

# **Detailed Course Scheme**

## **Bachelor of Commerce** **B.Com/B.Com (Hons) with Research**

**Semester VII**  
**(2025- 2029)**

DOC202505280011



**RNB GLOBAL UNIVERSITY**

RNB Global City, Ganganagar Road,  
Bikaner, Rajasthan 334601

## **OVERVIEW**

RNB Global University follows Semester System along with Choice Based Credit System as per latest guidelines of University Grants Commission (UGC). Accordingly, each academic year is divided into two semesters, **Odd (July-December)** and **Even (January-June)**. Also, the university follows a system of continuous evaluation along with regular updating in course curricula and teaching pedagogy.

The curriculum for B. Com (Hons)/B. Com (Hons.) with research program for odd Semester, along with Examination pattern is as follows:

## **Course Scheme**

### **Semester-VII**

S No.	Course Code	Category	Course Name	L	T	P	Credits
1.	BCHC22400	DSC-23	Industrial and Employee Relations Law	3	1	0	4
2.		DSE-3	One from the pool of DSE Group A	3	1	0	4
3.		DSE-4/GE-7	One from the pool of DSE Group A / One from the pool of GE -Group A	3	1	0	4
4.		DSE-5/GE-8	One from the pool of DSE Group B/ One from the pool of GE - Group A	3	1	0	4
5.	DAPE99449	Research Project-1	Dissertation/ Academic Project / Entrepreneurship (Optional)	1	0	10	6
6.	WHNN99000		Workshops/Seminars/Human Values/ Social Service/NCC/NSS	-	-	-	1
				<b>13</b>	<b>4</b>	<b>10</b>	<b>23</b>

### **Discipline Specific Electives (DSE)**

Sr.No	Course Code	Course Name	L	T	P	Credits
<b>Group A</b>						
2	BCHE21002	Computerized Accounting System (DSE-3)	3	1	0	4
3	BCHE22003	Consumer Affairs and Customer Care (DSE-4)	3	1	0	4
<b>Group B</b>						
6	BCHE22006	Rural Development and Co-operation (DSE-5)	3	1	0	4

General Electives (GE)						
Sr.No.	Course Code	Course Name				
Group A-Odd Semester			L	T	P	Credits
4.	GEC066003	Intellectual Property Rights <b>(GE-7)</b>	3	1	0	4
5.	GEC066005	Research Problem, Interpretation and Report Writing <b>(GE-8)</b>	3	1	0	4

### **EVALUATION SCHEME**

The evaluation of the B. Com/B. Com (Hons.) with research program would be based on Internal and External Assessments. Internal Assessment would consist of 50% of the marks (50 marks) and external assessment (in form of End Term Exam) would consist of remaining 50% marks (50 marks). Detailed scheme of Internal and External Assessments as follows:

#### **Internal Assessment**

The distribution of Internal Assessment Marks is as follows:

Type	Details	Marks
Mid Term	One Mid-term Sessional	25
Quiz	Quiz based on MCQs	5
Marks obtained in various Tests, Assignments, Presentations, Quiz, Tutorials, etc.	Average of marks obtained	15
Academic Performance including Attendance	Eligibility >75% Attendance	5
<b>TOTAL</b>		<b>50</b>

#### **External Assessment**

Type	Marks
Theory	50

For subjects having practical components:

Type	Marks
Theory	40
Practical	10

**EVALUATION SCHEME- WORKSHOPS & SEMINARS AND HUMAN VALUES & SOCIAL SERVICE/NCC/NSS**

1. The evaluation of Workshops & Seminar and Human Values & Social Service/NCC/NSS will be completed from Semester I – Semester VI. It will be evaluated internally by the various Forums & Schools Concerned. The credit for this will be given at the end of each Semester.
2. The students must join club/clubs/Forums with the active participation in different activities of club. The students would be continuously assessed from Semester-I to Semester-IV and credits and marks would be given after the end of each Semester.
3. The evaluation of Dissertation/Academic Project/Entrepreneurship of Semester VII and VIII will be done separately. The dissertation report will be evaluated by departmental faculty followed by presentation and viva voce to be evaluated by external expert.

## 1. Vision

To create a transformative learning environment that develops ethical global leaders, entrepreneurial thinkers, and strategic decision-makers, empowering students to excel in diverse and dynamic business landscapes.

## 2. Mission

**Ethical Leadership and Integrity-** Nurture ethically responsible leaders with integrity and accountability, equipping them with the skills to excel in global business environments.

**Innovation and Entrepreneurship-** Inculcate creativity, innovation, and entrepreneurial thinking, enabling students to identify opportunities, develop sustainable solutions, and drive positive societal impact.

**Transformative Learning Experience-** Provide a transformative learning experience by integrating academic excellence, industry exposure, and technological proficiency, ensuring students are prepared for the digital and global economy.

**Adaptability and Continuous Learning-** Cultivate adaptability, resilience, and lifelong learning, empowering students to navigate dynamic business landscapes and contribute meaningfully to society.

**Strategic Thinking and Growth-** Equip students with analytical, problem-solving, and strategic decision-making skills, enabling them to drive sustainable business growth and innovation in a competitive global market place.

## 3. Program Educational Objectives (PEO's)

**PEO1:** To develop students to handle issues related to business and solve problems.

**PEO2:** To develop leadership qualities in students to lead a team as well as work as member of team.

**PE03:** To bridge the gap between theoretical and practical knowledge of the students by adopting innovative teaching pedagogy.

#### **4. Programme Outcomes (PO's):**

After the completion of this program students will be able to:

**P01: Exhibit** memory of previously learned financial accounting knowledge by correlating facts and terminologies.

**P02: Conceptualize and solve Business problems**, evaluate a wide range of potential solutions for those problems and arrive at feasible, optimal solutions after considering public health and safety, cultural, societal, and environmental factors in the core areas of expertise at the national and international levels.

**P03: Understand** the concepts of commerce and computer application operations

**P04: Demonstrate** ability to understand commerce in multifunctional areas like Banking and Finance, Auditing and taxation, Marketing & Entrepreneurship.

**P05: Develop** knowledge of the business policies, auditing, finance, and other related areas both at the macro and micro level.

**P06: Apply** relevant managerial accounting skills with emphasis on application of both quantitative and qualitative knowledge to their future careers.

**P07: Utilize** domain knowledge of computer programming and implementing the same in E-Commerce sector.

**P08: Display knowledge and understanding** of group dynamics, recognize opportunities and contribute positively to collaborative-multidisciplinary management research.

**P09: Communicate** with society at large, regarding complex managerial activities confidently and effectively, such as, environment and sustainability, ethics, and governance.

**P010: Build** wider societal concerns through extension of professional knowledge to community service and engagement in life-long learning process.

## **5. Program Specific Outcomes (PSO's)**

**PS01: Understand** the concept of financial markets and its different products

**PS02: Appraise** the manpower needs of companies in Accounting, Financial analysis, and Management.

**PS03: Design** the accounting system and processes for e-commerce and e-business.

### 6.Course outcomes: Semester – VII

Course Code & Course Name	After completion of these courses' students should be able to
BCHC22400 – Industrial and Employee Relations Law	<p><b>C01:</b> Define the core principles and structures of labour Administration &amp; able to understand the legal framework regarding labour relations.</p> <p><b>C02:</b> Understand Laws Related to Industrial Relations and Industrial Disputes, Understand Laws Related to Health, Safety and Welfare</p> <p><b>C03:</b> Apply the important laws governing Industrial Relations &amp; get the knowledge about the role of Govt.</p> <p><b>C04:</b> Analyze the Laws Related to Compensation Management &amp; able to get insights into the Industrial Relations scenario in India &amp; Society and Trade Union in India.</p> <p><b>C05:</b> Evaluate the ability to understand the legal framework regarding labour relations.</p>
BCHE21002– Computerized Accounting System (DSE-3)	<p><b>C01:</b> Understand the basic principles and concepts of computerized accounting.</p> <p><b>C02:</b> Gain proficiency in using accounting software for various accounting tasks.</p> <p><b>C03:</b> Analyze and interpret financial data using computerized accounting systems.</p> <p><b>C04:</b> Develop skills to implement and maintain an accounting information system.</p> <p><b>C05:</b> Understand the ethical &amp; security considerations in computerized accounting.</p>
BCHE22003- Consumer Affairs & Customer Care (DSE-4)	<p><b>C01:</b> Understand the fundamental concepts of consumer affairs and customer care.</p> <p><b>C02:</b> Analyze consumer behavior and its impact on marketing strategies.</p> <p><b>C03:</b> Examine consumer rights, protection laws, and ethical considerations.</p> <p><b>C04:</b> Develop customer care strategies to enhance customer satisfaction and loyalty.</p> <p><b>C05:</b> Evaluate the role of technology and digital platforms.</p>
BCHE22006- Rural Development & Cooperation (DSE-5)	<p><b>C01:</b> Aware the students about rural development.</p> <p><b>C02:</b> Provide the knowledge about nature, problems, and institutional measures.</p> <p><b>C03:</b> Understand about resources of rural development.</p> <p><b>C04:</b> Explore &amp; analyze about government initiatives for rural development.</p> <p><b>C05:</b> To aware the students about various rural development programs.</p>
GEC066003 – Intellectual Property Rights (From the Pool of GE)	<p><b>C01:</b> Explain the basic concepts, types, and importance of intellectual property rights, including patents, copyrights, trademarks, and trade secrets.</p> <p><b>C02:</b> Describe knowledge of the national and international legal frameworks governing intellectual property rights and demonstrate the ability to navigate and comply with these regulations.</p> <p><b>C03:</b> Obtain and enforce intellectual property rights, including the application process for patents, trademarks, and copyrights as well as strategies for</p>



	<p>protecting IP address from infringement.</p> <p><b>C04:</b> Analyse the role of intellectual property rights in fostering innovation and entrepreneurship, understanding how to leverage IPR for competitive advantage, business growth and revenue generation.</p> <p><b>C05:</b> Evaluate the ethical and societal implications of intellectual property rights.</p>
GEC066005– Research Problem, Interpretation and Report Writing (From the Pool of GE)	<p><b>C01:</b> Define what constitutes a research problem &amp; identify its significance.</p> <p><b>C02:</b> Frame a hypothesis that is testable &amp; aligns with the research problem.</p> <p><b>C03:</b> Recognize the limitations of hypothesis tests &amp; develop strategies.</p> <p><b>C04:</b> Understand and be able to create the appropriate layout for a research report.</p> <p><b>C05:</b> Learn the detailed process of presenting a thesis.</p>

### 7.CO PO Mapping: Semester – VII

BCHC22400	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
C01	-	2	3	-	2	3	3	3	3	2
C02	2	2	2	2	2	2	-	3	2	-
C03	-	-	-	-		3	3	-	3	2
C04	3	2	2	2	2	-	3	-	2	2
C05	2	-	2	3	-	3	2	3	2	-

BCHE21002	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
C01	3	3	2	1	-	2	2	2	2	2
C02	-	3	-	2	2	3	2	-	2	3
C03	1	2	-	2	3	-	-	2	1	2
C04	1	2	2	1	-	-	3	-	3	-
C05	3	-	1	2	-	2	2	2	-	3

BCHE22003	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
C01	-	3	2	-	2	-	2	3	2	-
C02	2	-	3	2	-	3	2	-	3	2
C03	2	3	2	-	2	-	-	-	-	3
C04	-	-	3	2	2	-	-	2	3	-
C05	3	3	3	-	3	-	3	3	-	3

BCHE22006	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
C01	3	3	2	-	3	3	3	2	3	-
C02	-	2	-	1	2	3	-	-	3	3
C03	2	-	3	3		2	-	3	2	-
C04	-	3	2	2	2	-	-	2	-	3
C05	-	3	-	-	3	-	3	-	3	-

GEC066003	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
C01	2	3	2	3	2	3	2	-	2	3
C02	-	-	3	-	-	2	-	2	3	2
C03	-	2	-	2	3	-	1	3	-	1
C04	3	2	2	-	-	2	-	-	-	3
C05	3	2	3	2	2	2	3	3	3	3

GEC066005	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
C01	2	-	3	3	3	2	2	3	1	2
C02	-	2	-	-	2	1	-	-	2	2
C03	2	-	1	3	3	2	-	3	2	-
C04	2	1	-	2	1	-	-	-	-	3
C05	3	-	3	2	3	-	-	2	-	2

DAPE99449	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
C01	3	2	3	-	-	2	3	3	3	-
C02	3	-	-	2	2	-	2	2	-	3
C03	-	2	-	-	3	-	2	-	2	-
C04	2	2	-	-	3	2	-	2	3	2
C05	3	3	-	3	-	3	-	3	-	3

## **8. Curriculum**

**Course Name: Industrial and Employee Relations Law**

**Course Code: BCHC22400**

### **Objectives**

- To provide an overview of the various business process, analyse operations, production planning.
- To acquire knowledge and understanding of Industrial, Labour and General Laws

### **Course Outline**

#### **Unit I: Industrial Relations**

Role - Importance - Trade Unions - Industrial disputes and their Resolutions.

#### **Unit II: Participative Management**

Structure - Scope - Collective Bargaining - Works Committee - Joint Management Councils - Pre-Requisite for successful participation - Role of Government in Collective Bargaining.

#### **Unit III: Industrial unrest**

Employee dissatisfaction - Grievances - Disciplinary Action - Domestic Enquiry - Strikes - lockout - Prevention of Strikes - Lockouts.

Discipline: Positive, negative discipline, disciplinary procedure, Absenteeism, Turnover, Dismissal and Discharge.

#### **Unit IV: Factories Act**

Meaning, Definition – Welfare – Safety – Health Measures.

#### **Unit V:**

Workmen's Compensation Act and International Labor Organization - Role and Function.

### **Suggested Readings:**

1. Sreenivasan M.R - Industrial Relations & Labor legislations.
2. Aswathappa K - Human Resource and Personnel Management.
3. Subba Rao P - Human Resource Management and Industrial Relations.
4. Monoppa - Industrial Relations.
5. S.C. Srivastava, Industrial Relation of Labour Laws

**Course Name: Computerized Accounting System (DSE-3 Group A)**  
**Course Code: BCHE21002**

Course Objectives (CO):

- CO1:** Understand the basic principles and concepts of computerized accounting.
- CO2:** Gain proficiency in using accounting software for various accounting tasks.
- CO3:** Analyze and interpret financial data using computerized accounting systems.
- CO4:** Develop skills to implement and maintain an accounting information system.
- CO5:** Understand the ethical and security considerations in computerized accounting.

**Unit I**

Overview of Accounting Systems-Evolution of accounting systems, Benefits and limitations of computerized accounting, Introduction to accounting software, Setting Up Accounting Software-Installing and configuring accounting software, Creating, and managing company files, Setting up chart of accounts.

**Unit II**

Managing Financial Transactions- Recording Transactions-Sales and purchase transactions, Cash receipts and payments, Bank reconciliations, Managing Accounts-Accounts receivable and payable, Inventory management, Payroll processing.

**Unit III**

Financial Reporting and Analysis- Generating Financial Statements-Income statements and balance sheets, Cash flow statements, Custom reports, Analyzing Financial Data-Financial ratios and metrics, Budgeting and forecasting, Variance analysis.

**Unit IV**

Advanced Topics in Computerized Accounting- Implementing Accounting Information Systems, System development life cycle, Data migration and integration, Internal controls, and audit trails, Ethical and Security Considerations-Data security and privacy, Ethical issues in computerized accounting, Regulatory compliance.

*References:*

1. "Computerized Accounting Using QuickBooks Online" by Gayle Williams.
2. "Using Sage 50 Accounting 2021" by Mary Purbhoo.
3. "Computer Accounting with QuickBooks Online: A Cloud Based Approach" by Donna Kay.
4. "Accounting Information Systems" by Marshall B. Romney and Paul J. Steinhart.
5. "Computerized Accounting with Sage 50 2019" by Carol Yacht and Susan Crosson.

**Course Name: Consumer Affairs & Customer Care (DSE-4 Group A)**  
**Course Code: BCHE22003**

**Course Objectives (CO):**

- CO1:** Understand the fundamental concepts of consumer affairs and customer care.
- CO2:** Analyze consumer behavior and its impact on marketing strategies.
- CO3:** Examine consumer rights, protection laws, and ethical considerations in business practices.
- CO4:** Develop effective customer care strategies to enhance customer satisfaction and loyalty.
- CO5:** Evaluate the role of technology and digital platforms in consumer affairs and customer care.

**Course Outlines**

**Unit I**

Introduction to Consumer Affairs and Customer Care- Fundamentals of Consumer Affairs, Definition and scope, Importance of consumer affairs in business, Historical development and key concepts, Understanding Customer Care-Definition and importance, Key principles of customer care, Relationship between customer care and business success.

**Unit II**

Consumer Behavior and Market Research-Consumer Behavior Analysis, Factors influencing consumer behavior, Consumer decision-making process, Psychological, social, and cultural aspects, Market Research Techniques-Importance of market research in understanding consumers, Qualitative and quantitative research methods, Analyzing and interpreting consumer data.

**Unit III**

Consumer Rights and Protection- Consumer Protection Laws- Overview of consumer protection legislation, Key consumer rights, Regulatory bodies and their roles Ethical Considerations- Business ethics and consumer protection, Corporate social responsibility Addressing consumer complaints and disputes.

**Unit IV**

Customer Care Strategies and Technology- Developing Customer Care Strategies, building a customer-centric culture, Effective communication, and customer service skills, Measuring and improving customer satisfaction, Technology in Customer Care-Role of digital platforms in customer care, CRM systems and their applications, social media and online customer engagement.

*References:*

1. "Consumer Behaviour: Buying, Having, and Being" by Michael R. Solomon.
2. "Consumer Affairs and Customer Care" by Mukesh Chaturvedi and Abhinandan K. Jain.
3. "Customer Service: Career Success Through Customer Loyalty" by Paul R. Timm.
4. "Consumer Protection Law" by Geraint Howells, Iain Ramsay, and Thomas Wilhelmsson.
5. "The Art of Customer Service" by Valerie Zeithaml, Mary Jo Bitner, and Dwayne Gremler.

## **Course Name: Rural Development and Co-operation (DSE-5 Group B)**

### **Course Code: BCHE22006**

#### **Course Objectives:**

**C01:** To aware the students about rural development.

**C02:** To provide the knowledge about nature, problems, and institutional measures for rural development.

**C03:** To aware the students about resources of rural development.

**C04:** To aware the students about government initiatives for rural development.

**C05:** To aware the students about various rural development programs.

#### **Unit I: Nature & Status of Rural Sector**

Nature & Status of Rural Sector: Nature of rural Economy, Problems of Rural Sector- Rural Population, Agriculture Labour, Poverty in Rural India, Health, and Hygiene; Rural Resources- Natural Resources- Land Resources water Resources & forest Resources, Manpower Resources, Modern Technology; Rural Infrastructure- Rural Banking Facilities, Rural Marketing, Transportation and Communication, Food Packaging and Processing Facilities, Farm Management; Rural Indebtedness: Problem of Indebtedness composition, causes, implications & solutions including government initiatives.

#### **Unit II: Rural Development**

Rural Development: Role of Rural Development in Economics Development of India, Role of Technology in Rural Development; Multi- dimensional Approaches to Rural development- Land Reforms, Community Development, Panchayat Raj System, Co-operative Movement, Voluntary Organization, Women's cooperatives- Inclusion of Women in Development.

#### **Unit III: Role of Co-operation in Rural development-**

Role of Co-operation in Rural development- Sugar Co-operatives- Nature, Progress, Problems and Remedies; Marketing Co-operatives- Nature, Progress, Problems and Remedies, Dairy cooperatives- Nature, Progress, Problems and Remedies, Cotton, and Textile Cooperatives: Nature, Progress, Problems and Remedies.

#### **Unit IV: Government Initiatives and Rural Development**

Government Initiatives and Rural Development: Ministry of Rural Development –objectives, structures, and functions; Khadi and Village Industrial Corporation (KVIC); Rural Development Programmes - Integrated Rural Development Programme (IRDP)  
b) Jawahar Rozgar Yojana (JRY), Mahatma Gandhi National Rural Employment Guarantee Scheme (MGNREGS).

#### **References:**

1. Principals, Problems & practice of Co-operation, - T.N. Haleja, Shiva Lal,
2. Agarwal & Company, Agra.
3. Co-operation in India, - H. R. Mukhi, New Heights Publishers, New Delhi.
4. Theory, History & practice of Co-operation – R. D. Bedi, Loyal Book Depot, New Delhi.
5. Agricultural Co-operation in India. – John Matthai, Reliance Publishing House, New Delhi.

6. Co-operation in India. – Dr. B. S. Mathur, Sahitya Bhawan, Agra.
7. Rural Economics of India, - D. P. Sharma, V.V. Desai, Vikas Publishing House Pvt. Ltd. 5, Ansari Road, New Delhi.
8. Rural Industrialization in India, - Bepin Behari.
9. Rural Development, Principles, Policies & Management, - Katar Singh, Sage Publication, New Delhi.

## **Course Name: Intellectual Property Rights (From the Pool of GE-7-Group A)**

**Course Code: GEC066003**

### **Course Objectives:**

**C01:** Define the key concepts of intellectual property, including its role in economic and cultural development, and the major amendments in IP laws in India.

**C02:** Explain the conditions for patent protection and the process of obtaining and enforcing patents, including the differences between patentable and non-patentable inventions.

**C03:** Demonstrate the ability to identify and apply for trademarks, industrial designs, and geographical indications, following the eligibility criteria and registration processes.

**C04:** Analyze the differences and similarities between various forms of IP protection such as patents, copyrights, trademarks, industrial designs, and trade secrets, including their legal implications and enforcement mechanisms.

**C05:** Critically assess the significance and protection of traditional knowledge, semiconductor integrated circuits layout design, and plant varieties and breeders' rights in the context of national and international IP laws and treaties.

### **Course Outline:**

#### **Unit I: Introduction to Intellectual Property**

- Role of IP in Economic and Cultural Development
- IP Governance and Global Indicators
- Origin and History of IP in India
- Major Amendments in IP Laws in India
- Indian Web Portals for Patents and Technologies
- World Intellectual Property Organization (WIPO) and Key Treaties

#### **Unit II: Patents**

- Conditions for Patent Protection
- Rights and Enforcement of Patents
- Patentable and Non-patentable Inventions
- Patent Infringements and Process
- Commercialization and Need for a Patent Attorney
- Patent Forms, Fee Structure, and Types of Applications
- Copyrights: Classes, Criteria, Ownership, and Infringements
- Fair Use Doctrine and Internet Copyright Issues



**Unit III: Trademarks, Industrial Designs, and Geographical Indications**

- Trademark Eligibility, Application, and Registration Process
- Industrial Designs: Eligibility, Acts, Registration, and Duration
- Geographical Indications: Acts, Ownership, Rights, and Registration

**Unit IV: Trade Secrets, Traditional Knowledge, and Other IP Rights**

- Criteria, Protection, and Enforcement of Trade Secrets
- Traditional Knowledge Significance and Protection
- Semiconductor Integrated Circuits Layout Design: Registration and Infringements
- Protection of Plant Varieties and Breeders Rights: Need, Registration, and Duration
- National Biodiversity Authority and Biological Diversity Act

**Suggested Readings:**

- N.K. Acharya: Textbook on intellectual property rights, Asia Law House (2001).
- Manjula Guru & M.B. Rao, Understanding Trips: Managing Knowledge in Developing Countries, Sage Publications (2003).
- P. Ganguli, Intellectual Property Rights: Unleashing the Knowledge Economy, Tata Mc Graw Hill (2001).
- Arthur Raphael Miller, Micheal H. Davis; Intellectual Property: Patents, Trademarks and Copyright in a Nutshell, West Group Publishers (2000).
- Jayashree Watal, Intellectual property rights in the WTO and developing countries, Oxford University Press, Oxford.

**Course Name: Research Problem, Interpretation and Report Writing  
(From the Pool of GE-17- Group A)****Course Code: GEC066005****Course Objectives:**

**C01:** Students will be able to define what constitutes a research problem and identify its significance in the research process.

**C02:** Students will be able to frame a hypothesis that is testable and aligns with the defined research problem.

**C03:** Students will recognize the limitations of various hypothesis tests and develop strategies to address them.

**C04:** Students will understand and be able to create the appropriate layout for a research report.

**C05:** Students will learn the detailed process of presenting a thesis, including text setting, footnotes, conclusions, and suggestions.

## **Course Outline**

### **Unit I- Defining the Research Problem**

What is a Research Problem? Selecting the Problem, Necessity of Defining the Problem  
Technique Involved in Defining a Problem, Framing of Hypothesis

### **Unit II- Testing of Hypotheses**

What is a Hypothesis? Basic Concepts Concerning Testing of Hypotheses, Procedure for Hypothesis Testing, Flow Diagram for Hypothesis Testing, Measuring the Power of a Hypothesis Test, Tests of Hypotheses, Important Parametric Tests, Limitations of the Tests of Hypotheses, Quantitative methods

### **Unit III- Interpretation**

Meaning of Interpretation, Technique of Interpretation, Precaution in Interpretation

### **Unit IV- Report Writing**

Significance of Report Writing, Different Steps in Writing Report, Layout of the Research Report, Types of Reports, Oral Presentation, Mechanics of Writing a Research Report, Precautions for Writing Research Reports, Presentation of Thesis; Preliminaries, the text; Setting of the text, Style of text, The Footnote, Conclusions and Suggestions, Summary, The end matter

### **Unit V- Computer applications**

Introduction, Computer Applications, Computers and Researcher, Digital materials for research, Collection of data from inter net, Concept of Public domain, Use of material available on internet

### **Unit VI- Style sheet**

1. Style of the Text, Words, spellings, usages, non-English words, phrases, including Indian words, Punctuation, A full stop (.), A colon (:), A semicolon (;), A comma (,), Quotation marks (``"), Round brackets (), Square brackets [], Dash (—), Hyphen (-), Conclusion

#### **Suggested Reading:**

1. Harari, Y. N. (2015). *Sapiens: A brief history of humankind*. Harper.
2. Gladwell, M. (2008). *Outliers: The story of success*. Little, Brown, and Company.
3. Pinker, S. (2011). *The better angels of our nature: Why violence has declined*. Viking.
4. Kondo, M. (2014). *The life-changing magic of tidying up: The Japanese art of decluttering and organizing* (C. Hirano, Trans.). Ten Speed Press. (Original work published 2011)
5. Kahneman, D. (2011). *Thinking, fast and slow*. Farrar, Straus, and Giroux.

**Note:** The review of Syllabus happens on periodic basis for the benefit of the students. In case there are changes in curriculum due to review, students would be intimated in writing.

## 9. Lesson Plans

### BCHC22400–Industrial and Employee Relations Law

Unit	Particulars	Class No.	Pedagogy of Class
	Introduction to Syllabus, CO's & PO's	C-1	Lecture
Unit-I	Introduction to Industrial Relations, Role - Importance	C-2	Lecture
Unit-I	Trade Unions	C-3,4	Lecture
Unit-I	Industrial disputes	C-5,6	Lecture
Unit-I	Industrial disputes Resolutions	C-7	Lecture
Unit-I	Class Assignment	C-8	Classroom Assignment
Unit-I	Clarification Class	C-9	Clarification Class
Unit-II	Introduction to Participative Management-Structure - Scope	C-10	Lecture
Unit-II	Presentation	C-11	Presentation
Unit-II	Collective Bargaining	C-12,13	Lecture
Unit-II	Works Committee	C-14,15	Lecture
Unit-II	Joint Management Councils	C-16	Lecture
Unit-II	Class Assignment	C-17	Classroom Assignment
Unit-II	Pre-Requisite for successful participation	C-18,119	Lecture
Unit-II	Role of Government in Collective Bargaining	C-20,21	Lecture
Unit-II	Clarification Class	C-22	Clarification Class
Unit-III	Introduction to Industrial unrest	C-23	Lecture
Unit-III	Employee dissatisfaction	C-24,25	Lecture
Unit-III	Presentation	C-25	Presentation
Unit-III	Grievances	C-26	Lecture
Unit-III	Quiz	C-27	Quiz
Unit-III	Disciplinary Action	C-28	Lecture
Unit-III	Domestic Enquiry	C-29	Lecture
Unit-III	Strikes - lockout	C-30	Lecture
Unit-III	Class Assignment	C-31	Classroom Assignment
Unit-III	Prevention of Strikes - Lockouts.	C-32,33	Lecture
Unit-III	Discipline: Positive, negative discipline	C-34,35	Lecture
Unit-III	disciplinary procedure	C-36,37	Lecture
Unit-III	Absenteeism, Turnover	C-38	Lecture
Unit-III	Revision of Imp Topics	C-39	Lecture
Unit-III	Revision of Imp Topics	C-40	Lecture
Unit-III	Dismissal and Discharge	C-41	Lecture
Unit-III	Clarification Class	C-42	Clarification Class
Unit-IV	Factories Act- Meaning, Definition	C-43	Lecture
Unit-IV	Presentation 3	C-44	Presentation
Unit-IV	Revision of Imp Topics	C-45	Lecture
Unit-IV	Revision of Imp Topics	C-46	Lecture
Unit-IV	Welfare	C-47	Lecture

Unit-IV	Class Assignment	C-48	Classroom Assignment
Unit-IV	Safety	C-49,50	Lecture
Unit-IV	Health Measures	C-51,52	Lecture
Unit-IV	Revision of Imp Topics	C-53	Lecture
Unit-IV	Clarification Class	C-54	Clarification Class
Unit-V	Workmen's Compensation Act	C-55,56	Lecture
Unit-V	International Labor Organization - Role and Function.	C-57,58	Lecture
Unit-V	Revision of Imp Topics	C-59	Lecture
Unit-V	Clarification Class	C-60	Clarification Class

**BCHE21002-Computerized Accounting System (DSE 3 Group A)**

<b>Unit</b>	<b>Particulars</b>	<b>Class No.</b>	<b>Pedagogy of Class</b>
	Introduction to Syllabus, CO's, PO's	C-1	Lecture
Unit-I	Overview of Accounting Systems	C-2	Lecture
Unit-I	Evolution of accounting systems	C-3	Lecture
Unit-I	Benefits and limitations of computerized accounting	C-4	
Unit-I	Introduction to accounting software	C-5	Lecture
Unit-I	Class Assignment	C-6	Classroom Assignment
Unit-I	Setting Up Accounting Software	C-7,8	Lecture
Unit-I	Installing and configuring accounting software	C-9,10	Lecture
Unit-I	Creating and managing company files	C-11,12	Lecture
Unit-I	Setting up chart of accounts	C-13	Lecture
Unit-I	Presentation	C-14	Presentation
Unit-I	Clarification class	C-15	Clarification class
Unit-II	Managing Financial Transactions	C-16,17	Lecture
Unit-II	Recording Transactions-Sales and purchase transactions	C-18,19	Lecture
Unit-II	Cash receipts and payments	C-20,21	Lecture
Unit-II	Bank reconciliations	C-22,23	Lecture
Unit-II	Managing Accounts-Accounts receivable and payable	C-24	Lecture
Unit-II	Inventory management, Payroll processing	C-25	Lecture
Unit-II	Class Room Assignment	C-26	Classroom Assignment
Unit-II	Clarification Class	C-27	Clarification Class
Unit-III	Financial Reporting and Analysis	C-28	Lecture
Unit-III	Presentation	C-29	Presentation
Unit-III	Generating Financial Statements-Income statements and balance sheets	C-30,31	Lecture
Unit-III	Quiz	C-32	Quiz
Unit-III	Cash flow statements	C-33,34	Lecture
Unit-III	Custom reports	C-35,36	Lecture
Unit-III	Class Room Assignment	C-37	Class Room Assignment
Unit-III	Analyzing Financial Data-Financial ratios and metrics	C-38,39	Lecture
Unit-III	Budgeting and forecasting	C-40	Lecture
Unit-III	Variance analysis	C-41	Lecture
Unit-III	Clarification class	C-42	Clarification class
Unit-IV	Advanced Topics in Computerized Accounting	C-43	Lecture
Unit-IV	Advanced Topics in Computerized Accounting-	C-44	Lecture
Unit-IV	Implementing Accounting Information Systems	C-45	Lecture
Unit-IV	Implementing Accounting Information Systems	C-46	Lecture
Unit-IV	Class Room Assignment	C-48	Classroom Assignment
Unit-IV	Revision of Imp Topics	C-49	Activity
Unit-IV	System development life cycle	C-50	Lecture
Unit-IV	Data migration and integration	C-51	Lecture

Unit-IV	Internal controls and audit trails	C-52	Lecture
Unit-IV	Ethical and Security Considerations-Data security and privacy	C-53,54	Lecture
Unit-IV	Ethical issues in computerized accounting, Regulatory compliance	C-55,56	Lecture
Unit-IV	Presentation	C-57	Presentation
Unit-IV	Revision of Imp Topics	C-58	Lecture
Unit-IV	Revision of Imp Topics	C-59	Lecture
Unit-IV	Clarification Class	C-60	Clarification Class

**BCHE22003–Consumer Affairs & Customer Care (DSE 4 Group A)**

<b>Unit</b>	<b>Particulars</b>	<b>Class No.</b>	<b>Pedagogy of Class</b>
	Introduction to Syllabus, CO's & PO's	C-1	Lecture
Unit-I	Introduction to Consumer Affairs and Customer Care	C-2	Lecture
Unit-I	Fundamentals of Consumer Affairs	C-3	Lecture
Unit-I	Definition and scope	C-4	Lecture
Unit-I	Importance of consumer affairs in business,	C-5,6	Lecture
Unit-I	Classroom Assignment	C-7	Classroom Assignment
Unit-I	Historical development and key concepts	C-8	Lecture
Unit-I	Understanding Customer Care-Definition and importance	C-9	Lecture
Unit-I	Presentation	C-10	Presentation
Unit-I	Key principles of customer care	C-11,12	Lecture
Unit-I	Relationship between customer care and business success	C-13,14	Lecture
Unit-I	Revision of Imp Topics	C-15	Lecture
Unit-I	Clarification Class	C-16	Clarification Class
Unit-II	Consumer Behavior	C-17,18	Lecture
Unit-II	Market Research	C-19	Lecture
Unit-II	Classroom Assignment	C-20	Classroom Assignment
Unit-II	Consumer Behavior Analysis	C-21,22	Lecture
Unit-II	Factors influencing consumer behavior	C-23	Lecture
Unit-II	Consumer decision-making process	C-24,25	Lecture
Unit-II	Presentation	C-25	Presentation
Unit-II	Psychological Aspects	C-26	Lecture
Unit-II	Social Aspects	C-27	Lecture
Unit-II	Cultural aspects	C-28,29	Lecture
Unit-II	Market Research Techniques	C-30,31	Lecture
Unit-II	Importance of market research in understanding consumers	C-32,33	Lecture
Unit-II	Qualitative and quantitative research methods	C-34,35	Lecture
Unit-II	Analyzing and interpreting consumer data	C-36	Lecture
Unit-II	Clarification Class	C-37	Clarification Class
Unit-III	Class Assignment	C-38	Classroom Assignment
Unit-III	Consumer Rights and Protection	C-39	Lecture
Unit-III	Consumer Protection Laws- Overview of consumer protection legislation	C-40	Lecture
Unit-III	Key consumer rights	C-41	Lecture
Unit-III	Regulatory bodies and their roles	C-42	Lecture
Unit-III	Ethical Considerations-Business ethics and consumer protection	C-43	Lecture
Unit-III	Corporate social responsibility Addressing consumer complaints and disputes	C-44	Lecture

Unit-III	Clarification Class	C-45	Clarification Class
Unit-IV	Customer Care Strategies and Technology-	C-46	Lecture
Unit-IV	Presentation	C-47	Presentation
Unit-IV	Developing Customer Care Strategies	C-48	Lecture
Unit-IV	Building a customer-centric culture	C-49	Lecture
Unit-IV	Quiz	C-50	Quiz
Unit-IV	Building a customer-centric culture	C-51	Lecture
Unit-IV	Revision of Imp Topics	C-52	Lecture
Unit-IV	Class Assignment	C-53	Classroom Assignment
Unit-IV	Effective communication and customer service skills	C-54	Lecture
Unit-IV	CRM systems and their applications	C-55	Lecture
Unit-IV	Measuring and improving customer satisfaction	C-56	Lecture
Unit-IV	Revision of Imp Topics	C-57	Lecture
Unit-IV	Technology in Customer Care-Role of digital platforms in customer care	C-58	Lecture
Unit-IV	Social media and online customer engagement	C-59	Lecture
Unit-IV	Clarification Class	C-60	Clarification Class



**BCHE22006–Rural Development and Co-operation (DSE-5 Group B)**

Unit	Particulars	Class No.	Pedagogy of Class
	Introduction to Syllabus, CO's & PO's	C-1	Lecture
Unit-I	Nature & Status of Rural Sector, Nature of rural Economy	C-2	Lecture
Unit-I	Problems of Rural Sector- Rural Population, Agriculture Labour	C-3	Lecture
Unit-I	Poverty in Rural India, Health, and Hygiene	C-4	Lecture
Unit-I	Rural Resources-Natural Resources-Land Resources water Resources & forest Resources, Manpower Resources, Modern Technology; Rural Infrastructure-Rural Banking Facilities, Rural Marketing	C-5,6	Lecture
Unit-I	Presentation	C-7	Presentation
Unit-I	Transportation and Communication, Food Packaging and Processing Facilities, Farm Management	C-8,9	
Unit-I	Class Assignment	C-10	Classroom Assignment
Unit-I	Rural Indebtedness: Problem of Indebtedness Composition	C-11	Lecture
Unit-I	causes, implications & solutions including government initiatives	C-12,13	Lecture
Unit-I	Clarification Class	C-14	Clarification Class
Unit-II	Rural Development: Role of Rural Development in Economics Development of India	C-15,17	Lecture
Unit-II	Class Assignment	C-18	Classroom Assignment
Unit-II	Revision of Imp Topics	C-19	Lecture
Unit-II	Role of Technology in Rural Development; Multi-dimensional Approaches to Rural development	C-20,21	Lecture
Unit-II	Land Reforms, Community Development, Panchayat Raj System	C-22,23	Lecture
Unit-II	Co-operative Movement	C-24	Lecture
Unit-II	Voluntary Organization	C-25	Lecture
Unit-II	Women's cooperatives- Inclusion of Women in Development	C-26,27	Lecture
Unit-II	Revision of Imp Topics	C-28	Lecture
Unit-II	Clarification Class	C-29	Clarification Class
Unit-III	Role of Co-operation in Rural development	C-30,31	Lecture
Unit-III	Marketing Co-operatives	C-32,33	Lecture
Unit-III	Nature & Progress,	C-34	Lecture
Unit-III	Problems and Remedies	C-35,36	Lecture
Unit-III	Presentation	C-37	Presentation
Unit-III	Dairy cooperatives- Nature, Progress, Problems and Remedies,	C-38,39	Lecture
Unit-III	Class Assignment	C-40	Lecture

Unit-III	Cotton and Textile Cooperatives -Nature, Progress	C-41	Lecture
Unit-III	Cotton and Textile Cooperatives -Problems and Remedies	C-42,43	Lecture
Unit-III	Quiz	C-44	Quiz
Unit-III	Clarification Class	C-45	Clarification Class
Unit-IV	Government Initiatives and Rural Development:	C-46,47	Lecture
Unit-IV	Ministry of Rural Development –objectives, structures, and functions	C-48,49	Lecture
Unit-IV	Class Assignment	C-50	Classroom Assignment
Unit-IV	Khadi and Village Industrial Corporation (KVIC)	C-51,52	Lecture
Unit-IV	Rural Development Programmes - Integrated Rural Development Programme (IRDP)	C-53,54	Lecture
Unit-IV	Revision of Imp Topics	C-55	Lecture
Unit-IV	Revision of Imp Topics	C-56	Lecture
Unit-IV	Jawahar Rozgar Yojana (JRY), Mahatma Gandhi National Rural Employment Guarantee Scheme (MGNREGS)	C-57	Lecture
Unit-IV	Revision of Imp Topics	C-58,59	Lecture
Unit-IV	Clarification Class	C-60	Clarification Class

**GEC066003–Intellectual Property Rights (From the pool of GE- Group A)**

<b>Unit</b>	<b>Particulars</b>	<b>Class No.</b>	<b>Pedagogy of Class</b>
	Introduction to Syllabus, CO's & PO's	C-1	Lecture
Unit-I	Introduction to Intellectual Property (IP) and Role of IP in Economic and Cultural Development	C-2	Lecture
Unit-I	IP Governance and Global Indicators	C-3	Lecture
Unit-I	Origin and History of IP in India	C-4	Lecture
Unit-I	Major Amendments in IP Laws in India	C-5	Lecture
Unit-I	Indian Web Portals for Patents and Technologies	C-6	Lecture
Unit-I	World Intellectual Property Organization (WIPO) and Key Treaties	C-7	Classroom Assignment
Unit-I	Classroom Assignment	C-8	Lecture
Unit-I	Different aspects of WIPO and its key treaties.	C-9	Presentation
Unit-I	Presentation	C-10	Lecture
Unit-I	World Intellectual Property Organization (WIPO) and Key Treaties	C-11	Clarification Class
Unit-I	Clarification Class	C-12	Lecture
Unit-II	Conditions for Patent Protection	C-13,14	Lecture
Unit-II	Rights and Enforcement of Patents	C-15,16	Lecture
Unit-II	Patentable and Non-patentable Inventions	C-17,18	Lecture
Unit-II	Patent Infringements and Process	C-19,20	Lecture
Unit-II	Commercialization and Need for a Patent Attorney	C-21	Lecture
Unit-II	Patent Forms, Fee Structure, and Types of Applications, Draft a patent claim for a hypothetical invention.	C-22	Classroom Assignment
Unit-II	Classroom Assignment	C-23	Lecture
Unit-II	Fair Use Doctrine and Internet Copyright Issues	C-4	Lecture
Unit-II	Mock patent application filing.	C-25	Lecture
Unit-II	Copyrights: Classes, Criteria, Ownership, and Infringements	C-26	Lecture
Unit-II	Debate on patentable vs. non-patentable invention	C-27	Presentation
Unit-II	Presentation	C-28	Clarification Class
Unit-II	Clarification Class	C-29	Lecture
Unit-III	Trademark Eligibility, Application, and Registration Process	C-30,31	Lecture
Unit-III	Industrial Designs: Eligibility, Acts, Registration, and Duration	C-32,33	Lecture
Unit-III	Geographical Indications: Acts, Ownership, Rights & Registration	C-34,35,36	Lecture
Unit-III	Classroom Assignment	C-37	Classroom Assignment
Unit-III	Quiz	C-38	Quiz
Unit-III	Clarification Class	C-39	Clarification Class
Unit-IV	Criteria, Protection, and Enforcement of Trade Secrets	C-40,41	Lecture
Unit-IV	Traditional Knowledge Significance and Protection	C-42,43	Lecture
Unit-IV	Semiconductor Integrated Circuits Layout Design:	C-44,45	Lecture
Unit-IV	Registration and Infringements	C-46,47	Lecture

Unit-IV	Class Assignment	C-48	Classroom Assignment
Unit-IV	Protection of Plant Varieties and Breeders Rights: Need, Registration, and Duration	C-49,50	Lecture
Unit-IV	National Biodiversity Authority and Biological Diversity Act	C-51,52,53	Lecture
Unit-IV	Clarification Class	C-54	Clarification Class
	Revision of Imp Topics	C-55,56	Lecture
	Revision of Imp Topics	C-57,58	Lecture
	Revision of Imp Topics	C-59,60	Lecture

**GEC066003–Research Problem, Interpretation and Report Writing – (From the pool of GE-Group A)**

Unit	Particulars	Class No.	Pedagogy of Class
	Introduction to Syllabus, CO's & PO's	C-1	Lecture
Unit-I	Defining the Research Problem -What is a Research Problem?	C-2	Lecture
Unit-I	Selecting the Problem	C-3	Lecture
Unit-I	Necessity of Defining the Problem	C-4	Lecture
Unit-I	Technique Involved in Defining a Problem	C-5	Lecture
Unit-I	Framing of Hypothesis	C-6	Lecture
Unit-I	Class Assignment	C-7	Classroom Assignment
Unit-I	Clarification Class	C-8	Clarification Class
Unit-II	Testing of Hypotheses -What is a Hypothesis?	C-9,10	Lecture
Unit-II	Basic Concepts Concerning Testing of Hypotheses	C-11	Lecture
Unit-II	Procedure for Hypothesis Testing,	C-12	Lecture
Unit-II	Presentation	C-13	Presentation
Unit-II	Flow Diagram for Hypothesis Testing	C-14	Lecture
Unit-II	Measuring the Power of a Hypothesis Test	C-15	Lecture
Unit-II	Tests of Hypotheses	C-16	Lecture
Unit-II	Classroom Assignment	C-17	Classroom Assignment
Unit-II	Important Parametric Tests	C-18,19	Lecture
Unit-II	Limitations of the Tests of Hypotheses	C-20	Lecture
Unit-II	Quantitative methods	C-21,22	Lecture
Unit-II	Clarification Class	C-23	Clarification Class
Unit-III	Interpretation- Meaning of Interpretation	C-24	Lecture
Unit-III	Technique of Interpretation	C-25,26	Lecture
Unit-III	Quiz	C-27	Quiz
Unit-III	Precaution in Interpretation	C-28	Lecture
Unit-III	Clarification Class	C-29	Clarification Class
Unit-IV	Report Writing- Significance of Report Writing	C-30	Lecture
Unit-IV	Different Steps in Writing Report	C-31	Lecture
Unit-IV	Layout of the Research Report	C-32,33	Lecture
Unit-IV	Types of Reports	C-34	Lecture
Unit-IV	Oral Presentation,	C-35	Lecture
Unit-IV	Presentation	C-36	Presentation
Unit-IV	Mechanics of Writing a Research Report	C-37	Activity
Unit-IV	Precautions for Writing Research Reports	C-38	Lecture
Unit-IV	Presentation of Thesis	C-39	Webinar
Unit-IV	Preliminaries	C-40	Lecture
Unit-IV	The text; Setting of the text, Style of text	C-41	Classroom Assignment
Unit-IV	The Footnote, Conclusions and Suggestions	C-42	Presentation
Unit-IV	Summary, The end matter	C-43	Lecture
Unit-IV	Classroom Assignment	C-44	Classroom Assignment

Unit-IV	Clarification Class	C-45	Clarification Class
Unit-V	Computer applications	C-46	Lecture
Unit-V	Introduction, Computer Applications, Computers and Researcher	C-47,48	Lecture
Unit-V	Digital materials for research, Collection of data from internet,	C-49,50	Lecture
Unit-V	Concept of Public domain	C-51	Lecture
Unit-V	Use of material available on internet	C-52,53	Lecture
Unit-V	Presentation	C-54	Presentation
Unit-V	Clarification Class	C-55	Clarification Class
Unit-VI	Style sheet- Style of the Text, Words, spellings, usages, non-English words	C-56	Lecture
Unit-VI	Phrases, including Indian words	C-57	Lecture
Unit-VI	Punctuation, A full stop (.), A colon (:), A semicolon (;), A comma (,), Quotation marks (" "), Round brackets (), Square brackets [], Dash (—), Hyphen (-), Conclusion	C-58	Lecture
Unit-VI	Classroom Assignment	C-59	Classroom Assignment
Unit-VI	Clarification Class	C-60	Clarification Class

**Note:**

This is a tentative lesson plan. The same may change from faculty to faculty as per the teaching pedagogy adopted by the faculty.

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