the validity of the assumptions underlying the Black–Scholes model. vii. Describe and apply in simple models, including the binomial model and the Black–Scholes model, the approach to pricing using deflators and demonstrate its equivalence to the risk-neutral pricing approach. viii. Demonstrate an awareness of the commonly used option structures.

4	Credit Risk Models
	<ul style="list-style-type: none"> i. Explain the various approaches to bond valuation e.g., statistical factor-based, intensity-based (e.g., generator matrix), and capital-structure based (e.g., Merton model). ii. Evaluate the value of a bond using the structure based and intensity models. iii. Examine the transformation of transition intensity to probability of a bond's default and thereby on value. iv. Appreciate a bond's rating to its default transition intensity and probability.

References :

1. ActEd Study Material Subject CM1 2019 Actuarial Education Company, acted@bpp.com
2. ActEd Study Material Subject CM2 2019 Actuarial Education Company, acted@bpp.com
3. Derivatives Markets (3rd edition), Robert McDonald, Pearson India
4. Options, Futures and Other Derivatives, by John Hull and S. Basu, 9789352866595, Pearson Education.
5. An introduction to the mathematics of finance by McCutcheon, J. J., Scott, W. F., Heinemann, 1986. ISBN: 043491228X.
6. Pension Fund ESG Risk Disclosures: Developing Global Practice, International Actuarial Association 2020.
7. The Term Structure of Interest Rates, by Robert A. Jarrow, Annual Reviews 2009.

Semester VI
Discipline Specific Elective (DSE) Courses
2. Investment Analysis Paper II

Objectives

1. Understanding asset Liability modelling, risk budgeting, portfolio management, mean-variance portfolio theory.
2. Learning about investment disclosure, financial accounting, and unitisation.

Modules at a Glance

Investment Analysis Paper II		
Sr. No.	Modules	No. of Lectures
1	Investment strategy and performance measurement	15
2	Investment accounting and disclosures	15
3	Portfolio management	15
4	Unitisation	15
Total No. of Lectures:		60

Total number of lectures to be engaged 60 Lectures plus 30 Notional Lectures= 90 Lectures

Sr. No.	Modules
1	Investment Strategy and Performance Measurement
	<ul style="list-style-type: none"> i. Explain how asset/liability modelling can be used to develop an appropriate investment strategy ii. Explain methods of quantifying the risk of investing in different classes and sub-classes of investment iii. Explain the use of a risk budget for controlling risks in a portfolio iv. Analyse the performance of an investment portfolio relative to a benchmark v. The greater decision between asset allocation and stock selection especially in efficient markets vi. Risk decomposition between diversifiable and non-diversifiable components vii. Adjusted optimization techniques for risk-adjusted returns.
2	Investment Accounting and Disclosures
	<ul style="list-style-type: none"> i. Disclosures in India: Fact sheets (MF, life insurers), under IFRS-adapted accounting standards for proprietary assets, employee benefit fund assets. ii. Examine the mapping of disclosures to appropriate regulator guidance. iii. Disclosure trends: NGFM (Network for Greening the Financial System), TCFD (Task force on Climate related Financial Disclosures) iv. Assess the use of valuation models for accounting of equity, debt, property, ESOP, etc. v. Assess the accounting for financial instruments e.g., Ind AS 109 (financial investments' measurement and recognition on Balance Sheet), vi. Accounting under Ind AS 102 (share based payments measurement and recognition for accounting purposes)
3	Portfolio Management
	<ul style="list-style-type: none"> i. Explain the principles and objectives of investment management and analyse the investment needs of an institutional or individual investor ii. Describe methods for the valuation of asset portfolios and explain their appropriateness in different situations iii. Explain how to use mean-variance portfolio theory to calculate an optimum portfolio and describe the limitations of this approach iv. Use mean-variance portfolio theory to calculate the expected return and risk of a portfolio of many risky assets, given appropriate inputs v. Explain asset pricing models for modelling the required rate of returns (e.g., Capital Asset Pricing Model) and valuation of an equity share (e.g., dividend growth model). vi. Explain the properties of single and multifactor models of asset returns.

	vii. Explain the assumptions of mean-variance portfolio theory and its principal results
4	Unitisation
	<ul style="list-style-type: none"> i. Explain the basic techniques of unitization e.g., in mutual funds/ unit trusts and life insurance ii. Appreciate the benefits of unitization on transparency, monitoring and valuation iii. Evaluate the benefits and costs of unitization of financial assets iv. Examine the effect of unitization on secondary financial transactions e.g., duration measurement of bond funds, pledge of equities, bonds, mutual funds, ETF.

References :

1. ActEd Study Material Subject CM1 2019 Actuarial Education Company, acted@bpp.com
2. ActEd Study Material Subject CM2 2019 Actuarial Education Company, acted@bpp.com
3. Derivatives Markets (3rd edition), Robert McDonald, Pearson India
4. Options, Futures and Other Derivatives, by John Hull and S. Basu, 9789352866595, Pearson Education.
5. An introduction to the mathematics of finance by McCutcheon, J. J., Scott, W. F.
6. Heinemann, 1986. ISBN: 043491228X.
7. Behavioural Finance, by Prasanna Chandra, ISBN 9389811287, McGraw Hill India.
8. The Behavioural Investor by Daniel Crosby, ISBN 9388423623, Jaico Publishers.
9. Pension Fund ESG Risk Disclosures: Developing Global Practice, International Actuarial Association 2020.
10. The Term Structure of Interest Rates, by Robert A. Jarrow, Annual Reviews 2009.

Semester VI
Discipline Specific Elective (DSE) Courses

3. Business Communication in German– II

Objectives:

1. To prepare young adults for German business communication
2. To prepare young adults to deal with German clients in business situations

Course Outcome:

Students will

1. learn vocabulary and basic grammar for business situations
2. learn about portraits of German companies
3. be able to understand basic business conversations
4. be able to write business emails
5. be able to communicate with their business clients

Modules at a Glance

Sr. No.	Module	No. of Lectures
1	Business over lunch and visit to a client office	15
2	Celebration of milestones in a German company	15
3	Trainee: Experience in different departments	15
4	Organisational Visit and Report	15
	Total	60

Total number of lectures to be engaged 60 Lectures plus 30 Notional Lectures= 90 Lectures

T. Y. B. Com
Semester – VI
German Business Communication Paper – II

Sr. No.	Units
Unit I	Business meetings (outside office)
	<ul style="list-style-type: none"> i. Planning a lunch discussion ii. understand and initiate a small talk on weather, family and hobbies iii. understand a menu card iv. select and ordering a German meal v. payment etiquettes in a restaurant
Unit II	Celebration of milestones in a German company
	<ul style="list-style-type: none"> i. To understand an invitation to company event and how to accept or decline it ii. to understand email about events management iii. to give suggestions and to make suggestions iv. to understand a welcome speech v. to understand a valedictory speech
Unit III	Trainee: Experience in different departments
	<ul style="list-style-type: none"> i. To understand a sitemap ii. To understand Timetable of Transportation iii. To match tasks with various departments iv. To understand protocols v. To understand a travel expense report vi. To give and understand computer commands vii. To understand a newspaper interview with a trainee viii. To answer questions during an interview
Unit IV	Organisational visit and report
	<ul style="list-style-type: none"> i. To understand flight and train connections ii. To understand weather charts and weather reports iii. To understand conversation about formal and informal clothing iv. To deliver a speech on company development

References:

1. DaF im Unternehmen A1 Kurs – und Übungsbuch, Klett Verlag

Teaching pedagogy:

1. Guided listening and reading compression at individual level
2. Practicing oral skills in pairs
3. Discussions in group

Semester VI
1. Discipline Specific Elective (DSE) Courses
4. Life Contingencies Paper II

Objectives

1. Projecting expected cashflows of contingent contracts like life insurance or pensions.
2. Accounting requirement of defined benefit pensions and employee benefit schemes.\
3. Using “R” software to construct models.

Modules at a Glance

Life Contingencies Paper II		
Sr. No.	Modules	No. of Lectures
1	Actuarial applications I	15
2	Actuarial applications II	15
3	Defined benefits pensions: measurement, recognition and disclosures	15
4	‘R’ software	15
Total No. of Lectures:		60

Total number of lectures to be engaged 60 Lectures plus 30 Notional Lectures= 90 Lectures

Sr. No.	Modules
1	Actuarial Applications -1
	<ul style="list-style-type: none"> i. Define simple contracts for contingent payments dependent on the state of a single entity (for example life insurance or annuity benefits) on the occurrence of a particular event; develop and evaluate formulae for the means and variances of the present values of the payments under these contracts, assuming constant deterministic interest. ii. Apply survival models to simple problems in long-term insurance, pensions and banking such as calculating the premiums and reserves for a life insurance contract, and the potential defaults on a book of loans for a bank.
2	Actuarial Applications-11
	<ul style="list-style-type: none"> i. Define simple contracts for contingent payments dependent on the state of multiple entities; develop and evaluate formulae for the means of the present values of the payments under these contracts, assuming constant deterministic interest. ii. Describe and apply methods of projecting and valuing expected cash flows that are contingent upon multiple decrement events. iii. Describe and apply projected cash flow techniques in pricing, reserving, and assessing profitability of contracts for contingent payments with appropriate allowance for expenses (including life insurance and pension fund applications).
3	Defined Benefits Pensions: Measurement, Recognition and Disclosures
	<ul style="list-style-type: none"> i. Accounting requirements of Measurement, Recognition and Disclosures under Ind AS 19, IAS 19 and ASC 715 (US GAAP) ii. Difference between Ind AS 19, IAS 19 and ASC 715 (US GAAP) on measurement, recognition and disclosures. iii. Explain the differences in the results on earnings and other comprehensive income arising from the varying treatment under Ind AS 19, IAS 19 and AS 715 (US GAAP).
4	'R' Software
	<ul style="list-style-type: none"> i. Construct simple models in 'R' using standard Indian mortality tables ii. Apply 'R' in longevity studies by taking sample data of joint and single lives and analysing the effect on a population's longevity. iii. Explain how 'R' could be applied for high intensity financial data e.g., using daily stock prices for volatility estimates and efficient markets hypothesis testing. iv. Use 'R' to construct a term structure of interest rates.

References:

1. Actuarial Mathematics, Bowers, L. Newton, et. al. 2nd ISBN 0938959468, Society of Actuaries
2. Survival models and their estimation 1988 Actex Publications
3. Mathematics of Finance 2nd Edition Schaum's Outline Series Peter Zima, Robert Browns Tata McGraw-Hill Publishing Company Ltd.
4. Mortality Studies, WF Scott 2000 available at <https://www.coursehero.com/file/8346708/Mortality-Studies-WF-Scott/>
5. Life Contingencies by Alistair Neill, Institute of Actuaries Textbook, ISBN 978-0750609173, published by Butterworth-Heinemann Ltd
6. Modelling, analysis, design, and control of stochastic systems, by Kulkarni, Vidyadhar G. Springer
7. Life Contingencies by E. P. Spurgeon ISBN 1107648092, Cambridge University Press.
8. Practical Data Science with R, Nina Zumel and John Mount
9. Data Mining Applications with R, Yanchang Zhao; Yonghua Cen
10. R for Everyone: Advanced Analytics and Graphics, Jared P. Lander
11. Statistics Using R by Purohit, Gore and Deshmukh, 2008, Narosa Publications
12. Actuarial Statistics- An Introduction Using R, Shailaja R Deshmukh

Semester VI
Core Courses (CC)
5. Customer Relationship Management Paper-II

Objectives (for the learners):

1. To help the Learners to understand Future Trends in CRM and e-CRM.
2. To know the framework of evolving CRM.
3. To understand CRM in B2C and B2B Market.

Course Outcome:

After completion of this course, the student will be able to

- Apply the concept of CRM in B2C and B2B.
- Implement how CRM practices and technologies enhance the achievement of marketing, sales and service objectives throughout the customer life-cycle stages of customer acquisition, retention and development whilst simultaneously supporting broader organizational goals.
- Apply principles underlying the requirements of the professional standards and guidance relevant to actuaries practising in Indian health and care operations
- Privacy, Ethics issues of CRM

Modules at a Glance

Sr.No.	Modules	No. of Lectures
1	Overview of CRM in B2C and B2B Market	20
2	Implementation of CRM and Future Trends in CRM	20
3	CRM emerging concepts and perspective –	20
4	Architecture of CRM	20
	Total	80

Total number of lectures to be engaged 80 Lectures plus 40 Notional Lectures=120 Lectures

Semester- VI
Customer Relationship Management Paper-II

Sr.No.	Modules/Units
Unit I	Overview of CRM in B2C and B2B Market
	<ul style="list-style-type: none"> i. Service business characteristics and classification, Service recovery, CRM in Banking Industry, Hospitality Industry, Aviation Industry, Telecom and Retail industry. ii. CRM in Consumer durable Industry and its application. - White Goods, common CRM Tools in Practice and improvisation for Quality Service Assurance. iii. Importance of CRM in B2B markets, Key Account Management, Supply channel Management, Internal CRM and Employee relationship management
Unit II	Implementation of CRM and Future Trends in CRM
	<ul style="list-style-type: none"> i. CRM Implementation Process, Evaluation of CRM process, Challenges in CRM implementation, Customer Care Management through Information Technology Tools – Electronic Point of Sales (ePOS) , Sales Force Automation ii. Emerging trends in CRM, Social CRM, e-CRM, Challenges involved in formulating and implementing e-CRM strategies, iii. Multichannel CRM, Role of Social media in CRM, Six E's of e-CRM,, Mobile CRM, Artificial Intelligence (AI) with CRM System.
Unit III	CRM emerging concepts and perspective –
	<ul style="list-style-type: none"> i. Introduction : A cost benefit analysis –CRM benefits, CRM Cost-customer value- customer life time value-issues in calculating CLV Customer profitability ii. principles underlying the requirements of the professional standards and guidance relevant to actuaries practising in Indian health and care operations iii. Privacy, Ethics issues of CRM

Unit IV	Architecture of CRM
	i. CRM Technology and Data Platforms, Database and Data Management, and the role of Business Intelligence (BI) in CRM. ii. Customer relationship management practices in Indian service sectors- Relevance of CRM for Hospital Services; Customer Relationship Management in Banking and Financial Services; CRM in Insurance Sector iii. Careers in industry

References:

- Customer Relationship Management – Concepts and Technologies by Francis Buttle, 2nd Edition, Butterworth Heinemann, Elsevier
- Relationship Management – Text and Cases, S. Shajahan, TMGH.
- J N Sheth, AtulParvatiyar, G. Shainesh, 2001, Customer Relationship Management, Tata McGraw Hill
- Customer Relationship Management: Concepts and Cases, Second Edition, Alok Kumar Rai PHI learning Pvt Ltd, New Delhi

Suggested Reference Books:-

Handbook of Relationship Marketing by JagdishSheth and AtulParvatiyar, Response Books, Sage Publications.

Zikmund, McLEOD, Gilbert, Customer Relationship Management

Customer Relationship Management- Concepts and Technology, Second Edition, Francis Buttle, Elsevier, Sabre foundation

Brown, Stanley A 2001, Customer Relationship Management, John Wiley& Sons

Anderson, Kristin , 2002, Customer Relationship Management, Tata McGraw-Hill

Suggested URL: 1. https://swayam.gov.in/nd2_imb20_mg09/

Semester VI

6. Project Work I

Project Work

Aim: To equip students to independently write a 4000-6000 words research paper with an actuarial or insurance or investment or pension. The paper can be either theoretical or application oriented. The paper should comprise a) An abstract with a title and key words, b) The definition of the idea or problem, c) Exposition of the idea or problem, d) e) Findings, and e) Conclusion. It is expected that the paper is supported by appropriate citations/ references, and figures/ tables.

The learner is required to select **any one topic** from the three elective options given below:

- Advanced Financial mathematics
- Investment analysis
- Life contingencies

A Model Structure of the Project Work will be shared with the learners by the Research Guide.

Project Work (Model Structure of the Project Work)

- Chapter No. 1: Introduction In this chapter Selection and relevance of the problem, historical background of the problem, brief profile of the study area, definition/s of related aspects, characteristics, different concepts pertaining to the problem etc can be incorporated by the learner.
- Chapter No. 2: Research Methodology This chapter will include Objectives, Hypothesis, Scope of the study, limitations of the study, significance of the study, Selection of the problem, Sample size, Data collection, Tabulation of data, Techniques and tools to be used, etc can be incorporated by the learner.
- Chapter No. 3: Literature Review This chapter will provide information about studies done on the respective issue. This would specify how the study undertaken is relevant and contribute for value addition in information/ knowledge/ application of study area which ultimately helps the learner to undertake further study on same issue.
- Chapter No. 4: Data Analysis, Interpretation and Presentation This chapter is the core part of the study. The analysis pertaining to collected data will be done by the learner. The application of selected tools or techniques will be used to arrive at findings. In this, table of information's, presentation of graphs etc. can be provided with interpretation by the learner.
- Chapter No. 5: Conclusions and Suggestions In this chapter of project work, findings of work will be covered and suggestion will be enlisted to validate the objectives and hypotheses. Note: If required more chapters of data analysis can be added.
- Bibliography
- Appendix

Evaluation scheme

I Continuous Assessment (C.A.)– 25 Marks

- 1) Internal Assessment (20 Marks)
- 2) Overall Conduct (5 Marks)

II .Semester End Examination - 75 Marks

Question Paper Pattern for Semester End Examination

(Practical Courses)

Maximum Marks: 75

Questions to be set: 05

Duration: 2.5 Hrs.

All Questions are Compulsory Carrying 15 Marks each.

Question No	Particular	Marks
Q-1	Objective Questions A) Sub Questions to be asked 10 and to be answered any 8 B) Sub Questions to be asked 10 and to be answered any 7 (*Multiple choice / True or False / Match the columns/Fill in the blanks)	15 Marks
Q-2	Full Length Practical Question <i>OR</i>	15 Marks
Q-2	Full Length Practical Question	15 Marks
Q-3	Full Length Practical Question <i>OR</i>	15 Marks
Q-3	Full Length Practical Question	15 Marks
Q-4	Full Length Practical Question <i>OR</i>	15 Marks
Q-4	Full Length Practical Question	15 Marks
Q-5	A) Theory questions B) Theory questions <i>OR</i>	8 Marks 7 Marks
Q-5	Short Notes To be asked 05 To be answered 03	15 Marks

Note:

Practical question of 15 marks may be divided into two sub questions of 7/8 and 10/5Marks.

(A) P. T. 7.9(P)

Question Paper Pattern for Semester End Examination

(Theoretical Courses)

Maximum Marks: 75

Questions to be set: 05

Duration: 2.5 Hrs.

All Questions are Compulsory Carrying 15 Marks each.

Question No	Particular	Marks
Q-1	Objective Questions A) Sub Questions to be asked 10 and to be answered any 8 B) Sub Questions to be asked 10 and to be answered any 7 (*Multiple choice / True or False / Match the columns/Fill in the blanks)	15 Marks
Q-2	Full Length Question OR	15 Marks
Q-2	Full Length Question	15 Marks
Q-3	Full Length Question OR	15 Marks
Q-3	Full Length Question	15 Marks
Q-4	Full Length Question OR	15 Marks
Q-4	Full Length Question	15 Marks
Q-5	A) Theory questions B) Theory questions OR	8 Marks 7 Marks
Q-5	Short Notes To be asked 05 To be answered 03	15 Marks

Note:

Theory question of 15 marks may be divided into two sub questions of 7/8 and 10/5Marks.



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