

SCHEME & SYLLABUS
(Choice Based Credit System)

For
BCOM
(w.e.f. Session 2019-2022)

Program Code: COM301



RIMT
UNIVERSITY

DEPARTMENT OF MANAGEMENT & COMMERCE
SCHOOL OF MANAGEMENT STUDIES & COMMERCE

RIMT UNIVERSITY, MANDI GOBINDGARH, PUNJAB

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SECTION 1

Vision & Mission of the University

VISION

To become one of the most preferred learning places a center of excellence to promote and nurture future leaders who would facilitate in desired change in the society.

MISION

- To impart teaching and learning through cutting edge technologies supported by the world class infrastructure.
- To empower and transform young minds into capable leaders and responsible citizens of India instilled with high ethical and moral values.

SECTION 2**Vision & Mission of the Department****VISION**

The department aims to inculcate teaching, innovative thinking, and experiential learning voyage by disseminating theory and practice of management thought to generate exceptional management graduates who make a difference to our community both locally and internationally. It aims at continuous improvement and development of our primary stakeholder to intellectually evolve as a knowledgeable, research oriented, socially responsible and productive citizen.

MISION

- To provide learners to develop their hard and soft skills by providing a stimulating, intellectually challenging and engaging environment.
- To enable the students to acquire global competence through problem solving skills and exposure to latest developments.
- Providing better understanding of the domain of study, including wider social issues, corporate social responsibility and ethical decision making.
- To ensure continuous interaction of the students through MOU's and collaborative research projects.

SECTION 3

About the Program

An B.COM Program is an Outcome Based Education model, A 3 year, 6 Semester Full time Program (preferably residential) program with a Choice Based Credit System (CBCS) and Grading Evaluation System. The program comprises of foundational courses, core courses, specialization electives courses, enrichment courses.

The suggestive curriculum takes the B.COM program to the next level in terms of implementing Outcome Based Education and to develop management professionals who are knowledgeable in their chosen domain, responsive to the environment and culture, unfailing to the communities, ethical in all doings and with a global outlook and approach. These objectives shall be achieved through very rigorous academic processes, updated and relevant curriculum, extensive industry interaction and collaborations, sports and vibrant student activities in a residential setting (preferably).

SECTION 4

Program Educational Objectives (PEOs), Program Outcomes (POs) and Program Specific Outcomes (PSOs)

PROGRAM EDUCATION OBJECTIVES (PEOs)

| | |
|-------------|--|
| PEO1 | The Graduates to be acknowledged for their managerial competency, creativity & innovation, integrity & warmth to domestic & global issues of social relevance. Earn the trust & respect of others as inspiring, effective and ethical leaders, managers, entrepreneurs, intrapreneurs and change agent |
| PEO2 | The program will prepare Graduates to successfully integrate core, cross-functional & inter-disciplinary aspects of contemporary management thought, models & frameworks for application to provide solutions to real world business, policy making & social issues in a dynamic world |
| PEO3 | The Graduates will be geared up to engage in successful career pursuits covering diverse domains in corporate, public policy, entrepreneurial ventures and pursue lifelong learning |
| PEO4 | The Graduates will acquire excellent communication skills, excel in cross-functional, multi-disciplinary, multi-cultural teams, and be receptive to domestic & global business environment to manage risk, change, risk, ambiguity and complexity. |

PROGRAM OUTCOMES (POs)

| | |
|--------------|--|
| PO 1 | <i>Introduction</i> : Introduces the student with Accounts, Commerce, Marketing, Management, Economics, Environment etc. |
| PO 2 | <i>Practical Exposure:</i> Allows the students to get practical exposure in the commerce sector relating to use of Accounting & Commerce. |
| PO 3 | <i>Communication & Confidence:</i> Build up the communication skills and confidence to face the difficulties offered by corporate world. |
| PO 4 | <i>Decision Making Ability:</i> Increases the decision making ability at both personal and professional levels. |
| PO 5 | <i>Promotes Expertise:</i> Prepares Students for better professional opportunities in their career. |
| PO 6 | <i>Entrepreneurship Skills:</i> Develops entrepreneurial competence among Students |
| PO 7 | <i>Comprehensive Approach:</i> Strengthens their capacities in diversified areas of commerce and industry aiming towards overall development of Students. |
| PO 8 | <i>Morality & Humanism:</i> Enabling the student to act with morality and to follow ethical practices both on personal & professional front. |
| PO 9 | <i>Coping Business Environment:</i> Enabling the students how to cope with changing Business Environment both Internal & External Business Environment. |
| PO 10 | <i>Perpetual Learning</i> : Thus, after completing their graduation students develop a thorough understanding of the fundamentals in Commerce and Finance |

PROGRAMME SPECIFIC OUTCOMES

| | |
|--------------|--|
| PSO 1 | <i>Future Prospects</i> : Learners venture into Managerial positions, Accounting areas, Banking Sectors, Auditing, Company Secretaryship, Teaching, Professor, Stock Agents, Government Employment etc. |
| PSO 2 | <i>Professional Examinations</i> : Enables learners to prove themselves in different Professional examinations like CA, CS, CAT, GRE, CMA, MPSC, UPSC etc. |

SECTION 5**Curriculum / Scheme with Examination Grading
Scheme****INDUCTION PROGRAM**

| Induction Program (Mandatory) | |
|--------------------------------------|--|
| Duration | 03 weeks |
| Frequency | Induction program for the students to be offered right at the start of the first year |
| Activities | University Tour Motivational Movies Business Games/ Quiz Show Expert talks Meditation and Yoga sessions Universal Human Values Creative Arts (like Talent Hunt activities) |

SEMESTER WISE SUMMARY OF THE PROGRAM: BCOM

| S. No. | Semester | No. of Contact Hours | Marks | Credits |
|--------------|----------|----------------------|-------|---------|
| 1 | I | 29 | 800 | 26 |
| 2 | II | 32 | 800 | 29 |
| 3 | III | 29 | 800 | 26 |
| 4 | IV | 31 | 800 | 28 |
| 5 | V | 27 | 700 | 24 |
| 6 | VI | 27 | 700 | 25 |
| Total | | 175 | 4600 | 158 |

COURSE CATEGORY-WISE CREDIT DISTRIBUTION

| S. No. | Category | Number of Credits | Percentage Weightage |
|----------------------|-------------------------------------|-------------------|----------------------|
| 1 | University Core | - | - |
| 2 | University Open | - | - |
| 3 | Program Core | 94 | 59.5% |
| 4 | Program Elective | 22 | 13.9% |
| 5 | Program Specialization | - | - |
| 6 | MOOCs | - | - |
| 7 | Project / Research Projects | 2 | 1.2% |
| 8 | Thesis / Dissertation | - | - |
| 9 | Training / Internships/ Field Trips | - | - |
| 10 | Professional Skills | 8 | 5.06% |
| 11 | Any Other (Fundamental) | 32 | 20.2% |
| TOTAL CREDITS | | 158 | 100% |

EXAMINATION GRADING SCHEME

| Marks Percentage Range | Grade | Grade Point | Qualitative Meaning |
|-------------------------------|--------------|--------------------|----------------------------|
| 80.00 – 100.00 | O | 10 | OUTSTANDING |
| 70.00 – 79.99 | A+ | 9 | EXCELLENT |
| 60.00 – 69.99 | A | 8 | VERY GOOD |
| 55.00 – 59.99 | B+ | 7 | GOOD |
| 50.00 – 54.99 | B | 6 | ABOVE AVERAGE |

| | | | |
|---------------|----|---|---------|
| 45.00 – 49.99 | C | 5 | AVERAGE |
| 40.0 – 44.99 | P | 4 | PAAS |
| 0.00 – 39.99 | F | 0 | FAIL |
| ABSENT | AB | 0 | ABSENT |

Percentage Calculation: CGPA*10

First Semester:

| Subject | Contact Hours/Week | Credit | Contact | Evaluation Scheme | Exam Duration |
|---------|--------------------|--------|---------|-------------------|---------------|
|---------|--------------------|--------|---------|-------------------|---------------|

| Code | Title | L | T | P | Hrs. | (% of Total Marks) | | | (Hours) | |
|---|--|-----------|----------|----------|-----------|--------------------|----------|-------|---------|------|
| | | | | | | Internal | External | Total | | |
| Core Courses | | | | | | | | | | |
| BCM 1101 | Mercantile Law | 3 | - | - | 3 | 3 | 40 | 60 | 100 | 3Hrs |
| BCM 1102 | Basic Accounting Principles & Procedures | 3 | 2 | - | 4 | 5 | 40 | 60 | 100 | 3Hrs |
| BCM 1103 | Microeconomics | 4 | - | - | 4 | 4 | 40 | 60 | 100 | 3Hrs |
| BCM 1104 | Management Principles & Organization Behaviour | 3 | - | - | 3 | 3 | 40 | 60 | 100 | 3Hrs |
| Elective Course | | | | | | | | | | |
| BCM 1105 | Business Mathematics | 3 | 2 | - | 4 | 5 | 40 | 60 | 100 | 3Hrs |
| Ability Enhancement Compulsory Courses | | | | | | | | | | |
| BCM 1106 | Basic Communication | 3 | - | - | 3 | 3 | 40 | 60 | 100 | 3Hrs |
| BCM 1107 | Basic Computers | 2 | - | 2 | 3 | 4 | 40 | 60 | 100 | 3Hrs |
| Skill Enhancement Compulsory Courses | | | | | | | | | | |
| BCM 1108 | Environment Studies | 2 | - | - | 2 | 2 | 40 | 60 | 100 | 3Hrs |
| Total | | 23 | 4 | 2 | 26 | 29 | | | | |

L-- Lecture

T-- Tutorial

P---Practical

The breakup for internal evaluation (40 marks) is as follows:

1. Mid Semester Exams: 20
2. Assignment: 10
3. Attendance: 5
4. Class Participation: 5

Note: For Evaluation scheme see ordinance number 8 “Regulation for Academic Evaluation” RIMT University.

SUBJECT TITLE: Mercantile Law

SUBJECT CODE: BCM 1101
SEMESTER: I
CONTACT HOURS/WEEK:

| Lecture (L) | Tutorial (T) | Practical (P) | Credit (C) |
|-------------|--------------|---------------|------------|
| 3 | - | - | 3 |

Internal
Assessment: 40
End Term Exam: 60
Duration of Exam:3 Hrs
Objective and outcome of course:

- To develop understanding of the essential elements of contract law including formation, termination, current issues/changes.
- To make students understand various Acts applicable in business.

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|-----------------|--|---------------|
| UNIT-I | Law of Contract (1872): Introduction to nature of contract, Classification, Offer and acceptance, Capacity of parties to contract, Free consent; Consideration, Legality of object, Agreement declared void. | 15 |
| UNIT-II | Performance of contract; Discharge of contract, Remedies for breach of contract. Introduction to Sale of Goods Act, Salient Features of RTI Act. | 15 |
| UNIT-III | Negotiable Instruments Act (1881): Definition of negotiable instruments, Features; Promissory note, Bill of Exchange, Cheque; Holder and holder in the due course; Crossing of a cheque, types of crossing. | 15 |
| UNIT-IV | Law of Partnership: Introduction, formation, rights duties, liabilities of partners, The Consumer Protection Act (1886): Definition of consumer, Features, Grievance redressal machinery. | 10 |

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|--------------------|--|
| CO1 | BCM 1101. 1 | Students will gain knowledge of the fundamental legal framework governing commerce, trade, and business in India. |
| CO2 | BCM 1101.2 | To explain theoretical concepts of contract creation, performance, discharge, legal remedies for breach of contract, and other contract kinds pertaining to trade, business, and industry. |
| CO3 | BCM 1101. 3 | To understand the ability to write and comprehend legal agreements as well as a grasp of their legal rights and obligations within a contract. |
| CO4 | BCM 1101.4 | To recognize the duties of different types of business organizations as employers and their legal and financial structure. |

Recommended Books:

N D Kapoor Element of Mercantile Law Sultan Chand & Sons

M C Kuchhal Business Law Vikas Publication Gulshan, Kapoor Business Law including C. Law

New Age International Pathak, Akhileshwar Legal Aspects of Business, Tata McGraw Hill

Education Bare

Acts:

Indian Contract Act, 1872; Sale of Goods Act 1930

Instruction for Question Paper setter : The Question Paper should be divided into three parts. Part A shall consist of 12 MCQ's of 1 mark each . Part B shall consist of 6 short Questions of 4 marks each out of which 3 Questions shall have internal choice & Part C shall consist of 3 long questions of 8 marks each out of which one question shall have internal choice.

SUBJECT TITLE: Basic Accounting Principles & Procedures

SUBJECT CODE: BCM 1102

SEMESTER: I

CONTACT HOURS/WEEK:

| Lecture (L) | Tutorial (T) | Practical (P) | Credit (C) |
|-------------|--------------|---------------|------------|
| 3 | 2 | - | 4 |

Internal Assessment: 40

End Term Exam: 60

Duration of Exam : 3 Hrs

Objective and outcome of course:

- To provide an understanding of the basic principles of accounting and their application in business.
- To make the student familiar with generally accepted accounting principles of financial accounting and their applications in business organizations excluding corporate entities.

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|-----------------|---|---------------|
| UNIT-I | Introduction: Financial Accounting-definition and Scope, objectives of Financial Accounting, Accounting v/s Book Keeping, Terms used in accounting, users of accounting information and limitations of Financial Accounting. Conceptual Frame work: Accounting Concepts, Principles and Conventions, Accounting Standards-concept, objectives, benefits, brief review of Accounting Standards in India. | 10 |
| UNIT-II | Recording of Transactions: Voucher System;- Accounting Process, Journal, Ledger, Trial Balance Subsidiary Books, Cash Book, Bank Reconciliation Statement. Depreciation: Meaning, need & importance of depreciation, methods of charging depreciation (WDV &SLM). | 20 |
| UNIT-III | Preparation of Final Accounts: Preparation of Trading and Profit & Loss Account and Balance Sheet of sole proprietary business. Introduction to | |

| | | |
|----------------|--|----|
| | Company Final Accounts: Important provisions of Companies Act,1956 in respect of preparation of final accounts of a company. | 20 |
| UNIT-IV | Computerised Accounting: Computers and its application in accounting. Accounting software package (Tally) | 10 |

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|-----------|--|
| CO1 | BCM1102.1 | To Introduce Students with Accounting , Book- keeping , Concepts & Conventions , Accounting Standards etc. |
| CO2 | BCM1102.2 | Introduction to Accounting Cycle, Subsidiary Books , Depreciation Accounting , Preparation of Bank Reconciliation Statement. |
| CO3 | BCM1102.3 | Enabling Students to prepare Financial Statements. Introduction to Company Final Accounts: Important provisions of Companies Act, 1956 in respect of preparation of final accounts of a company. |
| CO4 | BCM1102.4 | Computerised Accounting: Computers and its application in accounting. Accounting software package (Tally) |

Recommended Books:

- 1.Gupta, Ambrish, “Financial Accounting for Management: An Analytical Perspective”, Pearson Education, New Delhi.
2. Khatri, Dhanesh, “Financial Accounting” Tata McGraw-Hill, New Delhi.
3. Horngren, Charles T., Sundem, Gart I, Elliot, John A. Philbrick, Donna R. ,“Introduction to Financial Accounting”, Prentice Hall New Delhi.
4. Ramachandran, N and Kakani, Ram,“Financial Accounting for Management”, Tata McGraw-Hill, New Delhi.

Instruction for Question Paper setter : The Question Paper should be divided into three parts. Part A shall consist of 12 MCQ’s of 1 mark each . Part B shall consist of 6 short Questions of 4 marks each out of which 3 Questions shall have internal choice & Part C shall consist of 3 long questions of 8 marks each out of which one question shall have internal choice.

SUBJECT TITLE: Microeconomics

SUBJECT CODE: BCM 1103

SEMESTER: I

CONTACT HOURS/WEEK:

| Lecture (L) | Tutorial (T) | Practical (P) | Credit (C) |
|-------------|--------------|---------------|------------|
| 4 | - | - | 4 |

Internal

Assessment: 40

End Term Exam: 60

Duration of Exam : 3 Hrs

Objective and outcome of course :

- To analyse area of economics encompassing individual parts of the economy such as

individual firms or industries, individual consumers, and individual products.

- To provide an introduction to the economic theory and the basic concepts of microeconomics, utility functions, production functions, demand and supply, & price determination.

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|-----------------|---|---------------|
| UNIT-I | Nature and Scope of Micro Economics; Consumer equilibrium; Utility Approach: Law of Diminishing Marginal Utility and Law of Equi-Marginal Utility; Indifference Curve Approach: Consumer Equilibrium; Income. Price and Substitution Effect. Revealed Preference Theory; Meaning of Demand and Its Types. | 15 |
| UNIT-II | Law of Demand; Derivation of Law of Demand. Elasticity of Demand: its measurement: Price, Income and Cross Elasticity's of Demand. Theory of Production Law of Variable Proportion: Total; Average and Marginal. Physical Product; Production Possibility Curve, Marginal Rate of Technical Substitution; Returns to Scale. | 15 |
| UNIT-III | Theory of Cost: Short and Long Period Costs, Concepts of Total Cost, Marginal and Average Cost. Concept of Revenue: Total Revenue; Average Revenue; Relationship between Average and Marginal Revenue and Elasticity of Demand: Break Even Analysis and Profit Forecasting in Short Run. | 15 |
| UNIT-IV | Equilibrium of Firm and Industry: Perfect Competition; Assumptions; Price Determination; Monopoly; Concept; Assumption; Price Determination; Monopoly Power, Control and Regulation; Discriminating Monopoly. | 15 |

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|-----------|---|
| CO1 | BCM1103.1 | Understanding of the concepts of Economics , Consumers Equilibrium , law of Diminishing Marginal Utility , Law of Equi Marginal Utility , Indifference Curve etc. |
| CO2 | BCM1103.2 | Introduction to Law of Demand , Elasticity of Demand , Law of Variable proportions & Returns to Scale . |
| CO3 | BCM1103.3 | Understanding of the concepts of Cost , Revenue , Break Even Analysis & Profit Forecasting . |
| CO4 | BCM1103.4 | Introduction to Equilibrium of Firm & Industry , Perfect Competition & Monopoly. |

Recommended Books:

- Koutosoyianni's : Modern Micro Economics

- Ahuja, H.L. : Advanced Economic Theory
- Stonies and Hague : A Textbook of Economic Theory

Instruction for Question Paper setter : The Question Paper should be divided into three parts. Part A shall consist of 12 MCQ's of 1 mark each . Part B shall consist of 6 short Questions of 4 marks each out of which 3 Questions shall have internal choice & Part C shall consist of 3 long questions of 8 marks each out of which one question shall have internal choice.

SUBJECT TITLE: Management Principles & Organization Behaviour

SUBJECT CODE: BCM 1104

SEMESTER: I

CONTACT HOURS/WEEK:

| Lecture (L) | Tutorial (T) | Practical (P) | Credit I |
|-------------|--------------|---------------|----------|
| 3 | - | - | 3 |

Internal Assessment: 40

End Term Exam: 60

Duration of Exam:3 Hrs

Objective and outcome of course:

- To provide fundamental knowledge and exposure to the concepts, theories and practices in the field of management.
- To focuses on the basic roles, skills and functions of management, with special attention to managerial responsibility for effective and efficient achievement of goals.

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|-----------------|---|---------------|
| UNIT-I | Introduction – Nature and process of management, basic managerial roles and skills, nature of managerial work .Planning: concept, purpose and process of planning, kinds of plans, strategies, policies and planning, premises, goal setting, MBO. Organizing: Meaning, Nature and Purpose of organization, Forms of organization: Line, Functional and Line and Staff, Formal and informal organization. | 15 |
| UNIT-II | Staffing: Meaning, nature and functions of HRM, Significance of staffing, Recruitment: Process, Selection: Process, Controlling: Meaning, nature, importance, scope, principles, prerequisites, steps, limitations and techniques. | 15 |
| UNIT-III | Introduction: definition of organizational behavior and its relevance in today's business environment, contributing disciplines to Organization Behavior (OB), challenges and prospects for OB. Perception – nature, importance, perceptual selectivity, stereotyping, halo effect. Learning: philosophies of learning, behavior modification. | 15 |
| UNIT-IV | Motivation:types of motivation, theories of work motivation given by Maslow, Herzberg, McGregor, procedure of motivation. Leadership: nature &importance of leadership, theories of leadership, leadership traits, Behavioral Styles in leadership, Johari Window Model. | 10 |

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|------------|--|
| CO1 | BCM 1104.1 | Acquire the basic knowledge on nature, scope and functions of management and the various theories pertaining to it. Also, to familiarize the concept of planning and the various types of plan under it along with the concept of organizing and its different structures. |
| CO2 | BCM 1104.2 | Emphasize upon the concept of fulfilling human resource in an organisation using the concept of selection and staffing, along with the various aspects relating to controlling and its need in an organisation |
| CO3 | BCM 1104.3 | Evaluate the different aspects of organisation behavior and introducing the meaning and practical use of the concept of perception and various philosophies of learning. |
| CO4 | BCM 1104.4 | Highlighting the need, importance and the application of motivation and leadership along with their theories. |

Recommended Books:

1. Robbins, S.P., & Coulter, M.K., “Management”, Pearson Education Inc., New Delhi.
2. Gupta, Meenakshi, “Principles of Management”, PHI Learning Pvt. Ltd., New Delhi.
3. Koontz, H., Weihrich, H., & Aryasri, A.R., “Essentials of Management”, Tata McGraw-Hill, New Delhi.
4. Aswathapa, K. “Essential of Business Administration”, Himalaya Publishing House, Mumbai.

Instruction for Question Paper setter : The Question Paper should be divided into three parts. Part A shall consist of 12 MCQ’s of 1 mark each . Part B shall consist of 6 short Questions of 4 marks each out of which 3 Questions shall have internal choice & Part C shall consist of 3 long questions of 8 marks each out of which one question shall have internal choice.

SUBJECT TITLE: BUSINESS MATHEMATICS

SUBJECT CODE: BCM 1105

SEMESTER: I

CONTACT HOURS/WEEK:

| Lecture (L) | Tutorial (T) | Practical (P) | Credit I |
|-------------|--------------|---------------|----------|
| 3 | 2 | - | 4 |

Internal Assessment: 40

End Term Exam: 60

Duration of Exam: 3 Hrs

Objective and outcome of course:

- To provide fundamental knowledge and exposure to the concepts of algebra & Calculus and its real life practical applications.
- To provide mathematical training, thinking, and problem-solving methods across a wide range of fields

Contents of Syllabus:

| Sr. No | Contents | Contact |
|--------|----------|---------|
|--------|----------|---------|

| | | Hours |
|-----------------|---|--------------|
| UNIT-I | (ALGEBRA-1):Arithmetic progression (A.P),Geometric Progression (G.P),And Harmonic Progression with simple practical applications in real life business environment ,Set theory and its real life practical applications. | 15 |
| UNIT-II | (ALGEBRA-2): Permutations and Combinations,Binomial Theorem , Determinants with simple applications for solutions of linear simultaneous equations using Cramer's Rule,Matrices with simple applications for solution of linear simultaneous using matrix inversion method. | 15 |
| UNIT-III | (CALCULUS): Real number systems, constants and variables ,functions,Graphical representations of functions, limits and continuity of functions,first principle of differential calculus,Derivatives of simple algebraic functions and applications of derivatives in Economic and Commerce,Maximum and Minimum. | 15 |
| UNIT-IV | (CO-ORDINATE GEOMETRY): Rectangular cartesian Co-Ordinates in a plane, Equations of straight lines and the concept of gradient with its practical applications in real life business problems. | 10 |

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|------------|--|
| CO1 | BCM 1105.1 | Apply your understanding of algebra, matrices, calculus, and optimization to the solution of business problems. |
| CO2 | BCM 1105.2 | Display the mathematical abilities needed in fields of commerce that involve a lot of arithmetic, including finance and economics. |
| CO3 | BCM 1105.3 | Recognize the significance and worth of mathematical training, thinking, and problem-solving methods across a wide range of fields. |
| CO4 | BCM 1105.4 | Realize and value how theory and applications are related, and comprehend the crucial function math plays in all sectors of the corporate world. |

Recommended Books:

- Mathematics for Economics and Business by R.S.Bhardwaj.
- Business Mathematics by Padmalochan Hazarika.
- Business Mathematics by D.C.Sancheti and V.K.Kapoor.
- Mathematical Economics by Dowling,T.Edword.
- Mathematics Analysis for Economics by Allen,RGD.

Instruction for Question Paper setter : The Question Paper should be divided into three parts. Part A shall consist of 12 MCQ's of 1 mark each . Part B shall consist of 6 short Questions of 4 marks each out of which 3 Questions shall have internal choice & Part C shall consist of 3

long questions of 8 marks each out of which one question shall have internal choice.

SUBJECT TITLE: Basic Communication

SUBJECT CODE: BCM 1106

SEMESTER: I

CONTACT HOURS/WEEK:

| Lecture (L) | Tutorial (T) | Practical (P) | Credit (C) |
|-------------|--------------|---------------|------------|
| 3 | - | - | 3 |

Internal Assessment: 40

End Term Exam: 60

Duration of Exam; 3 Hrs

Objective and outcome of course:

- To share fundamental knowledge and exposure to the concepts, theories and practices in the field of communications.
- To make student conversant with the basic forms, formats and techniques of business communications.

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|-----------------|--|---------------|
| UNIT-I | Basic parts of speech:Noun, pronoun, verb, adjective, adverb, preposition, Articles,Tenses: introduction, uses of present, past and future tense, Preposition ,Use of punctuations.Types of sentence: simple compound and complex , transformation of sentence: active and passive, Direct and indirect speech. | 10 |
| UNIT-II | Correct word usage – Homonyms, antonyms and synonyms. Vocabulary building:idioms, one word substitution. Communication – its meaning & importance. Types of communication – Verbal communication and non- verbal communication, upward communication, downward communication, internal and external communication. Communication Process. | 5 |
| UNIT-III | Basic models of Communication: Shannon and Waver’s model of communication, Berlo’s S-M-C-R model. Essentials of effective business communication – 7C’s of communication. | 5 |
| UNIT-IV | Barriers to effective Communication: How do Barriers Arise? Types of Barriers, Overcoming Barriers.Business etiquettes: Email and net etiquettes, etiquette of the written word, etiquettes on the telephone, handling business meetings.. | 5 |

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|------------|--|
| CO1 | BCM 1106.1 | To evolve various Soft skills, among students through debates, group discussions etc so that will help them to be globally acknowledged. |
| CO2 | BCM 1106.2 | To teach Soft and critical and analytical skills to students that will help to learn about business scenario. |
| CO3 | BCM 1106.3 | To create innovation, Utilize research and evolve ethical values among the students. |
| CO4 | BCM 1106.4 | To develop critical thinking and creativity among the students |

Recommended Books:

1. Wren & Martin, *English Grammar and Composition*, Sultan Chand & Sons.
2. Lesikar, *Business Communication: Making Connections in a Digital World*, McGraw Hill
3. S C Sharma, Shiv N. Bhardwaj, *A Textbook of Grammar and Composition*, Jawahar Book centre
4. Boove, Thill, Chaturvedi, *Business Communication Today*, Pearson Education.
5. Murphy and Hildebrandt, *Effective Business Communication*, Tata McGraw Hill Education

Instruction for Question Paper setter : The Question Paper should be divided into three parts. Part A shall consist of 12 MCQ's of 1 mark each . Part B shall consist of 6 short Questions of 4 marks each out of which 3 Questions shall have internal choice & Part C shall consist of 3 long questions of 8 marks each out of which one question shall have internal choice.

SUBJECT TITLE: Basic Computers

SUBJECT CODE: BCM 1107

SEMESTER: I

CONTACT HOURS/WEEK:

| Lecture (L) | Tutorial (T) | Practical (P) | Credit (C) |
|-------------|--------------|---------------|------------|
| 2 | - | 2 | 3 |

Internal Assessment: 40

End Term Exam: 60

Duration of Exam; 3 Hrs

Objective and outcome of course:

- To develop skill among students in applications of internet in commerce education
- To introduce MS Excel by applying formula, functions and performed graphs and charts on the created table

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|--------|----------|---------------|
| | | |

| | | |
|-----------------|---|----|
| UNIT-I | Computer: Introduction, characteristics, Application and Classification of Computer, generation of computer, Overview of Software and Hardware, Input and Output devices, Computer Memory: RAM, ROM, Number System and its Inter Conversion Introduction to Operating System, DOS and WINDOWS, Understanding the control panel, Opening and exiting Windows applications, | 10 |
| UNIT-II | Introduction to MS Word: Basic Features, Starting and exiting word, Creating Editing and Saving a Word document, Inserting Pictures and Symbols, Working with text, creating a Table, Formatting Documents, Previewing and Printing Documents. | 10 |
| UNIT-III | Introduction to MS Power Point: Power Point Basics, Creating and Saving, Presentations, Inserting Pictures and Graphics, Inserting slides from other Presentations, Slide Show View. | 10 |
| UNIT-IV | Introduction to MS Excel: Creating spread sheets by entering text formulas and numbers Making Graphs in Excel, Sorting data in Excel, Basic introduction to Internal and its applications: Search Engines and email. | 10 |

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|------------|---|
| CO1 | BCM 1107.1 | To provide knowledge about fundamental concept of computers including input and output devices, computer languages, an operating system, use the Internet safely. |
| CO2 | BCM 1107.2 | Illustrate the documentation using MS Word, exploring various menu options and tools on the ribbon with formatting paragraph and working with tables. |
| CO3 | BCM 1107.3 | Describe working with worksheets in MS Excel by applying formula, functions and performed graphs and charts on the created table. |
| CO4 | BCM 1107.4 | Creation of Power point presentation along with multimedia, animation and transition effects. |

Recommended Books:

1. Microsoft Office 2000 Complete: BPB Publication.
2. Alexis Leon, Mathews Leon: Introduction to Computers with MS Office 2000, Tata McGraw
3. Implementing Tally: BPB Publication 4. PC Complete, BPB Publications

Instruction of Question Paper setter: The Question Paper should be divided into three parts. Part A shall consist of 12 MCQ's of 1 mark each . Part B shall consist of 6 short Questions of 4 marks each out of which 3 Questions shall have internal choice & Part C shall consist of 3 long questions of 8 marks each out of which one question shall have internal choice.

SUBJECT TITLE: Environment Studies

| | | | |
|--------------------|---------------------|----------------------|-------------------|
| Lecture (L) | Tutorial (T) | Practical (P) | Credit (C) |
|--------------------|---------------------|----------------------|-------------------|

| | | | | |
|-------------------------------|----------|----------|----------|----------|
| SUBJECT CODE: BCM 1108 | 2 | - | - | 2 |
|-------------------------------|----------|----------|----------|----------|

SEMESTER: I
CONTACT HOURS/WEEK:
Internal
Assessment: 40
End Term Exam: 60
Duration of Exam: 3 Hrs
Objective and outcome of course:

- To give students an insight into concepts of environmental & road safety awareness.
- To introduce multidisciplinary nature of environmental studies, Biodiversity and conservation

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|-----------------|--|---------------|
| UNIT-I | The multidisciplinary nature of environmental studies. Definition, scope and importance. Concept of Biosphere: Lithosphere, Hydrosphere, Atmosphere. Need for public awareness. Natural Resources – Renewable and non-renewable resources. Natural resources and associated problems: Forest resources: use and over exploitation, deforestation and its impact .Water resources: use and overutilization of surface and ground water and its impact. Mineral resources: use and effects on environment on over exploitation. Food resources: Effects modern agriculture, fertilizer-pesticide problem, water logging and salinity .Energy resources: Growing energy needs, renewable and non-renewable energy sources, use of alternate energy resources. Role of an individual in conservation of natural resources for sustainable development. | 10 |
| UNIT-II | Ecosystem and its components: Definition, structure and function; producer, consumer and decomposer .Types of Ecosystem (Introduction only).Food Chains, food web and ecological pyramids. Biodiversity and conservation Introduction – Definition: genetic, species and ecosystem diversity, value of biodiversity. Hot spots of biodiversity Threats to biodiversity: habitat loss, man-wildlife conflicts. Endangered and endemic species of India. Conservation of Biodiversity. Environmental Pollution Definition , causes, effects and control measures of Air pollution ,Water pollution, Soil pollution, Marine pollution, Noise pollution, Thermal pollution ,Nuclear hazard. Role of an individual in prevention of pollution. | 5 |
| UNIT-III | Solid waste management: vermin-composting. Disaster management : Floods, earthquake, cyclone and landslides. Social Issues and the Environment Urban problems related to energy.Water conservation rain water harvesting, water shed management.Resettlement and rehabilitation of people: its problems and concerns.Climate changes, global warming, acid rain, ozone layer depletion.Consumerism and waste products.Population explosion – Family welfare programme. | 5 |
| UNIT-IV | Introduction to Environmental Protection Laws in India,Environmental Protection Act.,Air (Prevention and control of pollution) Act.,Water (Prevention and Control of pollution) Act.,Wild life Protection Act.Forest Conservation Act.Issues involved in the enforcement of environmental legislation. Road safety Awareness. Concept and significance of Road safety. Traffic signs.Traffic rules.Traffic Offences and penalties. How to obtain license, Role of first aid in Road Safety. | 5 |

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|------------|---|
| CO1 | BCM 1108.1 | To understand core concepts and methods from ecological and physical sciences and their application in environmental problem-solving. |
| CO2 | BCM 1108.2 | To appreciate key concepts from economic, political, and social analysis as they pertain to the design and evaluation of environmental policies and institutions. |
| CO3 | BCM 1108.3 | To appreciate the ethical, cross-cultural, and historical context of environmental issues and the links between human and natural |

| | | |
|------------|------------|--|
| | | systems. |
| CO4 | BCM 1108.4 | To reflect critically about their roles and identities as citizens, consumers and environmental actors in a complex, interconnected world. |

Recommended Books:

- 1.Environmental Economics in Theory and Practice-Hanley, N. Shorgen,J,White,B
2. Industrial Safety Health and Environmental Management-Jain R.K. Rao S.S
- 3.Environmental Science: Earth as a living Planet, 9th ed. –Botkin, D. Keller, E. 2014
- 4.Environmental Geology Facing the Challenges of Our Changing Earth-Erickson, J
- 5.Environmental Geology–Keller A.Edward
- 6.Earth Science–Tarbuck. J. Edward Lutgens K. Friederick

Instruction of Question Paper setter: The Question Paper should be divided into three parts. Part A shall consist of 12 MCQ's of 1 mark each . Part B shall consist of 6 short Questions of 4 marks each out of which 3 Questions shall have internal choice & Part C shall consist of 3 long questions of 8 marks each out of which one question shall have internal choice.

Second Semester:

| Subject | | Contact Hours/Week | | | Credit | Contact Hrs. | Evaluation Scheme (% of Total Marks) | | | Exam Duration (Hours) |
|---|---------------------------|--------------------|---|---|--------|--------------|--------------------------------------|----------|-------|-----------------------|
| Code | Title | L | T | P | | | Internal | External | Total | |
| Core Courses | | | | | | | | | | |
| BCM 1201 | Human Resource Management | 3 | - | - | 3 | 3 | 40 | 60 | 100 | 3Hrs |
| BCM -1202 | Financial Accounting | 4 | 2 | - | 5 | 6 | 40 | 60 | 100 | 3Hrs |
| BCM -1203 | Macroeconomics | 4 | 2 | - | 5 | 6 | 40 | 60 | 100 | 3Hrs |
| BCM -1204 | Marketing Management | 4 | - | - | 4 | 4 | 40 | 60 | 100 | 3Hrs |
| Elective Course | | | | | | | | | | |
| BCM -1205 | Business Statistics | 4 | - | - | 4 | 4 | 40 | 60 | 100 | 3Hrs |
| Ability Enhancement Compulsory Courses | | | | | | | | | | |
| BCM -1206 | Business Communication | 2 | - | - | 2 | 2 | 40 | 60 | 100 | 3Hrs |
| BCM -1207 | Advanced Computers Skills | 3 | - | 2 | 4 | 5 | 40 | 60 | 100 | 3Hrs |

| Skill Enhancement Compulsory Courses | | | | | | | | | | |
|---|--------------------------------|-----------|----------|----------|-----------|-----------|----|----|-----|------|
| BCM -1208 | Human Values & Business Ethics | 2 | - | - | 2 | 2 | 40 | 60 | 100 | 3Hrs |
| Total | | 26 | 4 | 2 | 29 | 32 | | | | |

L-- Lecture

T-- Tutorial

P---Practical

The breakup for internal evaluation (40 marks) is as follows:

1. Mid Semester Exams: 20
2. Assignment: 10
3. Attendance: 5
4. Class Participation: 5

Note: For Evaluation scheme see ordinance number 8 “Regulation for Academic Evaluation” RIMT University.

SUBJECT TITLE: Human Resource Management

SUBJECT CODE: BCM 1201

SEMESTER: II

CONTACT HOURS/WEEK:

| Lecture (L) | Tutorial (T) | Practical (P) | Credit (C) |
|--------------------|---------------------|----------------------|-------------------|
| 3 | - | - | 3 |

Internal Assessment: 40

End Term Exam: 60

Duration of Exam: 3 Hrs

Objective and outcome of course:

- To provide an in-depth overview of the field of HRM,
- To elaborate the roles and responsibilities of HR professionals

Strategy.

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|-----------------|--|----------------------|
| UNIT-I | Introduction: Definition; Nature, Scope & Objectives; Need; Significance of Human resource management. Manpower Planning: Definition, Objectives, Process, Factors affecting Manpower Planning. Job Analysis: Meaning, Objectives, Uses, Process; Techniques and Problems. | 10 |
| UNIT-II | Recruitment: Meaning, Process, Sources, Methods. Selection: Meaning, Importance, Process. Tests and interviews, placement and induction. Job changes - transfers and promotions. | 10 |
| UNIT-III | Training and development: concept and importance; identifying training and development needs; evaluating training effectiveness. Career planning and development: Meaning, Objectives, Steps in effective career planning. Performance appraisal system: nature and objectives; techniques of performance appraisal; Differentiation between | 15 |

| | | |
|----------------|---|-----------|
| | Performance and Potential appraisal. | |
| UNIT-IV | Compensation: concept, policies and administration; Methods of wage payments and incentive plans; fringe benefits; performance linked compensation. Job evaluation: Meaning, Importance, Methods. Maintenance: employee health and safety; Grievance handling and redressal system. | 10 |

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|-----------|---|
| CO1 | BCM1201.1 | Explain the fundamentals of Human Resource Management and study the evolution of HRM. |
| CO2 | BCM1201.2 | Review various functions of HRM that smooth the progress of employee hiring viz. planning, job analysis, recruitment and selection. |
| CO3 | BCM1201.3 | Recognize the role of T&D, career development and performance evaluation in human resource development. |
| CO4 | BCM1201.4 | Scrutinize the functions of reimbursement management namely, wages and salary administration, benefits and perks. |

Recommended Books:

1. Rao V.S.P. Human Resource Management, Excel books
2. Monnappa and Saiyadan, Personnel Management, Tata Mcgraw Hill.
3. Dessler, Garg, Human Resource Management, Pearson education.
- 4 C.B. Memoria Personal Management Himalaya
- 5 K. Aswathappa Human Resource Management Tata McGrawHill
- 6 C.B. Gupta Human Resource Management Sultan Chand and Sons

Instruction for Question Paper setter: The Question Paper should be divided into three parts. Part A shall consist of 12 MCQ's of 1 mark each. Part B shall consist of 6 short Questions of 4 marks each out of which 3 Questions shall have internal choice & Part C shall consist of 3 long questions of 8 marks each out of which one question shall have internal choice.

SUBJECT TITLE: Financial Accounting

SUBJECT CODE: BCM 1202

SEMESTER: II

CONTACT HOURS/WEEK:

| Lecture (L) | Tutorial (T) | Practical (P) | Credit (C) |
|--------------------|---------------------|----------------------|-------------------|
| 4 | 2 | - | 5 |

Internal

Assessment: 40

End Term

Exam: 60

Duration of Exam: 3 Hrs

Objective and outcome of course:

- To acquire Conceptual & Practical Knowledge about the Techniques for preparing

accounts in different Business Organizations.

- To provide the information about Accounting for Branches and Accounting for Non Profit Organisations.

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|-----------------|--|---------------|
| UNIT-I | Accounting for Dissolution of the Partnership Firm: Accounting of Dissolution of the Partnership Firm including Insolvency of partners, sale to a limited company and piecemeal distribution. | 10 |
| UNIT-II | Accounting for Branches: Concept of dependent branches; accounting aspects; debtors system, stock and debtors system, branch final accounts system and whole sale basis system, Independent branches; Concept-accounting treatment: important adjustment entries and preparation of consolidated profit and loss account and balance sheet. Departmental Accounts: Meaning and purpose, allocation of expenses, inter departmental transfers | 15 |
| UNIT-III | Accounting for Hire Purchase and Installment System: Calculation of interest, partial and full repossession, Hire purchase trading (total cash price basis), stock and debtors system; Concepts of Lease - Operating and Financial lease (theory only) | 15 |
| UNIT-IV | Royalty: Meaning and features, Types- Mining, Patent & Copyright, Minimum or dead rent, Short-workings and Excess-workings, Royalties receivable and Sublease. Accounting for Non Profit Organisations. | 10 |

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|-----------|---|
| CO1 | BCM1202.1 | Familiarizing the students with the concepts and the accounting treatment pertaining to dissolution of the partnership firm along with the insolvency of partners. |
| CO2 | BCM1202.2 | Discover the fundamental concepts of terminology like "departmental accounts," "inter departmental transfer," "branch accounting," "stock and debtors system," as well as how they are treated in accounting. |
| CO3 | BCM1202.3 | Gain knowledge about core concepts and terminology like hire purchase and installment system along with theoretical understanding of leasing. |
| CO4 | BCM1202.4 | Emphasize upon the topic and the varied components of royalty and the accounting treatment of not for profit organizations. |

Recommended Books:

- Mohamed Hanif and Mukherjee Amitabha., "Financial Accounting", McGraw Hill Education, New Delhi.
- Maheshwari, S.N., and Maheshwari, S. K., "Financial Accounting", Vikas Publishing House, New Delhi.
- Anthony, R.N. and Reece, J.S., "Accounting Principles", Richard Irvin Inc.

4. Lal, Jawahar., and Srivastava, Seema., “Financial Accounting Text & Problems”, Himalaya Publishing House, New Delhi.
5. Tulsian, P.C., “ Financial Accounting”, Tata McGraw Hill, New Delhi.
6. Elliott, Barry., and Elliott, Jamie., “ Financial Reporting and Analysis”, Prentice Hall International.
7. Horngren, Charles T., “ Introduction to Financial Accounting”, Pearson Education.

Note: Latest edition of text book and references must be used.

Instruction for Question Paper setter: The Question Paper should be divided into three parts. Part A shall consist of 12 MCQ’s of 1 mark each . Part B shall consist of 6 short Questions of 4 marks each out of which 3 Questions shall have internal choice & Part C shall consist of 3 long questions of 8 marks each out of which one question shall have internal choice.

SUBJECT TITLE: Macroeconomics

SUBJECT CODE: BCM1203

SEMESTER: II

CONTACT HOURS/WEEK:

| Lecture (L) | Tutorial (T) | Practical (P) | Credit (C) |
|-------------|--------------|---------------|------------|
| 4 | - | - | 4 |

Internal Assessment: 40

End Term Exam: 60

Duration of Exam : 3 Hrs

Objective and outcome of course:

- To provide students with a unified framework that can be used to analyze macroeconomic issues such as flow of income and expenditure, national income
- To share the practical application of consumption function, theory of investments, interest rates determinants, inflation, monetary and fiscal policies in a modern economy

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|-----------------|---|---------------|
| UNIT-I | Meaning, Nature and Scope of Macro Economics, Importance & Limitations of Macro Economics. Some Concepts: Stock and flow variables, General and Partial Equilibrium, Static and Dynamic analysis, Open and Closed Economy, Circular flow of Production & Income. National Income : Concepts, methods of measurement, difficulties and importance | 15 |
| UNIT-II | Theory of Income and Employment: Say’s Law of Market, Classical & Keynesian theory of output and employment. Consumption Function: Meaning, determinants and importance. Theories of Consumption: Absolute income hypothesis, Relative income hypothesis, permanent income hypothesis & life cycle hypothesis. Investment Theories: Meaning, types and determinants of investment, marginal efficiency of capital and internal rate of return | 10 |
| UNIT-III | Theory of Multiplier: Static and dynamic multiplier, tax multiplier, balanced budget multiplier, leakages from the multiplier. The Paradox of thrift & multiplier. Money: Definition, types & significance of money in a modern economy, Keynesian theory of money & prices. | 10 |

| | | |
|----------------|--|----|
| UNIT-IV | Inflation: Meaning and types of Inflation. Classical & Keynesian theory of inflation, Inflation & unemployment- Phillips curve. Stabilization policies: Monetary and fiscal policies & their instruments. | 10 |
|----------------|--|----|

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|-----------|--|
| CO1 | BCM1203.1 | Familiarizing the students with the concepts relating to macroeconomics and national income. |
| CO2 | BCM1203.2 | Discover the fundamental concepts of Theory of Income and Employment, Consumption Function and theories of investment. |
| CO3 | BCM1203.3 | Gain knowledge about core concepts and terminology like Static and dynamic multiplier, tax multiplier, Keynesian theory etc. |
| CO4 | BCM1203.4 | Emphasize upon the topic and the varied components of Inflation along with its theories. |

Recommended Books:

1. Ackley, G : Macroeconomic Theory, Macmillan, New York
2. Ahuja, H.L : Advanced Economic Theory
3. Stonnies & Hauge: A Textbook of Economic Theory
4. Shapiro, Edward, Macro Economics, Mc Graw Hills Edu.
5. D.N. Dwivedi, Managerial Economics, Mc Graw Hills Edu.

Instruction for Question Paper setter : The Question Paper should be divided into three parts. Part A shall consist of 12 MCQ's of 1 mark each . Part B shall consist of 6 short Questions of 4 marks each out of which 3 Questions shall have internal choice & Part C shall consist of 3 long questions of 8 marks each out of which one question shall have internal choice

SUBJECT TITLE: Marketing Management

SUBJECT CODE: BCM 1204

SEMESTER: II

CONTACT HOURS/WEEK:

| Lecture (L) | Tutorial (T) | Practical (P) | Credit I |
|-------------|--------------|---------------|----------|
| 4 | - | - | 4 |

Internal Assessment: 40
End Term Exam: 60
Duration of Exam: 3 Hrs

Objective and outcome of course:

- To make students understand concepts, philosophies, processes and techniques of managing the marketing operations of a firm in turbulent business environment.

- To provide better understanding of the complexities associated with marketing functions, strategies and provides students with the opportunity to apply the key concepts to practical business situations.

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|-----------------|---|---------------|
| UNIT-I | Introduction, Nature, Scope and Importance of Marketing. Difference between consumers and customers. Market Orientation, Principles of Marketing. | 10 |
| UNIT-II | The marketing Mix and the 4 Ps. Product, Price Meaning, Importance and Objective, Factors Affecting Pricing, Pricing Policies. Place: Marketing Channels: Retailing, Wholesaling, Warehousing and Physical Distribution. Promotion Mix: Personal Selling, Advertising, Sales Promotion, (push versus pull strategy) | 10 |
| UNIT-III | Types of Marketing: Service Marketing: Features & importance, Characteristics of Service Marketing, Tangibility Spectrum, Challenges for Services, Service Marketing Mix, Rural Marketing: Definition, Evolution, Characteristics, Challenges, Strategies- 4 A's approach. E-Commerce: Meaning & Types of E – Commerce, Future of E-Commerce. Environment Scanning: Understanding the Internal and External Environment. | 10 |
| UNIT-IV | Market Segmentation: Meaning and Basis for Segmenting Business Markets. Targeting: Definition and Target Marketing Strategies, Positioning: Meaning and Strategies of Positioning. | 10 |

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|------------|---|
| CO1 | BCM 1204.1 | Explain various Concepts of Marketing. Analyzing Marketing Environment. |
| CO2 | BCM 1204.2 | Describing Segmentation vs. mass marketing. Marketing mix |
| CO3 | BCM 1204.3 | Describing different stages of PLC & Explain New Product Development. |
| CO4 | BCM 1204.4 | Explain Wholesaling, Retailing, physical distribution system and its components |

Recommended Texts

- Kotler / Koshy / Keller / Jha [2009] –Marketing Management–A South Asian Perspective, 13th Ed. –Pearson Education (Reference Book)
- Kotler Philip, Marketing Management Analysis, Planning, Implementation and Control, Prentice Hall, New Delhi (2008)
- CZINKOTA/Kotabe/Mercer [1997] – Marketing Management Blackwell Busines
- Gary Armstrong, Michael Harker, Philip Kotler and Ross Brennan, Marketing: An Introduction, Financial Times Prentice Hall (2009)

INSTRUCTION FOR QUESTION PAPER SETTER: The question paper should be divided into three parts. Part A shall consist of 12 mcq's of 1 mark each. Part B shall consist of 6 short questions of 4 marks each out of which 3 questions shall have internal choice and Part C shall consist of 3 long questions of 8 marks each out of which 1 question shall have internal choice.

SUBJECT TITLE: Business Statistics

SUBJECT CODE: BCM1205

SEMESTER: II

CONTACT HOURS/WEEK:

| Lecture (L) | Tutorial (T) | Practical (P) | Credit (C) |
|-------------|--------------|---------------|------------|
| 4 | 2 | - | 5 |

Internal Assessment: 40

End Term Exam: 60

Duration of Exam: 3 Hrs

Objective and outcome of course:

- To enable the students to understand statistics, how and when to apply statistical techniques
- To enable students well versed with decision making situations and how to interpret the results.

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|-----------------|--|---------------|
| UNIT-I | Statistics: Definition, Importance & Limitation, Collection of data, classification and presentation of frequency distribution. Measures of Central Tendency and Dispersion : Meaning and objectives of measure of central tendency- arithmetic mean, median, mode, geometric mean and harmonic mean, characteristics, applications and limitations of these measures; Measure of variation, range, quartile deviation, mean deviation and standard deviation, coefficient of variation. | 15 |
| UNIT-II | Regression Analysis: Introduction, Utility, Method of Least Squares, Coefficient of Regression, Standard Error of Estimate, Coefficient of Determination. Correlation: Meaning of correlation, types of correlation positive and Measurement of Correlation: Karl Pearson's Coefficient of Correlation, Spearman's Rank Correlation. | 10 |
| UNIT-III | Time Series and Forecasting: Introduction, Components of Time Series Analysis, Measurement of Secular Trend and Measurement of Seasonal Variations, Measurement of Cyclical Variations. Index Numbers: Introduction, Price Index Numbers, Quantity Index Numbers, Choice of Base for Computing Index Numbers. Interpolation and Extrapolation: Introduction, Utility, Assumptions, Methods of Interpolation, Extrapolation (formulae used). | 15 |
| UNIT-IV | Probability & Probability Distributions: Definition, Basic concepts, Events and experiments, random variables, expected value Types of probability: Classical approach, Relative frequency approach or empirical probability, Subjective approach to probability, Theorems of probability: Addition theorem, Multiplication theorem, Conditional probability, Bays Theorem. | 10 |

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|-----------|---|
| CO1 | BCM1205.1 | Highlight the key terminology, concepts tools and techniques used in business statistical analysis. |
| CO2 | BCM1205.2 | To examine the concepts and practical application of concepts of correlation and regression analysis. |
| CO3 | BCM1205.3 | To facilitate the understanding of index numbers and time series analysis along with real-world examples. |
| CO4 | BCM1205.4 | To assess and apply the concepts of sample space and probability to solve practical business problems. |

Recommended Books:

1. Sancheti and Kapoor V.K, Statistics Theory, Methods & Application, Sultan Chand & Sons.
2. R.P.Hooda, Introduction to Statistics, Macmillan.
3. S.C. Aggarwal & R.K Rana, Basic Statistics for Economists: V.K. India.
4. Lewin and Rubin, Statistics for Management, Prentice-Hall of India, New Delhi.
5. S P Gupta Statistical Methods Sultan Chand.

Instruction for Question Paper setter: The Question Paper should be divided into three parts. Part A shall consist of 12 MCQ's of 1 mark each . Part B shall consist of 6 short Questions of 4 marks each out of which 3 Questions shall have internal choice & Part C shall consist of 3 long questions of 8 marks each out of which one question shall have internal choice

SUBJECT TITLE: Business Communication

SUBJECT CODE: BCM 1206

SEMESTER: II

CONTACT HOURS/WEEK:

| Lecture (L) | Tutorial (T) | Practical (P) | Credit (C) |
|-------------|--------------|---------------|------------|
| 2 | - | - | 2 |

Internal Assessment: 40

End Term Exam: 60

Duration of Exam : 3 Hrs

Objective and outcome of course:

- To provide fundamental knowledge and exposure to the concepts, theories and practices in the field of communications. This course is designed to make student conversant with the basic forms, formats and techniques of business communications.
- To give student the exposure of all relevant communication theories so that they become a highly confident and skilled writer

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|---------------|---|---------------|
| UNIT-I | Listening Skills: What is listening, Process of listening Types of Listening, Three Basic modes of Listening, Importance of Listening Skill, Ways to improve Listening skill, Barriers to Listening, Benefits of | 15 |

| | | |
|-----------------|---|---|
| | Effective Listening Skills. | |
| UNIT-II | Developing speaking skills advantages and disadvantages, Conversation as communication, extempore, speaking skills required in meetings, Group communication: meaning, importance of group communication. Conference, Seminar, Symposium and Workshop. | 5 |
| UNIT-III | Developing Reading Skills: Purpose of Reading; Types of reading; Techniques for effective Reading ,Reading Comprehension | 5 |
| UNIT-IV | Developing Writing skills: planning, drafting, revision, editing, proofreading. Paragraph writing, Précis writing | 5 |

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|------------|--|
| CO1 | BCM 1206.1 | Understand and apply communication theory |
| CO2 | BCM 1206.2 | Display competence in oral, written, and visual communication |
| CO3 | BCM 1206.3 | Understand how word choice, syntax, grammar and text structure may vary with context and purpose |
| CO4 | BCM 1206.4 | Interact skillfully and ethically |

Recommended Books:

- Lesikar, Petit, Business Communication, All India Traveler bookseller.
- Pal, Rajendra & Koralhalli, Essentials of Business Communication, Sultan Chand & Sons
- Bovee, Thill and Chaturvedi, Business Communication, Pearson Education.
- Lillian, Chaney, Intercultural Business Communication, Pearson Education.
- Chaturvedi, Mukesh, Business Communication: Concepts, Cases & Applications, Pearson Education

Instruction for Question Paper setter : The Question Paper should be divided into three parts. Part A shall consist of 12 MCQ's of 1 mark each . Part B shall consist of 6 short Questions of 4 marks each out of which 3 Questions shall have internal choice & Part C shall consist of 3 long questions of 8 marks each out of which one question shall have internal choice.

SUBJECT TITLE: Advanced Computers Skills

SUBJECT CODE: BCM 1207

| | | | |
|--------------------|---------------------|----------------------|-----------------|
| Lecture (L) | Tutorial (T) | Practical (P) | Credit I |
|--------------------|---------------------|----------------------|-----------------|

SEMESTER: II

| | | | |
|---|---|---|---|
| 3 | - | 2 | 4 |
|---|---|---|---|

CONTACT HOURS/WEEK:
Internal Assessment: 40
End Term Exam: 60
Duration of Exam: 3 Hrs
Objective and outcome of course:

- To familiarize the students with computer and it's applications in the relevant fields and exposes them with its utility
- To Introduce concepts of MS-Excel, Database System and Operating System

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|-----------------|---|---------------|
| UNIT-I | Basics of Computer Network and Data Communication: Meaning, components of Data Communication System, Computer Network, Advantages of computer network, Topologies, Physical communication Media, Transmission modes, World Wide Web, Internet and Intranet. | 10 |
| UNIT-II | Introduction to Database System: definition of data, information, uses & need of data in organizations. Introduction to Database Systems: File System versus a DBMS, Advantages of a DBMS, Describing and Storing Data in a DBMS, People who deal with Database, Database Administrator. | 10 |
| UNIT-III | Operating System Concept: Introduction to Operating System; Function of OS, Types of Operating Systems, DOS: Elementary knowledge of DOS commands, Creating Directory, Sub Directory, Renaming, Coping and Deleting the Directory File Manipulation: Creating a File, Deleting, Coping, Renaming a File. | 10 |
| UNIT-IV | Introduction to MS-Excel: Introduction to Electronic Spreadsheets, Feature of MS-Excel, Entering Data, Entering Series, Editing Data, Cell Referencing, ranges, Formulae, Functions, Auto Sum, Copying Formula, Formatting Data, Creating Charts, Creating Database, Sorting Data, Filtering etc. | 10 |

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|------------|--|
| CO1 | BCM 1207.1 | Familiarize the students with computer and it's applications in the relevant fields and exposes them with its utility. |
| CO2 | BCM 1207.2 | Understand the concept of Data Communication and Usage of Internet. |

| | | |
|------------|------------|--|
| CO3 | BCM 1207.3 | Understand Concepts of Operating system and implement knowledge in handling Operating system |
| CO4 | BCM 1207.4 | Learn and implement usage of Electronic Spreadsheet |

Textbook: Goyal, Anita, Computer Fundamentals, 1st Edition, Pearson Education.

INSTRUCTION FOR QUESTION PAPER SETTER: The question paper should be divided into three parts. Part A shall consist of 12 mcq's of 1 mark each. Part B shall consist of 6 short questions of 4 marks each out of which 3 questions shall have internal choice and Part C shall consist of 3 long questions of 8 marks each out of which 1 question shall have internal choice.

SUBJECT TITLE: Human Values & Business Ethics

SUBJECT CODE: BCM 1208

SEMESTER: II

CONTACT HOURS/WEEK:

| Lecture (L) | Tutorial (T) | Practical (P) | Credit (C) |
|-------------|--------------|---------------|------------|
| 2 | - | - | 2 |

Internal Assessment: 40

End Term Exam: 60

Duration of Exam : 3 Hrs

Objective and outcome of course:

- To help develop the critical ability to distinguish between essence and form, or between what is of value and what is superficial in life.
- To provide Implications of the Holistic Understanding of Harmony on Professional Ethics

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|---------------|---|---------------|
| UNIT-I | Course Introduction - Need, Basic Guidelines, Content and Process for Value Education : Understanding the need, basic guidelines, content and process for Value Education , Self Exploration –what is it?- its content and process; Natural Acceptance and Experiential Validation- as the mechanism for self exploration , Continuous Happiness and Prosperity - A look at basic Human Aspirations , Right understanding, Relationship and Physical Facilities - the basic requirements for fulfillment of aspirations of every human being with their correct priority , Understanding Happiness and Prosperity correctly ,Method to fulfill the above human aspirations: understanding and living in harmony at various levels Understanding Harmony in the Human | 10 |

| | | |
|-----------------|---|---|
| | <p>Being- Harmony in Myself! Understanding human being as a co-existence of the sentient “ I ” and the material “Body” , Understanding the needs of Self (“I”) and “Body” - Sukh and Suvidha , Understanding the Body as an instrument of “I” (I being the doer, seer and enjoyer), Understanding the characteristics and activities of “I” and harmony in “I” , Understanding the harmony of “I” with the Body: Sanyam and Swasthya; correct appraisal of Physical needs, meaning of Prosperity in detail</p> | |
| UNIT-II | <p>Understanding Harmony in the Family and Society- Harmony in Human-Human Relationship : Understanding harmony in the Family- the basic unit of human interaction., Understanding values in human-human relationship; meaning of Nyaya and program for its fulfillment to ensure Ubhay-tripti; Trust (Vishwas) and Respect (Samman) as the foundational values of relationship , Understanding the meaning of Vishwas; Difference between intention and competence , Understanding the meaning of Samman, Difference between respect and differentiation; the other salient values in relationship Understanding the harmony in the society (society being an extension of family): Samadhan, Samridhi, Abhay, Sah-astitva as comprehensive Human Goals ,Visualizing a universal harmonious order in society- Undivided Society (Akhand Samaj), Universal Order (Sarvabhaum Vyawastha)- from family to world family!</p> | 5 |
| UNIT-III | <p>Understanding Harmony in the Nature and Existence - Whole existence as Co-existence Understanding the harmony in the Nature, Interconnectedness and mutual fulfillment among the four orders of nature- recyclability and self regulation in nature , Understanding Existence as Co-existence (Sah-astitva) of mutually interacting units in all pervasive space, Holistic perception of harmony at all levels of existence</p> | 5 |
| UNIT-IV | <p>Implications of the above Holistic Understanding of Harmony on Professional Ethics-Natural acceptance of human values. Definitiveness of Ethical Human Conduct. Basis for Humanistic Education, Humanistic Constitution and Humanistic Universal Order. Competence in professional ethics: Ability to utilize the professional competence for augmenting universal human order, Ability to identify the scope and characteristics of people-friendly and eco friendly production systems, Ability to identify and develop appropriate technologies and management patterns for above production systems. Case studies of typical holistic technologies, management models and production systems. Strategy for transition from the present state to Universal Human Order: At the level of individual: as socially and ecologically responsible engineers, technologists and managers, At the level of society: as mutually enriching institutions and organizations.</p> | 5 |

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|------------|--|
| CO1 | BCM 1208.1 | Categorize and examine an ethical issue in the subject matter under investigation or in a relevant field. |
| CO2 | BCM 1208.2 | Recognize the multiple ethical interests at stake in a real-world situation where student can assess their own ethical values and the social context of problems |
| CO3 | BCM 1208.3 | Identify ethical concerns in research and intellectual contexts, including academic integrity, use and citation of sources, the objective presentation of data, and the treatment of human subjects. |
| CO4 | BCM 1208.4 | Apply knowledge of ethical dilemmas and resolutions in academic settings, including focused and interdisciplinary research |

Recommended Books:

- R R Gaur, R Sangal, G P Bagaria, , A Foundation Course in Value Education.
- B P Banerjee, Foundations of Ethics and Management, Excel Books.
- B L Bajpai, Indian Ethos and Modern Management, New Royal Book Co., Lucknow.

Instruction of Question Paper setter : The Question Paper should be divided into three parts. Part A shall consist of 12 MCQ's of 1 mark each . Part B shall consist of 6 short Questions of 4 marks each out of which 3 Questions shall have internal choice & Part C shall consist of 3 long questions of 8 marks each out of which one question shall have internal choice.

Third Semester:

| Subject | | Contact Hours/Week | | | Credit | Contact Hrs. | Evaluation Scheme (% of Total Marks) | | | Exam Duration (Hours) |
|---------------------|---------------|--------------------|---|---|--------|--------------|--------------------------------------|----------|-------|-----------------------|
| Code | Title | L | T | P | | | Internal | External | Total | |
| Core Courses | | | | | | | | | | |
| BCM 2301 | Corporate Law | 3 | 2 | - | 4 | 5 | 40 | 60 | 100 | 3Hrs |

| | | | | | | | | | | |
|---|--|-----------|----------|----------|-----------|-----------|-----|----|-----|------|
| BCM 2302 | Financial Analysis of Decision Making | 3 | - | 2 | 4 | 5 | 40 | 60 | 100 | 3Hrs |
| BCM 2303 | Financial Management | 3 | 2 | - | 4 | 5 | 40 | 60 | 100 | 3Hrs |
| BCM 2304 | Auditing Practices | 3 | - | - | 3 | 3 | 40 | 60 | 100 | 3Hrs |
| Elective Course | | | | | | | | | | |
| BCM 2305 | Introduction to Financial Markets | 3 | - | - | 3 | 3 | 40 | 60 | 100 | 3Hrs |
| Ability Enhancement Compulsory Courses | | | | | | | | | | |
| BCM 2306 | Professional Communication | 3 | - | - | 3 | 3 | 40 | 60 | 100 | 3Hrs |
| BCM 2307 | IT in Business | 3 | - | - | 3 | 3 | 40 | 60 | 100 | 3Hrs |
| Skill Enhancement Compulsory Courses | | | | | | | | | | |
| BCM 2308 | Company Analysis & Corporate Social Responsibility | 2 | - | - | 2 | 2 | 100 | - | 100 | 3Hrs |
| Total | | 23 | 4 | 2 | 26 | 29 | | | | |

L-- Lecture

T-- Tutorial

P---Practical

The breakup for internal evaluation (40 marks) is as follows:

1. Mid Semester Exams: 20
2. Assignment: 10
3. Attendance: 5
4. Class Participation: 5

Note: For Evaluation scheme see ordinance number 8 “Regulation for Academic Evaluation” RIMT University.

SUBJECT TITLE: Corporate Law

SUBJECT CODE: BCM 2301

SEMESTER: III

CONTACT HOURS/WEEK:

| Lecture (L) | Tutorial (T) | Practical (P) | Credit (C) |
|-------------|--------------|---------------|------------|
| 3 | 2 | - | 4 |

Internal Assessment: 40

End Term Exam: 60

Duration of Exam : 3 Hrs

Objective and outcome of course:

- To provide an understanding of the basic of company law.
- To make the student familiar with provisions of company law & to guide the students about different terms of corporate law.

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|-----------------|---|---------------|
| UNIT-I | Nature of a company: Definition of a company, Characteristics of a company, Lifting the corporate veil, Company distinguished from partnership. Kinds of companies: Classification on the basis of Incorporation; Classification on the basis of Liability ; Classification on the basis of number of members ;Classification on the basis of Control ;Classification on the basis of Ownership. Formation of a company: Steps involved in the formation and incorporation of a company. | 15 |
| UNIT-II | Memorandum of association: Meaning and Importance, Form and Contents, Alteration of Memorandum. Articles of association: Meaning, Relationship of and distinction between MOA and AOA. Prospectus: Meaning, Definition and contents, statutory requirements in relation to prospectus. Share capital: Kinds of share capital, Alteration of share capital, Ways for raising share capital, Allotment of shares, share certificate and share warrant, calls on shares, Forfeiture and surrender of shares, transfer of shares. | 10 |
| UNIT-III | Company Management: Definition of Director, appointment of director, position of a director, Restrictions on the appointment of director, Disqualifications of director, Meetings of directors, powers of directors, duties and liabilities of directors. Meetings: General meetings of shareholders, requisites of a valid meeting, proxies, voting and poll. | 10 |
| UNIT-IV | Auditors: audit committee; appointment of auditors; rights, powers and duties of auditors. Winding Up: Meaning of winding up; modes of winding up; consequences of winding up; procedure of winding up by the court; voluntary winding up. | 10 |

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|-----------|--|
| CO1 | BCM2301.1 | Understand basics of company, its types along with rules and regulations in relation to its formation. |
| CO2 | BCM2301.2 | Help students to understand the nuance of Memorandum of association and Articles of association. |
| CO3 | BCM2301.3 | Learn provisions regarding Management of Companies, raising share capital and adaption of appropriate mechanism how company meetings are held. |
| CO4 | BCM2301.4 | Apprehend how decisions regarding winding up of companies are taken along with the provisions and roles of Company Auditor. |

Recommended Books:

1. Singh Avtar: Company Law; Eastern Book Co., Lucknow.
2. Kuchal M.C.: Modern India Company Law; Shri Mahavir Books, Noida.
3. Kapoor N.D.: Company Law -Incorporating the Provisions of the Companies, Amendment Act, 2000; Sultan Chand& Sons, New Delhi

4. Bagrial A.K.: Company Law; Vikas Publishing House, New Delhi.

Instruction of Question Paper setter: The Question Paper should be divided into three parts. Part A shall consist of 12 MCQ's of 1 mark each . Part B shall consist of 6 short Questions of 4 marks each out of which 3 Questions shall have internal choice & Part C shall consist of 3 long questions of 8 marks each out of which one question shall have internal choice.

SUBJECT TITLE: Financial Analysis for Decision Making

SUBJECT CODE: BCM 2302

SEMESTER: III

CONTACT HOURS/WEEK:

| Lecture (L) | Tutorial (T) | Practical (P) | Credit (C) |
|-------------|--------------|---------------|------------|
| 3 | - | 2 | 4 |

Internal Assessment: 40

End Term Exam: 60

Duration of Exam; 3 Hrs

Objective and outcome of course:

- To create understanding of financial services and various aspects of finance among students with respect to trading at stock exchange.
- To provide information & application of Indian Accounting Standard & Managerial uses of Funds Flow Analysis

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|-----------------|---|---------------|
| UNIT-I | Financial Statements: Concept, Nature, Objectives of Financial Statements, Types of Financial Statements; Limitations of Financial Statements; Analysis and Interpretation of Financial Statements: Objectives, Types and Methods of Financial Statements Analysis : Comparative Statements, Common size statements, and Trend analysis | 10 |
| UNIT-II | Ratio analysis : Meaning of Ratios, Classification of Ratios, Profitability ratios, Turnover ratios, Liquidity ratios, Solvency ratios; Calculation and interpretation of the ratios; Advantage of Ratio Analysis; Limitations of Accounting Ratios | 10 |
| UNIT-III | Fund Flow Analysis : Concept of Funds, Sources and Uses of Funds, Concept of Flow, Funds Flow Statement, Managerial uses of Funds Flow Analysis, Statement of Changes in working Capital, Funds Flow Statements. Cash Flow Analysis : Indian Accounting Standard – 3, Cash Flow Statement. | 10 |
| UNIT-IV | Responsibility Accounting: Concepts, Steps in Responsibility Accounting and Advantages of Responsibility Accounting. New Developments : Activity Based Costing , Kaizen Costing , Back Flush Costing , Target Costing , Life Cycle Costing. | 10 |

Relevant case studies related to the topics should be discussed in classroom.

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|-----------|--|
| CO1 | BCM2302.1 | Demonstrate a comprehensive knowledge and understanding of concept of financial statements and their types |
| CO2 | BCM2302.2 | Demonstrate advanced knowledge about different methods available for analyzing the financial statements |
| CO3 | BCM2302.3 | Analyzing the financial data by using different financial tools to generate relevant information for providing guidance to take effective decision |
| CO4 | BCM2302.4 | Able to understand the structure of responsibility accounting and its uses and methods which helps to reduce cost and maximize profit |

Recommended Books:

1. Vasant Desai 'Financial Markets and Financial Services' Himalaya Publications
2. Gordon & Natarajan 'Financial Markets & Services' Himalaya Publications
3. M Y Khan 'Financial Services' Tata McGraw-Hill
4. V. A. Avdhani 'Financial Services in India' Himalaya Publications

SUBJECT TITLE: Financial Management

SUBJECT CODE: BCM 2303

SEMESTER: III

CONTACT HOURS/WEEK:

| Lecture (L) | Tutorial (T) | Practical (P) | Credit (C) |
|-------------|--------------|---------------|--------------|
| 3 | 2 | - | 4 |

Internal Assessment: 40

End Term Exam: 60

Duration of Exam : 3 Hrs

Objective and outcome of course:

- To make Students equip themselves with topics in corporate finance.
- To share knowledge about how finances are managed and their reflections on the fundamental decisions to be taken by the corporate and finance wor

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|--------|----------|---------------|
|--------|----------|---------------|

| | | |
|-----------------|---|----|
| UNIT-I | Introduction: Scope of Financial Management, Objectives of Financial Management; Investment Decisions; Financing decisions; Profit Maximization vs. Wealth Maximization, Sources of Financing. Cost of Capital: Introduction; measurement of cost of capital; cost of equity shares; cost of preference shares; cost of debt; calculation of overall cost of capital. | 15 |
| UNIT-II | Capital Structure: Introduction; capital structure decisions; NI approach; NOI approach; MM approach; Traditional approach. Capital Budgeting: Meaning, importance and various techniques; Pay back methods; Post Pay-back period; rate of return method; Net Present value method; Internal rate of return method; Profitability index method. | 15 |
| UNIT-III | Operating and Financial Leverage: Their measure; Effects on profit, analyzing alternate financial plans, combined financial and operating leverage. Trading on Equity. Dividend Policies: Issues in Dividend Policies; Dividend Theories: Relevance and Irrelevance Theories, determinants of dividend policy. | 15 |
| UNIT-IV | Working Capital: Meaning, Factors affecting working capital management and sources of working capital, Management of cash, Management of receivables, Management of inventories. | 10 |

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|-----------|---|
| CO1 | BCM2303.1 | Explain the basic concept of financial management, Objectives of Profit Maximization & wealth Management and how to use the tools of financial management to take business decisions. |
| CO2 | BCM2303.2 | Explain the Factors affecting the capital structure and significant role of Cost of Capital. Capital Budgeting Process along with its traditional & modern techniques. |
| CO3 | BCM2303.3 | Introduction to the concept of leverage , Trading on Equity & taking decisions relating to Dividend. |
| CO4 | BCM2303.4 | Estimate working capital Management of Business concern including Cash, Inventory & Receivables. |

Recommended Books:

- 1.Khan, M. Y. and Jain P. K. Financial Management, Text, Problems & Cases, Tata McGraw Hill Company, New Delhi.
2. Maheshwari, S.N, Financial Management – Principles & Practice, Sultan Chand & Sons.
3. Prasanna, Chandra, Financial Management: Theory and Practice, Tata McGraw Hill.
3. Sheeba Kapil, Financial Management, Pearson Education.
- 4.Bhalla.V.K.Financial Management and Policy:Text and Cases, Anmol Publications Pvt.Ltd.

Instruction for Question Paper setter: The Question Paper should be divided into three parts. Part A shall consist of 12 MCQ's of 1 mark each . Part B shall consist of 6 short Questions of 4 marks each out of which 3 Questions shall have internal choice & Part C shall consist of 3 long questions of 8 marks each out of which one question shall have internal choice.

SUBJECT TITLE: Auditing Practices
SUBJECT CODE: BCM 2304
SEMESTER: III
CONTACT HOURS/WEEK:

| Lecture (L) | Tutorial (T) | Practical (P) | Credit (C) |
|-------------|--------------|---------------|------------|
| 3 | - | - | 3 |

Internal Assessment: 40
End Term Exam: 60
Duration of Exam: 3 Hrs

Objective and outcome of course: The objective of the paper is to help the students in understanding concepts and issues in Auditing and Secretarial Practice.

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|-----------------|---|---------------|
| UNIT-I | Auditing : Introduction, Meaning, Objectives, Basic Principles, Classifications, Advantages and Limitations of Audit. Investigation, Difference between Audit and Investigation: Audit Program, Audit Evidence, Internal Control, Internal Check and Internal Audit. Vouching : Definition Features, Examining Vouchers, Vouching of Cashbook, Vouching of Trading Transactions. Verification and Valuation of Assets & Liabilities | 15 |
| UNIT-II | Company Auditor: Qualifications and Disqualifications –Appointment - Removal, Remuneration, Rights, Duties and Liabilities, Auditor’s Report.Contents and Types Company Auditor Report Order (CARO). | 10 |
| UNIT-III | Secretarial Practice: Definition of Company Secretary, Qualification of Company Secretary, Appointment, Dismissal, Duties & Liability for Offenses of Company Secretaries. Position & Role of Company Secretaries, Company Secretary in Practice. Procedure for Statutory Meeting and its fate under New Companies Act 2013 | 15 |
| UNIT-IV | Annual General Meeting, Extra Ordinary General Meeting, Director, Board and Committee Meetings, Meaning and Types of Motions and Resolution, Minutes, Role of Company Secretary before, during and after Meetings. Practical Work :a) Practical Work on Vouching and Audit Report Preparation. b) Preparing of Minutes, Motions and Resolutions, Holding of Meetings. | 10 |

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|-----------|---|
| CO1 | BCM2304.1 | Understand basic objectives of Audit, internal check and Internal control. |
| CO2 | BCM2304.2 | Analyze vouching and verification of assets & liabilities, cashbook and trading transactions. |

| | | |
|------------|-----------|--|
| CO3 | BCM2304.3 | Learn provisions regarding meetings of shareholders. |
| CO4 | BCM2304.4 | Apprehend the position, role and provisions in relation to company secretary and Company auditor as per Companies Act. |

Recommended Books:

1. Dinkar, P., "Principles and Practice of Auditing", Sultan Chand and Sons, New Delhi.
2. Gupta, K., and Arora, A., "Fundamentals of Auditing," Tata Mc-Graw Hill, Publishing Co. Ltd., New Delhi.
3. Ghatalia, S.V.: "Practical Auditing," Allied Publishers Private Ltd., New Delhi.
4. Kapoor, N.D., "Secretarial Practice" Sultan Chand and sons.
5. Kuchal, M.C., "Secretarial Practice", Vikas Publishing.

Instruction of Question Paper setter : The Question Paper should be divided into three parts. Part A shall consist of 12 MCQ's of 1 mark each . Part B shall consist of 6 short Questions of 4 marks each out of which 3 Questions shall have internal choice & Part C shall consist of 3 long questions of 8 marks each out of which one question shall have internal choice.

SUBJECT TITLE: Introduction to Financial Markets

SUBJECT CODE: BCM 2305

SEMESTER: III

CONTACT HOURS/WEEK:

| Lecture (L) | Tutorial (T) | Practical (P) | Credit (C) |
|-------------|--------------|---------------|------------|
| 3 | - | - | 3 |

Internal Assessment: 40
End Term Exam: 60
Duration of Exam; 3 Hrs

Objective and outcome of course:

- To create understanding of financial services and various aspects of finance among students with respect to trading at stock exchange.
- To provide introduction about Financial markets and financial instruments

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|-----------------|--|---------------|
| UNIT-I | Financial markets : Money market- meaning, constituents & function ; Money market instruments – call money, treasury bills, and certificate of deposits, Commercial bills, and trade bills, Acceptance of Bill, Discounting of Bill Capital markets – primary and secondary market ; Government securities markets ; Role of SEBI - an overview and recent developments. Role of RBI, SEBI in Financial Markets. | 10 |
| UNIT-II | Investment basics terms like need for investment, equity, derivative, mutual fund, depositories etc. and various options available for investment. Securities, securities market and how one can invest in securities and role of regulator - SEBI. Primary market, procedure for buying shares through IPO Depository, dematerialization and Rematerialization of securities. | 10 |
| UNIT-III | Secondary Market Introduction, stock exchange, stock trading, products in the secondary, equity investment, debt investment. Derivatives. Mutual funds and AMCs: Origin and growth of mutual funds in India, Constitution | |

| | | |
|----------------|---|----|
| | of MFs: Sponsors, Trustees, Custodians and AMCs. Types of mutual fund schemes debt mutual fund schemes, fixed maturity plans and Salient features of MF. Advantages and disadvantages of mutual fund investment. Recent trend in mutual fund investment in India. | 10 |
| UNIT-IV | Merchant Banking: Concept of merchant banking in India, Benefits of merchant banking to organizations. Venture capital: concepts of venture capital, guidelines for venture capital investment in India. Debt Securitization: Meaning, Features, Scope and process of securitization. Plastic Money: Concept and different types of plastic money - credit and debit cards, advantages and disadvantages of plastic money. Factors affecting use of plastic money in India. | 10 |

Relevant case studies related to the topics should be discussed in classroom.

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|------------|--|
| CO1 | BCM 2305.1 | An overview of recent developments, constituents & function of Financial markets and Capital markets |
| CO2 | BCM 2305.2 | To comprehend the need and concepts of various investment options thereby specifying the role SEBI in monitoring and governing the financial markets |
| CO3 | BCM 2305.3 | To provide knowledge about recent trend in mutual fund investment in India and AMCs thereby enabling student understand the advantages and disadvantages of mutual fund investment |
| CO4 | BCM 2305.4 | Analysis of Merchant banking, venture capital investment and its benefits to organizations which makes students aware about the concepts of plastic money & factors affecting use of plastic money in India. |

Recommended Books:

1. Vasant Desai 'Financial Markets and Financial Services' Himalaya Publications
2. Gordon & Natarajan 'Financial Markets & Services' Himalaya Publications
3. M Y Khan 'Financial Services' Tata McGraw-Hill
4. V. A. Avdhani 'Financial Services in India' Himalaya Publications
5. S Gurusamy 'Financial Services & System' Thomson Publications

Instruction of Question Paper setter: The Question Paper should be divided into three parts. Part A shall consist of 12 MCQ's of 1 mark each . Part B shall consist of 6 short Questions of 4 marks each out of which 3 Questions shall have internal choice & Part C shall consist of 3 long questions of 8 marks each out of which one question shall have internal choice

SUBJECT TITLE: Professional Communication

SUBJECT CODE: BCM 2306

SEMESTER: III

CONTACT HOURS/WEEK:

| Lecture (L) | Tutorial (T) | Practical (P) | Credit I |
|-------------|--------------|---------------|----------|
| 3 | - | - | 3 |

Internal Assessment: 40
End Term Exam: 60
Duration of Exam: 3 Hrs

Objective and outcome of course:

- To impart and develop all the four skills in communication namely listening, speaking, reading and writing.
- The students will be able to Communicate fluently

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|-----------------|---|---------------|
| UNIT-I | Corporate Communication: How to prepare a Press Release; disseminating relevant information to investors, community and staff, Company achievements and CSR activity. To prepare an Advertisement for recruitment and inviting franchisee. Preparation of Agenda and Minutes of meeting, Preparing an appointment and severance letter. | 10 |
| UNIT-II | Resume Writing and Interview Skills: Preparation for Interview, Appearing in interviews; Conducting interviews, Writing Resume: what is resume, guidelines for writing a resume, contents of a Resume, and Letter for job Application: characteristics of a good job application letter, types of job application letter. | 5 |
| UNIT-III | Business Letters: Importance & Essentials of Business Letters Types of letter-, formal/informal letters, Application Letter , Complaint Letter , Inquiry Letter, Order Placing Letters. | 5 |
| UNIT-IV | Digital Communication- Email etiquette, Advantages & Characteristics of Emails, E-mail-Format, Drafting, Sending, Forwarding E-mails and reply to the E-mails, Internal communication: Notice, Circular, Memo, External Communication – Asking for Quotations, Correspondence with Banks & Financial Institutions Reports, Essay Writing. | 5 |

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|------------|--|
| CO1 | BCM 2306.1 | To develop diverse soft skills, among students throughout debates, group discussions etc so that will help them to be globally acknowledged. |
| CO2 | BCM 2306.2 | To impart critical and analytical skills to students that will assist to learn about business scenario. |
| CO3 | BCM 2306.3 | To inculcate innovation and evolve ethical values among the students. |
| CO4 | BCM 2306.4 | To develop strong communication skills and writing Skills among the students |

Recommended Texts

1. Soft Skills- Know You and Know the World, Author-Dr.K.Alex.

INSTRUCTION FOR QUESTION PAPER SETTER: The question paper should be divided into three parts. Part A shall consist of 12 mcq's of 1 mark each. Part B shall consist of 6 short questions

of 4 marks each out of which 3 questions shall have internal choice and Part C shall consist of 3 long questions of 8 marks each out of which 1 question shall have internal choice.

SUBJECT TITLE: IT IN BUSINESS

SUBJECT CODE: BCM 2307

SEMESTER: III

CONTACT HOURS/WEEK:

| Lecture (L) | Tutorial (T) | Practical (P) | Credit I |
|-------------|--------------|---------------|----------|
| 3 | - | - | 3 |

Internal Assessment: 40

End Term Exam: 60
Duration of Exam: 3 Hrs

Objective and outcome of course:

- To develop skill among students in applications of internet in business & commerce education.
- To introduce the concepts E-Commerce and explain difference between Traditional commerce and E-commerce

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|-----------------|--|---------------|
| UNIT-I | Internet: Brief History and Development, Working, Control Mechanism, WWW: Hypertext and Hyperlinks, Websites and web pages, URL, IP addressing and Domain Naming System. Internet and WWW tools and Applications: Browser, FTP, Telnet, Email, Information and Knowledge sharing using IT tools, computer networks and the Internet. | 5 |
| UNIT-II | E-Commerce: Introduction, Comparison between Traditional commerce and E-commerce; Advantages & disadvantages of e-commerce, Buying & Selling on Internet, Issues in implementing Electronic Commerce. Information Technology applied to various functional areas of management such as Production/Operations, Human Resource, Marketing, Finance and Materials Management. | 10 |
| UNIT-III | B2B E-commerce; e-procurement, supply chain coordination; on-line research; organizing for online marketing, Internet retailing; Mobile Commerce: Introduction to mobile commerce; benefits of mobile commerce; mobile commerce framework; Internet advertising | 5 |
| UNIT-IV | Software Packages for Office Applications, Word Processing using MS Word: Basic features, formatting text, creating and managing tables, inserting images and graphs, mail merge, managing page layout and printing. Spreadsheets using MS-Excel: Spreadsheet features, uses and advantages, autofill features, inserting formulas and functions, Inserting charts and graphs, macros, managing page layouts and printing. Presentations using MS Powerpoint: Basics of presentations, conventions | 10 |

| | | |
|--|---|--|
| | and advantages, managing different views, adding and managing animations, managing slide transitions, managing slide templates, setting up slide shows. | |
|--|---|--|

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|------------|--|
| CO1 | BCM 2307.1 | Study the functionalities of Internet and its applications |
| CO2 | BCM 2307.2 | Learn Traditional Commerce and E-Commerce functional areas |
| CO3 | BCM 2307.3 | Understand E-Commerce Model and also learn Mobile Commerce framework |
| CO4 | BCM 2307.4 | Learn and perform to create word documents, various functions in MS-Excel and also perform how to give Power Point presentations |

Recommended Books:

1. Basandra SK, Computers Today, Galgotia Publications
2. Cyganski, Information Technology: Inside and Outside, Pearson Edu.
3. Kakkar DN, Goyal R, Computer Applications in Management, New Age Publications
4. Leon A and Leon M, Introduction to Computers, Leon Vikas
5. Peter Norton, Introduction to Computers, TMH, New Delhi
6. Rajaraman, Introduction to Information Technology, PHI, New Delhi.

Instruction of Question Paper setter : The Question Paper should be divided into three parts. Part A shall consist of 12 MCQ's of 1 mark each . Part B shall consist of 6 short Questions of 4 marks each out of which 3 Questions shall have internal choice & Part C shall consist of 3 long questions of 8 marks each out of which one question shall have internal choice.

SUBJECT TITLE: Company Analysis & Corporate Social Responsibility

SUBJECT CODE: BCM 2308

SEMESTER: III

CONTACT HOURS/WEEK:

| Lecture (L) | Tutorial (T) | Practical (P) | Credit (C) |
|-------------|--------------|---------------|------------|
| 2 | - | - | 2 |

Internal Assessment: 40

End Term Exam: 60

Duration of Exam: 3 Hrs

Objective and outcome of course:

- To make understand the relationship between business and CSR
- To understand how CSR could influence management decisions & the concept of Sustainability and its implications on business.

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|--------|----------|---------------|
|--------|----------|---------------|

| | | |
|-----------------|--|----|
| UNIT-I | Corporate Social Responsibility: Concept, Definition, Need, Arguments in favour of and against CSR. Historical Phases of Corporate Social Responsibility, Perspectives of CSR. Models of CSR, Drivers of CSR, Corporate Governance, Business Ethics and CSR. | 15 |
| UNIT-II | Corporate Social Responsibility and Corporate Sustainability: Meaning, Need and importance of Sustainability, Sustainability Case Studies-Triple Bottom Line (TBL). | 5 |
| UNIT-III | Corporate Sustainability Reporting Frameworks- Global Reporting Initiative Guidelines, National Voluntary Guidelines on Social, Environmental and Economic Responsibilities of Business. | 5 |
| UNIT-IV | Corporate Social Responsibility within the organisation, CSR and Society, Strategic Planning and CSR, Environmental Aspects of CSR, CSR under the Companies Act, 2013, CSR Practices in India, Case Studies of Major CSR Initiatives. Corporate Governance: Introduction, Need, Models | 5 |

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|-----------|--|
| CO1 | BCM2308.1 | Describe and assess the idea of corporate responsibility and emerging trends about the place of corporations in society. |
| CO2 | BCM2308.2 | Analyze and comprehend the social impact of a firm on society, the workplace, the market, the environment, and politics. |
| CO3 | BCM2308.3 | Examine and implement frameworks and concerns related to ethics and accountability in business |
| CO4 | BCM2308.4 | Critically assess corporate-responsibility performance by utilizing corporate responsibility and accountability theories and Laws. |

Recommended Books:

- Fernando, A. C. (2010). Business Ethics and corporate governance. Pearson Education.
- Velasquez, M. G. (2011). Business Ethics: Concepts and Cases.. PHI Learning.
- Gosh, B. N. (2009). Business Ethics and Corporate Governance. Tata McGraw Hill. T
- Thomas M. Garrett - Business Ethics - The times of India Press Bombay.
- Peter Pratley - The essence of Business Ethics - prentice Hall of India (P) Ltd., New Delhi.
- Chackraborty S.K. - Ethics in Management - Vedantic Perspectives – Oxford University Press, Delhi.
- Keith Davis Business and Society Mc Graw Hill.

Instruction of Question Paper setter : The Question Paper should be divided into three parts. Part A shall consist of 12 MCQ's of 1 mark each . Part B shall consist of 6 short Questions of 4 marks each out of which 3 Questions shall have internal choice & Part C shall consist of 3 long questions of 8 marks each out of which one question shall have internal choice

Fourth Semester:

| Subject | | Contact Hours/Week | | | Credit | Contact Hrs. | Evaluation Scheme (% of Total Marks) | | | Exam Duration (Hours) |
|---|-------------------------------------|--------------------|----------|----------|-----------|--------------|--------------------------------------|----------|-------|-----------------------|
| Code | Title | L | T | P | | | Internal | External | Total | |
| Core Courses | | | | | | | | | | |
| BCM 2401 | Cost Accounting | 3 | 2 | - | 4 | 5 | 40 | 60 | 100 | 3Hrs |
| BCM 2402 | Operations Research | 3 | 2 | - | 4 | 5 | 40 | 60 | 100 | 3Hrs |
| BCM 2403 | Theory & Practice of GST | 3 | - | 2 | 4 | 5 | 40 | 60 | 100 | 3Hrs |
| BCM 2404 | Direct Tax Laws | 4 | - | - | 4 | 4 | 40 | 60 | 100 | 3Hrs |
| Elective Course | | | | | | | | | | |
| BCM 2405 | Productions & Operations Management | 4 | - | - | 4 | 4 | 40 | 60 | 100 | 3Hrs |
| Ability Enhancement Compulsory Courses | | | | | | | | | | |
| BCM 2406 | Verbal Communication | 3 | - | - | 3 | 3 | 40 | 60 | 100 | 3Hrs |
| BCM 2407 | Contemporary Issues in Commerce | 3 | - | - | 3 | 3 | 100 | - | 100 | 3Hrs |
| Skill Enhancement Compulsory Courses | | | | | | | | | | |
| BCM 2408 | Gender Justice & Women Empowerment | 2 | - | - | 2 | 2 | 40 | 60 | 100 | 3Hrs |
| Total | | 25 | 4 | 2 | 28 | 31 | | | | |

L-- Lecture

T-- Tutorial

P---Practical

The breakup for internal evaluation (40 marks) is as follows:

1. Mid Semester Exams: 20
2. Assignment: 10
3. Attendance: 5
4. Class Participation: 5

Note: For Evaluation scheme see ordinance number 8 “Regulation for Academic Evaluation” RIMT University.

SUBJECT TITLE: Cost Accounting
SUBJECT CODE: BCM 2401
SEMESTER: IV
CONTACT HOURS/WEEK:

| Lecture (L) | Tutorial (T) | Practical (P) | Credit (C) |
|-------------|--------------|---------------|------------|
| 3 | 2 | - | 4 |

Internal Assessment: 40
End Term Exam: 60
Duration of Exam; 3 Hrs
Objective and outcome of course:

- To help the students to acquire conceptual knowledge of cost accounting and elements of cost.
- To gain knowledge of recent developments in costing and finally to have a general idea of cost accounting record rules & standards.

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|-----------------|---|---------------|
| UNIT-I | Introduction: Nature, Scope and Advantages of Cost Accounting , Difference between Cost and Financial Accounting, Classification of Costs. Preparation of Cost Sheet . Material: Pricing & control techniques. | 15 |
| UNIT-II | Labour: Meaning and Components of Labour Cost, Idle time and Overtime. Methods of Wage Payment and Incentive Plans, Labour Turnover. Overheads: Collection, Classification, Allocation, Apportionment and Absorption of Overheads (Primary and Secondary Distribution) | 15 |
| UNIT-III | Methods of Cost Determination: Job Costing, Batch Costing, Contract Costing, Techniques for Cost Control: Marginal Costing, Cost, Volume; Profit Analysis and Decision Making | 15 |
| UNIT-IV | Budgeting and Budgetary Control: Concepts, Objectives, Limitations, Types of Budgets, Zero-base Budgeting. Standard Costing, Analysis of Variance. | 15 |

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|-----------|--|
| CO1 | BCM2401.1 | Introduction to Cost Accounting, Different Elements of Cost, Enabling students to prepare Cost Sheet. |
| CO2 | BCM2401.2 | Providing students in depth knowledge of various elements of Cost: Material, Labour & Overheads. |
| CO3 | BCM2401.3 | Introduction to the various techniques of Cost Control including Cost – Volume & Profit Analysis to enable them to take decisions. |

| | | |
|------------|-----------|--|
| CO4 | BCM2401.4 | Enable Students to prepare Budgets & make use of Budgetary Control & Standard Costing. |
|------------|-----------|--|

Recommended Books:

- 1 S.N. Maheshwari: Fundamentals of Costing, Sultan Chand and Sons, New Delhi.
- 2 Horngren, Foster, Datar: Cost Accounting- A Managerial Emphasis, Pearson.
- 3 Jawahar Lal & Seema Srivastava, Cost Accounting, TMH
- 4 Shukla, M.C, Grewal T.S. and Gupta M.P.: Cost Accounting: Text and Problem S. Chand & Co. Ltd., New Delhi
- 5 Kishore Ravi M: Cost and management Accounting, Taxmann
- 6 M.Y.Khan & P.K.Jain, Management Accounting, TMH

Instruction of Question Paper setter : The Question Paper should be divided into three parts. Part A shall consist of 12 MCQ's of 1 mark each . Part B shall consist of 6 short Questions of 4 marks each out of which 3 Questions shall have internal choice & Part C shall consist of 3 long questions of 8 marks each out of which one question shall have internal choice

SUBJECT TITLE: Operations Research

SUBJECT CODE: BCM 2402

SEMESTER: IV

CONTACT HOURS/WEEK:

| Lecture (L) | Tutorial (T) | Practical (P) | Credit (C) |
|-------------|--------------|---------------|------------|
| 3 | 2 | - | 4 |

Internal Assessment: 40

End Term Exam: 60

Duration of Exam : 3 Hrs

Objective and outcome of course:

- To acquaint the students with the applications of the operations research to business
- To help student to grasp the significance of analytical approach to decision making and optimal utilization the scarce resources of an organization.

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|-----------------|---|---------------|
| UNIT-I | Introduction to Operations Research: Introduction, Historical Background, Scope of Operations Research , Features of Operations Research, Phases of Operations Research, Types of Operations Research Models, Operations Research Methodology, Operations Research Techniques and Tools , Structure of the Mathematical Model, Limitations of Operations Research . | 10 |
| UNIT-II | Linear Programming: Introduction, Linear Programming Problem, Requirements of LPP, Mathematical Formulation of LPP, Simplex Method: Introduction , Standard Form of LPP, Fundamental theorem of LPP, Solution of LPP – Simplex Method | 15 |
| UNIT-III | Transportation Problem: Introduction, Formulation of Transportation Problem (TP), Transportation Algorithm (MODI Method), the Initial | |

| | | |
|----------------|--|----|
| | Basic Feasible Solution, Moving Towards Optimality. Assignment Problem: Introduction, Mathematical Formulation of the Problem, Hungarian Method Algorithm. | 15 |
| UNIT-IV | Game Theory: Introduction, Competitive Situations, Characteristics of Competitive Games, Maximin – Minimax Principle, Saddle Point, ODDS Method ,Dominance & other methods. Network Analysis : PERT & CPM. | 10 |

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|-----------|--|
| CO1 | BCM2402.1 | Introduction to Operations Research & various tools & techniques. Students will learn how to formulate Linear Programming Problem. |
| CO2 | BCM2402.2 | Solving Linear Programming Problems with Graphic & Simplex Method. |
| CO3 | BCM2402.3 | Enabling Student to make optimum utilization of Resources with the Techniques of Assignment & Transportation Problems. |
| CO4 | BCM2402.4 | Enabling Student to face Business Competition with the technique of Game Theory and Network Analysis. |

Recommended Books:

- Operations Research – An introduction 6th Edition , Taha H.A., Hall of India
- Operations Research Techniques for Management 7th Edition, Kapoor V.K., Sultan Chand & Sons
- Operations Research 9th Edition, Kantiswarup, Gupta P.K. & Sultan Chand & Sons Manmohan
- Operations Research 8th Edition, Sharma S.D., Kedarnath, Ramnath & Company
- Operations Research 2nd Edition, Bronson R, Shaum’s Outline Series
- Quantitative Techniques in Management 3rd Edition , Vora N.D., Tata McGraw Hill co.
- Principles & Application 3rd Ed, Shreenath L.S., PERT & CPM, Affiliated East-West Press Pvt. Ltd.

Instruction for Question Paper setter : The Question Paper should be divided into three parts. Part A shall consist of 12 MCQ’s of 1 mark each . Part B shall consist of 6 short Questions of 4 marks each out of which 3 Questions shall have internal choice & Part C shall consist of 3 long questions of 8 marks each out of which one question shall have internal choice .

SUBJECT TITLE: Theory & Practice of GST

SUBJECT CODE: BCM 2403

SEMESTER: IV

CONTACT HOURS/WEEK:

| Lecture (L) | Tutorial (T) | Practical (P) | Credit (C) |
|-------------|--------------|---------------|------------|
| 3 | - | 2 | 4 |

Internal Assessment: 40

End Term Exam: 60

Duration of Exam : 3 Hrs

Objective and outcome of course:

- To give theoretical & Practical Knowledge of Goods and Services Tax & Procedures of its application in India to the Student.
- To share the information about Comprehensive structure of GST Model

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|-----------------|---|---------------|
| UNIT-I | Tax Structure in India. Direct and Indirect Taxes, Overview of Goods and Services Tax. Goods and Services Tax: Meaning, Nature & Scope; Taxes of Centre and State subsumed under GST. Benefits and Limitations of GST. | 10 |
| UNIT-II | Registration procedure under GST. Comprehensive structure of GST Model: Australian Model, Canadian Model, Kelkar Shah Model. | 10 |
| UNIT-III | Time and Value of Supply. Levy and collection of CGST/SGST. Classes of officers under GST, their appointment and powers. Amendments and Cancellation. | 10 |
| UNIT-IV | Input tax credit, Tax invoices Debit & Credit Notes; Accounts and records, Return and Payments of tax, Inspection, search and seizure, Offences & penalties, Appeal & Revision under GST. | 10 |

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|-----------|--|
| CO1 | BCM2403.1 | Familiarizing the students with the concept of GST and its structure along with the various functions performed by the Act. |
| CO2 | BCM2403.2 | Gain knowledge about the registration procedure under GST along with its various models. |
| CO3 | BCM2403.3 | Emphasize upon the time and value of supply and the different powers held by the GST council. |
| CO4 | BCM2403.4 | Acquire the basic knowledge of various terminologies pertaining to GST that would aid in the return filing and payment of goods and service tax. |

Recommended Books:

1. The Central Goods and Services Tax Act, 2017 of Ministry of Law and Justice (Legislative Department) (12th April, 2017) published in The Gazette of India dated 12th April, 2017.
2. Taxmann's GST Ready Reckoner Updated till 18th June, 2017.
3. Taxmann's GST Manual-Enforced w.e.f. 1.7.2017.
4. GST Ready Reckoner by CA Keshu R Garg, Bharat Law House, Delhi.

Instruction for Question Paper setter: The Question Paper should be divided into three parts. Part A shall consist of 12 MCQ's of 1 mark each . Part B shall consist of 6 short Questions of 4 marks each out of which 3 Questions shall have internal choice & Part C shall consist of 3 long questions of 8 marks each out of which one question shall have internal choice

SUBJECT TITLE: Direct Tax Laws
SUBJECT CODE: BCM 2404
SEMESTER: IV
CONTACT HOURS/WEEK:

| Lecture (L) | Tutorial (T) | Practical (P) | Credit (C) |
|-------------|--------------|---------------|------------|
| 4 | - | - | 4 |

Internal Assessment: 40
End Term Exam: 60
Duration of Exam : 3 Hrs
Objective and outcome of course:

- To give theoretical & Practical Knowledge of Income Tax Laws & Procedures in India to the Student.
- To understand concepts of Procedure for Assessment, Deduction of Tax at Source, Advance Payment of Tax, Recovery of Tax and Refund of Tax

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|-----------------|--|---------------|
| UNIT-I | Basic Concepts; Income, agricultural income, casual income, assessment year, previous year, gross total income, total income, person. Basis of Charges: Scope of total income, residence and tax liability, income which does not form part of total income. Heads of Income: Salaries | 15 |
| UNIT-II | Heads of Income: Income from house property, Profit and gains of business or profession. Capital gains; Income from other sources | 10 |
| UNIT-III | Clubbing and Aggregation of Income, Set-off and Carry Forward of Losses. Deduction under section 80C to 80U in Computing Total Income. | 10 |
| UNIT-IV | Income Tax Authorities ,Procedure for Assessment , Deduction of Tax at Source ,Advance Payment of Tax , Recovery of Tax and Refund of Tax, Appeals, Revision, Penalties and Prosecutions. | 10 |

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|------------|---|
| CO1 | BCM 2404.1 | Acknowledging the students with the concept of direct taxes and various heads under it with a practical approach towards the head |
|------------|------------|---|

| | | |
|------------|------------|---|
| | | Salaries. |
| CO2 | BCM 2404.2 | Emphasizing upon the other heads of income under the domain of direct taxes with special focus on practical application of the concepts. |
| CO3 | BCM 2404.3 | Acquire the practical knowledge of various benefits/ deductions under the Income Tax Act. |
| CO4 | BCM 2404.4 | Highlighting the role of income tax authorities and their various powers under the Income Tax Act along with the basic knowledge of concepts such as Appeals, penalties and refund. |

Recommended Books:

- Singhanian V.K.: Student's Guide to Income Tax.
- Prasad, Bhagwati: Income Tax Law & Practice.
- Mehrotra H.C.: Income Tax Law & Account.
- Dinker Pagare: Income Tax Law and Practice.
- Girish Ahuja and Ravi Gupta: Systematic Approach.

Instruction for Question Paper setter: The Question Paper should be divided into three parts. Part A shall consist of 12 MCQ's of 1 mark each . Part B shall consist of 6 short Questions of 4 marks each out of which 3 Questions shall have internal choice & Part C shall consist of 3 long questions of 8 marks each out of which one question shall have internal choice

SUBJECT TITLE: Production & Operations Management

SUBJECT CODE: BCM 2405

SEMESTER: IV

CONTACT HOURS/WEEK :

| Lecture (L) | Tutorial (T) | Practical (P) | Credit I |
|-------------|--------------|---------------|----------|
| 4 | - | - | 4 |

Internal Assessment: 40

End Term Exam: 60

Duration of Exam: 3 Hrs

Objective and outcome of course:

- To make student learns various steps of product design, development, production, plant location, storage, production planning and control.
- To motivate students to apply concepts and principles of Productions Management to become more effective professionals.

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|---------------|--|---------------|
| UNIT-I | Introduction to Production Management - Nature, Scope, Importance and Functions. Introduction of Inventory Control, Static Inventory problem | 10 |

| | | |
|-----------------|---|-----------|
| | under risk. Dynamic Model under risk, policy coordinated, Replacement with discount. .Delphi. Methods, Statistical Quality Control Technique. | |
| UNIT-II | Introduction to purchasing, Functions of purchasing, procedure of purchasing, Selection Sources of Supply, Negotiation with Suppliers. Work Study: Method study and time study, Work simplification. Productivity linked incentives. Work Measurement - Elements – Performance Rating - Allowances - Standard Time - Synthetic Time Standards – Work Sampling | 15 |
| UNIT-III | Production Order: Process Charts, Production Master Programmes, Operation & Route Sheets, Breakdown of the Production Order & preparation of various Cards. | 15 |
| UNIT-IV | Facilities Location & Layout – Strategic importance - Factors affecting location & layout - Installation of facilities – Single location, multi-location decisions. Basic EOQ Model: Re-order Level: ABC Analysis. Supply chain management. | 10 |

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|------------|--|
| CO1 | BCM 2405.1 | To know how manufacturing and service operations management has evolved as a discipline and be able to describe the strategic considerations that have a role in operational decisions. |
| CO2 | BCM 2405.2 | To understand the philosophies and ideas underlying just-in-time, MRP, and inventory management approaches, and be able to recognise the constraints and issues associated with actually using these techniques. |
| CO3 | BCM 2405.3 | To understand organisational structures, technology, operational activities, and competitiveness relate to one another. |
| CO4 | BCM 2405.4 | Be able to think about the idea of process management and its practical consequences; |

Recommended Books:

- Mahadevan B, Operations Management : Theory and practice, 2nd edition, Pearson Education.
- Krajewski and Ritzman, Operations Management, 5th Edition, Pearson Education
- Buffa & Sarin, Modern production/operations Management, 8th edition, John Wiley
- Chary, Production and Operations Management, Tata Mc Graw Hill
- Johnston R et al : Cases in Operations Management, Pitman

Instruction of Question Paper setter: The Question Paper should be divided into three parts. Part A shall consist of 12 MCQ's of 1 mark each. Part B shall consist of 6 short Questions of 4 marks each out of which 3 Questions shall have internal choice & Part C shall consist of 3 long questions of 8 marks each out of which one question shall have internal choice.

SUBJECT TITLE: VERBAL COMMUNICATION
SUBJECT CODE: BCM 2406

| | | | |
|--------------------|---------------------|----------------------|-----------------|
| Lecture (L) | Tutorial (T) | Practical (P) | Credit I |
|--------------------|---------------------|----------------------|-----------------|

SEMESTER: IV

| | | | |
|---|---|---|---|
| 3 | - | - | 3 |
|---|---|---|---|

CONTACT HOURS/WEEK:
Internal Assessment: 40
End Term Exam: 60
Duration of Exam: 3 Hrs
Objective and outcome of course:

- To provide fundamental knowledge and exposure to the concepts, theories and practices in the field of communications.
- To make student conversant with the basic forms, formats and techniques of business communications.

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|-----------------|--|---------------|
| UNIT-I | Self Development and communication -SWOT Analysis: Concept of Self development, objectives of self development, Interdependence between Self development and Communication, SWOT Analysis: Basic elements of SWOT Analysis, Process of SWOT Analysis. | 10 |
| UNIT-II | Effective Presentation Skills: Goals of effective Presentation, stagefright, ways of delivering the message, Basicprinciples, Physicaldelivery, vocal delivery, adapting the style of delivery, final phase, visual aids | 5 |
| UNIT-III | Group Discussions: meaning, Purpose, Types, Importance of GD in Education and Learning, Importance of GD in business, Importance of GD in selection Process, guidelines for GD, advantages of GD. | 5 |
| UNIT-IV | Ways to communicate in different scenarios- job interview, business meeting, project submission/proposal, formal and informal gathering. Speech writing: advantages and disadvantages of speech. | 10 |

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|------------|--|
| CO1 | BCM 2406.1 | To demonstrate his verbal and non-verbal communication ability through presentations |
| CO2 | BCM 2406.2 | To demonstrate his/her ability to write error free while making an optimum use of correct Business Vocabulary & Grammar |
| CO3 | BCM 2406.3 | To distinguish among various levels of organizational communication and communication barriers while developing an understanding of Communication as a process in an organization. |
| CO4 | BCM 2406.4 | To stimulate their Critical thinking by designing and developing clean and lucid writing skills. |

Recommended Texts

1. Soft Skills- Know You and Know the World, Author-Dr.K.Alex.

INSTRUCTION FOR QUESTION PAPER SETTER: The question paper should be divided into three parts. Part A shall consist of 12 mcq's of 1 mark each. Part B shall consist of 6 short questions

of 4 marks each out of which 3 questions shall have internal choice and Part C shall consist of 3 long questions of 8 marks each out of which 1 question shall have internal choice.

SUBJECT TITLE: Contemporary Issues in Commerce

SUBJECT CODE: BCM 2407

SEMESTER: IV

CONTACT HOURS/WEEK :

| Lecture (L) | Tutorial (T) | Practical (P) | Credit I |
|-------------|--------------|---------------|----------|
| 3 | - | - | 3 |

I

Internal Assessment: 100

Objectives of the course:

- To build an ability to consider contemporary issues in relation to the perspectives of different social groups and stakeholders
- To raise the student confidence for effective presentation on various issues of business, accountancy and economy

Instructions for the Teachers:

To cover this course teacher can make it compulsory for the students to read newspaper and prepare news files.

Group discussions in the class on various issues of business, accountancy and economy

Presentations on various topics by each Student. At the end teacher can evaluate the student through news file viva, presentation and GDs conducted throughout the semester.

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|-----------|--|
| CO1 | BCM2407.1 | Inculcate awareness and knowledge of contemporary management issues in order to both enhance their understanding of the topics and to practice their analytical and debating skills. |
| CO2 | BCM2407.2 | Discuss and critically analyse the issues on managerial topics by expressing their ideas. |

| | | |
|------------|-----------|--|
| CO3 | BCM2407.3 | Demonstrate an ability to consider contemporary issues in relation to the perspectives of different social groups and stakeholders |
| CO4 | BCM2407.4 | Build confidence and experience of debating issues on the managerial agenda. |

SUBJECT TITLE: GENDER JUSTICE & WOMEN EMPOWERMENT**SUBJECT CODE: BCM 2408****SEMESTER: IV****CONTACT HOURS/WEEK:**

| Lecture (L) | Tutorial (T) | Practical (P) | Credit (C) |
|--------------------|---------------------|----------------------|-------------------|
| 2 | - | - | 2 |

Internal Assessment: 40**End Term Exam: 60****Duration of Exam: 3 Hrs****Objective and outcome of course:**

Objective and outcome of course:

- To create about importance and role of women & child in society through the medium of law.
- To make understanding about of the problems and perspectives of women resulting in grave injustice to them in various ways.

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|-----------------|---|---------------|
| UNIT-I | The Concept of Gender - the Biological Distinction Convention on Elimination of All Forms of Discrimination against Women, 1979 Indian Constitutional Safeguards Protection of Women from Domestic Violence | 12 |
| UNIT-II | Gender Justice and Personal Laws Adoption and Guardianship Rights Property and Inheritance Rights Rights of Maintenance Uniform Civil Code towards Gender Justice | 12 |
| UNIT-III | Gender Related Crimes Child Marriage Prostitution and Trafficking Female Foeticide Sexual Harassment of Women at Home & Workplace | 12 |
| UNIT-IV | Gender Justice Issues Women and Work Women and Health Women and Education | 12 |

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|-----------|--|
| CO1 | BCM2408.1 | To understand about various legal provisions which deal with welfare of women and children in India |
| CO2 | BCM2408.2 | To develop legal reasoning and skills amongst the students to analyse various statutory provisions relating to development of women in India |
| CO3 | BCM2408.3 | To develop critical and analytical thinking among the students with regard child welfare legislations |
| CO4 | BCM2408.4 | To have knowledge about the interrelationship that exists between the laws dealing with gender justice and constitution of India |

Recommended Books:

| S.NO. | NAME OF THE BOOKS/AUTHORS | YEAR | OF |
|-------|---------------------------|------|----|
|-------|---------------------------|------|----|

| | | PUBLICATION |
|----------|---|--------------------|
| 1 | S.C. Tripathi: Law Relating to Women and Children | 2018 |
| 2 | S.R. Myneni: Women and Law | 2018 |
| 3 | M.S. Nijjar and Manpreet Kaur: Law Relating to Property Rights of Hindu Women | 2017 |
| 4 | Mamta Rao: Law Relating to Women and Children | 2017 |
| 5 | C. Walikhanna & Nandita Rao : S.C. & H.C. Judgments Relating to Women & Children | 2005 |
| 6 | Sexual Harassment of Women at Workplace (Prevention, Prohibition and Redressal) Act 2013 Prohibition of Child Marriage Act, 2006 | |
| 7 | Report of the Committee on the Status of Women (Govt. of India) Chapter IV & Section IV: Gender Conclusions & Recommendations. | |

Instruction for Question Paper setter

For the theory examination the whole syllabus has been divided into four units. Question paper will be divided into five units. Unit I to Unit IV shall be of 12.5 marks each and each shall consist of two questions from Unit I to Unit IV respectively and the candidates will be required to attempt only one question out of each unit. Unit V shall carry 25 marks and shall consist of ten questions of 2.5 marks each covering the entire syllabus.

Fifth Semester:

| Subject | | Contact Hours/Week | | | Credit | Contact Hrs. | Evaluation Scheme (% of Total Marks) | | | Exam Duration (Hours) |
|---|--|--------------------|---|---|--------|--------------|--------------------------------------|----------|-------|-----------------------|
| Code | Title | L | T | P | | | Internal | External | Total | |
| Core Courses | | | | | | | | | | |
| BCM 3501 | Business Environment | 4 | - | - | 4 | 4 | 40 | 60 | 100 | 3Hrs |
| BCM 3502 | Data Analysis & Interpretation | 4 | - | - | 4 | 4 | 40 | 60 | 100 | 3Hrs |
| BCM 3503 | Corporate Accounting | 3 | 2 | - | 4 | 5 | 40 | 60 | 100 | 3Hrs |
| BCM 3504 | Banking, Insurance & International Trade | 4 | - | - | 4 | 4 | 40 | 60 | 100 | 3Hrs |
| Elective Course | | | | | | | | | | |
| BCM 3505 | Industrial Laws | 3 | - | - | 3 | 3 | 40 | 60 | 100 | 3Hrs |
| Ability Enhancement Compulsory Courses | | | | | | | | | | |
| BCM 3506 | Entrepreneurship & Small Business | 3 | - | - | 3 | 3 | 100 | - | 100 | 3Hrs |
| BCM 3507 | Fundamentals of E-Commerce | - | - | 4 | 2 | 4 | 40 | 60 | 100 | 3Hrs |
| | | 21 | 2 | 4 | 24 | 27 | | | | |

L-- Lecture

T-- Tutorial

P---Practical

The breakup for internal evaluation (40 marks) is as follows:

1. Mid Semester Exams: 20
2. Assignment: 10
3. Attendance: 5
4. Class Participation: 5

Note: For Evaluation scheme see ordinance number 8 “Regulation for Academic Evaluation” RIMT University.

SUBJECT TITLE: Business Environment

SUBJECT CODE: BCM 3501

SEMESTER: V

CONTACT HOURS/WEEK:

| Lecture (L) | Tutorial (T) | Practical (P) | Credit (C) |
|-------------|--------------|---------------|------------|
| 4 | - | - | 4 |

Internal Assessment: 40

End Term Exam: 60

Duration of Exam; 3 Hrs

Objective and outcome of course:

- To make students understand various social, political, legal and economic and other factors that influence business in India
- To enable them appreciate associated opportunities, risks and challenges and their relevance for managerial decisions.

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|-----------------|---|---------------|
| UNIT-I | Business & Social Environment: Meaning, Salient Features, Significance, Internal & External Environment, Environment Scanning: Features, Process & Techniques, Social Responsibility of Business, Ecological Environment Protection Act. | 10 |
| UNIT-II | Political & Economic Environment: Three Political Institutions: Legislature, Executive & Judiciary, Salient Features of Economic System: Basic Philosophies of Capitalism, Socialism & Mixed Economy, Liberalization, Privatization & Globalization. | 10 |
| UNIT-III | Competition Act 2002: Features, Objectives, Objectives, Anti-Competitive Agreement, Abuses of Dominance, Regulations of Combinations, Leniency Regulation, Foreign Exchange Management Act 1999 (FEMA): Features, Objectives, Application of The Act, FEMA Vs FERA. | 10 |
| UNIT-IV | Technological, Legal and Regulatory Environment: Impact of Technology on Business, Technological Policies, Problems in Technology Transfer, Salient Features of Intellectual Property Rights and Trademarks, New Industrial Policy & its Implication in India, | 10 |

| | | |
|--|--|--|
| | Disinvestment of Public Enterprises- Rationale, and Objectives & Implications fiscal Policy: Types, Instruments: Taxation & Public Expenditure & Their impact on Economy Monetary Policy: Types, Instruments, EXIM Policy. | |
|--|--|--|

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|-----------|---|
| CO1 | BCM3501.1 | Highlight the meaning of business environment along with the assessment of a business's environment from a cultural, natural and social viewpoint. |
| CO2 | BCM3501.2 | To examine the economic and political elements of the business environment, such as globalisation, privatisation, and liberalisation, under which a business organisation operates. |
| CO3 | BCM3501.3 | To facilitate an in-depth analysis of the regulatory framework under which a business functions and their implementation in the current scenario. |
| CO4 | BCM3501.4 | To assess the technological, legal and regulatory elements of the business environment under which a business performs with a special emphasis on government policies and intellectual property rights. |

Recommended Books :

1. Dr Francis Cherunilam, 'Business Environment Text & Cases', Himalaya Publishing House
2. S.K. Mishra and V.K. Puri, 'Economic Environment of Business', Himalaya Publishing House.
3. Paul Justice, 'Business Environment- Text and Cases', Tata McGraw Hill Publishing.
4. K. Aswathappa, 'Essential of Business Environment', Himalaya Publishing House.

Instruction of Question Paper setter : The Question Paper should be divided into three parts. Part A shall consist of 12 MCQ's of 1 mark each . Part B shall consist of 6 short Questions of 4 marks each out of which 3 Questions shall have internal choice & Part C shall consist of 3 long questions of 8 marks each out of which one question shall have internal choice.

SUBJECT TITLE: Data Analysis & Interpretation

SUBJECT CODE: BCM 3502

SEMESTER: V

CONTACT HOURS/WEEK:

| Lecture (L) | Tutorial (T) | Practical (P) | Credit (C) |
|-------------|--------------|---------------|------------|
| 4 | - | - | 4 |

Internal Assessment: 40

End Term Exam: 60

Duration of Exam: 3 Hrs

Objective and outcome of course:

- The course aims at equipping students with an understanding of the research process
- To introduce tools and techniques in order to facilitate managerial decision making

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|-----------------|--|---------------|
| UNIT-I | Definition, Importance Scope of Research. Types of Research, Objectives of Research, Research methods and Research methodology. Variables and Parameters. Research Design, Types of Research Designs. Research and Market Research-Product Research, Advertisement and sales Promotion Research, sales control Research. Basic statistics-Definition of statistics. Statistics Types. Measures of Central Tendency-Mean Median and Mode. | 15 |
| UNIT-II | Dispersion Its Meaning, Types of Dispersion, Mean Deviation and Standard Deviations, Coefficient of Variations. Simple correlation and Regression Analysis..Data, definition nature and scope. Types of data-Primary and secondary data. | 15 |
| UNIT-III | Data Collection, editing, coding, Tabulation and cross Tabulation of data Data presentation-Diagrammatic and Graphic methods of Presentation. Sample and sampling Techniques, Definition of Sample, sampling, sample design Sample Size , methods of sampling, Sampling Techniques. | 15 |
| UNIT-IV | Probability and Non probability Sampling Techniques, Limitation of Sampling Techniques.Preparation of questionnaire. Steps involved in preparation of Questionnaire, case study methos , Observation Method , Participation Method of collecting Data. | 10 |

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|-----------|--|
| CO1 | BCM3502.1 | To make student understand various types of research and research methods thereby making student grasp the relevance & scope of research |
| CO2 | BCM3502.2 | To impart the knowledge of statistics and various measures of central tendency |
| CO3 | BCM3502.3 | To provide students information about sampling, sample design, sample size , various sampling techniques |
| CO4 | BCM3502.4 | To make student aware about steps involved in preparation of questionnaire and various modes of data collection |

Recommended Books :

- 1 C.R. Kothari: Research Methodology cases and Text, wiley eastern < new Delhi
2. S.P. Gupta statistics
3. Rigby Paul H.(1968) Conceptual Foundation of Business Research ,Wiley

Instruction of Question Paper setter : The Question Paper should be divided into three parts. Part A shall consist of 12 MCQ's of 1 mark each. Part B shall consist of 6 short Questions of 4 marks each out of which 3 Questions shall have internal choice & Part C shall consist of 3 long questions of 8 marks each out of which one question shall have internal choice

SUBJECT TITLE: Corporate Accounting

SUBJECT CODE: BCM 3503

SEMESTER: V
CONTACT HOURS/WEEK:

| Lecture (L) | Tutorial (T) | Practical (P) | Credit (C) |
|-------------|--------------|---------------|------------|
| 3 | 2 | - | 4 |

Internal Assessment: 40
End Term Exam: 60
Duration of Exam: 3 Hrs
Objective and outcome of course:

- To make the student familiar with corporate accounting procedures
- To provide an in-depth knowledge of preparation of various accounts related to corporate field.

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|-----------------|--|---------------|
| UNIT-I | Accounting For Share Capital Transactions – Issue of Shares at Par, at Premium and at Discount; Forfeiture and Re-Issue of Shares; Redemption of Preference Shares – Statutory Requirements, Disclosure In Balance Sheet. | 15 |
| UNIT-II | Issue and Redemption of Debentures: Issue of Debentures – Accounting Treatment and Procedures; Redemption of Debentures; Conversion of Debentures into Shares. Underwriting of Issues. . | 15 |
| UNIT-III | Preparation And Presentation of Final Accounts: Provisions and Reserves; Determination of Managerial Remuneration; Appropriation out of Profits; Transfer of Profits to Reserves; Payment of Dividend, Transfer of Unpaid Dividend to Investor Education and Protection Fund. | 15 |
| UNIT-IV | Internal Reconstruction; Introduction to Holding and Subsidiary Companies, Valuation of Goodwill and Shares. Computerised Accounting : Accounting Software: Role of Computers in Accounting. | 10 |

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|-----------|--|
| CO1 | BCM3503.1 | Introduction to Share Capital, Types of Share Capital, Provisions related to Issue , Forfeiture , Reissue & Redemption of Share Capital. |
| CO2 | BCM3503.2 | Introduction to Debentures , Provisions related to Issue & Redemption of Debentures . Underwriting of Issues. |
| CO3 | BCM3503.3 | Preparation & Presentation of Company Financial Statements according to Companies Act 1956. |
| CO4 | BCM3503.4 | Dealing with Internal Reconstitution & Preparation of Accounts of Holding & Subsidiary Companies. |

Recommended Books:

1 M.C. Shukla, T.S.Grewal & S.C.Gupta, Advanced Accounts, Sultan Chand & Company Ltd.

2 R. L. Gupta & M. Radhaswamy, Company Accounts, Sultan Chand & Sons,

3 S.N. Maheshwari, Corporate Accounting, Vikas Publishing House.

4 T.P Ghosh, Accounting Standards and Corporate Accounting, Taxman's, New Delhi.

Instruction for Question Paper setter : The Question Paper should be divided into three parts. Part A shall consist of 12 MCQ's of 1 mark each . Part B shall consist of 6 short Questions of 4 marks each out of which 3 Questions shall have internal choice & Part C shall consist of 3 long questions of 8 marks each out of which one question shall have internal choice.

SUBJECT TITLE: BANKING, INSURANCE & INTERNATIONAL TRADE

SUBJECT CODE: BCM3504

SEMESTER: V

CONTACT HOURS/WEEK:

| Lecture (L) | Tutorial (T) | Practical (P) | Credit (C) |
|-------------|--------------|---------------|------------|
| 4 | - | - | 4 |

Internal Assessment: 40

End Term Exam: 60

Duration of Exam; 3 Hrs

Objective and outcome of course:

- To give students an insight into functioning of a Modern Bank.
- To introduce Innovations in Banking and Powers and Functions of IRDA

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|-----------------|---|---------------|
| UNIT-I | Banking: Introduction, Types of banks, Functions, Central Banking: Functions and techniques of credit control. Reserve Bank of India: Role and Functions. Commercial Banking in India; structure and functioning; Role of Commercial Banks in Economic Development. Reforms in Indian Banking: Overview, Recommendations of Narasimham Committee, Verma Panel Report, Basel II Norms, Capital Adequacy Ratio (CAR), Revised NPA Norms- Grievance Mechanism and Banking Ombudsman, Impact of Reforms. | 15 |
| UNIT-II | Innovations in Banking: Internet Banking, E-Banking, Mobile banking, Wholesale and Retail Banking, Electronic Fund Transfer- (RTGS & NEFT) and Core Banking. India's Foreign trade policy, Composition and recent trends in foreign trade with special reference to India. Balance of payments .Recent changes in India's export and import policies. | 10 |
| UNIT-III | Insurance: Concept, Nature of Insurance, Functions of Insurance, Types of Insurance (Life and Non-Life), Importance of Insurance, Principles of Insurance Contract-Features of Life and Nonlife Insurance. Insurance and IRDA: IRDA Act 1999, Provisions, Duties, Powers and Functions of IRDA, Composition and Grievance Mechanism and Insurance Ombudsman. | 10 |

| | | |
|----------------|---|----|
| UNIT-IV | Regulation of International Trade in India. EXIM Policy and Foreign Exchange Management Act (FEMA), 1999. Introduction to General Agreement on Tariffs and Trade (GATT)/World Trade Organization (WTO). | 10 |
|----------------|---|----|

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|-----------|---|
| CO1 | BCM3504.1 | To explain them the fundamental terms used in banking. |
| CO2 | BCM3504.2 | To comprehend the fundamental ideas and operations of banking |
| CO3 | BCM3504.3 | To explain varioustypes of insurance plans along with that the importance of contract in Customers. |
| CO4 | BCM3504.4 | To help them to understand various agencies to guide international trade practices. |

Recommended Books:

- Seth, M. L. “Money, Banking and International Trade” Lakshmi Narayan Agarwal.
- Mishra, Jagannath “Money, Banking and International Trade” Thacker, Spink and Company.
- Jain T. R. “Banking and Foreign Trade” V. K. Publications.
- Sunderam and Varshney, "Banking Theory Law and Practices", 2004, Sultan Chand and Son
- M N Mishra, S B Mishra: Insurance Principles & Practice, Sultan Chand and Sons.

Instruction of Question Paper setter : The Question Paper should be divided into three parts. Part A shall consist of 12 MCQ’s of 1 mark each . Part B shall consist of 6 short Questions of 4 marks each out of which 3 Questions shall have internal choice & Part C shall consist of 3 long questions of 8 marks each out of which one question shall have internal choice

SUBJECT TITLE: Industrial Laws

SUBJECT CODE: BCM3505

SEMESTER: V

CONTACT HOURS/WEEK:

| Lecture (L) | Tutorial (T) | Practical (P) | Credit (C) |
|-------------|--------------|---------------|------------|
| 3 | - | - | 3 |

Internal Assessment: 40
End Term Exam: 60
Duration of Exam; 3 Hrs

Objective and outcome of course:

- To familiarize the commerce students with the understanding and provisions of laws related employees’ compensation
- To introduce features and benefits of various industrial laws

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|--------|----------|---------------|
|--------|----------|---------------|

| | | |
|-----------------|--|----|
| UNIT-I | The Employees Provident Fund & Miscellaneous Provisions Act, 1952: Definitions; Schemes under the Act – Employees’ Provident Fund Scheme; Employees’ Pension Scheme, 1995; Employees’ Deposit linked Insurance Scheme. Employees State Insurance Act, 1948: Objects and Applicability of the Scheme; Definitions: Personal Injury, Factory, Manufacturing Process, Wages, Partial and Permanent Disablement; ESI Corporation, Standing Committee and Medical Benefit Council; Contributions; Adjudication of Dispute and Claims, Benefits. | 10 |
| UNIT-II | The Payment of Bonus Act, 1965: Definitions – Accounting year, allocable surplus, available surplus, employee, employer, establishments, salary or wage; determination of bonus, calculation of bonus, eligibility for bonus, disqualifications for bonus, payment of minimum and maximum bonus, set on and set off of allocable surplus, deductions of certain amounts from bonus payable, time limit for payment of bonus. | 10 |
| UNIT-III | Payment of Wages Act, 1936: Definitions – Employed Person, Employer, Factory, Industrial or other Establishment, Wages; Responsibility for Payment of Wages; Fixation of Wage Period; Time of Payment of Wages; Mode of Payment; Deductions from Wages and Fines. | 10 |
| UNIT-IV | Payment of Gratuity Act, 1972: Applicability and non- applicability of the Act; Definitions-employee, employer, continuous service; payment of gratuity; forfeiture of gratuity; employer’s duty to determine and pay gratuity; recovery of gratuity; penalties. Employee’s Compensation Act, 1923: Definitions: dependent, employer, partial and total disablement, workmen, injury, accident; employer’s liability for compensation; amount of compensation; contracting; commissioner; case laws. | 10 |

Relevant case studies related to the topics should be discussed in classroom.

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|-------------------|---|
| CO1 | BCM 3505.1 | Understand the conceptual framework of Industrial Relations. |
| CO2 | BCM 3505.2 | Identify the heated issues which might take the form of disputes in the workplace. |
| CO3 | BCM 3505.3 | Elaborate the Concept, evolution, implementation & Challenges of Worker’s Participation in Management |
| CO4 | BCM 3505.4 | Explain the concept, evolution and implementation of Collective Bargaining |

Recommended Books:

- Arun Monappa, Ranjeet Nambudiri and Patturaja Selvaraj (2012), “*Industrial Relations and Labour Laws*”, 2nd Edition, New Delhi, TATA McGraw Hill.
- Padhi P.K. (2013), “*Labour and Industrial Laws*”, 2nd Edition, New Delhi, PHI
- Srivastava, S.C., “*Industrial Relations & Labour Laws*”, Vikas Publishing House (P) Ltd.

Instruction of Question Paper setter: The Question Paper should be divided into three parts. Part A shall consist of 12 MCQ’s of 1 mark each . Part B shall consist of 6 short Questions of 4 marks each out of which 3 Questions shall have internal choice & Part C shall consist of 3 long questions of 8 marks each out of which one question shall have internal choice

SUBJECT TITLE: Entrepreneurship & Small Business

SUBJECT CODE: BCM3506
SEMESTER: V
CONTACT HOURS/WEEK:

| Lecture (L) | Tutorial (T) | Practical (P) | Credit (C) |
|-------------|--------------|---------------|------------|
| 3 | - | - | 3 |

Internal Assessment: 40
End Term Exam: 60
Duration of Exam: 3 Hrs
Objective and outcome of course:

- To make student understand intricacies of business who intent to start their own enterprise.
- To guide student right from the idea generation to implementation of the idea

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|-----------------|--|---------------|
| UNIT-I | Introduction: Meaning, scope, need and significance; role and functions of entrepreneur in economic development; economic, social and psychological need for entrepreneurship; characteristics, qualities and pre-requisites of entrepreneur; Emergence of Entrepreneurial Class; Theories of Entrepreneurship. Dimensions of entrepreneurship: intrapreneurship, technopreneurship, cultural entrepreneurship, international entrepreneurship, netpreneurship, ecopreneurship, and social entrepreneurship. | 10 |
| UNIT-II | Family Business: Concept, structure and kinds of family firms ; Culture and evolution of family firm; Managing Business, family and shareholder relationships ; Conflict and conflict resolution in family firms ; Managing Leadership ,succession and continuity ; Encouraging change in the family business system. Financing the Entrepreneurial business: Arrangement of funds; Traditional sources of financing, Loan syndication, Consortium finance, role played by commercial banks, appraisal of loan applications by financial institutions. | 10 |
| UNIT-III | Venture capital. Promotion of a Venture: Opportunities analysis; External environment analysis, Economic, Social and Technological analysis; Competitive Factors: Legal requirements for establishment of a new unit. Entrepreneurial Development programmes (EDP): role, relevance and achievements; Role of government in organizing EDPs; Critical evaluation. | 10 |
| UNIT-IV | Women Entrepreneurship: Need, Growth and development of women Entrepreneurship, Problems faced by Women Entrepreneurs. Entrepreneurship in Informal Sector, Rural Entrepreneurship, Entrepreneurship in Sectors like Agriculture, Tourism, health care, Transport and allied services. | 10 |

Note: To Provide Practical exposure to the students, colleges are advised to arrange lectures from successful entrepreneurs from industry.

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|------------|---|
| CO1 | BCM 3506.1 | Explain role and functions of entrepreneur in economic development. |
|------------|------------|---|

| | | |
|------------|------------|---|
| CO2 | BCM 3506.2 | Describing Family Business, Managing Business. |
| CO3 | BCM 3506.3 | Explain External environment analysis, Economic, Social and Technological analysis. |
| CO4 | BCM 3506.4 | Describing Need, Growth and development of women Entrepreneurship. |

Recommended Books:

1. Vasant Desai: Dynamics of Entrepreneurial Development and Management
2. Ramachandran K: Entrepreneurship Development
3. SS Khanka: Entrepreneurial Development

Instruction of Question Paper setter: The Question Paper should be divided into three parts. Part A shall consist of 12 MCQ's of 1 mark each . Part B shall consist of 6 short Questions of 4 marks each out of which 3 Questions shall have internal choice & Part C shall consist of 3 long questions of 8 marks each out of which one question shall have internal choice

SUBJECT TITLE: Fundamentals of E- Commerce

SUBJECT CODE: BCM3507

SEMESTER: V

CONTACT HOURS/WEEK:

| Lecture (L) | Tutorial (T) | Practical (P) | Credit (C) |
|-------------|--------------|---------------|------------|
| 4 | - | - | 4 |

Internal Assessment: 40

End Term Exam: 60

Duration of Exam: 3 Hrs

Objective and outcome of course:

- To acquaint the students with E-Business in competing markets.
- To understand the basic of traditional business system vs. E-commerce

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|-----------------|---|---------------|
| UNIT-I | Internet and Commerce: Business operations; E-commerce vs. traditional business system; Concepts b2b, b2c, c2c, Benefits of e-commerce to organization, consumers and society; Limitation of e-commerce; Management issues with e-commerce. | 10 |
| UNIT-II | Applications for b2c : Process of shopping followed by Consumers on the internet; Impact on disintermediation and re-intermediation. Changing Structure of Organisation – The Impact of E-Commerce on Various Business Sectors such as Entertainment, Education, Health Services, Publishing and Financial Services. SocioEconomic Impacts of E-Commerce. | 10 |
| UNIT-III | Global Market; Strategies followed by traditional department stores; Products in b2c model; travel tourism-services available Online; Real estate market; Online stocks trading and its benefits; Online banking services. Application in b2b: Applications of b2b; Technological changes in b2b. | 10 |
| UNIT-IV | Characteristics of the supplier oriented market; buyer-oriented | 10 |

| | | |
|--|---|--|
| | market and intermediary-oriented market system.Applications in Governments: EDI in Government; E-governance; E-governance applications of the internet; Concept of Governance to business, business-to-government and citizen to Governance; E-governance models; Private sector interface in e-governance. | |
|--|---|--|

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|------------|--|
| CO1 | BCM 3507.1 | Explain traditional business system vs. E-commerce. Concepts b2b, b2c, c2c. |
| CO2 | BCM 3507.2 | Describing process of shopping followed by Consumers on the internet. |
| CO3 | BCM 3507.3 | Explain Online stocks trading; Online banking services. |
| CO4 | BCM 3507.4 | Describing buyer-oriented market; supplier oriented market and intermediary-oriented market. |

Recommended Books:

1. Bharti Baskar : Electronic Commerce, Mc Graw Hill
2. K. K. Bajaj & Debjani Nag : E-Commerce, Mc Graw Hill
3. Sushila Madan : E-Commerce, Taxmann
4. Ravi Kala Kota : Frontiers of E-Commerce

Instruction of Question Paper setter : The Question Paper should be divided into three parts. Part A shall consist of 12 MCQ's of 1 mark each . Part B shall consist of 6 short Questions of 4 marks each out of which 3 Questions shall have internal choice & Part C shall consist of 3 long questions of 8 marks each out of which one question shall have internal choice.

Sixth Semester:

| Subject | | Contact Hours/Week | | | Credit | Contact Hrs. | Evaluation Scheme (% of Total Marks) | | | Exam Duration (Hours) |
|---------------------|-------------------------------|--------------------|---|---|--------|--------------|--------------------------------------|----------|-------|-----------------------|
| Code | Title | L | T | P | | | Internal | External | Total | |
| Core Courses | | | | | | | | | | |
| BCM 3601 | Strategic Management | 4 | - | - | 4 | 4 | 40 | 60 | 100 | 3Hrs |
| BCM 3602 | Contemporary Accounting | 4 | - | - | 4 | 4 | 40 | 60 | 100 | 3Hrs |
| BCM 3603 | Consumer Behavior | 4 | - | - | 4 | 4 | 40 | 60 | 100 | 3Hrs |
| BCM 3604 | Management Information System | 4 | - | - | 4 | 4 | 40 | 60 | 100 | 3Hrs |

| Elective Course | | | | | | | | | | |
|---|----------------------------|-----------|----------|----------|-----------|-----------|----|----|-----|------|
| BCM 3605 | Indian Economic Problems | 4 | - | - | 4 | 4 | 40 | 60 | 100 | 3Hrs |
| Ability Enhancement Compulsory Courses | | | | | | | | | | |
| BCM 3606 | Business Leadership Skills | 3 | - | - | 3 | 3 | 40 | 60 | 100 | 3Hrs |
| BCM 3607 | Research Project | - | - | 4 | 2 | 4 | 40 | 60 | 100 | 3Hrs |
| Total | | 23 | - | 4 | 25 | 27 | | | | |

L-- Lecture

T-- Tutorial

P---Practical

The breakup for internal evaluation (40 marks) is as follows:

1. Mid Semester Exams: 20
2. Assignment: 10
3. Attendance: 5
4. Class Participation: 5

Note: For Evaluation scheme see ordinance number 8 “Regulation for Academic Evaluation” RIMT University.

SUBJECT TITLE: Strategic Management

SUBJECT CODE: BCM3601

SEMESTER: VI

CONTACT HOURS/WEEK:

| Lecture (L) | Tutorial (T) | Practical (P) | Credit (C) |
|--------------------|---------------------|----------------------|-------------------|
| 4 | - | - | 4 |

Internal Assessment: 40

End Term Exam: 60

Duration of Exam: 3 Hrs

Objective and outcome of course:

- To enable students conversant with a set of management guidelines which specify the firm’s product-market position
- To introduce the directions in which the firm seeks to grow and change the competitive tools it will employ, the strengths it will seek to exploit and the weaknesses it will seek to avoid.

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|-----------------|---|---------------|
| UNIT-I | Definition, nature, scope, and importance of strategy & strategic management; Strategic decision-making. Process of strategic management and levels at which strategy operates. Defining strategic intent: Vision, Mission, Business definition, Goals and Objectives. | 10 |
| UNIT-II | Environmental Appraisal—Concept of environment, components of environment (Economic, legal, social, political and technological). Environmental scanning techniques- ETOP, QUEST and SWOT (TOWS).Internal Appraisal – The internal environment, organizational capabilities in various functional areas and Strategic Advantage Profile. Balanced scorecard and key factor rating). Identification of Critical Success Factors (CSF). | 15 |
| UNIT-III | Industry level analysis; Porters’ five forces model, Strategy implementation: Resource allocation, Organization structure and systems in strategy implementation. Leadership and corporate culture, Values, Ethics and Social responsibility, Strategic Evaluation & control: Techniques of strategic evaluation. | 10 |
| UNIT-IV | Corporate level strategies-- Stability, Expansion, Retrenchment and Combination strategies.Business level strategies—Porter’s framework of competitive strategies;Differentiation and Focus strategies. Strategic Analysis and choice—Corporate level analysis (BCG, GE Nine cell, Hofer’s product market evolution and Shell Directional policy Matrix). | 10 |

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|------------|---|
| CO1 | BCM 3601.1 | To clarify the concepts of Strategy & Strategic Management Process & sharing brief of vision, Mission, Business definition, Goals and Objectives of corporate houses with students such that they can relate these concepts and enhance their skills to face the situation of the corporate world |
| CO2 | BCM 3601.2 | Identify Critical Success Factors, Key Performance Indicators and Key Result Areas for organization & Methods and techniques of organizational appraisal |
| CO3 | BCM 3601.3 | To strengthen the potential of students by sharing concepts of Strategy implementation concerns & Procedural issues hence making students understand the integration of functional plans and various techniques of strategic evaluation & control such that their business analysis skills are sharpen and students prove to be a successful corporate leaders. |
| CO4 | BCM 3601.4 | To demonstrate the importance Corporate and Business level strategies such that student understand the changing business environment and cope with the dynamic environment. |

Recommended Books:

1. Kazmi A. ‘Business Policy & Strategic Management’ Tata McGraw Hill
2. Thomson & Strickland ‘Strategic Management: Concept & Cases’ Tata McGraw Hill
3. S. Reddy, Strategic Management by Himalaya Publication
4. Wheelen & Hungee ‘Strategic Management & Business Policy’ Addison- Wesley
5. Johnson & Scholes ‘Exploring Corporate Strategy’ Prentice Hall India
6. Jauch & Glueck ‘Business Policy & Strategic Management’ Tata McGraw Hill

Instruction for Question Paper setter: The Question Paper should be divided into three parts. Part A shall consist of 12 MCQ's of 1 mark each. Part B shall consist of 6 short Questions of 4 marks each out of which 3 Questions shall have internal choice & Part C shall consist of 3 long questions of 8 marks each out of which one question shall have internal choice

SUBJECT TITLE: CONTEMPORARY ACCOUNTING

SUBJECT CODE: BCM 3602

SEMESTER: VI

CONTACT HOURS/WEEK:

| Lecture (L) | Tutorial (T) | Practical (P) | Credit (C) |
|-------------|--------------|---------------|------------|
| 4 | - | - | 4 |

Internal

Assessment: 40

End Term Exam: 60

Duration of Exam: 3 Hrs

Objective and outcome of course:

- To make the student familiar with contemporary accounting procedures
- To impart an in-depth knowledge of preparation of various accounting standards, principles related to corporate field.

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|-----------------|--|---------------|
| UNIT-I | Accounting standards: Purpose, Historical perspective, Role of IASC in standardising accounting practices, Development of Accounting Standards in India. Accounting Principles: Generally Accepted Accounting Principles (GAAPs), their nature, scope, merits and limitations | 10 |
| UNIT-II | Indian Accounting Standards (AS) 1-32. Introduction to international financial reporting standards (IFRS), convergence to IFRS. Price Level Accounting: Purpose, methods, Benefits, Criticism & its adoption in India, Cash Flow Accounting: Concept, Main Features, Benefits and Criticism. | 10 |
| UNIT-III | Financial Reporting: Meaning, Objectives, Qualitative characteristics, Factors determining reporting requirements, Reporting practices of Indian companies. Forensic Accounting – Introduction – Historical Background, Essentials – Role of Forensic Accountant – Forensic Accounting in India. | 15 |
| UNIT-IV | Human Resource Accounting: Concept, methods, significance and limitations, Disclosure of HRA information by Indian companies, Social Accounting: Concept, uses, scope, various approaches, and social disclosure practices in India. Environment Accounting: Meaning, Objectives, Qualitative characteristics, Benefits, Criticism & its adoption in India. | 10 |

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|-----------|--|
| CO1 | BCM3602.1 | In – Depth knowledge of GAAP’s, Accounting Standards in India & their development including role of IASC. |
| CO2 | BCM3602.2 | Accounting Standards 1 – 32, IFRS, Price Level Accounting & Cash Flow Accounting. |
| CO3 | BCM3602.3 | Implement Financial Reporting Practices of Indian Companies, Identifying factors determining reporting requirements, Role of Forensic Accounting in India. |
| CO4 | BCM3602.4 | Human Resource Accounting, Social Accounting & Environment Accounting & its adoption in India. |

Recommended Books:

1. L S Porwal. Tata McGraw-Hill Education, Jun 1, 2001.
2. Hendriksen, Irwin Professional Publishing; 5 Sub edition, 1991.
3. Accounting theory and practice / M.W.E. Glautier, B. Underdown Glautier, M. W.(Michel William Edgard), 1932.

Instruction of Question Paper setter: The Question Paper should be divided into three parts. Part A shall consist of 12 MCQ’s of 1 mark each . Part B shall consist of 6 short Questions of 4 marks each out of which 3 Questions shall have internal choice & Part C shall consist of 3 long questions of 8 marks each out of which one question shall have internal choice.

SUBJECT TITLE: Consumer Behavior
SUBJECT CODE: BCM3603
SEMESTER: VI
CONTACT HOURS/WEEK:

| Lecture (L) | Tutorial (T) | Practical (P) | Credit I |
|-------------|--------------|---------------|----------|
| 4 | - | - | 4 |

Internal Assessment: 40
End Term Exam: 60
Duration of Exam: 3 Hrs
Objective and outcome of course:

- This course aims at enabling students to understand the various aspects of consumer behaviour, the external and internal factors that influence consumer behaviour and
- to apply the concepts of consumer behaviour in the development of marketing strategy.

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|----------------|---|---------------|
| UNIT-I | Consumer behaviour: nature, scope & application. Consumer buying behaviour: consumer decision making process (five step model), factors affecting buying behaviour. Consumer as an individual: Consumer motivation: needs& goals, positive & negative motivation, types & systems of needs hierarchy & trio of needs. | 10 |
| UNIT-II | Introduction to Personality: Theories, Product Personality, | 10 |

| | | |
|-----------------|---|-----------|
| | Perception: Concept and Elements of Perception and Attitude with reference to consumer behavior. Consumer in social & cultural setting: Reference groups: concepts, factors affecting reference groups. | |
| UNIT-III | Family: Functions of family, Family decision making, Family Life Cycle social class & its measurement Culture & sub culture: definition & influence | 10 |
| UNIT-IV | Consumer Decision Making: Introduction. Leadership & leadership Process. Diffusion of innovations: Diffusion Process, Adoption Process. | 10 |

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|-----------|---|
| CO1 | BCM3603.1 | Remember the basic concepts, nature and importance of consumer behavior. |
| CO2 | BCM3603.2 | Investigate the various factors which influence consumer decisions. |
| CO3 | BCM3603.3 | Recognize the individual, group or organizations that how they make decisions related to their buying behavior. |
| CO4 | BCM3603.4 | Comprehend the talented trends in the field of consumer behavior. |

Recommended Books:

1. Schiffman & Kanuk: Consumer Behaviour, Pearson Education
2. Engel, Black Well, & Miriard: Consumer Behaviour, Dryden Press
3. Majumdar, R, Consumer Behaviour: Insights from the Indian Market, PHI Learning Pvt. Ltd., New Delhi
4. Loudon, Bitta, Consumer Behaviour, Tata McGraw Hill, New Delhi

Instruction for Question Paper setter: The Question Paper should be divided into three parts. Part A shall consist of 12 MCQ's of 1 mark each. Part B shall consist of 6 short Questions of 4 marks each out of which 3 Questions shall have internal choice & Part C shall consist of 3 long questions of 8 marks each out of which one question shall have internal choice.

SUBJECT TITLE: Management Information System

SUBJECT CODE: BCM3604

SEMESTER: VI

CONTACT HOURS/WEEK:

| Lecture (L) | Tutorial (T) | Practical (P) | Credit (C) |
|-------------|--------------|---------------|------------|
| 4 | 0 | 0 | 4 |

Internal Assessment: 40

End Term Exam: 60

Duration of Exam; 3 Hrs

Objective and outcome of course:

- To familiarize students with different types of information systems used at different

levels in organizations.

- To make student enable to know the concepts and usage of different types of information systems at various managerial levels in the organizations.

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|-----------------|---|---------------|
| UNIT-I | Information and System Concepts: Information: Definition; Types of Information (Strategic Information, Operational Information); Information Quality; Kinds of Systems (Abstract and Physical Systems, Deterministic and Probabilistic Systems, Open and Closed Systems, User-Machine Systems); Human as an Information Processing System (Information Filtering, Human Differences in Information Processing, Implications for Information Systems). | 15 |
| UNIT-II | Management Information Systems: Basic Framework & Importance of MIS; concept of MIS, Nature and Scope of MIS, Characteristics & Functions of MIS. Information System Processing Functions, Decision Support, Levels of Management Activities, Organizational Functions; Classifications of MIS Decision Support System (DSS), Executive Support System, Business Expert Systems (BESs) | 10 |
| UNIT-III | Decision Making and MIS: Decision-Making, Simon's Model of Decision-Making, Types of Decisions, Purpose of Decision-Making, Level of Management, Report Generation. | 10 |
| UNIT-IV | Implementation and Evaluation of MIS Reports: Implementation process, planning and implementation stages, acquisition of facilities and space planning, MIS Organization and procedure development, User training, acquisition of hardware and software, Creation of forms and database, Testing, Change Over; Evaluation of MIS system. | 10 |

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|-----------|---|
| CO1 | BCM3604.1 | Highlight the meaning of Information System and the role of information technology and decision support systems in business. |
| CO2 | BCM3604.2 | To examine and relate the basic concepts and technologies used in the field of management information systems. |
| CO3 | BCM3604.3 | To facilitate managerial decision making using the concepts and techniques of MIS. |
| CO4 | BCM3604.4 | To assess the understanding of how various information systems work together to accomplish the objectives of an organization. |

Recommended Books:

- Management Information Systems, Goyal, D.P., Third Edition, Macmillan.
- Management Information Systems, Oz, Effy, Thomson Press Indian Edition.
- Management Information Systems, Kanter, J., Third Edition, PHI.
- Management Information Systems, Davis, Gordan B. & Olson, M.H, Second Edition

Instruction for Question Paper setter: The Question Paper should be divided into three parts. Part A shall consist of 12 MCQ's of 1 mark each. Part B shall consist of 6 short Questions of 4 marks each out of which 3 Questions shall have internal choice & Part C shall consist of 3 long questions of 8 marks each out of which one question shall have internal choice.

SUBJECT TITLE: INDIAN ECONOMIC PROBLEMS
SUBJECT CODE: BCM3605
SEMESTER: VI
CONTACT HOURS/WEEK:

| Lecture (L) | Tutorial (T) | Practical (P) | Credit (C) |
|-------------|--------------|---------------|------------|
| 4 | - | - | 4 |

Internal
Assessment: 40
End Term Exam: 60
Duration of Exam:3 Hrs
Objective and outcome of course:

- To acquaint the students with the ability to understand the features and issues of Indian Economy.
- To know the Indian industrial sector growth and problems of Indian industry.

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|-----------------|--|---------------|
| UNIT-I | Structure of Indian economy: the concept of economic system, nature of Indian economy, major issues of development in Indian economy , problems of poverty ,malnutrition and inequalitites in India , Problems pertaining to unemployment and rising prices, emergence of parallel economy, inequality and economic power in India. HUMAN RESOUCES: demographic features of Indian population, size and growth of population, occupational distribution of labour force. | 15 |
| UNIT-II | ECONOMIC PLANNING: role of planning in economic development, review of planning experience in India, problems of Indian planning, new economic policy. INDIAN INDUSTRIAL SECTOR: growth and problems of Indian industry, current industrial policy, cottage and small scale industries, agro based industries, industrial finance, public sector in India, privatization in India, current policy- disinvestment and divestment. | 10 |
| UNIT-III | BASIC ISSUES IN AGRICULTURE: role and nature of agriculture in India, trends in agriculture production and productivity, green revolution and food security, agricultural price policy, rural credit and rural indebted and subsidies (all these with particular reference to Punjab), natural resources, economic development and environment degradation . | 10 |
| UNIT-IV | EXTERNAL SECTOR: Indian foreign trade-volume ,composition and direction of foreign trade, balance of payment problem, Indian trade policy, foreign capital, foreign and collaborations, role of multinational corporations-mergers and acquisitions , liberalization-from FERA to FEMA. | 10 |

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|------------|---|
| CO1 | BCM 3605.1 | To create concepts for the fundamental features of the Indian economy and its resource potential. |
|------------|------------|---|

| | | |
|------------|------------|--|
| CO2 | BCM 3605.2 | To understand the significance of the planning efforts made by the Indian government and be familiar with the many goals, setbacks, and successes that served as the cornerstone for subsequent planning and economic reforms. |
| CO3 | BCM 3605.3 | Analyze the progress and changing nature of the agricultural sector and its contribution to the economy as a whole. Recognize that agriculture is the cornerstone of economic growth and development. |
| CO4 | BCM 3605.4 | To explain the function, importance, and markets of foreign currency rates and how they affect different economic sectors. |

Recommended Books:

- Mishra, S. K. and Puri, “Indian Economy” Himalaya Publishers.
- Panagariya Arvind, “India: The Emerging Giant” Oxford University Press
- Datt, Ruddar and Sundharam, K. P. M. “Indian Economy”, S. Chand & Company Ltd.
- Kapila Uma, “Indian Economy: Performance and Policies”, Academic Foundation
- Anne O. Krueger, “Economic Policy Reforms and the Indian Economy”, The University of Chicago Press.
- Jain T. R. “ Indian Economy” V. K. Publications

Instruction of Question Paper setter: The Question Paper should be divided into three parts. Part A shall consist of 12 MCQ’s of 1 mark each . Part B shall consist of 6 short Questions of 4 marks each out of which 3 Questions shall have internal choice & Part C shall consist of 3 long questions of 8 marks each out of which one question shall have internal choice.

SUBJECT TITLE: Business Leadership Skills

SUBJECT CODE: BCM3606

SEMESTER: VI

CONTACT HOURS/WEEK:

| Lecture (L) | Tutorial (T) | Practical (P) | Credit I |
|-------------|--------------|---------------|----------|
| 3 | - | - | 3 |

Internal Assessment: 40

End Term Exam: 60

Duration of Exam: 3 Hrs

Objective and outcome of course:

- To understand the impact and importance of becoming a leader, effective leadership behavior and styles.
- To study the Developing teamwork: team leadership vs. solo leadership – advantages and disadvantages of group work and team work.
-

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|---------------|---|---------------|
| UNIT-I | The nature and importance of leadership: The meaning of leadership. Leadership vs. management, the Impact of leadership on organizational performance Traits, Motives, and characteristics of leaders: Personality traits of effective leaders’ leadership motives-cognitive factors and leadership. | 10 |

| | | |
|-----------------|---|----|
| UNIT-II | Leadership styles: the leadership continuum: classical leadership styles – the boss-centered vs. employee-centered leadership continuum – the autocratic participative free rein continuum- the leadership grid styles | 10 |
| UNIT-III | Developing teamwork: team leadership vs. solo leadership – advantages and disadvantages of group work and team work. | 5 |
| UNIT-IV | Leadership development, succession and the future: development through self-awareness and self-discipline – leadership development programmes. | 5 |

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|-----------|---|
| CO1 | BCM3606.1 | Enlighten the nature and importance of leadership and their impact on organization performance. |
| CO2 | BCM3606.2 | Analyze the dynamics of team leadership & group development. |
| CO3 | BCM3606.3 | Evaluate the skills and various development programmes. |
| CO4 | BCM3606.4 | Create the environment in the organizations through self awareness and self development programmes. |

Recommended Texts:

1. Guest R, Hersey P & Blanchard K : Organizational change this Effective Leadership, Prentice Hall, New Jersey, 1977.
2. Yukl GA : Leadership in Organization, Prentice-Hall, New Jersey, 1981.
3. E;ezmol A : The Dynamics of Inter-personnel Behaviour, John Wiley & Sons., Inc., New York, 1969.
4. Adair John : Effective Leadership, Rupa & co.
5. Davar, Rustom S : Creative Leadership, UBS Publishers“ Distributors Ltd

INSTRUCTION FOR QUESTION PAPER SETTER: The question paper should be divided into three parts. Part A shall consist of 12 mcq’s of 1 mark each. Part B shall consist of 6 short questions of 4 marks each out of which 3 questions shall have internal choice and Part C shall consist of 3 long questions of 8 marks each out of which 1 question shall have internal choice.

SUBJECT TITLE: RESEARCH PROJECT

SUBJECT CODE: BCM 3607

SEMESTER: VI

CONTACT HOURS/WEEK:

| Lecture (L) | Tutorial (T) | Practical (P) | Credit (C) |
|-------------|--------------|---------------|------------|
| - | - | 4 | 2 |

Total: 100

Marks

Objective and outcome of course:

- To upgrade their presentation skills and increase their knowledge on latest managerial issues
- To keep the students aware of emerging issues in management and sharpen their analytical and presentation skills.

The students are required to carry out a project on any management subject and submit a report to be evaluated by the teachers of the institute and a presentation made to the entire group.

The project viva of BCM 3607 will be conducted by external examiner.

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|------------|---|
| CO1 | BCM 3607.1 | Demonstrate their capacity to improve achievement, engagement, retention and manage change through collaboration with others. |
| CO2 | BCM 3607.2 | Get in-depth understanding of academic theory and preparation of high-quality research projects pertinent to the field of study |
| CO3 | BCM 3607.3 | Develop Research aptitude |
| CO4 | BCM 3607.4 | Ability to support and participate in academic, government, and industrial research at an internationally competitive level |

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Fifth Semester:

| Subject | | Contact Hours/Week | | | Credit | Contact Hrs. | Evaluation Scheme (% of Total Marks) | | | Exam Duration (Hours) |
|---|--|--------------------|---|---|--------|--------------|--------------------------------------|----------|-------|-----------------------|
| Code | Title | L | T | P | | | Internal | External | Total | |
| Core Courses | | | | | | | | | | |
| BCM 3501 | Business Environment | 4 | - | - | 4 | 4 | 40 | 60 | 100 | 3Hrs |
| BCM 3502 | Data Analysis & Interpretation | 4 | - | - | 4 | 4 | 40 | 60 | 100 | 3Hrs |
| BCM 3503 | Corporate Accounting | 3 | 2 | - | 4 | 5 | 40 | 60 | 100 | 3Hrs |
| BCM 3504 | Banking, Insurance & International Trade | 4 | - | - | 4 | 4 | 40 | 60 | 100 | 3Hrs |
| Elective Course | | | | | | | | | | |
| BCM 3505 | Industrial Laws | 3 | - | - | 3 | 3 | 40 | 60 | 100 | 3Hrs |
| Ability Enhancement Compulsory Courses | | | | | | | | | | |
| BCM 3506 | Entrepreneurship & Small Business | 3 | - | - | 3 | 3 | 100 | - | 100 | 3Hrs |
| BCM 3507 | Fundamentals of E-Commerce | - | - | 4 | 2 | 4 | 40 | 60 | 100 | 3Hrs |
| BCM 3508 | Bank Legislation & Management | 4 | - | - | 4 | 4 | 40 | 60 | 100 | 3Hrs |

| | | | | | | | | | |
|-------|----|---|---|----|-----------|--|--|--|--|
| Total | 25 | 2 | 4 | 28 | 31 | | | | |
|-------|----|---|---|----|-----------|--|--|--|--|

L-- Lecture

T-- Tutorial

P---Practical

The breakup for internal evaluation (40 marks) is as follows:

1. Mid Semester Exams: 20
2. Assignment: 10
3. Attendance: 5
4. Class Participation: 5

Note: For Evaluation scheme see ordinance number 8 “Regulation for Academic Evaluation” RIMT University.

SUBJECT TITLE: Bank Legislation & Management

SUBJECT CODE: BCM 3508

SEMESTER: V

CONTACT HOURS/WEEK:

| Lecture (L) | Tutorial (T) | Practical (P) | Credit (C) |
|-------------|--------------|---------------|------------|
| 4 | - | - | 4 |

Internal Assessment: 40

End Term Exam: 60

Duration of Exam:3 Hrs

Objective and outcome of course:

- To acquire knowledge about the legal & regulatory framework of the banking system and the various laws and enactments.
- To share an overview of asset liability management & Techniques of asset liability management

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|-----------------|---|---------------|
| UNIT-I | Evolution of Banking Laws in India- Provisions of Banking Regulation Act, 1949 – Its Amendments. Reserve Bank of India Act, 1934 – Role and Functions of RBI-Credit Control Techniques. Indian Evidence Act-Negotiable Instruments Act 1881. Payments and Settlements Systems Act 2007 and Amendments. | 10 |
| UNIT-II | Special Features of Recovery of Debts due to Banks and Financial Institutions Act, 1993, The Securitization and Reconstruction of Financial Assets and Enforcement of Security Interest Act, 2002 Grievance Mechanism and Banking Ombudsman- Lok-Adalats- Banking Codes and Standard Boards Board- Debts Recovery Tribunals | 10 |
| UNIT-III | Analyzing bank performance, banking risks and returns, the profitability, | |

| | | |
|----------------|--|----|
| | liquidity and solvency trade off .Analysis of bank performance with financial ratios, CAMEL model, economic value added, the balance scorecard, managing non-interest income and non-interest expense. | 10 |
| UNIT-IV | Asset liability management- An overview of asset liability management, Techniques of asset liability management- futures, options and swaps, commercial and industrial landings, principles of sound bank lending, loan lending process- evaluating a loan request, structuring loan agreements, pricing commercial loans, monitoring and follow up. | 10 |

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|------------|--|
| CO1 | BCM 3508.1 | To highlight the fundamentals of banking along with various legal and regulatory aspects of banking operations with special focus on Banking Regulation Act, Negotiable Instruments Act etc. |
| CO2 | BCM 3508.2 | To provide an overview of emerging trends in banking, facilitating a creative approach towards the banking products and services. |
| CO3 | BCM 3508.3 | To emphasize on the concept of insurance and the regulatory framework concerned inculcating a deeper view for risk management in the minds of student. |
| CO4 | BCM 3508.4 | To introduce various insurance plans and to present the students with technical elements of insurance, such as financial analysis and valuation. |

Recommended Books:

1. Banking Regulation Act, 1949.
2. RBI, Act, 1934.
3. J.N. Jain and R.K. Jain: Modern Banking and Insurance, Deep and Deep Publications.
4. R.K. Mittal, A.K. Sahni and Sanjay Dhingra: Emerging Trends in the Banking Sector, Macmillan.
5. Arundeeep Singh and N.S. Toor: Legal and Regulatory Aspects of Banking, Skylark Publications.
6. John C. Hull: Risk Management and Financial Institutions, Pearson Education.
7. Justin,P. and Padmalatha, S.,Management of Banking and Financial Services, Pearson Education

Instruction for Question Paper setter : The Question Paper should be divided into three parts. Part A shall consist of 12 MCQ's of 1 mark each . Part B shall consist of 6 short Questions of 4 marks each out of which 3 Questions shall have internal choice & Part C shall consist of 3 long questions of 8 marks each out of which one question shall have internal choice.

Sixth Semester:

| Subject | | Contact Hours/Week | | | Credit | Contact Hrs. | Evaluation Scheme (% of Total Marks) | | | Exam Duration (Hours) |
|---------------------|-------|--------------------|---|---|--------|--------------|--------------------------------------|----------|-------|-----------------------|
| Code | Title | L | T | P | | | Internal | External | Total | |
| Core Courses | | | | | | | | | | |

| | | | | | | | | | | |
|---|-------------------------------|----|---|---|----|-----------|----|----|-----|------|
| BCM 3601 | Strategic Management | 4 | - | - | 4 | 4 | 40 | 60 | 100 | 3Hrs |
| BCM 3602 | Contemporary Accounting | 4 | - | - | 4 | 4 | 40 | 60 | 100 | 3Hrs |
| BCM 3603 | Consumer Behavior | 4 | - | - | 4 | 4 | 40 | 60 | 100 | 3Hrs |
| BCM 3604 | Management Information System | 4 | - | - | 4 | 4 | 40 | 60 | 100 | 3Hrs |
| Elective Course | | | | | | | | | | |
| BCM 3605 | Indian Economic Problems | 4 | - | - | 4 | 4 | 40 | 60 | 100 | 3Hrs |
| Ability Enhancement Compulsory Courses | | | | | | | | | | |
| BCM 3606 | Business Leadership Skills | 3 | - | - | 3 | 3 | 40 | 60 | 100 | 3Hrs |
| BCM 3607 | Research Project | - | - | 4 | 2 | 4 | 40 | 60 | 100 | 3Hrs |
| BCM 3608 | Actuarial Practices | 4 | - | - | 4 | 4 | 40 | 60 | 100 | 3Hrs |
| Total | | 27 | - | 4 | 29 | 31 | | | | |

L-- Lecture

T-- Tutorial

P---Practical

The breakup for internal evaluation (40 marks) is as follows:

1. Mid Semester Exams: 20
2. Assignment: 10
3. Attendance: 5
4. Class Participation: 5

Note: For Evaluation scheme see ordinance number 8 “Regulation for Academic Evaluation” RIMT University.

SUBJECT TITLE: ACTUARIAL PRACTICE

SUBJECT CODE: BCM 3608

SEMESTER: VI

CONTACT HOURS/WEEK:

| Lecture (L) | Tutorial (T) | Practical (P) | Credit I |
|-------------|--------------|---------------|----------|
| 4 | - | - | 4 |

Internal Assessment: 40

Objective and outcome of course:

- To define both the areas of learning achievement expected of future actuaries and also the specific level and type of knowledge required
- To introduces students to actuarial practice of providing commercial, financial and prudential advice on the management of assets and liabilities - especially where long-term management and planning are critical factors

Contents of Syllabus:

| Sr. No | Contents | Contact Hours |
|-----------------|---|---------------|
| UNIT-I | Scope of actuarial theory and practice- financial approach to the analysis of intermediaries, intermediating functions of banks, insurers, unit trusts and mutual funds, evolving relationship between banking and insurance, basics of investments- investments and valuation, general principles of asset allocation, investment risk, portfolio selection, techniques and investment modeling | 10 |
| UNIT-II | Life insurance- fundamental features of life insurance, nonparticipating life insurance, participating life insurance, regulation of solvency and its effect on the emergence of profit, life office risks and risk management, actuarial role in life office management. | 10 |
| UNIT-III | General insurance- introduction to general insurance, general insurance accounts, premium rating, reinsurance, reserving, health, insurance- introduction to health insurance, income protection insurance, critical illness, long-term care, private medical insurance. | 5 |
| UNIT-IV | Pensions- types of pension plans, actuarial modeling of defined-benefit plans, investment strategies for defined-benefit plans, individual pension choices. | 5 |

Course Outcomes: On successful completion of this course, the Student will be able to:

| | | |
|------------|------------|--|
| CO1 | BCM 3608.1 | To make student familiar with financial approach to the analysis of intermediaries, intermediating functions of banks, insurers, unit trusts and mutual funds, |
| CO2 | BCM 3608.2 | Introduction to general insurance and health insurance |
| CO3 | BCM 3608.3 | To impart knowledge about fundamental features of life insurance, non participating life insurance etc |
| CO4 | BCM 3608.4 | To share information about investment strategies for defined-benefit plans, individual pension choices. |

References

1. Booth P., R. Chadburn R., S. Haberman. D. James, Z. Khorasane, R.H. Plumb, B. Rickayzen ,

Modern Actuarial Theory and Practice, Chapman and Hall.

2. Daykin, C.D., T. Pentikäinen, T. and Pesonen, M., Practical Risk Theory for Actuaries, Chapman and Hall.

3. Drouin, A., Binet, G., Cichon, M., Plamondon, P. and McGillivray, W. Actuarial Practice in Social Security, Brookings Institutional Press.

4. Easton, A.E. and. Harris, T.F, Actuarial Aspects of Individual Life Insurance and Annuity Contracts, ACTEX Publications.

5. Institute of Actuaries , Manual of Actuarial Practice, Faculty of Actuaries.