

B.Com (Hons.)
BUSINESS ORGANIZATION AND MANAGEMENT B.Com(H)-101

Objective: - The purpose of this paper is to impart to the students an understanding of state of the art of management & business concepts practices with a view to preparing them to face the emerging challenges of managing resources, managing business processes and managing managers.

Unit -I:

Introduction and Process of Management: - Evolution of Management Thought : Scientific Management, Classical Organization, Planning; Organizing, Directing and Controlling.

Unit -II:

Perception, Motivation & Learning, Leadership: - Meaning and definition, Factors influencing perception, perception errors, theories of motivation:-Maslow hierarchy, Herzberg Theory, X and Y theory and Z theory. Learning-Classical, Operant Conditioning theories. Style and Functions of Leader

Unit -III:

A Prelude to Organization: - Nature of organizations, what is business and organization, why organizations exist, organizational effectiveness, nature or organizational behavior, (OB), foundations of OB, importance and shortcomings; contemporary of OB.

Unit -IV:

Emerging challenges and forms of business:-Diversity, barriers of accepting diversity, how to manage diversity. Globalization. Merger, Joint Venture, Acquisition. Forms of business ownership.

References:-

- Aswathappa. K. Himalaya Publication House
- VSP Rao – Managing Organization (EXCEL)
- Chaturvedi & Saxena- Managing Organization, Himalaya Publication House
- Mishra. M.N , Vikas Publishing House Pvt. Ltd

B.Com (Hons.)
FINANCIAL ACCOUNTING B.Com(H)-102

Level of knowledge: Working knowledge

Learning Objectives: The objective of this paper is to help students to acquire conceptual knowledge of the financial accounting and to impart skills for recording various kinds of business transactions.

COURSE CONTENTS

(PART A)

1. THEORETICAL FRAMEWORK

8 Lectures

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

The nature of financial accounting principles - Basic concepts and conventions: entity, money measurement, going concern, cost, realization, accruals, periodicity, consistency, prudence (conservatism), materiality and full disclosures.

Financial accounting standards: Concept, benefits, procedure for issuing accounting standards in India. Salient features of Accounting Standard (AS): I (ICAI). International Financial Reporting Standards (IFRS): - Need and procedures.

2. ACCOUNTING PROCESS

2 Lectures

From recording of business transactions to preparation of trial balance, an overview only.

3. BUSINESS INCOME

8 Lectures

The nature of depreciation. The accounting concept of depreciation. Factors in the measurement of depreciation. Methods of computing depreciation: straight line method and diminishing balance method; Disposal of depreciable assets- change of method. Inventories: meaning. Significance of inventory valuation. Inventory Record. Systems: periodic and perpetual. Methods: FIFO, LIFO and Weighted Average.

4. FINAL ACCOUNTS

4 Lectures

Capital and revenue expenditures and receipts: general introduction only.

Preparation of financial statements:

- a) of non-corporate business entities from a trial balance;
- b) of not-for-profit organizations;
- c) from incomplete records: statement of affairs method and conversion method.

5. ACCOUNTING FOR HIRE PURCHASE AND INSTALMENT SYSTEMS 2 Lectures

Concepts of operating and financial lease (theory only)

6. ACCOUNTING FOR INLAND BRANCHES 8 Lectures

Concept of dependent branches; accounting aspects; debtors system, stock and debtors system, branch final accounts system and whole sale basis system- Independent branches: concept-accounting treatment: important adjustment entries and preparation of consolidated profit and loss account and balance sheet.

(PART B)

7. ACCOUNTING FOR DISSOLUTION OF THE PARTNERSHIP FIRM 2 Lectures

Insolvency of partners, sale to a limited company and piecemeal distribution.

B.Com (Hons.)
MICRO ECONOMICS-I B.Com(H)-103

Objective: Objective of the course is to acquaint the students with the concepts of microeconomics dealing with consumer behaviour. The course also makes the student understand the supply side of the market through the production and cost behaviour of firms.

Learning Outcomes: The students would be able to apply tools of consumer behaviour and firm theory to business situations.

COURSE CONTENTS

Unit-I

8 lectures

The concept of demand and the elasticity of demand and supply: Demand curves: individual's demand curve, market demand curve, Movements along versus shifts in the demand curve, Elasticity of demand: price, income and cross. Concept of revenue: Marginal and Average: Revenue and elasticity of demand.

Unit-II

8 lectures

Consumer Behaviour: Notion of indifference and preference. Indifference curve analysis of consumer behaviour; Consumer's equilibrium (necessary and sufficient conditions). Price elasticity and price consumption curve, income consumption curve and Engel curve, price change and income and substitution effects. Consumer surplus. Indifference curves as an analytical tool (cash subsidy v/s. kind subsidy). Revealed Preference.

Unit-III

6 lectures

Production: Fixed and variable inputs, production function, total, average and marginal products, law of variable proportions. Linear homogeneous production function. Production isoquants, marginal rate of technical substitution, economic region of production, optimal combination of resources, the expansion path, isoclines, returns to scale.

Unit-IV

10 lectures

Cost of Production: Social and private costs of production, difference between economic and accounting costs, long run and short run costs of production. Economies and diseconomies of scale and the shape of the long run average cost. Learning curve

Unit-V

10 lectures

Perfect Competition: Assumptions, price and output decisions. Equilibrium of the firm and the industry in the short and the long runs, including industry's long run supply, difference between accounting and economic profits, producer surplus. Stability analysis - Walrasian and Marshallian. Demand -supply analysis.

B.Com. (Hons.)
BUSINESS LAWS B.Com(H)-104

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

Course Contents:

UNIT I: The Indian Contract Act, 1872

8 Lectures

Contract - meaning, characteristics and kinds, Essentials of valid contract - Offer and acceptance, consideration, contractual capacity, free consent, legality of objects. Void agreements, Discharge of contract - modes of discharge including breach and its remedies. Contingent contracts, Quasi – contracts, Contract of Indemnity and Guarantee, Contract of Bailment, Contract of Agency

UNIT II: The Sale of Goods Act, 1930

10 Lectures

Contract of sale, meaning and difference between sale and agreement to sell. Conditions and warranties, Transfer of ownership in goods including sale by non-owners, Performance of contract of sale, Unpaid seller - meaning and rights of an unpaid seller against the goods and the buyer.

UNIT III: The Limited Liability Partnership Act, 2008

10 Lectures

Salient Features of LLP, Difference between LLP and Partnership, LLP and Company, LLP Agreement, Nature of LLP, Partners and Designated Partners, Incorporation Document, Incorporation by Registration, Registered Office of LLP and Change Therein, Change of Name, Partners and their Relations, Extent and Limitation of Liability of LLP and Partners, Whistle Blowing, Contributions, Financial Disclosures, Annual Return, Taxation of LLP, Conversion to LLP, Winding Up and Dissolution.

UNIT IV: The Information Technology Act, 2000

10 Lectures

Definitions, Digital signature, Electronic governance, Attribution, acknowledgement and dispatch of electronic records, Regulation of certifying authorities, Digital signatures certificates, Duties of subscribers, Penalties and adjudication, Appellate Tribunal, Offences

B.Com. (Hons.)
BUSINESS COMMUNICATION B.Com(H)-105

Objective: To equip students of the B.Com (Hons.) course effectively to acquire skills in reading, writing, comprehension and communication, as also to use electronic media for business communication.

COURSE CONTENT:

1. Introduction to the essentials of Business Communication: Theory and practice
2. Citing references, and using bibliographical and research tools
3. Writing a project report
4. Writing reports on field work/visits to industries, business concerns etc. /business
8. negotiations.
5. Summarizing annual report of companies
6. Writing minutes of meetings
7. E-correspondence
8. Spoken English for business communication
9. (Viva for internal assessment)
10. Making oral presentations
11. (Viva for internal assessment)

Note:

1. A reading list will be compiled in consultation between the Department of English
 - a. and the Department of Commerce. Guidelines regarding teaching practice in the
 - b. classroom will be issued along with the reading list.
2. Internal Assessment marks :
3. 5 - Spoken English
4. 5 - Assignment
5. 5 - Attendance
6. 5 Class tests
7. 5 Oral presentation
2. Students must pass separately in Paper CH 6.3(a) and Paper CH 6.3 (b)
3. One tutorial per week to be held for Paper CH 6.3(a) & CH 6.3(b) separately.

ENVIRONMENTAL STUDIES B.Com(H)-008

UNIT-1 THE MULTIDISCIPLINARY NATURE OF ENVIRONMENTAL STUDIES

Definition, Scope and importance, Need for public Awareness.

UNIT-2 NATURAL RESOURCES

Renewable and Non – renewable Resources:

NATURAL RESOURCES AND ASSOCIATED PROBLEMS:-

FOREST RESOURCES: use and over – exploitation, deforestation, case forests and tribal people

WATER RESOURCES: use and over –utilization of surface and ground water, floods ,drought, conflicts over water, dams – benefits and problems.

MINERAL RESOURCES: use and exploitation, environmental effects of extracting and using mineral resources, case studies.

FOOD RESOURCES: World food problems, changes caused by agriculture and overgrazing, effects of modern agriculture, fertilizer –pesticide problems, water logging ,salinity, case studies.

ENERGY RESOURCCEEEES: Growing energy needs, renewable and nonrenewable energy sources, use of alternate energy sources, case studies

KABD RESIYRCES: Land as a resource, land degradation , man induces landslides, soil erosion and desertification.

Role of an individual u conservation of natural resources.

Equitable use of resources for sustainable lifestyles

UNIT-3 ECOSYSTEMS

Concept of an ecosystem,, Structure and function of an ecosystem, Producers, consumers and decomposers, Energy flow in the ecosystem, Ecological succession,, Food chains, food webs and ecological pyramids,, Introduction, types, characteristic features, structure and function of the following ecosystem: Forest ecosystem , Grassland ecosystem , Desert ecosystem, Aquatic ecosystems (ponds, streams, lakes, rivers, oceans, estuaries)

UNIT- 4 BIODIVERSITY AND ITS CONSERVATION

Introduction- Definition: genetic, species and ecosystem diversity, Biogeographically classification of India, Value of biodiversity : Consumptive use, productive use , social , ethical, and aesthetic and option values, biodiversity at global, National and local levels, India as a mega- diversity nation , Hot- spots of biodiversity. Threats to biodiversity: Habitat loss, poaching of wildlife, man- wildlife conflicts. Endangered and endemic species of India, Conservation of biodiversity: In- situ and Ex- situ conservation of biodiversity.

UNIT-5 ENVIRONMENTAL POLLUTION DEFINITION: CAUSES,EFFECTS AND CONTROL MEASURES OF:-

Air pollution, Water pollution, Soil pollution, Marine pollution, Noise pollution, Thermal pollution, Nuclear pollution.

Solid waste management: Causes, effects and control measures of urban and industrial wastes.

Role of an individual in prevention of pollution

Pollution case studies

Disaster management: Floods , earthquake , cyclone and landslides.

UNIT-6: SOCIAL ISSUES AND THE ENVIRONMENT

From Unsustainable to Sustainable development, Urban problems related to energy. Water conservation, rain water harvesting, watershed management, Resettlement and rehabilitation of people ; its problems and concerns. Case studies, Environmental ethics: Issues and possible solutions., Climate change, global warming, acid rain, ozone layer depletion, nuclear accidents and holocaust. Case studies., Wasteland reclamation. Consumerism and waste products Environment protection Act. Air (Prevention and control of pollution) Act, Water (Prevention and control of pollution) Act, Wildlife Protection Act, Forest conservation Act, Issues involved in enforcement of environmental legislation, Public awareness

UNIT-7 HUMAN POPULATION AND THE ENVIRONMENT

Population growth, variation among nations. Population explosion: Family welfare program. Environment and human health, Human Rights, Value Education, Women and child welfare, Role of information technology in environment and human health case studies.

UNIT-8 FIELD WORK

Visit to a local area to document environmental assets –river/ forest/grassland/hill/ mountain. Visit to a local polluted site- Urban/ Rural /Industrial /Agricultural, Study of common plants, insects, birds. Study of simple ecosystems- pond, river , hill slopes , etc.(Field work equal to 5 lecture hours).

B.Com (Hons.)
Semester - II
BUSINESS STATISTICS B.Com(H)-201

Objective: The objective of this course is to familiarize students with the basic statistical tools used to summarize and analyze quantitative information for decision making.

Unit 1 : Statistical Data and Descriptive Statistics

1.1 Measures of Central Tendency

- a) Mathematical averages including arithmetic mean, geometric mean and harmonic mean. Properties and applications.
- b) Positional Averages
Mode
Median (and other partition values including quartiles, deciles, and percentiles).

1.2 Measures of Variation: absolute and relative.

Range, quartile deviation, mean deviation, standard deviation, and their co-efficients, Properties of standard deviation/variance.

1.4 Moments: calculation (including Sheppard's corrections) and significance. Skewness, Kurtosis and Moments.

Unit 2 : Probability, Probability Distributions and Decision Theory

2.1 Theory of Probability. Approaches to the calculation of probability

2.2 Calculation of event probabilities. Addition and multiplication laws of probability.

2.3 Conditional probability and Bayes' Theorem. Expectation and variance of a random variable.

2.4 Probability distributions: Binomial, Poisson and Normal.

2.5 The decision environment. Pay-off and regret matrices. Criteria of decision-making: Laplace, Maximin/Minimax, Maximax/Minimin, Savage; and Expectation. (Excluding Bayesian analysis) EVPI and its calculation.

2.6 Decision Trees.

Unit 3 : Simple Correlation and Regression Analysis

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

3.2 Regression Analysis. Principle of least squares and regression lines. Regression equations and estimation. Standard Error of Estimates.

Unit 4 : Index Numbers

4.1 Meaning and uses of index numbers. Construction of index numbers: fixed and chain

base: univariate and composite. Aggregative and average of relatives - simple and weighted.

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

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

Unit 5 : Time Series Analysis

5.1 Components of time series. Additive and multiplicative models.

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

5.3 Seasonal variations- calculation and uses. Simple averages, ratio-to-trend, ratio-to-moving averages and link-relatives methods.

B.Com. (Hons.)
Semester - II
FUNDAMENTALS OF COMPUTERS AND INFORMATION SYSTEM B.Com(H)-202

Objectives: To provide computer skills and knowledge for commerce students and to enhance the student's understanding of usefulness of information technology tools for business operations.

Part - A

Unit 1: Basic Concepts:

What is a computer? , Characteristics of a Computer. Advantages of Computers. Limitation of Computers. Types of Computers. Applications of computers. Data Representation.

Unit 2: Essential components of Computers.

Hardware, Firmware, Live-ware, Software: Relationship between hardware and software , System Software: Operating system, Translators, interpreter, compiler, assemblers, linkers. Overview of operating system, function of operating system. application software: General Purpose Packaged Software and tailor made software.

Unit 3. Information Systems

Meaning, Need of an efficient information System. Type of Information system Information requirement for Planning, Coordination, and control for various level in Business, Industry, Basic of data arrangement and Access

Unit 4. Database System.

Traditional file Environment, Identification of Relevant data. Evolution of Database Technology. Databases: The Modern Approach.

Unit 5. Net works: LAN, WAN, Wireless Network

Introduction to networking , Importance of networking , Communication devices such as Modem, Features of Networking

Unit 6. Introduction to Internet

Meaning of Internet. Growth of internet. Owner of Internet. Anatomy of Internet, Basic Internet Terminology , Net Etiquette, World Wide Web , Internet Protocols. Usage of Internet to society. Search Engines.

Part - B

Computer based information System

Accounting Information System (AIS): Meaning, characteristics, diagrams to depict AIS and its major subsystems. Management Information System: Meaning, concepts, input and output of MIS with illustration. Decision Support system: Introduction, Decision making, DSS concept, objective. Knowledge-Based Information System: Introduction,

Expert system, User interface, knowledge base, advantages and disadvantages, illustrating an expert system. Concept of virtual office: Introduction, office automation (OA), virtual office, OA application; visualizing paperless office by Illustration Executive Information system: Introduction, peculiar information requirements of executives. Marketing Information: Introduction, evolution and need of marketing information system, Manufacturing Information System: Introduction, need and characteristics. Introduction to Financial Information System. Introduction to Human Resource Information System. Concept, Applications, Advantages and limitations with regards: Word Processor, Spread Sheet , Database

Part C. Introduction to Essential tools.

Unit 1. Word Processing.

Introduction to word Processing. Word processing concepts. Use of Templates Working with word document: Opening an existing document/creating a new document. Saving, Selecting text, Editing text, Finding and replacing text, Closing, formatting, Checking and correcting spellings, Bullets and numbering Tabs, Paragraph Formatting , Indent , Page , Formatting, Header and footer

Mail Merge, Tables: Formatting the table , Inserting filling and formatting a table

Unit 2. Spreadsheet and its Business Applications.

Spreadsheet concepts , Creating a work book, saving a work book editing a work book, inserting, deleting work sheets, entering data in a cell, formula Copying, Moving data from selected cells, handling operators in formulae. Rearranging Worksheet , project involving multiple spreadsheets , organizing. Charts and graphs , Printing worksheet.

Unit 3. Generally used Spread sheet functions

Mathematical, Statistical , Financial , Logical

Unit 4. Creating spreadsheet in the following areas:

Loan & Lease statement, Ratio Analysis. Graphical representation of data , Payroll statements, Frequency distribution and its statistical parameters

Unit 5. Database Software.

Creating Data Tables, Editing a Database , Performing queries. Generating Reports

B.Com. (Hons.)
Semester - II
MICRO ECONOMICS- II B.Com(H)-203

Objective: The objective of the course is to acquaint the students with various market structures within which a firm operates. The Course also deals with long-term decision making and market efficiency.

COURSE CONTENTS

Unit-I

Monopoly Market Structure: Kinds of monopoly, Monopolist's decision and equilibrium, Shifts in demand curve and the absence of the supply curve. Measurement of monopoly power and the rule of thumb for pricing. Horizontal and vertical integration of firms. Comparison of pure competition and monopoly. The social costs of monopoly power. Price discrimination, Peak-load pricing.

Unit-II

Monopolistic Competition and Oligopoly: Monopolistic competition price and output decision-equilibrium. Monopolistic Competition and economic efficiency
Oligopoly and Interdependence - Cournot's duopoly model, Stackelberg model, Kinked demand model. Prisoner's dilemma, collusive oligopoly - price-leadership model - dominant firm, cartels, sales maximization. Contestable markets theory. Pricing Public Utilities.

Unit-III

Market for Factor Inputs: Determination of factor rewards in perfect input markets in the short & long runs under conditions of perfect and imperfect commodity markets. Determination of factor rewards under conditions of monopsony, monopolistic and monopsonistic exploitation. Role of trade unions. Rental element in factor remuneration. Government intervention in factor market. through regulatory agency.

Unit-IV

Direct or Inter-temporal Analysis and Choice under Uncertainty: Intertemporal choice - Stocks versus flows, present discounted values, capital investment decisions, investment decisions by consumers, determination of interest rates. Risk, preferences towards risk, reducing risk.

B.Com. (Hons.)
Semester - II
CORPORATE LAWS B.Com(H)-204

Objective: The objective of the course is to impart basic knowledge of the provisions of the Companies Laws and the Depository Laws along with relevant case law.

Course Contents:

UNIT 1:

Introduction: Characteristics of a company, concept of lifting of corporate veil.

Types of companies, association not for profit, illegal association.

Formation of company - Promoters, their legal position, pre-incorporation contract and provisional contracts.

Documents - Memorandum of Association, Articles of Association, Doctrine of Constructive Notice and Indoor Management, Prospectus and Book Building

UNIT 2:

Share Capital - issue, allotment and forfeiture of share, demat of share, transmission of shares, buyback, share certificate and share warrant

Members and shareholder - their rights and duties.

Shareholders meetings, kinds, convening and conduct of meetings

UNIT 3:

Management - Directors, classification of directors, dis-qualifications, appointment, legal position, powers and duties, disclosures of interest, removal of directors, board meetings,

other managerial personnel and remuneration.

Dividend Provisions and issue of bonus shares.

Investigations.

Winding up - concept and modes of winding up

UNIT 4:

Emerging issues in company law: One Person Company (OPC), Small Company, Postal

Ballot, Small Shareholders on Board, Director Identity Number (DIN), Corporate Identity

Number (CIN), MCA-21, Online Filing of Documents, Online Registration of Company,

UNIT 5:

National Company Law Tribunal (NCLT), Limited Liability Partnership (LLP), Insider Trading,

Rating Agencies, Producer Company - concept and formation.

Depositories Act 1996: Definitions, Rights and Obligations of Depositories, Participants Issuers and Beneficial Owners, Inquiry and Inspections, Penalty.

B.Com (Hons.)
INTERNATIONAL BUSINESS B.Com(H)-205

Objective: The objective of the course is to expose students to the concept, importance and dynamics of international business and India's involvement with global business operations. The course also discusses theoretical foundations of international business to the extent these are relevant to understand the mechanics of global business operations and development.

Unit - I

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

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

Unit -II

Theories of International Trade - an overview; Commercial Policy Instruments - tariff and non-tariff measures; Balance of payment account and its components.

International Organizations and Arrangements: WTO - Its objectives, principles, organizational structure and functioning; An overview of other organizations - UNCTAD, World Bank and IMF; Commodity and other trading agreements.

Unit -III

Regional Economic Co-operation: Forms of regional groupings; Integration efforts among countries in Europe, North America and Asia.

International Financial Environment: International financial system and institutions; Foreign exchange markets and risk management; Foreign investments - types and flows; Foreign investment in Indian perspective.

Unit -IV

Organisational structure for international business operations; Key issues involved in making international production, finance, marketing and human resource decisions; International business negotiations.

Developments and Issues in International Business: Outsourcing and its potentials for India; Strategic alliances, mergers and acquisitions; Role of IT in international business; International business and ecological considerations.

Unit -V

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

Financing of foreign trade and payment terms.

B. Com. (Hons.)
Semester - III
BUSINESS MATHEMATICS B.Com(H)-301

Objective: The objective of this course is to familiarize students with the basic mathematical tools with emphasis on applications to Business and Economic situations.

Unit - 1 : Matrices and Determinants

Algebra of matrices. Inverse of a matrix. Solution of system of linear equations (having unique solution and involving not more than three variables) using matrices, Input Output Analysis.

Unit - 2 Calculus I

Mathematical functions and their types- linear, quadratic, polynomial, exponential, logarithmic and logistic function. Concepts of limit, and continuity of a function. Concept and rules of differentiation, Maxima and Minima involving second or higher order derivatives.

Unit -3 Calculus II

Partial Differentiation. Partial derivatives up to second order. Homogeneity of functions and Euler's theorem. Total differentials. Differentiation of implicit functions with the help of total differentials. Maxima and Minima in cases of two variables involving not more than one constraint including the use of the Lagrangean multiplier. Integration. Standard forms. Methods of integration - by substitution, by parts and by use of partial fractions. Definite integration. Finding areas in simple cases.

Unit- 4 Mathematics of Finance

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

Unit- 5 Linear Programming

Formulation of linear programming problems (LPP). Graphical solution to LPPs. Cases of unique and multiple optimal solutions. Unbounded solutions and infeasibility, and redundant constraints. Solution to LPPs using Simplex method - maximization and minimization cases. Shadow prices of the resources. Identification of unique and multiple optimal solutions, unbounded solution, infeasibility and degeneracy. The dual problem. Formulation of the Dual. Primal-Dual solutions: (excluding solution of dual problem when the primal problem involves mixed constraints) Economics interpretation of the dual In addition the students will work on a software package for solving linear programming problems and analyze the results obtained there from. This will be done through internal assessment.

B.Com. (Hons.)
Semester - III
INCOME TAX LAW AND PRACTICE B.Com(H)-302

Objective:

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

Contents

UNIT 1:

Basic concept: Income, agricultural income, person, assessee, assessment year, previous year, gross total income, total income, maximum marginal rate of tax. Residential status Scope of total income on the basis of residential status

UNIT 2:

Exempted income under section 10

Computation of income under different heads - Salaries - Income from house property - Profits and gains of business or profession - Capital gains - Income from other sources

UNIT 3:

Total income and tax computation - Income of other persons included in assessee's total income - Aggregation of income and set-off and carry forward of losses - Deductions from gross total income - Rebates and reliefs - Computation of total income of individuals and firms

UNIT 4:

Tax liability of an individual and firm ,Five leading cases of Supreme Court

UNIT 5:

Preparation of return of income: PAN - Manually - On-line filing of Returns of Income & TDS. - Provision & Procedures of COMPULSORY ON- LINE filing of returns for specified assesses.

B.Com. (Hons.)
Semester - III
MACRO ECONOMICS B.Com(H)-303

Objectives: The course aims at providing the student with knowledge of basic concepts of the macro economics. The modern tools of macro-economic analysis are discussed and the policy framework is elaborated, including the open economy.

COURSE CONTENTS

Unit-I

Introduction - concepts and variables of macroeconomics, income, expenditure and the circular flow, components of expenditure. Static macro economic analysis short and the long run - determination of supply, determination of demand, and conditions of equilibrium.

Unit-II

Economy in the short run - IS-LM framework, fiscal and monetary policy, determination of aggregate demand, shifts in aggregate demand, aggregate supply in the short and long run, and aggregate demand- aggregate supply analysis.

Unit-III

Inflation, causes of rising and falling inflation, inflation and interest rates, social costs of inflation. Unemployment - natural rate of unemployment, frictional and wait employment. Labour market and its interaction with production system. Phillips curve, the trade-off between inflation and unemployment, sacrifice ratio, role of expectations adaptive and rational.

Unit-IV

Open economy - flows of goods and capital, saving and investment in a small and a large open economy, exchange rates, Mundell - Fleming model with fixed and flexible prices small open economy with fixed and with flexible exchange rates, interest-rate differentials case of a large economy.

Unit-V

Behavioral Foundations- Investment -determinants of business fixed investment, effect of tax, determinants of residential investment and inventory investment. Demand for Money - Portfolio and transactions theories of demand for real balances, interest and income elasticities of demand for real balances. Supply of money.

B.Com (Hons.)
Semester - III
PRINCIPLES OF MARKETING B.Com(H)-304

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

COURSE CONTENTS

Unit - I

Introduction: Nature, scope and importance of marketing; Evolution of marketing concepts; Marketing mix, Marketing environment.

Consumer Behavior - An Overview: Consumer buying process; Factors influencing consumer buying decisions.

Unit -II

Market Selection: Market segmentation - concept, importance and bases; Target market selection; Positioning concept, importance and bases; Product differentiation vs. market segmentation.

Product: Meaning and importance. Product classifications; Concept of product mix; Branding, packaging and labeling; After-sales services; Product life-cycle; New Product Development.

Unit -III

Pricing: Significance. Factors affecting price of a product. Pricing policies and strategies.

Promotion: Nature and importance of promotion; Communication process; Types of promotion: advertising, personal selling, public relations & sales promotion, and their distinctive characteristics; Promotion mix and factors affecting promotion mix decisions; Communication planning and control.

Unit -IV

Distribution: Channels of distribution - meaning and importance; Types of distribution channels; Wholesaling and retailing; Factors affecting choice of distribution channel; Physical Distribution.

Retailing: Types of retailing - store based and non-store based retailing, chain stores, specialty stores, supermarkets, retail vending machines, mail order houses, retail cooperatives; Management of retailing operations: an overview; Retailing in India: changing scenario.

Unit -V

Rural marketing:

Growing Importance; Distinguishing characteristics of rural markets; Understanding rural consumers and rural markets; Marketing mix planning for rural markets.

Recent issues and developments in marketing: Social Marketing, Marketing ethics; Recent developments in marketing - online marketing, direct marketing, services marketing, green marketing, sustainable marketing and relationship marketing.

**B.Com.(Hons.)
FUNDAMENTALS OF INVESTMENTS B.Com(H)-305**

Objective: To familiarize students with different investment alternatives, introduce them to the framework of their analysis and valuation and highlight the role of investor protection.

COURSE CONTENTS

Unit-I:

The Investment Environment - The investment decision process, Types of Investments - Commodities, Real Estate and Financial Assets, the Indian securities market, the market participants and trading of securities, security market indices, sources of financial information, Concept of return and risk (including Capital Asset Pricing Model), Impact of Taxes and Inflation on return.

Unit-II:

Fixed Income Securities - Bond features, types of bonds, estimating bond yields, types of bond risks, default risk and credit rating.

Unit-III:

Approaches to Equity Analysis: Introductions to Fundamental Analysis, Technical Analysis and Efficient Market Hypothesis, dividend capitalisation models, and price-earnings multiple approach to equity valuation.

Unit-IV:

Portfolio Analysis and Financial Derivatives: Portfolio and Diversification, Portfolio Risk and Return. Commodities, real estate, and mutual funds. Introduction to Financial Derivatives, Financial Derivatives Markets in India.

Unit-V:

Investor Protection - SEBI & role of stock exchanges in investor protection, investor grievances and their redressal system, insider trading, investors' awareness and activism.

B.Com. (Hons)
Semester – IV
INDIRECT TAX B.Com(H)-401

Objective: To provide basic knowledge and equip students with application of Principles and provisions of Service Tax, VAT, Central Excise, and Customs Laws.

COURSE CONTENTS:

Unit 1: Service tax

Service tax - concepts and general principles, Charge of service tax and taxable services, Valuation of taxable services, Payment of service tax and filing of returns, Penalties

Unit 2: VAT

VAT - concepts and general principles, Calculation of VAT Liability including input Tax Credits, Small Dealers and Composition Scheme, VAT Procedures

Unit 3: Central Excise

Central Excise Law in brief - Goods, Excisable goods, Manufacture and Manufacturer,, Valuation, CENVAT, Basic procedures, Export, SSI, Job Work

Unit 4: Customs laws

Basic concepts of customs law, Territorial waters, high seas, Types of custom duties - Basic, Countervailing & Anti- Dumping Duty, Safeguard Duty, Valuation, Customs, Procedures, Import and Export Procedures, Baggage, Exemptions

B.Com. (Hons.)
Semester - IV
CORPORATE ACCOUNTING B.Com(H)-402

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

COURSE CONTENTS

UNIT 1: ACCOUNTING FOR SHARE CAPITAL & DEBENTURES

Issue, forfeiture and reissue of forfeited shares- concept & process of book building. Issue of rights and bonus shares. Buy back of shares. Redemption of preference shares. Issue and Redemption of Debentures.

UNIT 2: FINAL ACCOUNTS

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

UNIT 3: AMALGAMATION OF COMPANIES

Concepts and accounting treatment as per Accounting Standard: 14 (ICAI) (excluding inter company holdings). Internal reconstruction: concepts and accounting treatment, excluding scheme of reconstruction.

UNIT 4: ACCOUNTS OF HOLDING COMPANIES/PARENT COMPANIES

Preparation of consolidated balance sheet with one subsidiary company. Relevant provisions of Accounting Standard: 21 (ICAI).

UNIT 5: BANKING COMPANIES

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

UNIT 6: CASH FLOW STATEMENT

Concepts of funds. Preparation of cash flow statement as per Accounting Standard (AS): 3 (Revised) (ICAI): Indirect method only.

B.Com. (Hons.)
HUMAN RESOURCE MANAGEMENT B.Com(H)-403

Unit-I:

Human Resource Management: Relevance and spectrum, HRD: concept and evolution, Organisation of HR Department, Role, Status and competencies of HR Manager, HR Policies, An overview of Government Policy since 1991 affecting Human Resources.

Unit -II

Acquisition of Human Resource: Human Resource Planning- Quantitative and Qualitative dimensions; job analysis - job description and job specification; recruitment - Concept and sources; selection - Concept and process; test and interview; placement induction.

Unit -III

Training and development; concept and importance; identifying training and development needs; designing training programmes; role specific and competency based training; evaluating training effectiveness; training process outsourcing; management development systems; career development.

Unit -IV

Performance appraisal system; nature and objectives; techniques of performance appraisal; potential appraisal and employee counseling; job changes - transfers and promotions.

Unit -V

Compensation: concept, policies and administration; job evaluation; methods of wage payments and incentive plans; fringe benefits; performance linked compensation. Maintenance: employee health and safety; employee welfare; social security; grievance handling and redressal.

Unit -VII

Emerging Horizons in Human Resource Management; Human Resource Information System; Downsizing; VRS; empowerment, workforce diversity.

B.Com. (Hons.)
Semester - IV
COST ACCOUNTING B.Com(H)-404

Objective: To acquaint the students with basic concepts used in cost accounting and various methods involved in cost ascertainment systems.

COURSE CONTENTS:

UNIT 1:

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

UNIT 2:

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

UNIT 3:

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

UNIT 4:

Overhead: Classification, allocation, apportionment and absorption of overhead. Under- and over-absorption. Capacity costs. Treatments of certain items in costing, like interest on capital, packing expenses, debts, research and development expenses, Bad Activity - based cost allocation.

Methods of Costing: Unit costing, Job costing. Contract Costing. Process costing (process losses, valuation of work in progress, joint and by-products) Service costing (only transport).

UNIT 5:

Accounting Systems: Integral and non-integral systems, Reconciliation of cost and financial accounts.

B.Com. (Hons.)
Semester - IV
INDIAN ECONOMY - PERFORMANCE AND POLICIES B.Com(H)-405

Section 1: Basic Issues in Economic Development: Concept and Measures of Development and Underdevelopment; Human Development.

Section 2: Basic Features of the Indian Economy at Independence: Composition of national income and occupational structure, the agrarian scene and industrial structure.

Section 3: Policy Regimes:

- a) The evolution of planning and import substituting industrialization.
- b) Economic reform and liberalization.

Section 4: Growth, Development and Structural Change:

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

Section 5: Sectoral Trends and Issues:

- a) Agriculture: Agrarian growth and performance in different phases of policy regimes i.e. pre green revolution and the two phases of green revolution; Factors influencing productivity and growth; the role of technology and institutions; price policy, the public distribution system and food security.
- b) Industry and Services: Phases of Industrialisation - the rate and pattern of industrial growth across alternative policy regimes; Public sector - its role, performance and reforms; The small scale sector; Role of Foreign capital.
- c) The Financial Sector: Structure, Performance and Reforms. Foreign Trade and balance of Payments: Structural Changes and Performance of India's Foreign Trade and Balance of Payments; Trade Policy Debate; Export policies and performance; Macro Economic Stabilisation and Structural Adjustment; India and the WTO.

B.Com.(Hons.)

SEMESTER-V

RESEARCH METHODOLOGY B.Com(Hons.)-501

L-4

Objective: This course emphasizes the basic methodologies, as well as introduces a variety of techniques.

UNIT I

Introduction: Concept of Research and Its Application in Various Functions of Management, Types of Research, Types of Business Problems Encountered by the Researcher, Problems and Precautions to the Researchers.

Process of Research: Steps Involved in Research Process. Research Design : Various Methods of Research Design.

UNIT II

Collection of Data: Concept of Sample, Sample Size and Sampling Procedure, Various Types of Sampling Techniques, Determination and Selection of Sample Member,

Types of Data: Secondary and Primary, Various Methods of Collection and Data, Preparation of Questionnaire and Schedule, Types of Questions, Sequencing of Questions, Check Questions, Length of Questionnaire, Precautions in Preparation of Questionnaire and Collection of Data.

UNIT III

Analysis of Data: Coding, Editing and Tabulation of Data, Various Kinds of Charts and Diagrams Used in Data Analysis: Bar and Pie Diagrams and their Significance, Use of SPSS in Data Analysis, Application and Analysis of Variance (ANOVA). Measurement and Central Tendency, Measure of Dispersion and their Advantages.

UNIT IV

Report Preparation: Types and Layout of Research Report, Precautions in Preparing the Research Report. Bibliography and Annexure in the Report : Their Significance, Drawing Conclusions, Suggestions and Recommendations to the Concerned Persons.

Text and Reference Books

1. Research Methodology by C. R. Kothari. – New Age
2. Business Research Methods by Donald C Cooper and Pamela S. Schindler, Tata Mcgraw Hill.
3. Marketing Research Rajendra Nargundkar. – TMH
4. Research Methodology by Ranjeet Kumar. – Pearson
5. Marketing Research by Beri. – TMH

B.Com. (H) 502

MANAGEMENT ACCOUNTING (B.Com-H)

UNIT I

Introduction: Accounting for Management, Role of Cost in decision making, Comparison of Management Accounting and Cost Accounting, types of cost, cost concepts, Elements of cost - Materials, Labour and overheads and their Allocation and Apportionment, preparation of Cost Sheet, Methods of Costing, Reconciliation of Cost and Financial Accounting.

UNIT II

Marginal Costing: Marginal Costing versus Absorption Costing, Cost-Volume-Profit Analysis and P/V Ratio Analysis and their implications, Concept and uses of Contribution & Breakeven Point and their analysis for various types of decision-making like single product pricing, multi product pricing, replacement, sales etc. Differential Costing and Incremental Costing: Concept, uses and applications, Methods of calculation of these costs and their role in management decision making like sales, replacement, buying etc.

UNIT III

Budgeting: Concept of Budget, Budgeting and Budgetary Control, Types of Budget, Advantages and Limitations of Budgetary Control. Standard Costing: Concept of standard costs, establishing various cost standards, calculation of Material Variance, Labour Variance, and Overhead Variance, and its applications and implications.

UNIT IV

Responsibility Accounting & Transfer Pricing: Concept and various approaches to Responsibility Accounting, concept of investment center, cost center, profit center and responsibility center and its managerial implications, Transfer Pricing : concept, types & importance ; Activity Based Costing, Cost Management, Value Chain Analysis, Target Costing & Life Cycle Costing : concept, strategies and applications of each.



Financial Management

Code- B.Com (H) -503

Objective- The basic objective of the present course is to familiarize the students with the skills related to basic principles, tools and techniques of Financial Management.

UNIT I

INTRODUCTION- Meaning , definition and importance of Financial Management, Approaches to Financial Management, Role and responsibilities of Financial Manager in the modern economy, Objectives of Financial Management- Profit maximization v/s Wealth Maximization.

UNIT II

CAPITAL STRUCTURE DECISION- Meaning [&] features of sound capital structure, Factors affecting capital structure, Concept of optimum capital structure. View of Capital structure, asset structure, and financial structure.

COST OF CAPITAL – Meaning and importance of cost of capital. Cost of equity capital, Preference share capital and Debenture.

UNIT III

CAPITAL BUDGETING DECISION – Importance of capital budgeting decisions, Techniques of evaluating capital projects: Pay Back Period, ARR, & NPV.

UNIT IV

WORKING CAPITAL DECISIONS- Meaning, types, importance of working capital, Factors affecting the size of working capital, Management of cash, Inventories and receivables management.

Books Recommended:

1. Financial Management – I.M.Pandey
2. Financial Management – Prasana Chandra
3. Financial Management – Dr. S.N. Maheshwari

AVGSIMC SVSU MEERUT
B.Com (Hons.) Semester – Vth
Fundamentals of Commercial Banking

Code : BK - 1

Objectives:- The purpose of this paper is to impart to the students an understanding and practices of commercial banks and to know the role of RBI.

Unit – I

Meaning and definition of bank & banking. Significance – evolution of banks in India. Composition of the Indian Banking system – RBI, commercial Banks, Development Banks, RRB's, Co-operative Banks.

Unit – II

Commercial Banks: Functions & Services of Commercial Banks – Primary & Secondary functions.

Changing role of commercial Banks – Housing finance, sale of mutual funds, issue of credit cards, Debit Cards, ATM cards, E-Transfer of funds & E-Banking.

Unit – III

Reserve bank of India-Functions – Traditional & Promotional, role of RBI in Agricultural financing, Industrial Development.

Unit – IV

Negotiable instrument – cheques, Promissory Notes, Bill of exchange (Meaning & Features) crossing of instrument & Endorsements.

Books recommended:-

Banking Principals & Operations: M.N. Gopinath 6th Edition 2016.

Banking Law And Practice : B.M.L. Nigam

Banking Law And Practice : Tannon

Banking products and services by Indian institute of banking & finance



AVGSIMC SVSU MEERUT
B.Com (Hons.) Semester – Vth
Banker & Customer Relationship Management

Code : BK - 2

Objectives:- To familiarize the students with understanding and practices of banker and customers, investment policy.

Unit – I

Introduction:- Historical perspective of Banking structure & Characteristics, Emergence of commercial banking. Importance of commercial banks. An overview of development in banking since independence.

Unit – II

Relationship between Banker & customer – legal frame work paying banker – meaning, precautions to be taken by a paying banker, statutory protection to the paying banks.

Collecting banker: Legal states of the collecting banker, duties of collecting banker. Statutory protection to collecting banker.

Unit – III

Investment policy of banks.
Portfolio management, principles of investment policy.
Lending policies – principles of sound lending, securities – their needs creation of various charges in lending process.

Unit – IV

RBI & It's control on commercial banks Introduction – Relationship between RBI & Commercial banks.
RBI – organizational structure & Functions of RBI.
Denomination wise notes & coins issued, Number of currency chests, RBI & its control on commercial banks.

Books recommended:-

Banking Law And Practice : Varshney
Banking Law And Practice : B.M.L. Nigam
Banking Law And Practice : M.L. Tannon & Mandira Mitra
Banking products and services by Indian institute of banking & finance



International Business Environment B.Com(H) IB 01

Objectives: The purpose of the course is to familiarize students with various environmental factors and forces that affect a firm's overseas operations and learn to manage international business.

Course Contents:

Unit1

International Business and Environment: An Interface; World Trade in Goods and Services – Major Trends and Developments; Framework for Understanding International Business Environment: Analysis of Physical, Demographic, Economic, Socio-cultural, Political, Legal and Technological Environment of a Foreign Country, Legal Framework of International Business: Nature and Complexities; Code and Common Laws and their Implications to Business; International Business Contract – Legal Provisions; International Sales Agreements, Rights and Duties of Agents and Distributors.

Unit 2

Global Trading Environment: Liberalization of World Trade. FDI and their Impact on the Economy, Multinationals and their Economic Impact; Political and Legal Impact of Multinational Corporations; Strategies for Dealing with Multination, Technology Transfer Importance and Types, Issues in Transfer of Technology to Developing Countries.

Unit3

International Financial Environment: Foreign Investment – Types and Flows; Asian Model, Monetary System- Exchange Rate Mechanism and Arrangements, Movements in Foreign Exchange Rates and Impact on Trade and Investment Flows, Global Capital Markets, Euro Currency.

Unit4

International Economic Institutions and Regional Economic Groups: IMF, World Bank, MIGA, UNCTAD and WTO; ATC, GSP and International Commodity Agreements. Forms and their Functioning: Multilateralism vs. Regionalism; EU, NAFTA, ASEAN, SAFTA and other Regional Economic Groupings. (10 Hours)

Text Books:

1. Daniels, John D. and Radebaugh, Lee H. (2004). International Business: Environment and Operations. 8th Edition, Pearson Education.
2. Charles, W. L. Hill (5th Edition, 2005). International Business: Competing in the Global Marketplace. Tata McGraw Hill.

International Economics B.COM (H)IB02

Objectives: The purpose of this course is to acquaint the students with concepts, techniques and policies in the field of International Economics to understand the dynamics of International Trade.

Course Contents:

Unit1.

International Trade Theory: Introduction to International Economics, classical and modern theories of international Trade.

Unit4.

Market and Economies of Scale:- Definition and types of imperfect Competition, Price Determination, Economies of Scale- Internal and External. Budget Line

Unit3.

International Trade Policy: Tariffs and Non-tariff Barriers in International Trade: Economic Integration – Custom Unions and Free Trade Areas.

Unit4.

Balance of Trade, Balance of Payments and Exchange Rates: Balance of Trade, Balance of Payments, Foreign Exchange Market, Determination of Exchange Rates. Meaning and causes of Devaluation.

Text Books:

1. Salvatore Dominicks (2004). International Economics. John Wiley Sons, Inc.
2. Mannur, H. G. (2003). International Economics, Second Edition, Vikas Publishing House, New Delhi.

Reference Books:

1. Sodersten, B.O. International Economics. (2003). McMillan, London.
2. Krugman, Paul and Maurice Obstfeld (2004). International Economics. New York, Addison

MONETARY THEORIES AND INSTITUTIONS -B.Com (Hons).- FM-01

Objective: To make the students aware of the National, State and District level monetary institutions and their importance.

- Unit-I** Money and Monetary Standards : Definitions, Functions, Characteristics of a Good Money, Importance of Money in Capitalist and Socialist Economies, Metallic Money, Merits and Demerits, Gold Standard – Advantages and Disadvantages, Kinds, Causes for its Abandonment, Paper Money: Merits and Demerits, Methods of Issue of Paper Money.
- Unit-II** Value of Money : Fisher’s Quantity Theory, Cash Balance Theory (Cambridge Equation), Keynesian Theory. Friedman’s Theory, Changes in Value of Money, Inflation and Deflation – Meaning, Types, Effects and Remedies.
- Unit-III** Commercial Banks in India: Functions and Working, Process of Credit Creation by Banks, Principles of Bank Investments and Features of Bank Balance Sheet, Reserve Bank of India : Functions, Instrument of Monetary and Credit Control.
Functions and workings of Regional Rural Banks (RRBs) and National Bank for Agriculture and Rural Development (NABARD).
- Unit-IV** The Objectives, Functions and Working of Small Industries Development Bank of India (SIDBI), State Financial Corporations (SFCs), State Industrial Development Corporations (SIDCs)/State Industrial Investment Corporations (SIICs), Industrial Finance Corporation of India (IFCI), Industrial Development Bank of India (IDBI), Industrial Credit & Investment Corporation of India (ICICI).
- Unit-V** International Monetary Institutions: International Monetary Fund (IMF), International Bank for Reconstruction and Development (IBRD), International Development Association (IDA) and International Finance Corporation (IFC).

Suggested Readings-

1. Khan and Jain, Financial Services, Tata McGraw Hill
2. Singh, J.K., Venture Capital Financing in India. Dhanpat Rai and Company, New Delhi.
3. I. M. Pandey, Financial Management, Vikas Publishing House Pvt Limited

FINANCIAL MARKETS-B.Com (Hons).- FM-02

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

- Unit-I** Financial Markets : Money Market and Capital Market – Their meaning and functions. Essentials of Developed Money Market, Composition of Money Market, Structural Developments in the Indian Capital Market, Instruments.
- Unit-II** Development Financial Institutions (DFIs) and Investing Institutions : Concept of Development Banking, All India and State Level DFIs – Their Objective and Functions, Financial and Promotional Assistance to Industry – An Aggregative View, Diversification of the Activities of DFIs.
- Unit-III** Commercial Banks and Non-Bank Finance Companies : The Structure and functions of Commercial Banking in India, Lead Bank Scheme, Regional Rural Banks, Recommendations of important committees on Bank Finance.
- Types of Non-banking Financial Services (NBFS): Growth of NBFS, Types, Maturity and Purpose of Deposits with NBFS, Growth of Deposits with NBFS, Important Issues.
- Unit-IV** Foreign Capital Investment in India :
Different Types of Foreign Capital Investment in India – Foreign Capital Investment, NRI Investment by Foreign Institutional Investors (FIIs), Euro-issues-Study of Recent Trends, Measures for Attracting Foreign Capital to India.
- Unit-V** Public Deposits and Internal Financing : Growth of Public Deposits in India. Merits and Demerits of Public Deposits, RBI Regulation, Recent Trends in Public Deposits, Internal Financing, Determinants and Dangers, Government Measures to Encourage Internal Financing.

Suggested Readings-

1. Bhole, L.M., Financial Markets and Institutions. Tata McGraw Hill Publishing Company
2. Khan, M.Y., Indian Financial System-Theory and Practice. New Delhi: Vikas Publishing House
3. Sharma, G.L., and Y.P. Singh eds. Contemporary Issues in Finance and Taxation. Academic Foundation, Delhi

AVGSIMC SVSU MEERUT

B.Com (Hons.) Semester – VIth

Banking Products & Services

Code: BK - 3

Objectives:- The purpose of this paper is to impart to the students an understanding and practices of banking production services.

Unit – I

Overview of different banking products & services – KYC & guidelines, wholesale Banking, Retail Banking, International Banking online banking, E-Banking.

Unit – II

Innovations in banking-
Innovations in banking due to technology Electronic clearing services –
Electronic Funds Transfer Systems,
Online D-mat account, RTGS, ATM< Tele banking, Plastic Cards.
Electronic payment system.

Unit – III

Concept of Universal Bank role of RBI guidelines. Gold Banking, cheque Truncation in the national capital Region, Central Banking.

Unit – IV

Wealth management services of banks, Wealth management & wealth accumulation, Basics of asset allocation, Wealth preservation & Transfer, Financial Planning & Councelling, Banking Ombudsuman.

Books recommended:-

Banking Law And Practice : Varshney
Banking in India : Usha Arora & Monika Bansal
Banking Law And Practice : Tannon
Banking products and services by Indian institute of banking & finance
Modern Banking
Theory & Practice : D. Muraleedharan



AVGSIMC SVSU MEERUT

B.Com (Hons.) Semester – VIth Banking Law & Practices

Code : BK - 4

Objectives:- To familiarize the students with understanding and practices of Ancillary services & Laws relating to banking.

Unit – I

Introduction to bank, Types of a/c opening of account & documents required for various types of customers – Minar, Joint a/c holders, HUF, Trust, Business - KYC Meaning & guidelines.

Unit – II

Ancillary services & Retail Banking, Various channels of services, ancillary services, cash management services, foreign Exchange dealing, money market dealing & cash management services.

Unit – III

Law relating – banking regulation. Main provisions of the banking regulation Act 1949, RBI Act- 1934, practice & law relating to negotiable instruments – cheque, bills of exchange promissory notes, payment in due course, endorsement.

Unit – IV

Guarantees & laws of suretyship.
Background of recovery of debts due to banks & financial institutions.

Books recommended:-

Banking Law And Practice : Varshney

Banking Law And Practice : B.M.L. Nigam

Banking Law And Practice : Tannon

Banking products and services by Indian institute of banking & finance

Easy approach to latest in Banking : G.D. Narang & D.K. Kehra

Banking theory & Practice : K.C. Shekhar & Lekshmy Shekhar



Export-Import Policy, Procedures and Documentation B.Com(H) IB 03

Objectives: The purpose of this course is to familiarize students with policy, procedures and documentation relating to foreign trade operations, and to train them to handle the export-import business.

Course Contents:

Unit 1.

Policy Framework for India's Foreign Trade in Pre- and Post-liberalization Era; Export-Import Policy, Infrastructural Support for India's Foreign Trade: Policy Formulating, Consultative and Deliberative Bodies; Export Promotion Councils, Commodity Boards and Product Development Authorities; Support Organizations and Services – IIFT, ITPO, Export Inspection Agencies; Indian Council of Arbitration; FIEO, Commercial Representatives Abroad; State Governments and their Role in Trade Promotion; Canalization Policy and Role of Public Sector Organizations

Unit 2

. (a) Setting up Export Company, IEC Number / RCMC from Export Promotion Council, Benefits and Costs. Export Sales Contracts - Terms / Conditions, Terms of Shipment, Processing of Export Order (b) Documentation : Proforma Invoice, Commercial Invoices and its Attestation, Packing List, Inspection Certificate, Certificate of Origin, Shipping Bills, AR4 Form, Mate's Receipt, GR Form, Marine Insurance Policy, ECGC Policy, Bill of Exchange, Bank Realization Certificate, Bill of lading, Airway Bill, BSP Certificate / Spl Consular Invoice and other related documents.

Unit 3

. Methods and Terms of Payments for Exports; Cargo, Credit and Foreign Exchange Risks: Procedure for Filing Claims; Quality control and Pre-shipment Inspection; Excise and Custom Clearance; Export Incentives: Major Incentives and Procedures for Claiming them, Procurement for Exports – Planning and Methods of Procurement for Exports; Custom Clearance of Imports – Regulations and Procedures; Managing Risks Involved in importing ; Duty Exemption Schemes : Objectives, Benefits, Procedures and Documentation; Schemes for Import of Capital Goods: Procedures for New/second Hand Capital Goods.

Unit 4.

Foreign Trade Financing and Insurance Schemes: Pre-and Post-shipment Export Credit Schemes, Import Financing Schemes; Role of EXIM Bank and Commercial Banks; Export Credit and Foreign Exchange Covers, Export Credit and Guarantee Corporation (ECGC), Financial Guarantees; Export / Trading/ Star trading/ Superstar Trading Houses : Objective Criteria and Benefits; Procedures and Documentation; Policy for EOU / FTZ / EPZ units : Objectives, Criteria and Benefits; Procedures and Documentation

Text Books:

1. Foreign Trade Policy (2002-2004).
2. Ram Paras (2004). Export: What, Where and How? Anupam Publications.

FOREIGN EXCHANGE MANAGEMENT

Objective: The objective of this paper is to acquaint the students with foreign exchange markets and management in order to prepare them to operate in an increasingly global business scenario.

Unit I:

International Monetary System: Evolution of the international monetary system:

Bimetallism, Gold standard, Bretton Woods system, Flexible exchange rate regime, Current exchange rate arrangements

Unit II:

Concepts and Provisions: Concepts of authorized person, current account transaction, capital account transaction, foreign exchange, person resident in India, Regulation and management of foreign exchange: dealing in foreign exchange, holding of foreign exchange, realization and repatriation of foreign exchange, contravention and penalties, enforcement of the orders of adjudicating authority, adjudication and appeal. Increasing importance of foreign exchange transactions due to globalization of business and emergence of globalized financial markets. Participants in foreign exchange market

Unit III:

Foreign Exchange Markets: Spot market, spot rate quotations, bid-ask spreads, Trading in spot markets, Cross exchange rates Forward Market: Concept of forward rate, long and short forward positions, forward premium and discount. Arbitrage, hedging and speculation

Unit IV:

Exchange Rate Determination: Factors affecting exchange rate –Relative inflation rates, relative interest rates, relative income levels, government controls, expectations, etc.

Government intervention and government influence on exchange rates. Theories of exchange rate – Purchasing Power Parity, Interest Rate Parity and Fisher's effect. 2

READINGS:

Essential Readings:

1. Cheol S. Eun & Bruce G. Resnick, International Financial Management, McGraw Hill.
2. Madura, Jeff, International Corporate Finance, Cengage Learning.
3. Levi, Maurice, International Finance, New York, McGraw Hill Inc.

Suggested Readings:

1. Apte, P.G., Multinational Financial Management, New Delhi, Tata McGraw Hill, 1998
2. Note: Latest edition of text book may be used.



INVESTMENT MANAGEMENT

Objective:

Learn about financial markets and instruments, investment strategies. Apply standard models of financial economics to problems of portfolio optimization, diversification, immunization, and risk management.

UNIT 1 :

Scope of Investment Management - Financial Economic meaning of Investment Management, Investment & Speculation , Investment & Gambling , Importance of Investment Factors Favorable for Investment, Investment Process.

UNIT 2 :

Total risk - risk factors - introduction , default risk , The interest rate risk factor, purchasing power risk.

UNIT 3 :

Bond Portfolio management - yield to maturity yield to call , Bond Duration , Yield Spreads , Managing Bond, passive bond, portfolio management strategies.

UNIT 4 :

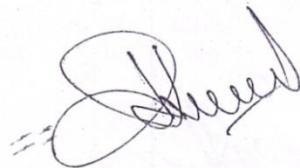
Performance evolution of managed portfolios , sharpes index , trynor's index jensons index

UNIT 5 :

Techniques of portfolio revising - formula plans , constant rupee value , constant ratio , variable rupee cost average .

BOOKS:

1. Dr. V.A. Avadhani, Investment Management.
2. Prof. Y.P. Singh, Fundamental of Investment Management.
3. P.Pandayan, Security and Portfolio Management.
4. V.K. Bhalla, Investment Management.



Merchant Banking and Financial Services

Course Objective:

The objective of this course is to develop an insight and understanding of Merchant Banking and Financial Services

Unit-I Merchant Banking:

Nature and scope of Merchant Banking - Regulation of Merchant Banking Activity - overview of current Indian Merchant Banking scene - structure of Merchant Banking industry - primary Markets in India and Abroad - professional Ethics and code of conduct - current Development.

Unit-II Financial Services:

Meaning and Definition, Role of Financial Services in a financial system. Leasing: Meaning and features. Introduction to equipment leasing: Types of Leases, Evolution of Indian Leasing Industry. Legal Aspects of Leasing: present Legislative Framework. Hire purchase: concept and characteristics of Hire purchase. Difference between hire purchase and leasing.

Unit-III Factoring:

concept, nature and scope of Factoring - Forms of Factoring - Factoring vis-à-vis Bills Discounting - Factoring vis-à-vis credit Insurance Factoring vis-à-vis Forfeiting- Evaluation of a Factor - Evaluation of Factoring - Factoring in India current Developments.

Unit-IV Securitization / Mortgages:

Meaning, nature and scope of securitization, securitization as a Funding Mechanism, securitization of Residential Real Estate - whole Loans - Mortgages - Graduated-payment.

Unit-V Depository:

Meaning, Evolution, Merits and Demerits of Depository. Process of Dematerialization and Dematerialization. Brief description of NSDL and CDSL.

Unit-VI Security Brokerage:

Meaning of Brokerage, types of brokers. Difference between broker and jobber. SEBI Regulations relating to brokerage business in India.

BOOKS:

1. S. Gurusamy, Merchant Banking and Financial Services, TataMcgraw Hill, New Delhi
2. Madhu Vij, Swati Dhawan, Merchant Banking and Financial Services, TataMcgraw Hill, New Delhi

