

**School of Commerce & Management**

**Program: BACHELOR OF COMMERCE-HONS. (Three Years Course)**

**2022-25**

**Programme Educational Objective (PEO)**

**Programme Outcomes (POs)**

**Programme Specific Outcomes (PSOs)**

**Course Outcomes (COs)**

**and**

**Lesson Plans**

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**RNB GLOBAL UNIVERSITY**

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## **BACHELOR OF COMMERCE-HONS. {(B.COM (H))}- 3 Years**

### **1. Vision**

To educate and inspire capable and competent leaders with a futuristic business acumen & entrepreneurial spirit.

### **2. Mission**

To equip the students of school of commerce & management with the ability to explore, examine, think critically and develop professional skills to become responsible global leaders who can contribute meaningfully to the industry and society through excellence in learning and practice-oriented research.

### **3. Program Educational Objectives**

**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.

**PEO3:** To bridge the gap between theoretical and practical knowledge of the students by adopting innovative teaching pedagogy.

#### 4. Programme Outcomes (POs):

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

**PO1 Exhibit** memory of previously learned financial accounting knowledge by correlating facts and terminologies.

**PO2 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.

**PO3. Understand** the concepts of commerce and computer application operations

**PO4. Demonstrate** ability to understand commerce in multifunctional areas like Banking and Finance, Auditing and taxation, Marketing & Entrepreneurship.

**PO5. Develop** knowledge of the business policies, auditing, finance and other related areas both at the macro and micro level.

**PO6. Apply** relevant managerial accounting skills with emphasis on application of both quantitative and qualitative knowledge to their future careers.

**PO7. Utilize** domain knowledge of computer programming and implementing the same in E-Commerce sector.

**PO8. Display knowledge and understanding** of group dynamics, recognize opportunities and contribute positively to collaborative-multidisciplinary management research.

**PO9. Communicate** with society at large, regarding complex managerial activities confidently and effectively, such as, environment and sustainability, ethics and governance.

**PO10. Build** wider societal concerns through extension of professional knowledge to community service and engagement in life-long learning process.

#### 5. Program Specific Outcomes (PSOs):

**PSO1: Understand** the concept of financial markets and its different products

**PSO2: Appraise** the manpower needs of companies in Accounting, Financial analysis and Management.

**PSO3: Design** the accounting system and processes for e-commerce and e-business.

**COURSE OUTCOMES (COs):**

<b>6.1 Semester - I</b>	
<b>Course</b>	<b>Course outcomes: - After completion of these courses students should be able to</b>
99001900 - Environmental Studies (AECC)	<p><b>CO1:</b> Tell different ecosystems, natural resources and environmental pollution.</p> <p><b>CO2:</b> Summarize biodiversity and its conservation.</p> <p><b>CO3:</b> Apply the values, feelings and participation of society in protection activities of the environment.</p> <p><b>CO4:</b> Discover the use of skills in identification of natural resources and their management practices.</p> <p><b>CO5:</b> Explain Biodiversity and its conservation techniques.</p>
11000701 - Financial Accounting	<p><b>CO1:</b> Define the concepts of various business cycle and process, operations, Profit planning.</p> <p><b>CO2:</b> Demonstrate the conceptual knowledge of the financial accounting and to impart skills for recording various kinds of business transactions.</p> <p><b>CO3:</b> Apply the principles and concepts of accounting in preparing the financial statements.</p> <p><b>CO4:</b> Analyse the execution of the accounting process- Recording-Classifying and Summarizing</p> <p><b>CO5:</b> Interpret financial results and use in decision making.</p>
11014700 - Management Principles and Applications	<p><b>CO1:</b> Define about basic management concepts, principles and practices understand Nature of Management.</p> <p><b>CO2:</b> Understand “planning, organizing, coordinating, staffing, directing, budgeting, controlling, and evaluating functions of management; leadership roles and styles, and the human aspects of management”</p> <p><b>CO3:</b> Apply the Planning and Decision Making &amp; Organizing.</p> <p><b>CO4:</b> Analyze the need of effective Directing, Leadership, Co-ordination and Controlling</p> <p><b>CO5:</b> Analyze the concept of controlling with examples &amp; implement.</p>
11000601 - Micro Economics	<p><b>CO1:</b> Remember the concepts of microeconomics dealing with consumer behaviour and market.</p> <p><b>CO2:</b> Understand the importance of Microeconomics in economic analysis.</p> <p><b>CO3:</b> Apply the concepts of consumer behaviour and producer behaviour and determine the market equilibrium.</p> <p><b>CO4:</b> Analyze how does a free market economy with its millions of consumers and producers work to decide about the allocation of productive resources among the thousands of goods and services &amp; understand the analytics of supply and demand and its various uses.</p>

	<p><b>C05:</b> Interpret the effects of theories and tenets of microeconomics on business concern.</p>
<p>11003500 - Ability &amp; Skill Enhancement –I</p>	<p><b>C01:</b> Understand the relevance and method of writing impactful and structured resume.</p> <p><b>C02:</b> Explain the need for right etiquettes to be followed in the professional world.</p> <p><b>C03:</b> Develop confidence in public speaking and expressing their opinions and ideas clearly and effectively.</p> <p><b>C04:</b> Build employability skills like critical thinking, team work, conflict management and leadership skills.</p> <p><b>C05:</b> Communicate effectively in English</p>
<p>99003300- Workshops/ Seminars/ Human Values/ Social Service/ NCC/ NSS</p>	<p><b>C01:</b> Relate to the concept of cognitive development and Big Five personality characteristics. Explain the basic fundamentals of Emotional Intelligence.</p> <p><b>C02:</b> Develop ability to practice new problem-solving skills in a group and use these skills in personal life. Build coping strategies and adapt balanced self-determined behaviour.</p> <p><b>C03:</b> Find about the working and mechanism of human nature. Classify and explain group behavior at organizational level and individual level.</p> <p><b>C04:</b> Organize and plan organizational change and stress management practices. Discover various human values and their importance in real world.</p> <p><b>C05:</b> Create leadership skills to be effective leader and evaluate the hierarchy of human values.</p>

## 6.2 Mapping: Semester - I

99001900	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
C01	1	2	3	2	2	3	2	2	3	2
C02	2	2	2	3	1	2	3	3	2	3
C03	1	3	2	2	2	1	3	2	3	2
C04	3	2	2	2	2	2	-	3	1	2
C05	3	1	1	1	3	2	2	3	2	2

11000701	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
C01	3	2	2	2	2	3	2	2	2	3
C02	2	1	2	-	2	3	-	2	2	3
C03	2	2	1	2	2	3	2	-	2	3
C04	1	2	2	-	2	3	-	-	2	3
C05	3	3	2	2	2	3	2	2	3	3

11014700	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
C01	3	3	2	1		2	2	2	2	2
C02		3	3	2	2	3	2	3	2	3
C03	1	2	3	2	3	3	3	2	1	2
C04	1	2	2	1	3	3	3	3	3	3
C05	3	2	1	2	3	2	2	2	3	3

11000601	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
C01	3	3	3	2	3	2	2	3	2	3
C02	2	2	2	3	2	1		2	2	3
C03	3	2	2	1	3		2	2		3
C04	2	1	1	2	2	3	3	2	3	3
C05	3	3	3	3	3	3	3	3	3	3

11003500	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
C01	2	2	3	3	3	2	2	3	2	3
C02	2	2	3	3	3	2	2	3	3	3
C03	1	1	1		2	3	3	3	3	3
C04	2	2	3	3	3	3	3	3	2	3
C05	3	3	2	2		2	3	2	2	2

99003300	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
C01	3	3	2		2		2	3	2	
C02	2	3	3	2		3	2	3	3	2
C03	2	3	2	3	2				2	3
C04	2		3	2	2			2	3	
C05	3	3	3		3		3	3		3

### 6.3 Lesson Plan: Semester - I

#### 99001900 – Environmental Studies (AECC)

Unit	Particulars	Class No.	Pedagogy of Class
I	Introduction to environmental studies	C1	Lecture
I	Multidisciplinary nature of environmental studies	C2	Lecture
I	Scope and importance; Concept of sustainability and sustainable development.	C3	Lecture
I	Clarification Class	C4	Clarification Class
II	What is an ecosystem?	C5	Lecture
II	Structure and function of ecosystem	C6	Lecture
II	Energy flow in an ecosystem: food chains, food webs and ecological succession	C7	Lecture
II	Forest ecosystem	C8	Lecture
II	Grassland ecosystem	C9	Lecture
II	Desert ecosystem	C10	Lecture
II	Aquatic ecosystems (ponds, streams, lakes, rivers, oceans, estuaries)	C11	Lecture
II	Clarification Class	C12	Clarification Class
III	Natural Resources: Renewable and Non-renewable Resources	C13	Lecture
III	Land resources and land use change; Land degradation, soil erosion and desertification.	C14	Lecture
III	Deforestation: Causes and impacts due to mining, dam building on environment, forests, biodiversity and tribal populations	C15	Lecture
III	Water: Use and overexploitation of surface and ground water, floods, droughts, conflicts over water (international & inter-state).	C16	Lecture
III	Energy resources: Renewable and non renewable energy sources	C17	Lecture
III	use of alternate energy sources, growing energy needs, case studies.	C18	Lecture
III	Clarification Class	C19	Clarification Class
IV	Levels of biological diversity: genetic, species and ecosystem diversity	C20	Lecture
IV	Biogeographic zone of India; Biodiversity patterns and global biodiversity hot spots.	C21	Lecture
IV	India as a mega biodiversity nation; Endangered and endemic species of India	C22	Lecture
IV	Threats to biodiversity: Habitat loss, poaching of wildlife, man wildlife conflicts, biological invasions;	C23	Lecture
IV	Conservation of biodiversity: Insitu and Exsitu conservation of biodiversity	C24	Lecture
IV	Ecosystem and biodiversity services: Ecological, economic, social, ethical, aesthetic and Informational value.	C25	Lecture



IV	Clarification Class	C26	Clarification Class
V	Environmental Pollution	C27	Lecture
V	Environmental pollution: types, causes, effects and controls	C28	Lecture
V	Air pollution	C29	Lecture
V	Water pollution	C30	Lecture
V	Soil and noise pollution	C31	Lecture
V	Nuclear hazards and human health risks	C32	Lecture
V	Solid waste management	C33	Lecture
V	Control measures of urban and industrial waste.	C34	Lecture
V	Pollution case studies.	C35	Lecture
V	Clarification Class	C36	Clarification Class
VI	Climate change, global warming, ozone layer depletion, acid rain and impacts on human Communities and agriculture	C37	Lecture
VI	Environment Laws: Environment Protection Act; Air (Prevention & Control of Pollution) Act; Water (Prevention and control of Pollution) Act; Wildlife Protection Act	C38	Lecture
VI	Forest Conservation Act. International agreements: Montreal and Kyoto protocols and Convention on Biological Diversity (CBD).	C39	Lecture
VI	Nature reserves, tribal populations and rights	C40	Lecture
VI	human wildlife conflicts in Indian context.	C41	Lecture
VI	Clarification Class	C42	Clarification Class
VII	Human population growth: Impacts on environment, human health and welfare.	C43	Lecture
VII	Resettlement and rehabilitation of project affected persons; case studies	C44	Lecture
VII	Disaster management: floods, earthquake, cyclones and landslides	C45	Lecture
VII	Disaster management: floods, earthquake, cyclones and landslides	C46	Lecture
VII	Environmental movements: Chipko, Silent valley, Bishnois of Rajasthan	C47	Lecture
VII	Environmental ethics: Role of Indian and other religions and cultures in environmental conservation.	C48	Lecture
VII	Environmental communication and public awareness, case studies (e.g., CNG vehicles in Delhi).	C49	Lecture
VII	Environmental communication and public awareness, case studies (e.g., CNG vehicles in Delhi).	C50	Lecture
VII	Clarification Class	C51	Clarification Class
VIII	Visit to an area to document environmental assets: river/ forest/ flora/fauna,	C52	Visit
VIII	Visit to a local polluted site-Urban/Rural/ Industrial /Agricultural.	C53	Visit
VIII	Study of common plants, insects, birds and basic principles of identification.	C54	Visit
VIII	Study of common plants, insects, birds and basic principles of identification.	C55	Visit

VIII	Study of simple ecosystems-pond, river, Delhi Ridge, etc.	C56	Visit
	Class Room Assignment	C57	Visit
	Activity	C58	Visit
	Presentation	C59	Visit
	Activity	C60	Visit

## 1100701 - Financial Accounting

Unit	Particulars	Class No.	Pedagogy of Class
I	Introduction to accounting and process	C1	Lecture
I	Accounting Cycle	C1	Lecture
I	Entries and bank Transactions	C2	Lecture
I	Special Transactions	C3	Lecture
I	Accounting as an information system, the users of financial accounting information and their needs	C4	Lecture
I	Scope, Functions, advantages and limitations of accounting	C5	lecturer
I	Branches of accounting	C6	Lecture
I	Nature of financial accounting principles	C6	Lecture
	GAAP	C7	Lecture
I	Financial accounting standards	C8	Lecture
I	International Financial Reporting Standard	C9	Lecture
II	Recording of a business transaction - Entry analysis	C10	Lecture
II	Accounting Ledgers	C11	Lecture
II	Preparation of trial balance-Method	C12	Lecture
	Unit-I,II,		Presentation
II	Preparation of trial balance-Method	C13	Lecture
II	Cash Book-One, Two, Three Petty Book	C14,C15	Lecture
II	Trial Balance, Profit and Loss Account, Balance Sheet with Adjustment/ Sub-Provision and Reserve	C16-C19	Case study
II	Funds Flow Statement-Theory	C20-24	Lecture
II	Cash Flow Statement	C25-C29	Presentation
II	Funds Flow Statement	C30-C35	Case Study
II	Selecting and shutting a Company; Backup and Restore data of a Company	C36-C38	Lecture
II	Measurement of business income	C39	Lecture
II	Procedure of measurement	C40-C41	Lecture
II	Revenue recognition	C42-C43	Lecture
II	Nature of depreciation	C44	Lecture
II	Depreciation methods	C45-C50	Case Study
II	Inventories	C51-C53	Lecture
II	Final Accounts	C54	Lecture
	Unit-1-2	C55	Presentation
III	Accounting for Hire Purchase and Installment Systems, Lease	C56-C60	Lecture
IV	Accounting for Inland Branches	C61-C65	Lecture
V	Accounting For Dissolution of the Partnership Firm	C66-C67	Lecture
	Unit-I,II,III,IV,V/ Revision class	C68-70	Clarification Class

## 11014700 – Management Principles and Applications

Unit	Particulars	Class No.	Pedagogy of Class
Unit I	Syllabus, Teaching Pedagogy Reference Books and Text Books	C1	Lecture
Unit I	Basics about the subject & Concept, nature, process and significance of management;	C2	Lecture
Unit I	Basics about the subject & Concept, nature, process and significance of management;	C3	Lecture
Unit I	Managerial Functions An overview; Co-ordination: Essence of Managership Vs. Administration	C4	Lecture
Unit I	Managerial Functions An overview; Co-ordination: Essence of Managership Vs. Administration	C5	Lecture
Unit I	Evolution of the Management Thought, Classical Approach – Taylor, Fayol, Neo-	C6	Lecture
Unit I	Classical and Human Relations Approaches – Mayo, Hawthorne Experiments,	C7	Lecture
	Project Work	C8	Project Work
Unit I	Behavioural Approach, Systems Approach, Contingency Approach – Lawrence & Lorsch,	C9	Lecture
Unit I	Project Work	C10	Project Work
Unit I	MBO - Peter F. Drucker, Re-engineering - Hammer and Champy,	C11	Lecture
Unit I	Michael Porter – Five-force analysis, Three generic strategies and value-chain, analysis,	C12	Lecture
Unit I	Senge's Learning Organization, 'Fortune at the Bottom of the Pyramid' – C.K. Prahalad.	C13	Lecture
Unit I	Clarification Class	C14	Clarification Class
	Class Room Assignment	C15	Class Room Assignment
Unit II	Planning Types of Plan – An overview to highlight the differences	C16	Lecture
	Project Work	C17	Project Work
	Activity	C18	Activity
	Project Work	C19	Project Work
Unit II	Strategic planning – Concept, process, Importance and limitations, types	C20	Lecture
Unit II	Decision-making – concept, importance; Committee and Group Decision-making, Process, Perfect rationality and bounded rationality,	C21	Lecture
	Group Discussion	C22	Group Discussion
Unit II	Environmental Analysis and diagnosis (Internal and external environment) –	C23	Lecture
Unit II	Definition, Importance and Techniques (SWOT/ TOWS/WOTS-UP, BCG Matrix, Competitor Analysis),	C24	Lecture
Unit II	Business environment; Concept and Components.	C25	Lecture
	Project Work	C26	Project Work
Unit II	Techniques (qualitative and quantitative, MIS, DSS)	C27	Class Room Assignment
	Project Work	C28	Project Work

Unit II	Clarification Class	C29	Clarification Class
Unit III	Organizing Concept and process of organizing – An overview, Span of management, Different	C30	Lecture
Unit III	Organizing Types An overview, Span of management,	C31	Lecture
	Group Discussion	C32	Group Discussion
Unit III	types of authority (line, staff and functional), Decentralization, Delegation of authority.	C33	Lecture
	Presentation	C34	Presentation
	Project Work	C35	Project Work
	Workshop	C36	Workshop
Unit III	types of authority (line, staff and functional), Decentralization, Delegation of authority.	C37	Lecture
	Project Work	C38	Project Work
Unit III	Formal and Informal Structure; Principles of Organizing; Network Organization Structure.	C39	Lecture
Unit III	Clarification Class	C40	Clarification Class
	Webinar	C41	Webinar
	Project Work	C42	Project Work
	Class Room Assignment	C43	Class Room Assignment
	Workshop	C44	Workshop
Unit IV	Staffing and Leading Staffing: Concept of staffing, staffing process	C45	Lecture
	Motivation: Concept, Importance, extrinsic and intrinsic motivation;	C46	Lecture
	Project Work	C47	Project Work
Unit IV	Motivation: Concept, Importance, extrinsic and intrinsic motivation; Major	C48	Lecture
	Presentation	C49	Presentation
Unit IV	Motivation theories - Maslow's Need-Hierarchy Theory; Herzberg's Two-factor Theory, Vroom's Expectation Theory.	C50	Lecture
Unit IV	Leadership: Concept, Importance, Major theories of Leadership (Likert's scale theory,	C51	Lecture
	Activity	C52	Activity
Unit IV	Leadership: Concept, Importance, Major theories of Leadership (Likert's scale theory,	C53	Lecture
Unit IV	Leadership: Concept, Importance, Major theories of Leadership (Likert's scale theory,	C54	Lecture
Unit IV	Blake and Mouten's Managerial Grid theory, House's Path Goal theory,	C55	Lecture
Unit IV	Fred Fielder's situational Leadership), Transactional leadership, Transformational Leadership, Transforming Leadership.	C56	Lecture
	Class Room Assignment	C57	Class Room Assignment
Unit IV	Communication: Concept, purpose, process; Oral and written communication; Formal and informal communication networks,	C58	Lecture

Unit IV	Clarification Class	C59	Clarification Class
Unit IV	Barriers to communication, Overcoming barriers to communication.	C60	Lecture
Unit V	Control: Concept, Process, Limitations, Principles of Effective Control, Major	C61	Lecture
	Quiz	C62	Quiz
Unit V	Controlling Nature and Scope of control;	C63	Lecture
Unit V	Types of Control	C64	Lecture
	Class Room Assignment	C65	Class Room Assignment
Unit V	Control process;	C66	Lecture
	Presentation	C67	Presentation
Unit V	Control techniques –traditional and modern; Effective Control System,	C68	Lecture
Unit V	Emerging issues in Management.	C69	Lecture
	Project Work	C70	Project Work
	case let	C71	Case-let
Unit V	Clarification Class	C72	Clarification Class
	Project Work	C73	Project Work
	case let	C74	Case-let
	Project Work	C75	Project Work
	Presentation	C76	Presentation
	Presentation	C77	Presentation
	Clarification Class	C78	Clarification Class
	Activity	C79	Activity
	Clarification Class	C80	Clarification Class
	Project Work	C81	Project Work
	Project Work	C82	Project Work
II	Queries/Revision Unit-II	C83	Lecture
II	Queries/Revision Unit-II	C84	Lecture
III	Queries/Revision Unit-III	C85	Lecture
III	Queries/Revision Unit-III	C86	Lecture
IV	Queries/Revision Unit-IV	C87	Lecture
IV	Queries/Revision Unit-IV	C88	Lecture
V	Queries/Revision Unit-V	C89	Lecture
V	Queries/Revision Unit-V	C90	Lecture

## 1100601 - Micro Economics

Unit	Particulars	Class No.	Pedagogy of Class
Unit I	Demand and Supply: Determinants of demand	C1	Lecture
Unit I	Meaning, Law and Elasticity of demand	C2	Lecture
Unit I	movements vs. shift in demand Curve	C3	Lecture
Unit I	movements vs. shift in demand Curve	C4	Lecture
Unit I	Determinants of Supply	C5	Lecture
Unit I	Meaning, Law and elasticity of supply	C6	Lecture
Unit I	Movement along a supply curve	C7	Lecture
Unit I	shift in supply curve	C8	Lecture
Unit I	CRA - Shift in curve	C9	Lecture
Unit I	CRA - Shift in curve	C10	Lecture
Unit I	Market equilibrium	C11	Lecture
Unit I	Market equilibrium	C12	Lecture
Unit I	GD- Application of demand and supply	C13	Lecture
Unit I	GD- Demand and Supply concept implementation	C14	Lecture
	Clarification class	C15	Clarification class
Unit II	Ordinal Utility theory: (Indifference curve approach)	C16	Lecture
Unit II	Consumer's preferences	C17	Lecture
Unit II	Interference curves; Budget line	C18	Lecture
Unit II	Consumer's equilibrium	C19	Lecture
Unit II	Income and substitution effect	C20	Lecture
Unit II	Income and substitution effect	C21	Lecture
Unit II	Price consumption curve and the derivation of demand curve for a commodity	C22	Lecture
Unit II	Price consumption curve and the derivation of demand curve for a commodity	C23	Lecture
Unit II	Price consumption curve and the derivation of demand curve for a commodity	C24	Lecture
Unit II	Criticisms of the law of demand	C25	Lecture
Unit II	Criticisms of the law of demand	C26	Lecture
	Presentation	C27	Presentation
	Presentation	C28	Presentation
	Clarification class	C29	Clarification class
Unit III	Production: Firm as an agent of production	C30	Lecture
Unit III	Concepts of Production function	C31	Lecture
Unit III	Concepts of Production function	C32	Lecture
Unit III	Law of variable proportions	C33	Lecture
Unit III	Law of variable proportions	C34	Lecture
Unit III	Presentation Law of variable proportions	C35	Lecture
Unit III	Law of variable proportions	C36	Lecture
Unit III	Isoquants; Return to scale	C37	Lecture
Unit III	Economics and Diseconomies of scale	C38	Lecture
Unit III	Cost Meaning and types	C39	Lecture
Unit III	Costs in the short run. Costs in the long run	C40	Lecture
Unit III	Profit maximization and cost minimization	C41	Lecture
Unit III	Equilibrium of the firm	C42	Lecture
Unit III	Technological Change	C43	Lecture

	Clarification Class	C44	Clarification class
Unit III	GD - Firms equilibrium	C45	Lecture
Unit III	Production: Firm as an agent of production.	C46	Lecture
Unit III	Production: Firm as an agent of production.	C47	Lecture
Unit III	Concepts of Production function, Law of variable proportions	C48	Lecture
Unit III	Concepts of Production function, Law of variable proportions	C49	Lecture
Unit III	Isoquants; Return to scale	C50	Lecture
Unit III	Economics and Diseconomies of scale	C51	Lecture
Unit III	Costs in the short run. Costs in the long run, Technological Change: the very long run	C52	Lecture
Unit III	Profit maximization and cost minimization	C53	Lecture
Unit III	Markets, Forms of Markets	C54	Lecture
Unit III	Perfect Competition and Monopoly Market	C55	Lecture
Unit III	Differences between markets	C56	Lecture
Unit III	Differences between markets	C57	Lecture
Unit III	Quiz- Different forms of market	C58	Lecture
Unit III	Monopoly Market and Oligopoly Comparisons	C59	Lecture
Unit III	Monopoly Market and Oligopoly Comparisons	C60	Lecture
	Clarification class	C61	Clarification class
Unit IV	Monopolistic Market Oligopoly Market	C62	Lecture
Unit IV	Presentation	C63	Lecture
Unit IV	Monopolistic Market Oligopoly Market	C64	Lecture
Unit IV	Monopolistic Market Oligopoly Market	C65	Lecture
Unit IV	Demand for factors. Supply of factor	C66	Lecture
Unit IV	backward bending supply curve for labour	C67	Lecture
Unit V	backward bending supply curve for labour	C68	Lecture
Unit V	CRA- concepts of economic rent	C69	Lecture
Unit V	concepts of economic rent	C70	Lecture
Unit V	concepts of economic rent	C71	Lecture
Unit V	Functional Distribution of Income	C72	Lecture
Unit V	Functional Distribution of Income	C73	Lecture
Unit V	Functional Distribution of Income	C74	Lecture
	Clarification class	C75	Clarification class
Unit V	Functional Distribution of Income	C76	Lecture
Unit V	Imperfect Competition	C77	Lecture
Unit V	Monopolistic Market	C78	Lecture
Unit V	Oligopoly Market	C79	Lecture
Unit V	Duopoly market and Models	C80	Lecture
Unit V	Different Models in oligopoly market	C81	Lecture
Unit V	Different Models in oligopoly market	C82	Lecture
Unit V	Kinked Demand Curve	C83	Lecture
Unit V	Prisoner's Dilemma	C84	Lecture
Unit V	Pricing	C85	Lecture
Unit V	Cartels and other theories	C86	
	Clarification class	C87	Clarification class
	Revision Class	C88	Lecture
	Clarification class	C89	Clarification class
	Clarification class	C90	Clarification class



**11003500 - Ability & Skill Enhancement -I**

Unit	Particulars	Class No.	Pedagogy of Class
UNIT I	Ice Breaking Session: Introduction to ASE, Introduction and overview of the course	C1	Lecture
UNIT I	Phrase, Clause, Sentence, Word Classes (Parts of Speech)	C2	Lecture
UNIT I	Word Classes (Parts of Speech)	C3	Lecture
UNIT I	Word Classes (Parts of Speech)	C4	Lecture
UNIT II	Tenses - Present Tense	C5	Lecture
UNIT II	Present Tenses: Written & spoken exercise	C6	Activity
UNIT II	Tenses - Past Tense	C7	Lecture
UNIT II	Past Tenses: Written & spoken exercise	C8	Activity
UNIT II	Tenses - Future Tense	C9	Lecture
UNIT II	Future Tenses: Written & spoken exercise	C10	Activity
	Take Home Assignment		Take Home Assignments
UNIT II	Modals & Exercises	C11	Lecture
UNIT II	Articles	C12	Lecture
UNIT II	Articles: Exercise	C13	Activity
	Presentation	C14	Presentation
UNIT III	Reading Skills: Reading Process, Importance & Types of Reading, Techniques of Reading, and Strategies to Improve Reading Abilities	C15	Lecture
UNIT III	Reading aloud, Reading News	C16	Activity
UNIT III	Reading Comprehension	C17	Lecture
UNIT IV	Writing Skills: Generating ideas/gathering data, organizing ideas, Note taking, Outlining, drafting, Editing, and Proof Reading,	C18	Lecture
UNIT IV	Story Writing (through pictures/videos)	C19	Class Room Assignment
UNIT IV	Email Writing	C20	Lecture
UNIT IV	Dialogue Writing	C21	Lecture
UNIT IV	News Writing	C22	Activity
UNIT V	Types and Essentials of good listening, Listening Process, Barriers to Listening and Strategies to improve Listening	C23	Lecture
UNIT V	Listening to Inspirational Movies/Clips/Listening News	C24	Activity
UNIT V	Techniques of Effective Speaking	C25	Lecture
UNIT V	Introducing Oneself and others Situational Conversations (Practicing Short Dialogues)	C26	Activity
UNIT V	Public Speaking	C27	Lecture
UNIT V	Extempore	C28	Lecture
	Webinar	C29	Webinar
	Guest Lecture	C30	Guest lecture

## 7.1 Semester – II

Course	Course outcomes: - After completion of these courses students should be able to
99002200 - Business Communication (AECC)	<p><b>C01:</b> Define the different types of communication, impedances due to extraneous factors called “barriers”.</p> <p><b>C02:</b> Understand important verbal parameters in communication. So to make communication effective and attractive.</p> <p><b>C03:</b> Apply the skills in reading, writing, comprehension and communication &amp; use electronic media for business communication.</p> <p><b>C04:</b> Analyze various business communication skills scope of the non-verbal parameters in communication to make communication more effective.</p> <p><b>C05:</b> Apply the appropriate body language for making presentation more effective</p>
11008600 - Cost Accounting	<p><b>C01:</b> What are the various business processes, analyze operations, production planning.</p> <p><b>C02:</b> Explain basic concepts used in cost accounting, various methods involved in cost ascertainment and cost accounting bookkeeping systems.</p> <p><b>C03:</b> Examine the basic cost concepts, allocation and control of various costs and methods of costing.</p> <p><b>C04:</b> Examine the various methods involved in cost ascertainment, cost accounting and bookkeeping systems.</p> <p><b>C05:</b> Estimate the various costs for the purpose of controlling them.</p>
11015000 - Principles of Marketing	<p><b>C01:</b> Define the basics of principles, importance, tactics, tools and developments in the field of marketing. With specific emphasis on Marketing Mix i.e. Product, Price, Place &amp; Promotion.</p> <p><b>C02:</b> Understand Fundamental concepts of marketing &amp; practices from business perspective in the Organization.</p> <p><b>C03:</b> Apply the various Marketing environmental concepts to compare various opportunities available in various sectors &amp; relate with various concepts related to market, Research and its utility.</p> <p><b>C04:</b> Analyze the Important issues Related to success in consumer buying behavioral process vis a vis organizational buying behaviour process &amp; understand mechanism of developing a new product, Market Segmentation etc.</p> <p><b>C05:</b> Apply the commonly used promotion terms, concepts &amp; tools.</p>
11002300 - Macro Economics	<p><b>C01:</b> Define the basic concepts of Macro Economics &amp; get awareness of Fiscal and monetary policy.</p> <p><b>C02:</b> Explain the concepts of aggregations and national income and output.</p> <p><b>C03:</b> Develop the conceptual framework relating to macroeconomic issues like inflation, unemployment and related measures to overcome the same.</p>

	<p><b>C04:</b> Analyse the situations of macroeconomic problems and deriving the solutions to it.</p> <p><b>C05:</b> Interpret the effects of microeconomic factors on business decision making</p>
11003600 - Ability & Skill Enhancement -II	<p><b>C01:</b> Select the correct phonetic symbols for improving language</p> <p><b>C02:</b> Operate reading and writing skills in English</p> <p><b>C03:</b> Prepare listening and speaking skills in English</p> <p><b>C04:</b> Focus in understanding the ethics, virtues and values</p> <p><b>C05:</b> Aware about etiquettes and personal branding</p>

## 7.2 Mapping: Semester - II

99002200	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
C01	2	2	3	2		2	1	2	2	2
C02	1	3	2	2	2	2	2	3	2	3
C03	1	3	2	3	3	3	3	3	3	2
C04	1		2	3	3	3	2	2		3
C05	3	2	3	2	3	2	2	2	2	2

11008600	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
C01	3	2	-	2	1	2	-	2	2	3
C02	3	3	2	-	2	-	-	-	-	3
C03	3	2	2	2	-	2	-	2	-	3
C04	3	1	-	-	2	2	-	-	2	3
C05	3	2	2	2	2	2		2	2	3

11015000	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
C01	3	3	3	2	1	2	1	2	2	2
C02	1	3	2	3	2	2	2	2	3	3
C03	2	2	3	3	3	3	2	2	2	2
C04	2	1	2	3	3	3	3	3	2	3
C05	2	2	2	2	2	2	3	2	2	2

11002300	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
C01	2	3	3	3	3	2	3	2	3	3
C02	3	3	2	2	3	1	1	3	2	3
C03	3	3	3	1	3	1	3	2		3
C04	2	1	1	3	2	3	2	2	1	3
C05	3	3	3	3	3	3	3	3	3	3

11003600	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
C01	3	2	3	2	3	3	1	3	2	3
C02	3	2	2	3	2	2	1	2	2	3
C03	3	3		1	2	2	1	3	3	3
C04	3	3	3	2	2	2	1	2	3	3
C05	3	3	2	3	2	3	3	3	2	2

### 7.3 Lesson Plan: Semester - II

#### 99002200- Business Communication

Unit	Particulars	Class No.	Pedagogy of Class
UNIT I	Process of Communication (What is communication)	C1	Lecture
UNIT I	Importance of Communication	C2	Lecture
UNIT I	Seven C's of Communication	C3	Lecture
UNIT I	Types of Communication - Verbal	C4	Lecture
UNIT I	Types of Communication- Non Verbal	C5	Lecture
UNIT I	Types of Communication (Formal & Informal)	C6	Lecture
UNIT I	Types of Communication (Interpersonal & Interapersonal)	C7	Lecture
UNIT I	Different forms of Communication Barriers to Communication Causes, Linguistic Barriers, Psychological Barriers	C8	Lecture
UNIT I	Interpersonal Barriers, Cultural Barriers	C9	Lecture
UNIT I	Physical Barriers, Organizational Barriers	C10	Lecture
	Classroom Assignment on JAM	C11-C13	Class room Assignment
	Clarification Class	C14	Clarification Class
Unit II	Preparing the Resume	C15	Lecture
Unit II	Job Application Letter	C16	Lecture
	Classroom Exercise	C17	Activity
Unit II	Letter Writing	C18-20	Lecture
Unit II	Inviting quotations, Sending quotations, Placing orders	C21	Lecture
Unit II	CV Preparation	C22	Lecture
Unit II	Claim & Adjustment letters, Inviting tenders, Sales letters	C23	Lecture
Unit II	Social Correspondence	C24	Lecture
Unit II	Memorandum, Inter -office Memo,	C25	Lecture
Unit II	Notices	C26	Lecture
Unit II	Agenda	C27	Lecture
Unit II	Minutes	C28	Lecture
	Group Discussion	C29	Group Discussion
	Class Presentation	C30-C33	Presentation
	Clarification Class	C34	Clarification Class
	Home Assignment		Home Assignment
	Quiz	C35	Quiz
	Classroom Exercise	C36-C37	Activity
Unit III	Business reports	C38	Lecture
Unit III	Business Reports: Types, Characteristics	C39	Lecture
Unit III	Business Reports: Importance	C40	Lecture
Unit III	Business Reports: Elements of structure	C41	Lecture
Unit III	Business Reports: Process of writing, Order of writing	C42	Lecture
Unit III	Business Reports: the final draft	C43	Lecture
Unit III	check lists for reports	C44	Lecture

	Classroom Assignment	C45	Class room Assignment
	Clarification Class	C46	Clarification Class
Unit IV	Words often confused	C47	Lecture
Unit IV	Words often misspelt	C48	Lecture
Unit IV	Common errors in English	C49	Lecture
	Classroom Exercise	C50	Activity
	Group Discussion	C51	Group Discussion
	Clarification Class	C52	Clarification Class
Unit V	Oral Presentation: Importance, Characteristics, Presentation Plan	C53	Activity
Unit V	Power point Presentation Slide Preparation	C54	Lecture
Unit V	Visual aids	C55	Lecture
	Classroom Exercise	C56	Activity
	Clarification Class	C57	Clarification Class
	Guest Lecture	C58	Guest Lecture
	Webinar	C59	Webinar
	Seminar	C60	Seminar

## 11008600 - Cost Accounting

Unit	Particulars	Class No.	Pedagogy of Class
Unit I	Cost Accounting-Objectives, Importance	C1	Lecture
Unit I	Cost Accounting-Nature, Scope	C2	Lecture
Unit I	Advantages of Cost Accounting	C3	Lecture
Unit I	Cost Concept;	C4	Lecture
Unit I	Methods and Techniques of Costing	C5	Lecture
Unit I	Installation of Cost Accounting	C6	Lecture
Unit I	Difference between Cost, Financial and Management Accounting	C7	Lecture
	Clarification Class-1	C8	Clarification Class-1
	Class Assignment	C9	Class Assignment
	Project Related work	C10	Project
Unit I	Tally Accounting-Ledger	C11	Lecture
Unit I	Tally Accounting-Voucher	C12	Lecture
Unit-II	Element of Cost	C13	Lecture
Unit-II	Classification of Cost	C14	Lecture
Unit-II	Overhead Allocation	C15	Lecture
Unit-II	Primary Apportionment	C16	Lecture
Unit-II	Secondary Apportionment	C17	Lecture
Unit-II	Cost Ascertainment	C18	Lecture
	Clarification Class-2	C19	Clarification Class-2
	Class Assignment-2	C20	Class Assignment-2
	Project Related work	C21	Project Related work
Unit-II	Tally Accounting-P/L Account and Balance sheet	C22	Lecture
Unit-II	Tally Accounting-Reporting	C23	Lecture
	Project Related work	C24	Project
Unit-III	Accounting for Material: Material Purchase Procedure	C25	Lecture
Unit-III	storage and inventory control	C26	Lecture
Unit-III	Classification, Principles of Labour	C27	Lecture
Unit-III	Methods of Remuneration, Overtime and incentives;	C28	Lecture
Unit-III	efficiency rating procedures	C29	Lecture
Unit-III	Accounting for Overhead: Meaning,	C30-C34	Lecture
Unit-III	Classification, allocation	C35	Lecture
Unit-III	apportionment	C36	Lecture
Unit-III	absorption	C37	Lecture
Unit-III	Accounting of overheads.	C38	Lecture
	Clarification-3	C39	Clarification-3
	Class Assignment-3	C40	Class Assignment-3
	Project Related work	C41	Project Related work
Unit-III	Tally Accounting-P/L Account and Balance sheet	C42	Lecture
Unit-III	Tally Accounting-Reporting	C43	Lecture
	Project Related work	C44	Project Related work
	Tutorials	C45	Tutorials
	Tutorials	C46	Tutorials

	Quiz	C47	Quiz
Unit-IV	Costing - Preparation of statement of cost	C48	Lecture
Unit-IV	Cost sheet (Including Tender Price / Quotation price);	C49	Lecture
Unit-IV	cost sheet (Including Tender Price / Quotation price);	C50	Lecture
Unit-IV	cost sheet (Including Tender Price / Quotation price);	C51	Lecture
Unit-IV	Reconciliation of Cost accounting profit and financial accounting profit,	C52	Lecture
Unit-IV	Reconciliation of Cost accounting profit and financial accounting profit,	C53	Lecture
Unit-IV	Clarification Class	C54	Clarification Class
	Tutorials	C55	Tutorials
	PPT -Topic Assigned	C56	PPT -Topic Assigned
	PPT -Topic Assigned	C57	PPT -Topic Assigned
	PPT -Topic Assigned	C58	PPT -Topic Assigned
	Tutorials	C59	Tutorials
	Class Assignment-4	C60	Class Assignment-4
Unit-V	Method of Costing	C61	Lecture
Unit-V	Contract and Job Costing	C62-C64	Lecture
Unit-V	Contract and Job Costing	C65-C67	Lecture
Unit-V	Contract and Job Costing	C68	Lecture
Unit-V	Process Costing	C69-C71	Lecture
Unit-V	Uniform Costing	C72	Lecture
Unit-V	Inter-firm Comparison	C73	Lecture
Unit-V	Neo Concepts: Activity Based Costing	C74-C76	Lecture
Unit-V	Target Costing	C77	Lecture
Unit-V	Life Cycle Costing	C78-C79	Lecture
	Clarification Class	C80	Clarification Class
	Class Assignment	C81	Tutorials
	Tutorials	C82	Activity
	Project Related work	C83	Project Related work
	Project Related work	C84	Project Related work
	Project Related work	C85	Project Related work
	Project Related work	C86	Project Related work
	Project Related work	C87	Project Related work
	Project Related work	C88	Project Related work
	Project Related work	C89	Project Related work
	Project Related work	C90	Project Related work
	Home Assignment		Home Assignment



## 11015000 - Principles of Marketing

Unit	Particulars	Class No.	Pedagogy of Class
Unit I	Introduction about the subject, pedagogy, reference books	C1	Lecture
Unit I	Introduction to Marketing	C2	Lecture
Unit I	Introduction Nature, scope and importance of marketing;	C3	Lecture
Unit I	Core Concept of Marketing Evolution of marketing; Selling vs. Marketing;	C4	Lecture
Unit I	Evolution of marketing; Selling vs. Marketing; Marketing mix,	C5	Lecture
Unit I	Selling vs. Marketing; Marketing mix,	C6	Lecture
Unit I	Marketing environment: concept, importance, and components (Economic, Demographic, Technological, Natural, Socio-Cultural and Legal).	C7	Lecture
Unit I	Clarification Class	C8	Clarification Class
	Project Work	C9	Project Work
Unit II	Consumer Behaviour: Nature and Importance, Consumer buying decision process;	C10	Lecture
	Project Work	C11	Project Work
Unit II	Consumer Behaviour: Nature and Importance, Consumer buying decision process;	C12	Lecture
Unit II	Factors influencing consumer buying behaviour.	C13	Lecture
	Activity	C14	Activity
	Class Room Assignment	C15	Class Room Assignment
Unit II	Market segmentation: concept, importance and bases; Target market selection;	C16	Lecture
	Project Work	C17	Project Work
	Activity	C18	Activity
	Project Work	C19	Project Work
Unit II	Market segmentation: concept, importance and bases;	C20	Activity
Unit II	Target market selection & Positioning Positioning concept, importance and bases	C21	Lecture
	Group Discussion	C22	Group Discussion
Unit II	Product differentiation	C23	Lecture
Unit II	Positioning concept, importance and bases; Product differentiation vs. market Segmentation	C24	Lecture
	Project Work	C25	Project Work
	Project Work	C26	Project Work
Unit II	Clarification Class	C27	Clarification Class
Unit III	Product Concept and importance,	C28	Lecture
Unit III	Product classifications; Concept of product mix;	C29	Lecture
Unit III	Product classifications; Concept of product mix; & PLC	C30	Lecture
	Class Room Assignment	C31	Class Room Assignment
	Presentation	C32	Presentation

	Project Work	C33	Project Work
Unit III	Branding,	C34	Lecture
	Project Work	C35	Project Work
Unit III	packaging and labeling	C36	Lecture
	Webinar	C37	Webinar
	Group Discussion	C38	Group Discussion
	Project Work	C39	Project Work
	Class Room Assignment	C40	Class Room Assignment
	Workshop	C41	Workshop
Unit III	New Product Development, Differentiation	C42	Lecture
	Project Work	C43	Project Work
Unit III	Consumer adoption process (Positioning).	C44	Lecture
	Presentation	C45	Presentation
Unit III	Clarification Class	C46	Clarification Class
Unit IV	Pricing: Significance. Factors affecting price of a product. Pricing policies	C47	Lecture
	Activity	C48	Activity
Unit IV	Pricing: Significance. Factors affecting price of a product. Pricing policies	C49	Lecture
Unit IV	Pricing policies	C50	Lecture
Unit IV	Pricing: Pricing policies, Methods	C51	Lecture
Unit IV	Clarification Class	C52	Clarification Class
Unit IV	Distribution Channels and Physical Distribution: Channels of distribution - meaning and importance	C53	Lecture
Unit IV	Types of distribution channels; Functions of middle man;	C54	Lecture
	Class Room Assignment	C55	Class Room Assignment
Unit IV	Factors affecting choice of distribution channel; Wholesaling and retailing; Types of Retailers;	C56	Lecture
	Activity	C57	Activity
Unit IV	Factors affecting choice of distribution channel; Wholesaling and retailing; Types of Retailers; e-tailing, Physical Distribution.	C58	Lecture
	Activity	C59	Activity
	Clarification Class	C60	Clarification Class
Unit V	Promotion: Nature and importance of promotion; Communication process;	C61	Lecture
	Unit-I & II	C62	Quiz
Unit V	Types of distinctive characteristics; Promotion mix and factors affecting promotion mix decisions;	C63	Lecture
	Class Room Assignment	C64	Class Room Assignment
Unit V	Recent developments in marketing: Social Marketing, online marketing	C65	Lecture
Unit V	Direct marketing Vs. services marketing,	C66	Lecture
	Presentation	C67	Presentation
Unit V	green marketing,	C68	Lecture
Unit V	Rural marketing; Consumerism.	C69	Lecture

Unit V	Clarification Class	C70	Clarification Class
	Project Work	C71	Project Work
	Webinar	C72	Webinar
	Project Work	C73	Project Work
	case let	C74	Case-let
	Project Work	C75	Project Work
	Presentation	C76	Presentation
	Presentation	C77	Presentation
	Clarification Class	C78	Clarification Class
	Activity	C79	Activity
	Project Work	C80	Project Work
	Project Work	C81	Project Work
	Clarification Class	C82	Clarification Class
II	Queries/Revision Unit-II	C83	Lecture
II	Queries/Revision Unit-II	C84	Lecture
III	Queries/Revision Unit-III	C85	Lecture
III	Queries/Revision Unit-III	C86	Lecture
IV	Queries/Revision Unit-IV	C87	Lecture
IV	Queries/Revision Unit-IV	C88	Lecture
V	Queries/Revision Unit-V	C89	Lecture
V	Queries/Revision Unit-V	C90	Lecture

## 11002300 - Macro Economics

Unit	Particulars	Class No.	Pedagogy of Class
I	Overview of the subject and basic concepts	C1	Lecture
I	variables of macroeconomics, income and expenditure	C2,C3	Lecture
I	Circular flow of income	C4,C5	Lecture
I	components of expenditure	C6,C7	Lecture
I	Static macroeconomic analysis	C8,C9	Lecture
I	determination of supply and demand	C10	Lecture
I	determination of supply and demand	C11	Lecture
I	conditions of equilibrium	C12	Lecture
I	conditions of equilibrium	C13	Lecture
	Activity 1	C14	Activity
	Clarification Class 1	C15	Clarification Class
	Presentation	C16	Presentation
II	IS-LM Approach	C17	Lecture
II	Fiscal and Monetary Policy	C18,C19	Lecture
II	determination of aggregate demand	C20,C21	Lecture
II	Shifts in aggregate demand	C22,C23	Lecture
II	Shifts in aggregate demand	C24,C25	Lecture
II	Aggregate supply in the short and long run	C26	Lecture
II	Aggregate supply in the short and long run	C27,C28	Lecture
II	AD-AS Analysis	C29	Lecture
	Clarification Class 2	C30	Clarification Class
	Presentation 2	C31	Presentation
	Quiz	C32	Quiz
	Class Assignment	C33	Class Room Assignment
	Activity 2	C34	Activity
III	Inflation - Meaning and Causes	C35,C36	Lecture
III	inflation and interest rates	C37,C38	Lecture
	Class Assignment 1	C39	Class Room Assignment
III	Unemployment - natural rate of unemployment	C40,C41	Lecture
III	frictional and wait unemployment	C42,C43	Lecture
III	Labour market and its interaction with production system	C44,C45	Lecture
	Presentation	C46	Presentation
	Seminar	C47	Seminar
	Quiz	C48	Quiz
	Class Assignment 2	C49	Class Room Assignment
	Group Activity	C50	Activity
III	Phillips curve	C51	Lecture
III	the trade off between inflation and unemployment	C52	Lecture
III	sacrifice ratio	C53	Lecture
III	Role of expectations adaptive and rational	C54	Lecture
III	Role of expectations adaptive and rational	C55	Lecture
III	Clarification class 3	C56	Clarification Class
IV	Open Economy - Flow of goods and services	C57,C58	Lecture

IV	Savings and investments	C59,C60	Lecture
	Class Assignment	C61	Class Room Assignment
IV	Exchange Rates	C62,63	Lecture
IV	Mundell - Fleming model	C64,C65	Lecture
	Activity	C66	Activity
IV	interest-rate differentials case of a large economy	C67, C68	Lecture
	Presentation	C69	Presentation
	Clarification Class	C70	Clarification Class
	Quiz	C71	Quiz
V	Investment determinants of business fixed investment	C72,C73	Lecture
V	effect of tax	C74,C75	Lecture
V	determinants of residential investment and inventory investment	C76,C77	Lecture
	Class Assignment	C78	Class Room Assignment
V	Demand for Money	C79,C80	Lecture
	Presentation	C81	Presentation
	Quiz	C82	Quiz
V	Portfolio and transactions theories of demand for real balances	C83,C84	Lecture
V	interest and income elasticities of demand for real balances	C85,C86	Lecture
	Activity	C87	Activity
V	Supply of money	C88,C89	Lecture
	Clarification Class 5	C90	Clarification Class

**11003600 - Ability & Skill Enhancement -II**

Unit	Particulars	Class No.	Pedagogy of Class
UNIT I	Phonetic symbols and the International Phonetic Alphabets (IPA Introduction Importance	C-1	Lecture
UNIT I	The Description and Classification of Vowels (Monophthongs & Diphthong) Consonants,	C-2	Lecture
UNIT I	The introduction and Classification of Vowels and Consonant	C-3	Lecture
UNIT I	Syllable, Stress &Intonations and symbols of consonants	C-4	Lecture
UNIT I	Reading aloud, recording audio clips. Phonetic Transcription and Phonology	C-5	Lecture
UNIT I	Class Phonetic Transcription	C-6	Lecture
UNIT I	Transcription practice	C-7	Lecture
UNIT I	Clarification Class	C-8	Clarification Class
UNIT II	Idioms and Phrases	C-9	Lecture + Quiz
Unit II	Words Often Confused	C-10	Lecture
UNIT II	one word substitution word Formation Prefix and Suffix	C-11	Activity
UNIT II	class Room Assignment	C-12	Class Room Assignment
	Take Home Assignment No1		Home Assignments
UNIT II	Clarification Class	C-13	Clarification Class
UNIT II	Presentation	C-14	Presentation
UNIT II	What are ethics, what are values, difference between ethics and moral	C-15	Lecture
UNIT III	class Room Assignment No2	C-16	Class Room Assignment
UNIT III	Picture Description, Paragraph Writing	C-17	Activity
UNIT III	Business ethics, workplace ethics, what are virtues for e.g. civic virtues, etc.	C-18	Lecture
UNIT III	QUIZ	C-19	Quiz
UNIT III	Human ethics 5 core human values are: right conduct, living in peace, speaking the truth, loving and care, and helping others.	C-20	Lecture
UNIT III	Classroom assignment-Group Activity (Discussions)	C-21	Class Room Assignment
UNIT III	Etiquettes awareness importance of First Impression Personal Appearance &Professional presence, Personal Branding, Dressing Etiquette	C-22	Activity
UNIT III	Dining Etiquettes	C-23	Activity
	Clarification Class	C-24	Clarification Class
Unit IV	Comprehension	C-25	Lecture
UNIT IV	News Reading, News Writing	C-26	Activity
UNIT IV	Presentation	C-27	Presentation
UNIT IV	Public Speaking, Debate	C-28	Activity
UNIT IV	Inspirational Movie Screening,	C-29	Activity
UNIT IV	Skit Performance.	C-30	Activity

### 8.1 Semester - III

Course	Course outcomes: - After completion of these courses students should be able to
11004500 - Human Resource Management	<p><b>C01:</b> Define human resource management principles, theories, role behaviour and skill sets.</p> <p><b>C02:</b> Understand the techniques and principles to manage human resource of an organization.</p> <p><b>C03:</b> Apply the different training methods, appraisal based on the needs.</p> <p><b>C04:</b> Analyze the different components of Remuneration &amp; different types of employee benefits and services.</p> <p><b>C05:</b> Evaluate the understanding of the concept of Managing Human Resources and work.</p>
11014800 - Fundamentals of Financial Management	<p><b>C01:</b> List the various decisions under financial management and determine the financial plan and capital structure of the business.</p> <p><b>C02:</b> Explain the concept of investment in short and long terms assets including the cost of capital.</p> <p><b>C03:</b> Apply the theories of capital structure to arrange or rearrange a given set of capital structure in order to maximize the EPS of a firm.</p> <p><b>C04:</b> Analyse the situations relating to dividend policy having the impact on the value of the share.</p> <p><b>C05:</b> Select the methods and techniques for analysing the data for business decision making.</p>
11002400 - Business Law	<p><b>C01:</b> Define and understand about the legal implications of entering into a contract and what are the special provision regarding negotiable instruments.</p> <p><b>C02:</b> Apply basic knowledge of the important business legislation along with relevant case laws.</p> <p><b>C03:</b> Appraise the concept of business law, its application and significance.</p> <p><b>C04:</b> Develop knowledge regarding rights and liabilities of a person while undertaking any contract under Indian Contract Act. Rights of customers and seller under Sale of Goods Act. Different provisions relating to Negotiable instruments Act and Partnership Act.</p> <p><b>C05:</b> Evaluate the learning of the students about the different laws taught to them.</p>
11004700 - Business Statistics	<p><b>C01:</b> Define the basic statistical tools used for managerial decision-making.</p> <p><b>C02:</b> Understand and interpret simple linear regression analysis and use it in business decision making.</p> <p><b>C03:</b> Apply Numerical Analysis &amp; have wider knowledge of statistics with more emphasis on business applications.</p> <p><b>C04:</b> Analyze the data &amp; take the decisions, combine managerial judgment and statistical analysis are more likely to be successful.</p>

	<p><b>C05:</b> Decide the use of suitable statistical tools and techniques to assist in better decision making.</p>
99002300 - E-Commerce (SEC 1)	<p><b>C01:</b> Define basic business models on the web with examples of their implementation.</p> <p><b>C02:</b> Classify basic marketing techniques and strategies on the internet, including analysis of their effectiveness.</p> <p><b>C03:</b> Make use of basic personalization mechanisms for websites and their roles in gathering marketing information.</p> <p><b>C04:</b> Identify basic techniques of positioning on the internet in creating the marketing image of the organisation as well as the product brand &amp; to know how technology helps bridging gaps in business.</p> <p><b>C05:</b> Evaluate the concepts of E-commerce which can be applied to different fields.</p>
11003700 - Ability & Skill Enhancement –III	<p><b>C01:</b> Classify the different types of reviews i.e. book review, movie review etc.</p> <p><b>C02:</b> Express his/ her feeling at pressor situation or emotional situation</p> <p><b>C03:</b> Explain his/her thoughts in group discussion and also build leadership quality</p> <p><b>C04:</b> Enhance creativity in making documentary etc.</p> <p><b>C05:</b> Manage negative emotions keeping balance of mental stability, stress and distress.</p>



## 8.2 Mapping: Semester - III

11004500	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
CO1		2	2	2		3	2	2	2	3
CO2	2		3		3	2		3	2	3
CO3	2	2		3	2		3	2		3
CO4		2	2	2		2	2		2	3
CO5	3	3	3	3		3	3		3	3

11014800	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
CO1	3	3	3	3						3
CO2	2	3	1	2		2		3		3
CO3	2	2	2	2	3		3		3	3
CO4	2	3	2		1	1	2	2	1	3
CO5	3	3	3	3	3	3	3	3	3	3

11002400	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
CO1	2	1		2	2			2		3
CO2	1		2					2	3	3
CO3	2	2	2	1		2		1		3
CO4			1		2	1	2			3
CO5	3	3	3	3	3	3	3	3	3	3

11004700	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
CO1	2	1	2	3	2	2	2	3	3	2
CO2	1	3	1	2	2	1	3	2	2	3
CO3	3	2	3	1	1	2	2	1	1	2
CO4	2	2	3	2	2	3	2	2	3	2
CO5	3	3	2	3	3	3	3	3	3	3

99002300	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
CO1	3	2	3			2		3	3	3
CO2	3		3		2	3	2	2	3	3
CO3		2	3	3	3		2	2		3
CO4		2	3	2	3	2	3	2	3	2
CO5	3	3		3	3	3		3	3	3

11003700	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
CO1	2	2	3	3	2	3		2	2	3
CO2	2	2	3	3	2	2		2	2	3
CO3	2	2			3	2		3	2	3
CO4	2	2	2	2	2	2		2	2	3
CO5	3	3	2	2	2	2	3	3	2	2

### 8.3 Lesson Plan: Semester - III

#### 11004500 – Human Resource Management

Unit	Particulars	Class No.	Pedagogy of Class
Unit I	Concept, nature, scope, objectives and importance of HRM	C1	Lecture
Unit I	Concept, nature, scope, objectives and importance of HRM	C2	Lecture
Unit I	HRM Functions; Role, Status and Competencies of HR Manager	C3	Lecture
Unit I	Evolution of HRM	C4	Lecture
Unit I	Challenges of HRM	C5	Lecture
Unit I	HRM vs HRD,	C6	Lecture
Unit I	Workforce Diversity	C7	Lecture
Unit I	Workforce Diversity	C8	Presentation
Unit I	Empowerment	C9	Lecture
Unit I	Empowerment	C10	Lecture
Unit I	Downsizing	C11	Lecture
Unit I	VRS	C12	Lecture
Unit I	HRIS	C13	Lecture
Unit I	Clarification Class I	C14	Clarification Class
Unit I	Take Home Assignment I	C15	Presentation
Unit II	Human Resource Planning, Qualitative and Quantitative Dimensions	C16	Lecture
Unit II	Human Resource Planning, Qualitative and Quantitative Dimensions	C17	Quiz
Unit II	Job analysis – job description	C18	Lecture
Unit II	job specification	C19	Lecture
Unit II	Recruitment – sources and process	C21	Lecture
Unit II	Recruitment – sources and process	C22	Lecture
Unit II	selection process –Concept and process	C23	Lecture
Unit II	selection process –Concept and process	C24	Lecture
Unit II	selection process –test and interviews	C25	Presentation
Unit II	Placement and induction	C25	Lecture
Unit II	HRP	C26	Guest lecture
Unit II	HRP	C27	Presentation
Unit III	Training and development concept and importance	C28	Lecture
Unit III	Identifying concept and development needs	C29	Lecture
Unit III	Designing training programmes	C30	Lecture
Unit III	Role -Specific and Competency -Based Training	C31	Lecture
Unit III	Evaluation of training effectiveness	C32	Lecture
Unit III	Designing training programmes	C33	Presentation
Unit III	Training process outsourcing	C34	Lecture
Unit III	Management Development	C35	Lecture
Unit III	Career development	C36	Lecture
Unit III	Development	C37	Presentation
Unit III	Clarification Class	C38	Clarification Class
Unit III	Training And development concept	C38	Take Home Assignments

Unit IV	Performance appraisal – concept and importance	C39	Lecture
Unit IV	Modern techniques of performance appraisal	C40	Lecture
Unit IV	Modern techniques of performance appraisal	C41	Class Room Assignment
Unit IV	Potential appraisal and employee counseling	C42	Lecture
Unit IV	Potential appraisal and employee counseling	C42	Take Home Assignments
	Seminar	C43	Seminar
Unit IV	Job Changes- transfers and promotions	C44	Lecture
Unit IV	Compensation concept and policies	C45	Lecture
Unit IV	Compensation concept and policies	C46	Lecture
Unit IV	Job evaluation – concept, process and significance	C47	Lecture
Unit IV	Job evaluation – concept, process and significance	C48	Lecture
Unit IV	Job evaluation – concept, process and significance	C49	Lecture
Unit IV	Methods of wage payments	C50	Lecture
Unit IV	Methods of wage payments	C51	Presentation
Unit IV	Incentives plans	C52	Lecture
Unit IV	Fringe benefits	C53	Lecture
Unit IV	Performance linked Compensation	C54	Lecture
Unit IV	Job evaluation and compensation	C55	Presentation
	Clarification class	C56	Clarification class
Unit IV	Wage methods	C56	Take Home Assignments
Unit V	Maintenance: Employee health and safety,	C58	Lecture
Unit V	Maintenance: Employee health and safety,	C59	Lecture
Unit V	Employee Welfare, social security	C60	Lecture
Unit V	Employee Welfare, social security	C61	Lecture
Unit V	Employer- employee relations- an overview	C62	Webinar
Unit V	Grievance Handling and Redressal	C63	Lecture
Unit V	Grievance Handling and Redressal	C64	Lecture
Unit V	Industrial Disputes: causes and settlement machinery	C65	Lecture
Unit V	Industrial Disputes: causes and settlement machinery	C66	Lecture
Unit V	Industrial Disputes: causes and settlement machinery	C67	Presentation
Unit V	Maintenance: Employee	C68	Class Room Assignment
Unit V	Clarification Class	C69	Clarification Class
Unit V	Tutorial Classes	C69-75	Tutorial Classes

## 11014800 – Fundamentals of Financial Management

Unit	Particulars	Class No.	Pedagogy of Class
Unit I	Introduction to Financial Management	C1	Lecture
Unit I	Nature, scope of Financial Management	C2	Lecture
Unit I	objective of Financial Management	C3	Lecture
Unit I	Time value of money	C4	Lecture
Unit I	Risk and return (including Capital Asset Pricing Model),	C5	Lecture
Unit I	Quiz 1	C6	Quiz 1
Unit I	Risk and return (including Capital Asset Pricing Model),	C7	Lecture
Unit I	Risk and return (including Capital Asset Pricing Model),	C8	Lecture
Unit I	Clarification Class-1	C9	Clarification Class-1
Unit I	Functions of Finance	C10	Lecture
Unit I	Class Test	C11	Lecture
Unit I	Valuation of securities – Bonds and Equities.	C12	Lecture
Unit I	Presentation-1	C13	Presentation-1
Unit I	Valuation of securities – Bonds and Equities.	C14	Lecture
Unit I	Valuation of securities – Bonds and Equities.	C15	Lecture
Unit I	seminar	C16	seminar
Unit I	Clarification Class-2	C17	Clarification Class-1
Unit I	Class Room Assignment-1	C18	Class Room Assignment-1
Unit II	Introduction to Investment Decisions	C19	Lecture
Unit II	The Capital Budgeting Process	C20	Lecture
Unit II	Cash flow Estimation	C21	Lecture
Unit II	Class Room Assignment-2	C22	Class Room Assignment-2
Unit II	Payback Period Method,	C23	Lecture
Unit II	Numerical-Payback Period Method	C24	Presentation-2
Unit II	Accounting Rate of Return	C25	Lecture
Unit II	Net Present Value (NPV)	C26	Lecture
Unit II	Net Terminal Value	C27	Lecture
Unit II	Internal Rate of Return (IRR)	C28	Lecture
Unit II	Case Study	C29	Case Study
Unit II	Profitability Index	C30	Lecture
Unit II	Capital budgeting under Risk – Certainty Equivalent Approach and Risk-Adjusted Discount Rate	C31	Lecture
Unit II	Capital budgeting under Risk – Certainty Equivalent Approach and Risk-Adjusted Discount Rate	C32	Lecture
Unit II	Presentation	C33	Presentation
Unit II	Capital budgeting under Risk – Certainty Equivalent Approach and Risk-Adjusted Discount Rate	C34	Lecture
Unit II	Clarification Class	C35	Clarification Class-2
Unit II	Class Room Assignment	C36	Class Room Assignment-2
Unit III	Introduction to Financing Decisions	C37	Lecture
Unit III	Cost of Capital and Financing Decision	C38	Lecture

Unit III	Clarification Class-4	C39	Clarification Class-4
Unit III	Sources of long-term financing Estimation of components of cost of capital.	C40	Lecture
Unit III	Methods for Calculating cost of equity capital	C41	Lecture
Unit III	Methods for Calculating cost of equity capital	C42	Quiz 3
Unit III	Cost of Retained Earnings	C43	Lecture
Unit III	Presentation	C44	Presentation
Unit III	Cost of Debt	C45	Lecture
Unit III	Cost of Preference Capital	C46	Lecture
Unit III	Cost of Debt and Cost of Preference Capital	C47	Lecture
Unit III	Weighted Average cost of capital (WACC) and Marginal cost of capital	C48	Lecture
Unit III	Weighted Average cost of capital (WACC) and Marginal cost of capital	C49	Lecture
Unit III	. Capital structure –Theories of Capital Structure (Net Income, Net Operating Income	C50	Lecture
Unit III	MM Hypothesis, Traditional Approach, Operating and financial leverage	C51	Lecture
Unit III	Determinants of capital structure	C52	Lecture
Unit III	Class Room Assignment Numerical-Leverage	C53	Clarification Class
Unit III	Numerical solving session	C54	Numerical session
	Class test	C55	Class test
	Presentation-I	C56	Presentation-I
	Presentation-I	C57	Presentation-I
	Presentation-I	C58	Presentation-I
Unit IV	Introduction to Dividend Decisions	C59	Quiz 4
Unit IV	Theories for Relevance and	C60	Class Test
Unit IV	irrelevance of dividend decision for corporate valuation	C61	Clarification Class
Unit IV	Cash and stock dividends	C62	Lecture
Unit IV	MM hypothesis, Types of Dividends in detail	C63	Lecture
Unit IV	Case study	C64	Case study
Unit IV	Policies of Dividend and its application	C65	Lecture
Unit IV	Case Study	C66	Case Study
Unit IV	Dividend Decision and firms valuation.	C67	Lecture
Unit IV	comparison between all theories	C68	Lecture
Unit IV	Dividend policies in practice	C69	Lecture
Unit IV	Class Test	C70	Lecture
Unit IV	Clarification Class	C71	Clarification Class
Unit IV	Class Room Assignment	C72	Class Room Assignment
Unit V	Introduction to Working Capital Decisions	C73	Lecture
Unit V	Concepts of working capital	C74	Lecture
Unit V	the risk-return trade off	C75	Lecture
Unit V	sources of short-term finance	C76	Lecture
Unit V	Quiz	C77	Quiz 5
Unit V	working capital estimation	C78	Lecture
Unit V	cash management	C79	Lecture
Unit V	receivables management	C80	Lecture
Unit V	Case Study	C81	Case Study

Unit V	inventory management and payables management.	C82	Lecture
Unit V	inventory management and payables management.	C83	Lecture
Unit V	CLASS TEST	C84	Case Study
Unit V	Techniques of Inventory Management	C85	Lecture
Unit V	Cash Management Cycle	C86	Lecture
Unit V	Working Management Cycle	C87	Lecture
Unit V	Liquidity Management	C88	Lecture
Unit V	Clarification Class-	C89	Clarification Class-
Unit V	class test	C90	Class Room Assignment-

**11002400 - Business Law**

<b>Unit</b>	<b>Particulars</b>	<b>Class No.</b>	<b>Pedagogy of Class</b>
I	Introduction to law & with Indian contract Act	C-1	Lecture
I	Contract Meaning & Features	C-2	Lecture
I	Kinds of contract	C-3	Lecture
I	Essential of a valid contract	C-4	Lecture
I	Offer and Acceptance	C-5	Lecture
I	Consideration	C-6	Lecture
	Project Based Assignment - I	C-7	Project based assignment
I	Contractual Capacity & Free Consent	C-8	Lecture
I	Legality of object	C-9	Lecture
I	Void Agreement	C-10	Lecture
I	Discharge of contract	C-11	Lecture
I	Modes of discharge, quasi contract	C-12	Lecture
I	Breach and remedies against breach of contract	C-13	Lecture
I	Contingent Contract & Quasi Contract	C-14	Lecture
	Project Based Assignment - II	C-15	Project based assignment
	Clarification Class - I	C-16	Clarification Class
II	Contract of Indemnity: Meaning	C-17	Lecture
II	Rights and liability of Indemnified & Indemnifier	C-18	Lecture
II	Contract of Guarantee : Purpose & meaning	C-19	Presentation
	Project Based Assignment - III	C-20	Project based assignment
	Quiz - I	C-21	Quiz
II	Kinds of Guarantees	C-22	Lecture
II	Rights and obligations of parties	C-23	Take Home Assignment
	Project based Assignment - IV	C-24	Project based assignment
II	Bailment Definition & Kinds	C-25	Lecture
II	Duties & rights of Bailor & Bailee	C-26	Lecture
II	Termination of Bailment	C-27	Lecture
II	Agency : Meaning & Kinds of agency	C-28	Lecture
	Project Based Assignment - V	C-29	Project based assignment
II	Classification of agent	C-30	Lecture
II	Duties & rights of agent	C-31	Lecture
II	Liability of principal to third Party	C-32	Lecture
II	Termination of agency	C-33	Lecture
	Clarification Class - II	C-34	Clarification Class
	Project Based Assignment	C-35	Lecture
	Webinar-I	C-36	Webinar
	Quiz - II	C-37	Quiz
III	Definition & Essential of contract of sale	C-38	Lecture
III	Distinction between sale & agreement to sell	C-39	Lecture
III	Conditions & Warranties	C-40	Lecture
III	Breach of condition to be treated as breach of	C-41	Lecture

	Warranty		
	Activity	C-42	Activity
III	Doctrine of Caveat Emptor	C-43	Lecture
III	Exception to the doctrine of caveat emptor	C-44	Lecture
III	Transfer of ownership in goods	C-45	Lecture
III	Transfer of tittle by non owner	C-46	Lecture
III	Performance of contract of sale	C-47	Lecture
III	Unpaid seller: Meaning	C-48	Lecture
III	Rights of unpaid seller against the goods	C-49	Lecture
III	Rights of unpaid seller against the buyer	C-50	Lecture
III	Remedies for breach of a contract	C-51	Lecture
	Activity	C-52	Activity
	Clarification Class - III	C-53	Clarification Class
	Seminar- I	C-54	Seminar
IV	Nature & Characteristics of partnership	C-55	Lecture
IV	Registration of partnership firm & Types of partner	C-56	Lecture
	Project Based Assignment	C-57	Project based assignment
	Class room Assignment - I	C-58	Class Room Assignment
IV	Rights & Duties of partners	C-59	Lecture
IV	Implied authority of partner	C-60	Lecture
IV	Incoming & Outgoing of partner	C-61	Lecture
IV	Modes of dissolution of partnership	C-62	Lecture
	Presentation - I	C-63	Presentation
IV	Silent features of LLP	C-64	Lecture
IV	Difference between LLP, Company, partnership	C-65	Lecture
IV	Activity	C-66	Activity
IV	LLP Agreement	C-67	Lecture
IV	partners & designated partners & Their Relationship	C-68	Lecture
IV	Incorporation document	C-69	Lecture
	Class room Assignment - II	C-70	Class Room Assignment
	Project Based Assignment	C-71	Project based assignment
IV	Partners & their relationship	C-72	Lecture
	Clarification class IV	C-73	Clarification Class
	Guest Lecture - I	C-74	Guest Lecture
V	Negotiable instrument : Meaning	C-75	Lecture
V	Negotiable instrument : Characteristics	C-76	Lecture
V	Types of negotiable instrument : Promissory Note, BOE, Cheque	C-77	Lecture
	Project Based Assignment	C-78	Project based assignment
	Project Based Assignment	C-79	Project based assignment
	Project Based Assignment	C-80	Project based assignment



	Project Based Assignment	C-81	Project based assignment
V	Holder & holder in due course & Privileges of holder in due course	C-82	Lecture
	Project Based Assignment	C-83	Project based assignment
V	Negotiation of negotiable instrument	C-84	Lecture
V	Kinds of endorsement	C-85	Lecture
V	Crossing , Types, Bouncing of cheque	C-86	Lecture
	Project Based Assignment	C-87	Project based assignment
	Project Based Assignment	C-88	Project based assignment
	Activity	C-89	Activity
	Clarification class - V	C-90	Clarification Class

## 11004700 – Business Statistics

Unit	Particulars	Class No.	Pedagogy of Class
UNIT I	Nature and Classification of data: univariate, bivariate and multivariate data; timeseries; and cross-sectional data	1	Lecture
UNIT I	Measures of Central Tendencies-Mean	2	Lecture
UNIT I	Geometric Mean	3	Lecture
UNIT I	Positional Averages-Median	4	Lecture
UNIT I	Mode	5	Lecture
UNIT I	Harmonic Mean	6	Lecture
UNIT I	Quartiles Deciles, Percentiles and Graphic Determination of Median and Mode	7	Lecture
UNIT I	Measures of Variations; Range, quartile deviation, mean deviation,	8	Lecture
UNIT I	Standard Deviation; and their coefficients, Properties of standard deviation/variance	9	Lecture
UNIT I	Skewness: Meaning, Measurement using Karl Pearson' method;	10	Lecture
UNIT I	Bowley's Method Concept of Kurtosis	11	Lecture
UNIT I	Project Assignment-1	12	Practical
UNIT I	Project Assignment-2	13	Practical
UNIT I	Clarification Class-1	14	Clarification Class
UNIT I	Presentation-1	16	Presentation
UNIT II	Probability, Theory of Probability	17	Lecture
UNIT II	Approaches to calculation of Probability	18	Lecture
UNIT II	Calculation of Event Probability	19	Lecture
UNIT II	Addition and Multiplication Laws of Probability	20	Lecture
UNIT II	Probability Distributions: Binomial	21	Lecture
UNIT II	Probability distribution function, Constants, Shape, Fitting of binomial distribution	22	Lecture
UNIT II	Project Assignment-3	23	Practical
UNIT II	Project Assignment-4	24	Practical
UNIT II	Project Methodology	25	
UNIT II	Poisson Distribution, Probability function	26	Lecture
UNIT II	Fitting of Poisson Distribution	27	Lecture
UNIT II	Normal Distribution, Probability Distribution Function, Properties of a normal curve,	28	Lecture
UNIT II	Calculation of Probabilities	29	Lecture
UNIT II	Project Assignment-5	30	Practical
UNIT II	Project Assignment-6	31	Practical
UNIT II	Clarification Class-2	32	Clarification Class
UNIT III	Correlation: Sample, Multiple, Partial, Linear and Non linear	33	Lecture
UNIT III	Correlation and Causation, Scattered Diagram	34	Lecture
UNIT III	Karl Pearson's Coefficient of Correlation	35	Lecture
UNIT III	Karl Pearson's Coefficient of Correlation	36	Lecture
UNIT III	Correlation and Probable Error	37	Lecture
UNIT III	Rank Correlation	38	Lecture
UNIT III	Project Assignment-7	39	Practical

UNIT III	Project Assignment-8	40	Practical
UNIT III	Regression Analysis, Properties; Correlation and Regression	41	Lecture
UNIT III	Estimation of Regression; Least Square Method	42	Lecture
UNIT III	Regression Standard error of estimate and its use in interpreting the result.	43	Lecture
UNIT III	Regression Standard error of estimate and its use in interpreting the result.	44	Lecture
UNIT III	Project Assignment-9	45	Practical
UNIT III	Project Assignment-10	46	Workshop
UNIT III	Clarification Class-3	47	Clarification Class
	Project Review of Literature	48	
UNIT III	Webinar-1	49	Webinar
UNIT IV	Meaning and uses of index numbers	50	Lecture
UNIT IV	Construction of index numbers:	51	Lecture
UNIT IV	fixed and chain base: univariate and composite.	52	Lecture
UNIT IV	Aggregative and average of relatives – simple and weighted	53	Lecture
UNIT IV	Project Assignment-11	54	Practical
UNIT IV	Project Assignment-12	55	Practical
	Project Report writing	56	
UNIT IV	Tests of adequacy of index numbers, Base shifting, splicing and deflating.	57	Lecture
UNIT IV	Tests of adequacy of index numbers, Base shifting, splicing and deflating.	58	Lecture
UNIT IV	Problems in the construction of index numbers;	59	Lecture
UNIT IV	Construction of consumer price indices:	60	Lecture
UNIT IV	Important share price indices, including BSE SENSEX and NSE NIFTY.	61	Lecture
UNIT IV	Important share price indices, including BSE SENSEX and NSE NIFTY.	62	Lecture
UNIT IV	Project Assignment-13	63	
UNIT IV	Project Assignment-14	64	
UNIT IV	Clarification Class-4	65	Clarification Class
UNIT V	Time Series Analysis: Components; additive and Multiplicative Model		Lecture
UNIT V	Trend Analysis; Fitting of trend line using principle of least squares – linear	66	Lecture
UNIT V	Second degree parabola and exponential.	67	Lecture
UNIT V	Conversion of annual linear trend equation to quarterly/monthly basis and vice-versa;	68	Lecture
UNIT V	Tutorial	69	
UNIT V	Tutorials	70	
UNIT V	Clarification Class-5	71	Clarification Class
UNIT V	Moving averages;	72	Lecture
UNIT V	Seasonal variations:	73	Lecture
UNIT V	Calculation of Seasonal Indices using Simple averages, Ratio-to-trend, and Ratio-to moving Averages Method	74	Lecture
UNIT V	Calculation of Seasonal Indices using Simple	75	Lecture

	averages, Ratio-to-trend, and Ratio-to moving Averages Method		
UNIT V	Use of Seasonal Indices	76	Lecture
UNIT V	Tutorials	77	
UNIT V	Tutorials	78	
UNIT VI	Sampling, Sampling Methods, Simple random Sample, Stratified Sampling, Systematic, Judgement and convenience Sampling	79	Lecture
UNIT VI	Populations and samples, Parameters and Statistics, Descriptive and inferential statistics;	80	Lecture
UNIT VI	Tutorials	81	
UNIT VI	Class Room Assignment	82	
UNIT VI	Concept of Sampling Distribution	83	Lecture
UNIT VI	Point and Interval estimation of means (large samples) and proportions	84	Lecture
UNIT VI	Point and Interval estimation of means (large samples) and proportions	85	Lecture
UNIT VI	Presentation-1	86	Presentation
UNIT VI	Presentation-1	87	Presentation
UNIT VI	Tutorials	88	
UNIT VI	Project Assignment-15	89	
UNIT VI	Clarification Class-6	90	Clarification Class

**99002300 - E-Commerce (SEC 1)**

<b>Unit</b>	<b>Particulars</b>	<b>Class No.</b>	<b>Pedagogy of Class</b>
I	Meaning, nature, concepts, advantages, disadvantages of E- Commerce	C1	Lecture
I	Scope of E-commerce & Online Transactions	C2	Lecture
I	Types of E-commerce & Forces behind E-Commerce	C3	Lecture
I	E-commerce business models	C4	Lecture
I	Introduction & Evolution of WWW & Internet, Important Features of Internet & WWW	C5	Lecture
I	Designing a Web Site; Requirements of H/w & S/w for e-commerce web site	C6	Lecture
I	Steps involved in Building a Web Site; launching e-commerce website Benefits of outsourcing vs. in-house development of a website	C7	Lecture
I	Clarification Class I	C8	Clarification Class
I	Technology Used for E-commerce	C9	
II	Need and concepts of E-commerce security; Definition and scope of e-security	C10	Lecture
II	Security threats in the E-commerce environment	C11	Lecture
II	Security intrusions and breaches, attacking methods like hacking, sniffing, cyber-vandalism;	C12	Lecture
II	Technology solutions (Encryption, security channels of communication) Transactional Security, Cryptosystem	C13	Lecture
II	Protecting networks and protecting servers and clients	C14	Lecture
II	Classroom Assignment I	C15	Class Room Assignment
II	Clarification Class II	C16	Clarification Class
I & II	Quiz	C17	Quiz
III	IT Act 2000: Definitions, Digital signature	C18	Lecture
III	Electronic governance, Attribution, acknowledgement and dispatch of electronic records	C19	Presentation
III	Regulation of certifying authorities, Digital signatures certificates,	C20	Lecture
III	Duties of subscribers, Penalties and adjudication	C21	Lecture
III	Appellate Tribunal, Offences and Cyber-crimes	C22	Presentation
III	Clarification Class III	C23	Lecture
IV	Concept & Objectives of e-payments	C24	Lecture
IV	Methods of e-payments (Debit Card, Credit Card,)	C25	Lecture
IV	Digital Currency Smart Cards, e-money	C26	Lecture
IV	Payment Gateways	C27	Lecture
IV	Online banking (meaning, concepts, importance, electronic fund transfer, automated clearing house, automated ledger posting)	C28	Lecture
IV	Risks involved in e-payments. & Bitcoin	C29	Presentation
IV	Clarification Class III	C30	Clarification Class
IV	e-payments (Debit Card, Credit Card, Smart Cards, e-money)	C31	Practical

IV	E- Banking Net Banking Options electronic fund transfer,	C32 & C33	Practical
IV	Seminar	C34	Seminar
IV	Class Room Assignment II	C35	Class Room Assignment
V	On-line Business Transactions; Meaning, purpose, advantages and disadvantages of transacting online	C36	Lecture
V	E-commerce applications E- Retailing e-tailing (popularity, benefits, problems and features)	C37	Lecture
V	Online Marketing,	C38	Lecture
V	online services (financial, travel and career), auctions	C39	Presentation
V	Online portal, online learning, publishing and entertainment	C40	Presentation
V	Clarification Class IV	C41	Clarification Class
V	ONLINE SHOPPING	C42 & C43	Practical
V	Online Marketing	C44 & C45	Practical
V	Classroom Assignment II	C46	Class Room Assignment
Vi	WEBSITE DESIGNING INTRODUCTION OF HTML; TEXT FORMATTING TOOLS	C47 & C48	Practical
VI	WEBSITE DESIGNING INTRODUCTION OF HTML; LINKING RELATED TAGS	C49 & C50	Practical
VI	TABLE TAGS; IMAGE	C51 & C52	Practical
VI	LINKs; FRAMES, FORMS	C53 & C54	Practical
VI	Practice Assignment	C55	Practical
Vi	Workshop	C56	Workshop
VI	Clarification Class V	C57	Clarification Class
	Quiz	C58	Quiz
	Guest Lecture	C59	Guest lecture
	Senubar on finance	C60	Seminar

**11003700 - Ability & Skill Enhancement -III**

Unit	Particulars	Class No.	Pedagogy of Class
UNIT I	What is Book Review, Purpose & Importance of Book Review Types of Book Review, Elements & Steps of Writing Book Review	C-1	Lecture
UNIT I	Book Review Writing	C-2	Lecture
UNIT I	What is Movie Review, Purpose & Importance of Movie Review Types of Movie Review, Elements & Steps of Writing Movie Review	C-3	Lecture
UNIT I	Write the review of the movie shown in the class	C-4	Activity
UNIT I	Clarification class-1	C-5	
UNIT II	Reading Comprehension	C-6	
UNITII	Reading Comprehension	C-7	Lecture
UNITII	Debate	C-8	Lecture
UNITII	Rewriting Mythology/Folklore	C-9	Lecture
UNITII	News Analysis/ Demystify Applied Artificial Intelligence	C-10	Activity
UNITII	News Analysis		Take Home Assignments
UNITII	Rewriting Mythology/Folklore watched in the class	C-11	Activity
UNITII	Role Plays	C-12	Lecture
UNITII	Role Plays	C-13	Class Room Assignment
UNIT III	What is emotional intelligence, E.Q. Tests, performing under pressure, how to take right decisions under pressure keeping balance in difficult emotional situations. The science of emotional intelligence, characteristics of emotional intelligence,	C-14	Lecture
UNIT III	Emotions handling- identifying good and bad emotions	C-15	Lecture
UNIT III	how to control emotions, how to manage negative emotions keeping balance of mental stability	C-16	Lecture
UNIT III	stress and distress	C-17	Class Room Assignment
UNIT III	Activity/Case Study	C-18	Activity
UNIT III	Clarification Class III	C-19	Clarification Class
UNIT IV	What is GD, Types of Group Discussions	C-20	Lecture
UNIT IV	GD: Thinking, Structuring, Group Behaviour	C-21	Class Room Assignment
UNIT IV	Leadership Skills, Interpersonal Skills, Persuasive Skills, Conceptualization Skills	C-22	Lecture
UNIT IV	Clarification Class	C-23	Clarification Class
UNIT V	What is documentary, aims & objectives	C-24	Lecture
UNIT V	Documentary/Movie Screening & Reviews	C-25	Activity
UNIT V	documentary for social cause	C-26	Presentation

UNIT V	documentary for social cause: Screening and Narration	C-27	Presentation
UNIT V	preparing a documentary		Take Home Assignments
	Guest Lecture	C-28	Guest lecture
	Webinar	C-29	Webinar
	Seminar	C-30	Seminar



### 9.1 Semester – IV

Course	Course outcomes: - After completion of these courses students should be able to
11004800 - Corporate Law	<p><b>C01:</b> Explain about the structure of company from its formation to its working to its winding up provision regarding auditor, director, their remuneration.</p> <p><b>C02:</b> Identify provisions of the Companies Act 2013 and the Depositories Act, 1996.</p> <p><b>C03:</b> Develop company contracts and become confident therein to prepare &amp; maintain corporate contracts.</p> <p><b>C04:</b> Analyse Case studies involving issues in corporate laws.</p> <p><b>C05:</b> Evaluate the learnings of the students about the different laws and understand its applications.</p>
11015100 - Management Accounting (DSE 1)	<p><b>C01:</b> Understand the basic management accounting concepts and their applications in managerial decision making. Gain the knowledge about the difference between cost accounting, financial accounting and Management accounting</p> <p><b>C02:</b> Make use of cost volume profit analysis technique to take decision about make or buy product, shut down or continue business or alternative decisions by buying.</p> <p><b>C03:</b> Classify the budgets and preparation of budget to control the costs and improve the profitability. of specific to overall objects of business organisation.</p> <p><b>C04:</b> Analyze the variance to control over cost and wastage of resources leads to enhance efficiency.</p> <p><b>C05:</b> Evaluate the techniques of Management Accounting in managerial decision making.</p>
11017700 - Business Research Methods and Project Work (DSE 2)	<p><b>C01:</b> Define the business research concepts and methods of business research.</p> <p><b>C02:</b> Explain learning about collection, analyze, interpret &amp; present data.</p> <p><b>C03:</b> Develop basic knowledge of business tax procedures and management under different provisions of the Income tax.</p> <p><b>C04:</b> Examine and manage the workings in relation with statutory provisions and understand the procedures for registration, assessment, filing of returns, penalties, interest applicable there on, filing of application, appeals, etc.</p> <p><b>C05:</b> Interpret the various research methods and its usefulness in real business situations.</p>
11008800 - Computer Applications in Business	<p><b>C01:</b> Remember the computer characteristics and generation of computer</p> <p><b>C02:</b> Understand utility aspects of computers in today's environment.</p> <p><b>C03:</b> Compare &amp; categorize the memory of computer its utility in the performance &amp; functioning of system.</p> <p><b>C04:</b> Apply the learning need of the various types of systems.</p>

	<b>C05:</b> Select software for the purpose of fulfillment of required task.
99001800 - Entrepreneurship (SEC)	<p><b>C01:</b> Find out the importance of Startups and government subsidies available for entrepreneur.</p> <p><b>C02:</b> Relate various theories and concepts of entrepreneurship in their working &amp; interpret the various government policies for Start-ups and SME sector.</p> <p><b>C03:</b> Make use of entrepreneurial knowledge &amp; process in the economic development</p> <p><b>C04:</b> Discover the obstacles in the way of women entrepreneurship and analyze the feasibility of any business project.</p> <p><b>C05:</b> Select an industry for perusing entrepreneurial venture.</p>
11003800 - Ability & Skill Enhancement -IV	<p><b>C01:</b> Design the resume and know about different format</p> <p><b>C02:</b> Know and classify the different types of interviews i.e. Mock Interview, HR Expert Mock Interview, Telephonic Interviews.</p> <p><b>C03:</b> Examine the Company Specific Research and Presentation.</p> <p><b>C04:</b> Build conversation skill</p> <p><b>C05:</b> Find out Industry suitable for internship or job.</p>

## 9.2 Mapping: Semester - IV

11004800	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
C01		3	3		3		3			3
C02	3		2	3	2		2	3		
C03		3		2		3			2	3
C04	3	3		2		1			3	3
C05	3	2	3	1		3			2	1

11015100	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
C01	3	3	2	3	2	3	-	2	2	2
C02	3	2	2	1	2	3	-	-	2	2
C03	3	2	2	2	-	3	-	-	2	2
C04	2	1	2	2	2	2	-	-	2	3
C05	3	2	2	3	2	1	2	2	3	3

11017700	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
C01		2		2			2	2	2	3
C02		2		2				2	2	3
C03	2				3	3				3
C04			2			2	3		3	3
C05	3	3	3		3			3		3

11008800	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
C01	3	2	3	3		3		3	3	3
C02	2		3	2	2	3	3		3	3
C03	3	3		3	3		2	3		3
C04		2	3		2	2	3	2	3	2
C05	3	3	3		3		3	3		3

99001800	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
C01	3	2	3	2	3	-	3	3	-	3
C02	-	3	-	3	-	3	2	2	3	3
C03	3	-	3	-	3	2	-	2	2	3
C04	3	3	2	3	3	3	3	2	3	3
C05	3	2	3	2	3	2	3	2	3	3

11003800	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
C01	3	3	2	3	2	2		3	3	3
C02	3	3	3	3	3	2		2	2	3
C03	2	2			3	2		1	2	3
C04	3	3	2	3	2	2		1	2	3
C05	3	3	3	3	3	2	3	3	2	2

### 9.3 Lesson Plan: Semester - IV

#### 11004800 - Corporate Law

Unit	Particulars	Class No.	Pedagogy of Class
1	Company Meaning, Features	C-1	Lecture
1	Lifting of corporate veil	C-2	Lecture
1	Types of company	C-3	Lecture
1	One person Company	C-4	Lecture
1	Small Company	C-5	Lecture
	Project Based Assignment- 1	C-6	Project Based Assignment
1	NPA	C-7	Lecture
1	Illegal Association,	C-8	Lecture
1	Dormant Company	C-9	Lecture
1	Formation of company	C-10	Lecture
1	Online filling documents	C-11	Lecture
	Project Based Assignment -2	C-12	Project Based Assignment
1	Promoter and their legal position	C-13	Lecture
1	Pre incorporation contract	C-14	Lecture
1	Online registration of company	C-15	Lecture
	Presentation I	C-16	Presentation
1	NCLT	C-17	Lecture
1	NCLAT	C-18	Lecture
	Project Based Assignment - 3	C-19	Project Based Assignment
	Clarification Class I	C-20	Clarification class
2	Memorandum of association	C-21	Lecture
2	Article of association	C-22	Lecture
	Class Room Assignment no 1	C-23	Class Room Assignment
2	Doctrine of constructive Notice	C-24	Lecture
2	Doctrine of indoor management	C-25	Lecture
2	Prospectus Meaning	C-26	Lecture
2	Red Hiring Prospectus	C-27	Lecture
2	Misstatement in prospectus	C-28	Lecture
2	GDR	C-29	Lecture
2	Book building	C-30	Lecture
	Project Based Assignment - 4	C-31	Project Based Assignment
2	Issue, allotment and forfeiture of share	C-32	Lecture
2	Transmission of share	C-33	Lecture
2	Buyback Meaning	C-34	Lecture
2	Provision Regarding Buy Back	C-35	Lecture
2	Issue of Bonus Share	C-36	Lecture
2	Provision regarding Bonus Share	C-37	Lecture
	Project Based Assignment - 5	C-38	Project Based Assignment

	Presentation II	C-39	Presentation
	Clarification Class II	C-40	Clarification class
3	Classification of director	C-41	Lecture
3	Women director	C-42	Lecture
	Class room Assignment No 2	C-43	Class Room Assignment
3	DIN Appointment, Disqualification	C-44	Lecture
3	Power of director	C-45	Lecture
	Quiz - 1	C-46	Group Discussion
3	Legal position of director duties of director, Removal of director	C-47	Lecture
3	KMP Managing director, manager	C-48	Lecture
3	Meeting of share holder and board of director	C-49	Lecture
3	Types of meeting, Conduct of meeting, Requisites of valid meeting , Meeting through video conferencing, E- Voting	C-50	Lecture
3	Provision of meeting AGM	C-51	Lecture
	Quiz -2	C-52	Quiz
3	Committees of BOD	C-53	Lecture
3	Audit committee	C-54	Lecture
3	Nomination Committee	C-55	Lecture
3	Remuneration Committee	C-56	Lecture
3	stakeholder relationship committee	C-57	Lecture
3	CSR Committee	C-58	Lecture
	Clarification Class	C-59	Clarification class
	Webinar	C-60	Webinar
4	Dividend, Accounts: Meaning	C-61	Lecture
4	Audit Meaning	C-62	Lecture
4	Provision Related to dividend	C-63	Lecture
4	Provision Related to Books of accounts	C-64	Lecture
4	Provision Related to Audit, auditors appointment	C-65	Lecture
4	Provision Related to Rotation of Auditor	C-66	Lecture
4	Auditor Report	C-67	Lecture
4	Provision Regarding Auditor Report	C-68	Lecture
4	Secretarial audit	C-69	Lecture
	Guest Lecture	C-70	Guest Lecture
4	Winding up: Meaning	C-71	Lecture
4	modes of winding up	C-72	Lecture
	Class Room Assignment no 3	C-73	Class Assignment
4	Insider trading	C-74	Lecture
4	Provision for Insider trading	C-75	Lecture
4	Whistle blowing policy: Concept & Meaning	C-76	Lecture
4	Whistle blowing Mechanism	C-77	Lecture
	Clarification Class IV	C-78	Clarification Class
5	Depository Act 1996, Rights of depository	C-79	Lecture
	Seminar	C-80	Seminar
5	Depository Act: Obligation of depository	C-81	Lecture
	Guest Lecture	C-82	Guest Lecture
5	Participant issuers	C-83	Lecture
5	Beneficial Owner	C-84	Lecture

	Webinar	C-85	Webinar
5	Inquiry, inspection, Penalty	C-86	Lecture
	Project Based Assignment - 6	C-87	Project Based Assignment
	Activity	C-88	Activity
	Activity	C-89	Activity
	Clarification Class for unit V	C-90	Clarification class

**11015100 - Management Accounting (DSE 1)**

Unit	Particulars	Class No.	Pedagogy of Class
UNIT I	Introduction		
UNIT I	Meaning, Objectives, Nature and Scope of management accounting	C1, C2	Lecture
UNIT I	Difference between cost accounting and management accounting	C3	Lecture
UNIT I	Cost control & Cost reduction	C4	Lecture
	Introduction to Project Work	C5,6	Project
UNIT I	Cost & Management accounting	C7	Lecture
	Finalization of Topic	C8,9	Project
	Unit-I	C10	Clarification Class
UNIT II	Budgetary Control		
UNIT II	Concept of budget, budgeting and budgetary control	C11	Lecture
UNIT II	Objectives, merits, and limitations, Budget administration	C12	Lecture
UNIT II	Functional budgets -Sales Budget, Production Budget	C13	Lecture
UNIT II	Functional budgets -Master Budget, Cash Budget	C14,15	Lecture
	Unit-I & II	C16.17	Presentation
	Case lets- Identification of cost	C18	Class Assignment
UNIT II	Fixed Budget	C19	Lecture
UNIT II	Zero base budgeting	C20	Lecture
UNIT II	Zero base budgeting-Practice	C21	Lecture
UNIT II	Programme and performance budgeting	C22	Lecture
UNIT II	Programme and performance budgeting -Practice	C23	Lecture
	Unit-III	C24	Clarification Class
UNIT III	Standard Costing		
UNIT III	Meaning of standard cost and standard costing, Advantages, limitations and application of standard costing	C25	Lecture
	Webinar on AI	C26	Activity
UNIT III	Research Methodology	C27,28	Project
UNIT III	Variance Analysis – Material	C29	Lecture
UNIT III	Variance Analysis – Material- Mix & Sub Usage	C30	Lecture
UNIT III	Variance Analysis – Labour	C31	Lecture
	A webinar on financial Literacy	C32	Webinar
UNIT III	Variance Analysis – Labour- Yield, Idle Time	C33	Lecture
	Labor cost variance	C34	Class Assignment
	Online Practice quiz (Management Accounting)	C35	Activity
UNIT III	Variance Analysis- Overhead	C36	Lecture
UNIT III	Variance Analysis- Overhead, Expenditure	C37	Lecture
UNIT III	Sales Variance	C38	Lecture
UNIT III	Disposition of Variances, Control Ratios	C39	Lecture
	Dhanteras	C40	Activity
	Unit-III	C41	Clarification Class
	Pricing Decisions: Various methods of pricing	C42	Lecture
UNIT IV	Marginal Costing		

UNIT IV	Absorption versus Variable Costing	C43	Lecture
	Unit-III	C44,45	Presentation
UNIT IV	Cost- Volume-Profit Analysis, Profit / Volume ratio	C46	Lecture
	Project related work	C47,48	Project
UNIT IV	Break-even analysis-algebraic	C49	Lecture
UNIT IV	Break-even analysis-algebraic and graphic methods & Angle of incidence	C50	Lecture
UNIT IV	Break-even analysis-algebraic and graphic methods & Angle of incidence	C51	Lecture
UNIT IV	Margin of safety	C52	Lecture
UNIT IV	Key factor, determination of cost indifference point.	C53	Lecture
	Unit-IV	C54	Clarification Class
	Unit-IV Marginal Costing	C55	Class Assignment
	5th Finance Seminar	C56	Seminar
UNIT V	Decision Making		
UNIT V	Decision Making -Introduction	C57	Lecture
UNIT V	Steps in Decision Making Process	C58	Lecture
UNIT V	Concept of Relevant Costs and Benefits, Various short term decision making situations	C59	Lecture
	Webinar on AI	C60	Activity
UNIT V	Profitable product mix	C61	Lecture
UNIT V	Profitable product mix- Decision	C62	Lecture
UNIT V	Profitable product mix-Analysis	C63	Lecture
UNIT V	Acceptance or Rejection of special/ export offers	C64	Lecture
	Project-Analysis	C65,-C67	Project
UNIT V	Make or buy	C68	Lecture
UNIT V	Addition or Elimination of a product line	C69	Lecture
	Digital banking system in India	C70	Webinar
UNIT V	Sell or process further	C71	Lecture
UNIT V	Sell or process -Product Line	C72	Lecture
UNIT V	Pricing Decisions: Major factors influencing pricing decisions, various methods of pricing	C73	Lecture
UNIT V	Drafting & Review of Project	C74,75	Project
UNIT V	Operate or shut down	C76	Lecture
	Unit-V	C77,78	Presentation
	Unit-V	C79	Clarification Class
	HR Conclave	C80	Seminar
UNIT VI	Contemporary Issues		
UNIT VI	Responsibility Accounting: Concept, Significance	C81	Lecture
UNIT VI	Different Responsibility Centers	C82	Lecture
	Mutual Fund framework	C83	Webinar
UNIT VI	Divisional Performance Measurement: Financial	C84	Lecture
UNIT VI	Transfer Pricing	C85	Lecture
UNIT VI	Transfer Pricing -Methods	C86	Lecture
UNIT VI	Reference, Bibliography & Final Submission	C87,88	Project
	Unit-VI	C89	Clarification Class
	Unit-VI Explanation	C90	Lecture



**11017700 - Business Research Methods and Project Work (DSE 2)**

<b>Unit</b>	<b>Particulars</b>	<b>Class No.</b>	<b>Pedagogy of Class</b>
Unit I	Meaning of research & Business Research	C 1	Lecture
Unit I	Scope of Business Research	C 2	Lecture
Unit I	Scope of Business Research	C 3	Lecture
Unit I	Purpose of Research	C 4	Lecture
Unit I	Purpose of Research	C 5	Lecture
Unit I	Purpose of Research	C 6	Lecture
Unit I	Unit of Analysis	C 7	Lecture
Unit I	Unit of Analysis	C 8	Lecture
Unit I	Unit of Analysis	C 9	Lecture
Unit I	Unit of Analysis	C 10	Lecture
Unit I	Clarification Class	C 11	Clarification Class
Unit II	Data Series	C 12	Lecture
Unit II	Data Series	C 13	Lecture
Unit I	Data Series	C 14	Lecture
Unit I	Hypothesis	C 15	Lecture
Unit I	Hypothesis	C 16	Lecture
Unit I	Hypothesis	C 17	Lecture
Unit II	Hypothesis	C 18	Lecture
Unit II	Presentations	C 19	Presentations
Unit II	Presentations	C 20	Presentations
Unit II	Presentations	C 21	Presentations
Unit II	Clarification Class	C 22	Clarification Class
Unit III	Presentations	C 21	Presentations
Unit III	Presentations	C 21	Presentations
Unit III	Research Process: An Overview	C 25	Lecture
Unit III	Problem Identification and Definition	C 26	Lecture
Unit III	Selection of Basic Research Methods- Field Study	C 27	Lecture
Unit III	Selection of Basic Research Methods- Laboratory Study	C 28	Lecture
Unit III	Selection of Basic Research Methods- Survey Study	C 29	Lecture
Unit III	Selection of Basic Research Methods- Observational Study	C 30	Lecture
Unit III	Selection of Basic Research Methods- Existing Data Based Research	C 31	Lecture
Unit III	Selection of Basic Research Methods- Longitudinal Studies	C 32	Lecture
Unit III	Caselet	C 33	Caselet
Unit III	Selection of Basic Research Methods-Panel Studies	C 34	Assignment
Unit III	Measurement	C 35	Clarification Class
Unit III	Measurement: Definition, Designing and writing items	C 36	Lecture
Unit III	Uni-dimensional and Multidimensional scales	C 37	Lecture
Unit III	Uni-dimensional and Multidimensional scales	C 38	Lecture
Unit III	Measurement Scales- Nominal, Ordinal, Interval	C 39	Lecture
Unit III	Measurement Scales- Nominal, Ordinal, Interval	C 40	Lecture
Unit III	Ratings and Ranking Scale	C 41	Lecture
Unit III	Ranking Scale: Thurstone & Likert	C 42	Clarification Class
Unit III	Assignment	C 43	Assignment

Unit III	Activity	C 44	Activity
Unit III	Semantic Differential scaling & Paired Comparison	C 45	Lecture
Unit III	Sampling –Steps, Types, Sample Size	C 46	Lecture
Unit III	Sampling –Steps, Types, Sample Size	C 47	Lecture
Unit III	Define Research Methods & state the difference between laboratory & longitudinal methods?	C 48	Lecture
Unit III	Hypothesis Testing	C 49	Lecture
Unit III	Hypothesis Testing	C 50	Lecture
Unit III	Hypothesis Testing	C 51	Lecture
Unit III	Hypothesis Testing	C 52	Assignment
Unit III	Hypothesis Testing	C 53	Clarification Class
Unit III	Caselet	C 54	Caselet
Unit III	Hypothesis Testing	C 55	Lecture
Unit III	ANOVA	C 56	Lecture
Unit III	ANOVA	C 57	Lecture
Unit III	ANOVA	C 58	Lecture
Unit III	ANOVA	C 59	Lecture
Unit III	ANOVA	C 60	Lecture
Unit III	ANOVA	C 61	Lecture
Unit III	Activity	C 62	Activity
Unit III	ANOVA	C 63	Assignment
Unit III	ANOVA	C 64	Clarification Class
Unit III	ANOVA	C 65	Lecture
Unit III	Chi-square test	C 66	Lecture
Unit III	Chi-square test	C 67	Lecture
Unit III	Chi-square test	C 68	Lecture
Unit III	Chi-square test	C 69	Lecture
Unit III	Chi-square test	C 70	Lecture
Unit III	Chi-square test	C 71	Lecture
Unit III	Classification Class	C 72	Clarification Class
Unit III	Chi-square test	C 73	Lecture
Unit III	Chi-square test	C 74	Lecture
Unit III	Nonparametric Methods: Sign Test	C 75	Lecture
Unit III	Nonparametric Methods: Sign Test	C 76	Lecture
Unit III	Nonparametric Methods: Sign Test	C 77	Lecture
Unit III	Activity	C 78	Activity
Unit III	Nonparametric Methods: Sign Test	C 79	Lecture
Unit III	Nonlinear Regression Analysis	C 80	Lecture
Unit IV	Nonlinear Regression Analysis	C 81	Lecture
Unit IV	Nonlinear Regression Analysis	C 82	Lecture
Unit IV	Report Preparation	C 83	Lecture
Unit IV	Report Preparation	C 84	Lecture
Unit IV	Report Preparation	C 85	Lecture
Unit IV	Report Preparation	C 86	Lecture
Unit IV	Activity	C 87	Activity
Unit IV	QUIZ	C 88	QUIZ
Unit IV	Caselet	C 89	Caselet
Unit IV	Clarification Class	C 90	Clarification Class

## 11008800 - Computer Applications in Business

Unit	Particulars	Class No.	Pedagogy of Class
Unit I	Use of Ms Word, Ms Excel, Ms Access, Ms power point	C1	Lecture
Unit I	Ms Word Fundamental	C2	Lecture
Unit I	Resume	C3	Lecture
Unit I	Macro in ms word, bookmark and hyperlink in ms word	C4	Lecture
Unit I	Table of Contents, header and Footer	C5	Lecture
Unit I	Different header and Footer	C6	Lecture
Unit I	Design Form in Ms word	C7	Lecture
Unit I	Digital Signature in Ms word and importance of Digital Signature	C8	Lecture
Unit I	Tables in ms word, design Time table in Ms word	C9	Lecture
Unit I	Mail Merge through Ms access	C10	Lecture
Unit I	Mail Merge through Ms Excel	C11	Lecture
Unit I	Address Label	C12	Lecture
	Presentation-1	C13-C14	Presentation
	Guest lecture-1	C15	Guest lecture
	Webinar-1	C16	Webinar
	Clarification Class-1	C17	Clarification Class
Unit II	Ms Power point		Lecture
Unit II	Power point introduction, Animation, Transition	C18	Lecture
Unit II	Working on Slide Master, Inserting Images	C19	Lecture
Unit II	How make Business Presentation	C20-C21	Lecture
	Webinar-1	C22	Webinar
	Quiz-1	C23	Activity
	Clarification Class-2	C24	Clarification Class
Unit III	Ms Excel		Lecture
Unit III	use of Excel, how to apply Formula	C25	Lecture
Unit III	Date Related Command	C26	Lecture
Unit III	macros in Excel	C27	Lecture
Unit III	Salary Calculation in excel	C28	Lecture
Unit III	Hlookup and Vlookup in Excel	C29-C30	Lecture
Unit III	Copy Data From Same Excel, Different Excel	C31	Lecture
Unit III	Pivot table in Ms excel	C32	Lecture
Unit III	Mathematical and Statistical Formula in Excel	C33-C34	Lecture
Unit III	Working on charts and Graphs in Excel	C35	Lecture
Unit III	Geographical Location in Excel	C36	Lecture
Unit III	margin In excel, Print Layout in Excel	C37	Lecture
Unit III	Goal Seek in Excel	C38	Lecture
Unit III	Scenario Manager in Excel	C39	Lecture
Unit III	Forms in Excel	C40	Lecture
Unit IV	Business Spreadsheet		Lecture
Unit IV	Calculation of Loan and EMI through Excel	C41-C43	Lecture
Unit IV	Correlation and Regression in Excel	C44	Lecture
Unit IV	Business Spreadsheet	C45-C47	Lecture
	Clarification Class-3	C48	Clarification Class
	Webinar-2	C49	Webinar

	quiz-2	C50	Activity
	Guest lecture-2	C51	Guest lecture
	Presentation-2	C52-C53	Presentation
Unit V	Data Base Management System		Lecture
Unit V	What is Database and Use of database in Real Life	C54	Lecture
Unit V	use of Ms Access, Primary key and Cndidated key usage	C55-C57	Lecture
Unit V	make a Table, Make n no. Table and make Relationship between them	C58-C60	Lecture
Unit V	Apply query in Table	C61-C63	Lecture
Unit V	Apply interactive query in more than one table	C64-C66	Lecture
Unit V	E-R model in database	C67-C68	Lecture
Unit V	Queries in ms access	C69-C71	Lecture
Unit V	manage data and records of employees	C72-C73	Lecture
Unit V	Relational Data model	C74-C75	Lecture
Unit V	Insert Data through Forms	C76-C77	Lecture
Unit V	Working on reports in Ms Access	C78-79	Lecture
Unit V	Presentation-3	C80-C81	Presentation
	Quiz-2	C82	Activity
	Clarification Class-4	C83-85	Clarification Class
	Clarification Class-5	C86-90	Clarification Class

## 99001800 - Entrepreneurship (SEC)

Unit	Particulars	Class No.	Pedagogy of Class
1	Meaning, elements and determinants	C-1	Lecture
1	Creative behaviour & Entrepreneur	C-2	Lecture
1	Creative response to society, Problems at work	C-3	Lecture
1	Dimension of entrepreneurship	C-4	Lecture
1	Importance of entrepreneurship	C-5	Lecture
	Class Room Assignment No 1	C-6	Class Assignment
1	Intrapreneurship	C-7	Lecture
1	Technopreneurship, Social Entrepreneurship	C-8	Lecture
1	Culture and international entrepreneurship	C-9	Lecture
	Webinar	C-10	Webinar
1	Netpreneurship & Ecopreneurship	C-11	Lecture
	Presentation	C-12	Presentation
2	MSME	C-13	Lecture
	Case-Let	C-14	Lecture
2	Concept of business group, Role of Business house and family business in India	C-15	Lecture
2	Contemporary role model in Indian business & their business philosophy	C-16	Lecture
2	Contemporary role model in Indian business & Their Values	C-17	Lecture
2	Behavioural orientation	C-18	Lecture
	Guest Lecture	C-19	
2	Conflicts in Family Business	C-20	Lecture
2	Conflicts in Family Business & Resolution	C-21	Lecture
	Take Home Assignment no 1		Home Assignment
	Presentation	C-22	Presentation
3	Public /Private system of stimulation	C-23	Lecture
	Class Room Assignment No 2	C-24	Class Assignment
3	Support and Sustainability of entrepreneurship	C-25	Lecture
3	Availability and access to finance, Marketing assistance	C-26	Lecture
3	Marketing assistance, Technology and industrial accommodation	C-27	Lecture
	Seminar	C-28	Seminar
3	Role of Industries/association/self help group	C-29	Lecture
3	concept, Role & Function of business incubators	C-30	Lecture
	Class Room Assignment No 3	C-31	Class Assignment
3	Angel investors	C-32	Lecture
3	venture Capital, Private Equity Fund	C-33	Lecture
	Presentation	C-34	Presentation
4	Sources of Business Idea	C-35	Lecture
4	Significance of writing the business plan	C-36	Lecture
4	Project proposal: Content of business plan	C-37	Lecture
	Clarification Class	C-38	Clarification class
	Take Home Assignment no 2		Home Assignment
4	Designing of business process	C-39	Lecture
4	Preparation of project (Market potential)	C-40	Lecture
	Quiz	C-41	

4	Project submission	C-42	Lecture
	Webinar	C-43	Webinar
4	Appraisal by external agency	C-44	Lecture
4	Appraisal by non financial institution	C-45	Lecture
	Clarification Class	C-46	Clarification Class
	Presentation	C-47	Presentation
5	Mobilizing resources for start up	C-48	Lecture
	Guest Lecture	C-49	Guest Lecture
5	Start up Accommodation	C-50	Lecture
5	Start up utilities	C-51	Lecture
	Class Room Assignment No 4	C-52	Class Assignment
	Clarification Class	C-53	Clarification Class
5	Preliminary contract with Suppliers, Vendor	C-54	Lecture
5	Preliminary Contract with Banker, Principal Customer	C-55	Lecture
	Clarification Class	C-56	Clarification Class
5	Contract management	C-57	Lecture
5	Basic start up problem	C-58	Lecture
	Presentation	C-59	Presentation
	Clarification Class	C-60	Clarification Class

**11003800 - Ability & Skill Enhancement -IV**

<b>Unit</b>	<b>Particulars</b>	<b>Class No.</b>	<b>Pedagogy of Class</b>
UNIT 1	Tele etiquettes Receiving Calls, Placing a call, Ending Calls, Transferring calls, Taking Message	C-1	Lecture
UNIT-1	Placing Call on Hold and Handling Complaints	C-2	Lecture
UNIT -1	Voice Calls	C-3	Lecture
UNIT -1	Clarification Class No-1	C-4	Clarification Class
UNIT -1	Class Room Assignment No -1	C-5	Class Room Assignment
UNIT -1	Activity -1	C-6	Activity
UNIT -II	How to Build Confidence By Positive Thinking	C-7	Lecture
Unit II	How to Build Confidence By Positive Thinking		Take Home Assignments
Unit II	Activity -2	C-8	Activity
Unit II	Class Room Assignment No -2	C-9	Class Room Assignment
Unit II	Identifying Negative thoughts and How to control it	C-10	Activity
Unit II	Identifying Personal Talent	C-11	Activity
Unit II	Identifying Personal Talent	C-12	Activity
Unit II	Presentation No 1	C-13	Presentation
Unit II	How to improve Personal Talent	C-14	Activity
Unit II	How to develop Good Habits and Principles to follow them and Learn New Things	C-15	Lecture
Unit II	What is Brainstorming Exercise	C-16	Lecture
Unit II	Different ways of Brain Storming Exercise Through Logic and Reasoning	C-17	Lecture
Unit II	Different Ways of Brain storming exercise	C-18	Lecture
	Seminar	C-19	Seminar
Unit II	Class Room Assignment No -3	C-20	Class Room Assignment
Unit II	Clarification Class No 2	C-21	Clarification Class
Unit III	Webinar	C-22	
UNIT III	What is Resume and Resume Format	C-23	Lecture
UNIT III	Covering Letter PI Kit	C-24	Lecture
UNIT IV	Interview Skills Mastering the art of giving interviews in-selection or placement interviews, web /video conferencing, Mock Interview	C-25	Lecture
UNIT IV	Interview Skills Mastering the art of giving interviews in-selection or placement interviews, web /video conferencing, Mock Interview	C-26	Lecture
UNIT V	Internship Preparation: Company Specific Research and Presentation Identifying domain specific industries, researching	C-27	Lecture
UNIT V	Internship Preparation: Company Specific Research and Presentation Identifying domain specific industries, researching	C-28	Presentation
UNIT V	Clarification Class	C-29	Clarification Class
UNIT V	Guest Lecture	C-30	Guest Lecture

### 10.1 Semester - V

Course	Course outcomes: - After completion of these courses students should be able to
11009900 - Banking and Insurance	<p><b>C01:</b> Understand banking and insurance rules, regulations and various laws that govern banking and insurance sector.</p> <p><b>C02:</b> Illustrate different kinds of financial services available in Indian financial institutions.</p> <p><b>C03:</b> Compare and contrast banker / Insurer customer relationship and legal framework regulating banking services, provisions regarding Non Performing Assets. Insurance, risk and return relationship.</p> <p><b>C04:</b> Distinguish commercial banks, cooperative banks, regional banks, rural banks and RBI as regulator. Contribution of RBI in stabilizing economy. Role of IRDA in insurance sector.</p> <p><b>C05:</b> Estimate the effects and utility of banking and Insurance system on the business and decision making process.</p>
11019400 - Goods & Service Tax (GST)	<p><b>C01:</b> Remember the principles and provisions of GST.</p> <p><b>C02:</b> Explain the relevance of GST in present Indian Tax Scenario.</p> <p><b>C03:</b> Identify contribution of GST collections for economic development.</p> <p><b>C04:</b> Classify the various forms and returns and its filing intervals and forms.</p> <p><b>C05:</b> Estimate the Indian Tax Scenario and its contribution for economic development.</p>
11017600 - Advertising (DSE 1)	<p><b>C01:</b> Find the growing importance of advertising and relate it to the business development.</p> <p><b>C02:</b> Explain the role of advertising in contemporary scenario and educating the consumers.</p> <p><b>C03:</b> Make use of learned knowledge in exploring the future prospects in advertising as a career.</p> <p><b>C04:</b> Discover solutions to various business problems by finding creative solutions, with the help of advertising.</p> <p><b>C05:</b> Analyze the advertising effectiveness by the response of the audience(s)</p>
11019600 International Business (DSE 2 Group B)	<p><b>C01:</b> Find out the scope of international business &amp; what is its importance.</p> <p><b>C02:</b> Relate the theories of international trade with business, working of WTO, UNCTAD, OPEC in the development of international business.</p> <p><b>C03:</b> Make use of IT, organisational structures and outsourcing in international business.</p> <p><b>C04:</b> Analyze &amp; discover various modes of entry in international business, various factors affecting decisions, SEZ, EOU, foreign investment, joint ventures and acquisitions abroad.</p> <p><b>C05:</b> Select the appropriate strategy for international business.</p>



<p>11003900 - Ability &amp; Skill Enhancement- V</p>	<p><b>C01:</b> Express and build leadership quality</p> <p><b>C02:</b> Recall the traits of Successful Entrepreneurs, and Entrepreneurial qualities</p> <p><b>C03:</b> Classify the differences between organizational decision making process, entrepreneurial decision making process</p> <p><b>C04:</b> Create work related skills and prepare effective interview questions to conduct effective interviews.</p> <p><b>C05:</b> Enhance employability skills</p>
<p>11017400 - Summer Internship and Report</p>	<p><b>C01:</b> Understand the real-time working of organizations.</p> <p><b>C02:</b> Demonstrate professional knowledge, skills and attitude along with the experience needed to constitute a successful career.</p> <p><b>C03:</b> Analyse career opportunities in their areas of interest.</p> <p><b>C04:</b> Build aptitude for gaining supervised professional experiences.</p> <p><b>C05:</b> Create a clear understanding of industry trends and advancements</p>

## 10.2 Mapping: Semester - V

11009900	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
C01	3	2	2	2					2	2
C02	3		3	3	2	2		1	2	
C03	3	2		2			2	2	2	2
C04	3	2	2		2	2		3		2
C05	3	2	2	3	2	3		2	3	3

11019400	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
C01	2	2	3	2	3	2	3	3	2	3
C02		2	2	3	2	2	2	2		3
C03	3	2	2	3	2		3	2	2	2
C04	2		2	2	3	2	3		2	3
C05	3	2	3	3			3		3	3

11017600	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
C01	2	2	3	2	1	2		2	1	2
C02	1	3	2	3	2	2	1	2	2	3
C03	2	3	3	1	3	2	3	3	2	2
C04		1	2	3	3	1	3	3	2	2
C05	3	2	2	3	2	1	3	3	3	2

11019600	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
C01	3	2	3	2	3		3	2	-	3
C02	-	3	2	3	2	3	2	3	3	3
C03	2	2	2	3	3	3	2	2	3	3
C04	3	2	2	-	2	-	2	2	2	
C05	3	2	2	3	2	3	2	2	3	3

11003900	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
C01	2	2	3	2	2	1		1	1	3
C02	2	2	2	3	2	2		2	2	3
C03	3	3			1	2		3	2	3
C04	1	2	3	3	2	3		3	2	3
C05	3	3	2	2	3	2	3	2	3	2

11017400	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
C01	3	3	2	3	3	3	3	2	3	3
C02		2	3	1	2	3	3		3	3
C03	2		3	3		2		3	2	
C04	3	3	2	2	2			2		3
C05	3	3	3	3	3	3	3	3	3	3

### 10.3 Lesson Plan: Semester - V

#### 11009900 - Banking and Insurance

Unit	Particulars	Class No.	Pedagogy of Class
1	Origin of banking: definition, banker and customer relationship	1	Lecture
1	Origin of banking: definition, banker and customer relationship	2	Lecture
1	General and special types of customers,	3	Lecture
1	Types of deposits	4	Lecture
1	Types of deposits	5	Lecture
1	Origin and growth of commercial banks in India	6	Lecture
1	Origin and growth of commercial banks in India	7	Lecture
1	Financial Services offered by banks	8	Lecture
1	Financial Services offered by banks	9	Lecture
1	changing role of commercial banks	10	Lecture
1	changing role of commercial banks	11	Lecture
1	types of banks	12	Lecture
1	types of banks	13	Lecture
	Presentation-1	14	Presentation
	Presentation-2	15	Presentation
	Quiz	16	Quiz
	Clarification Class	17	Clarification class
	Activity	18	Activity
2	Crossing and endorsement – meaning, definitions, types and rules of crossing	19	Lecture
2	Crossing and endorsement – meaning, definitions, types and rules of crossing	20	Lecture
2	Crossing and endorsement – meaning, definitions, types and rules of crossing	21	Lecture
2	Duties, Statutory protection in due course,	22	Lecture
2	Duties, Statutory protection in due course,	23	Lecture
2	Duties, Statutory protection in due course,	24	Lecture
2	collecting bankers: duties, statutory protection for holder in due course	25	Lecture
2	collecting bankers: duties, statutory protection for holder in due course	26	Lecture
2	collecting bankers: duties, statutory protection for holder in due course	27	Lecture
2	Concept of negligence.	28	Lecture
2	Clarification Class	29	Clarification Class
	Class Room Assignment	30	Class Room Assignment
3	Principles of sound lending	31	Lecture
3	Principles of sound lending	32	Lecture
3	Secured vs. unsecured advances	33	Lecture
3	Secured vs. unsecured advances	34	Lecture
3	Types of advances,	35	Webinar
3	Types of advances,	36	Lecture

3	Advances against various securities.	37	Lecture
3	Advances against various securities.	38	Lecture
	Clarification Class	39	Clarification class
	Class Room Assignment	40	Class Room Assignment
	Activity	41	Activity
4	Internet Banking – Meaning, Benefits	42	Lecture
4	Internet Banking – Meaning, Benefits	43	Lecture
4	Home banking, Mobile banking, Virtual banking	44	Lecture
4	E-payments, ATM Card/ Biometric card, Debit/Credit card, Smart card,	45	Lecture
4	E-payments, ATM Card/ Biometric card, Debit/Credit card, Smart card,	46	Lecture
4	NEFT, RTGS, ECS (credit/debit),	48	Lecture
4	E-money, Electronic purse, Digital cash.	49	Lecture
	Clarification Class	50	Clarification Class
	Class Room Assignment	51	Class Room Assignment
	Activity	52	Activity
5	Basic concept of risk, Types of business risk, Assessment and transfer, Basic principles of utmost good faith	53	Lecture
5	Indemnity, Economic function, Proximate cause, Subrogation and contribution	54	Lecture
5	Types of insurance: Life and Non-life, Re-insurance,	55	Lecture
5	Risk and return relationship,	56	Lecture
5	Need for coordination	57	Lecture
5	Power, functions and Role of IRDA,	58	Lecture
5	Online Insurance	59	Lecture
5	Clarification Class	60	Clarification Class

## 11019400 - Goods & Service Tax (GST)

Unit	Particulars	Class No.	Pedagogy of Class
Unit-I	Introduction-Constitutional framework of Indirect Taxes before GST	C1	Lecture
Unit-I	Concept of VAT	C2	Lecture
Unit-I	VAT-Meaning, Variants and Methods	C3	Lecture
Unit-I	Major Defects in the structure of Indirect Taxes prior to GST Rationale for GST	C4	Lecture
Unit-I	service tax	C5	Lecture
Unit-I	Structure of GST (SGST, CGST, UTGST & IGST);	C6	Lecture
Unit-I	GST Council	C7	Lecture
Unit-I	GST Network	C8	Lecture
Unit-I	State Compensation Mechanism, Registration	C9	Lecture
	Tutorial Class-GST	C10	Tutorial Class-GST
	Class Assignment-1	C11	Class Assignment-1
Unit-II	Taxable event- "Supply" of Goods and Services	C12	Lecture
Unit-II	Place of Supply: Within state	C13	Lecture
Unit-II	Place of Supply: Within state	C14	Lecture
Unit-II	Place of Supply-Interstate	C15	Lecture
Unit-II	Import and Export;-Supply	C16	Lecture
Unit-II	Time of supply	C17	Lecture
Unit-II	Valuation for GST- Valuation rules	C18	Lecture
	Class Assignment-2	C19	Class Assignment-2
Unit-II	taxability of reimbursement of expenses	C20	Lecture
	PPT-1	C21	PPT-1
Unit-II	Exemption from GST	C22	Lecture
Unit-II	Small supplies and Composition Scheme	C23	Lecture
Unit-II	Classification of Goods and Services	C24	Lecture
Unit-II	Composite and Mixed Supplies.	C25	Lecture
	Clarification Class	C26	Clarification Class
	Tutorial	C27	Tutorial
	Clarification Class-2	C28	Clarification Class
Unit-III	Eligible and Ineligible Input Tax Credit;	C29	Lecture
Unit-III	Tax Credit in respect of Capital Goods; Apportionments of Credit and Blocked Credits	C30	Lecture
	PPT-2	C31	PPT-2
	Class Assignment-3	C32	Class Assignment-3
	QUIZ		QUIZ
Unit-III	Recovery of Excess Tax Credit, Availability of Tax Credit in special circumstances;	C33-C34	Lecture
Unit-III	Transfer of Input Credit (Input Service Distribution);	C35	Lecture
Unit-III	Payment of Taxes;	C36	Lecture
Unit-III	Refund;	C37	Lecture
Unit-III	Doctrine of unjust enrichment	C38	Lecture
Unit-III	TDS,	C39	Lecture
Unit-III	TCS	C40	Lecture
Unit-III	Reverse Charge Mechanism	C41	Lecture
Unit-III	Job Work	C42	Lecture

	Clarification Class-3	C43	Clarification Class-3
	Class Assignment-4	C44	Class Assignment-4
	Presentation-3	C45	Presentation-3
	Home Assignment-1		Home Assignment-1
Unit-IV	Tax Invoice	C46	Lecture
Unit-IV	Credit and Debit Notes	C47	Lecture
Unit-IV	Returns	C48	Lecture
Unit-IV	Audit in GST	C49	Lecture
Unit-IV	Assessment: Self-Assessment	C50	Lecture
Unit-IV	Summary and Scrutiny.	C51	Lecture
	Clarification class-4	C52	Clarification class-4
	Home Assignment-1		Home Assignment-1
Unit-V	Taxability of E-Commerce	C53-C54	Lecture
Unit-V	Anti-Profitteering, Avoidance of dual control	C55	Lecture
Unit-V	E-way bills	C56	Lecture
Unit-V	zero-rated supply,	C57	Lecture
Unit-V	Offences and Penalties,	C58	Lecture
Unit-V	Appeals	C59	Lecture
	Clarification class-5	C60	Clarification class-5

**11017600 - Advertising (DSE 1)**

Unit	Particulars	Class No.	Pedagogy of Class
Unit-I	Syllabus, Teaching Pedagogy Reference Books and Text Books	1	Lecture
Unit-I	Communication/Promotional Mix Elements	2	Lecture
Unit-I	Introduction to Advertising -Meaning, Objectives, Types and Key Players in advertising	3,4	Lecture
Unit-I	Roles of Advertising	5	Lecture
Unit-V	Economic, Social and Ethical Issues in advertising,	6,7,8,9	Lecture
	Classroom Assignment	10	Class Assignment
Unit-I	DAGMAR Approach	11	Lecture
Unit-I	Integrated Marketing Communication Concept	12,13	Lecture
	Clarification Class	14	Clarification Class
	Class Presentation-I	15,16,17	Presentation
Unit-II	Ethics in advertising	18	Group Discussion
Unit-II	Process in Advertising - Consumer and mental process in buying,	19	Lecture
Unit-II	AIDA Model and Hierarchy of effects model,	20,21	Lecture
Unit-II	Information processing model, Advertising Budget - Top down and Build up approach,	22,23	Lecture
Unit-II	How Advertising Works-6 Facets Model of Advertising	24	Lecture
Unit-I	Methods of advertising - Affordable method, arbitrary allocation method, percentage of sales method, competitive parity method, Objective and Task method.	25	Lecture
Unit-II	Case Study on Old Spice IMC Campaign	26,27	Lecture
Unit-II	Case Study on Old Spice IMC Campaign	28	Lecture
Unit-II	Clarification Class	29	Clarification Class
Unit-II	Classroom Assignment	30	Class Assignment
Unit-III	Advertising Creativity- Meaning of Creativity, Creative strategy, Creative tactics,	31,32,33	Lecture
Unit-III	Advertising Appeals, USP theory of creativity,	34	Lecture
Unit-III	Class Presentation-II	35,36,37	Presentation
Unit-III	Copywriting: Meaning and Definition of Copywriting, The Copywriter,	38,39,40	Lecture
Unit-III	Copywriting for Print Media, Copywriting guidelines,	41	Lecture
Unit-III	Radio Copywriting, TV Copywriting	42,43	Lecture
Unit-III	Writing for the Web, Tips for writing good web content	44	Class Assignment
Unit-III	Clarification Class	45	Clarification Class
Unit-IV	Print Media and Outdoor media: Characteristics of the press, Basic media concepts, Newspapers, Magazines, Factors to consider for magazine advertising, Packaging, Out-of-home Advertising, Directory Advertising	46,47,48	Lecture
Unit-IV	Class Presentation-III	49,50	Presentation
Unit-IV	Radio as Medium, Television as Medium, Internet Advertising, Email Advertising	51,52	Lecture

Unit-IV	Classroom Assignment	53	Class Assignment
Unit-IV	Clarification Class	54	Clarification Class
Unit-V	Media Planning Strategy: Overview, Developing a media Plan	55,56	Quiz
Unit-V	Concept of Media planning and scheduling strategy – Types of media, media planning parameters, media mix,	57	Lecture
Unit-II	Media characteristics, selection of media, Scheduling of Media	58,59	Lecture
Unit-V	Evaluation of TV and Radio as media	60	Lecture
Unit-V	Evaluation of Print Media	61	Lecture
Unit-V	Alternative Media/Support Media	62	Lecture
Unit-V	Internet and Interactive Media	63	Lecture
Unit-V	Evaluation of Advertising Effectiveness – Need and purpose of evaluation, pre-testing and post testing techniques	64,65	Lecture
Unit-V	Roles, Types and Selection of Advertising Agency	66	Lecture
Unit-V	Clarification Class	67	Clarification Class
	Guest Lecture	68	Guest Lecture
	Webinar	69	Webinar
	Seminar	70	Seminar
	Activity	71-75	Activity
	Project	76-90	Project



**11019600 - International Business (DSE 2 Group B)**

Unit	Particulars	Class No.	Pedagogy of Class
Unit I	Introduction to International Business: Globalisation and its importance in world economy;	C1	Lecture
Unit I	Introduction to International Business: Globalisation and its importance in world economy;	C2	Lecture
Unit I	Impact of globalization; International business vs. domestic business: Complexities of international business;	C3	Lecture
Unit I	Impact of globalization; International business vs. domestic business: Complexities of international business;	C4	Lecture
Unit I	Modes of entry into international business	C5	Lecture
Unit I	Modes of entry into international business	C6	Lecture
Unit I	International Business Environment: National and foreign environments and their components - economic, cultural and political-legal environments	C7	Lecture
Unit I	International Business Environment: National and foreign environments and their components - economic, cultural and political-legal environments	C8	Lecture
	Assignment- I	C9	Classroom Assignment
	Presentation- I [Presentation on different topics of Unit I]	C10	Presentation
	Clarification class-I	C11	Clarification class
	Quiz	C12	Quiz
Unit II	Theories of International Trade - an overview (Classical Theories, Product Life Cycle theory, Theory of National Competitive Advantage);	C13	Lecture
Unit II	Theories of International Trade - an overview (Classical Theories, Product Life Cycle theory, Theory of National Competitive Advantage);	C14	Lecture
Unit II	Theories of International Trade - an overview (Classical Theories, Product Life Cycle theory, Theory of National Competitive Advantage);	C15	Lecture
Unit II	Commercial Policy Instruments - tariff and non-tariff measures - difference in Impact on trade,	C16	Lecture
Unit II	Commercial Policy Instruments - tariff and non-tariff measures - difference in Impact on trade,	C17	Lecture
Unit II	types of tariff and non tariff	C18	Lecture
Unit II	barriers (Subsidy, Quota and Embargo in detail)	C19	Lecture
	Assignment- II	C20	Classroom Assignment
	Presentation- II [Presentation on different topics of Unit II]	C21	Presentation
	Clarification class-II	C22	Clarification class

	Webinar	C23	Webinar
	Quiz	C24	Quiz
Unit II	Balance of payment account and its components.	C25	Lecture
Unit II	International Organizations and Arrangements: WTO – Its objectives, principles,	C26	Lecture
Unit II	organizational structure and functioning;	C28	Lecture
Unit II	An overview of other organizations – UNCTAD;	C29	Lecture
Unit II	Commodity and other trading agreements (OPEC).	C30	Lecture
	Assignment- III	C31	Classroom Assignment
Unit III	Regional Economic Co-operation: Forms of regional groupings; Integration efforts among countries in Europe, North America and Asia (NAFTA, EU, ASEAN and SAARC).	C32	Lecture
	Assignment- IV	C33	Take Home Assignment
Unit III	Regional Economic Co-operation: Forms of regional groupings; Integration efforts among countries in Europe, North America and Asia (NAFTA, EU, ASEAN and SAARC).	C34	Lecture
	Clarification class-III	C35	Clarification class
	Quiz	C36	Quiz
	Presentation- III [Presentation on different topics of Unit III]	C37	Presentation
	Guest lecture	C38	Guest lecture
	Workshop	C39	Workshop
Unit III	International Financial Environment: International financial system and institutions (IMF and World Bank – Objectives and Functions)	C40	Lecture
Unit III	Foreign exchange markets and risk management;	C41	Lecture
Unit III	Foreign investments - types and flows	C42	Lecture
Unit III	Foreign investment in Indian perspective	C43	Lecture
Unit IV	Organisational structure for international business operations; International business negotiations.	C44	Lecture
Unit IV	Organisational structure for international business operations; International business negotiations.	C45	Lecture
Unit IV	Organisational structure for international business operations; International business negotiations.	C46	Lecture
Unit IV	Developments and Issues in International Business: Outsourcing and its potentials for India;	C47	Lecture
Unit IV	Developments and Issues in International Business: Outsourcing and its potentials for India;	C48	Lecture
	Assignment- V	C49	Classroom Assignment
Unit IV	Role of IT in international business;	C50	
	Assignment- VI	C51	Classroom Assignment
Unit IV	Role of IT in international business;	C52	Lecture
Unit IV	Role of IT in international business;	C53	Lecture

Unit IV	business and ecological considerations.	C54	Lecture
Unit V	business and ecological considerations.	C55	Lecture
Unit IV	business and ecological considerations.	C56	Lecture
Unit IV	Foreign Trade Promotion Measures and Organizations in India;	C57	Lecture
	Clarification class-IV	C58	Clarification class
	Quiz	C59	Quiz
	Presentation- IV [Presentation on different topics of Unit IV]	C60	Presentation
	Assignment- VII	C61	Classroom Assignment
Unit IV	Case lets	C62	Case lets
Unit IV	Case lets	C63	Case lets
	Guest lecture	C64	Guest lecture
Unit IV	Special economic zones (SEZs) and export oriented units (EOUs),	C65	Lecture
Unit IV	Special economic zones (SEZs) and export oriented units (EOUs),	C66	Lecture
Unit V	Measures for promoting foreign investments into and from India;	C67	Lecture
Unit V	Measures for promoting foreign investments into and from India;	C68	Lecture
Unit V	Indian joint ventures and acquisitions abroad.	C69	Lecture
Unit V	Indian joint ventures and acquisitions abroad.	C70	Lecture
	Indian joint ventures and acquisitions abroad.	C71	Lecture
Unit V	Financing of foreign trade and payment terms – sources of trade finance (Banks, factoring, forfaiting, Banker’s Acceptance and Corporate Guarantee)	C72	Lecture
Unit V	Financing of foreign trade and payment terms – sources of trade finance (Banks, factoring, forfaiting, Banker’s Acceptance and Corporate Guarantee)	C73	Lecture
	Assignment- VIII	C74	Classroom Assignment
Unit V	Financing of foreign trade and payment terms – sources of trade finance (Banks, factoring, forfaiting, Banker’s Acceptance and Corporate Guarantee)	C75	Lecture
Unit V	Financing of foreign trade and payment terms – sources of trade finance (Banks, factoring, forfaiting, Banker’s Acceptance and Corporate Guarantee)	C76	Lecture
Unit V	Financing of foreign trade and payment terms – sources of trade finance (Banks, factoring, forfaiting, Banker’s Acceptance and Corporate Guarantee)	C77	Lecture
Unit V	Financing of foreign trade and payment terms – sources of trade finance (Banks, factoring, forfaiting, Banker’s Acceptance and Corporate Guarantee) and	C78	Lecture
	Clarification class-V	C79	Clarification class
	Quiz	C80	Quiz
	Case lets	C81	Case lets
Unit V	Financing of foreign trade and payment terms – sources of trade finance (Banks, factoring, forfaiting, Banker’s Acceptance and Corporate Guarantee) and	C82	Webinar

Unit V	Financing of foreign trade and payment terms – sources of trade finance (Banks, factoring, forfaiting, Banker’s Acceptance and Corporate Guarantee) and	C83	Lecture
Unit V	Financing of foreign trade and payment terms – sources of trade finance (Banks, factoring, forfaiting, Banker’s Acceptance and Corporate Guarantee) and	C84	Lecture
Unit V	forms of payment (Cash in advance, Letter of Credit, Documentary Collection, Open Account)	C85	Lecture
Unit V	forms of payment (Cash in advance, Letter of Credit, Documentary Collection, Open Account)	C86	Lecture
Unit V	forms of payment (Cash in advance, Letter of Credit, Documentary Collection, Open Account)	C87	Lecture
	Practical problems	C88	Lecture
	Revision	C89	Lecture
	Revision	C90	Lecture

**11003900 - Ability & Skill Enhancement- V**

<b>Unit</b>	<b>Particulars</b>	<b>Class No.</b>	<b>Pedagogy of Class</b>
Unit I	Introduction to syllabus and pedagogy	C1	Lecture
Unit I	What is leadership? Traits of Leadership, Identifying leaders and traits of Leadership	C2	Activity
Unit I	Movie/ Story/ Interviews of leaders: Identify leadership qualities	C3	Activity
Unit I	Leadership: Debate/ Screening of a debate	C4	Activity
Unit I	Leadership: Debate	C5	Activity
Unit I	Leadership: Group Discussion	C6	Group discussions
Unit I	Leadership: Presentations on leaders	C7	Presentation
Unit I	Leadership: Presentations on leaders	C8	Presentation
Unit I	Clarification Class I	C9	Clarification Class
Unit II	What is Entrepreneurship, Traits of Successful Entrepreneurs	C10	Lecture
Unit II	Movie/ Story/Interviews of Entrepreneurs: Identify Entrepreneurial qualities,	C11	Activity
Unit II	Entrepreneurs: Debate	C12	Activity
Unit II	Entrepreneurs: Group Discussion	C13	Group discussions
Unit II	Presentation on Entrepreneurs	C14	Presentation
Unit II	Presentation on Entrepreneurs	C15	Presentation
Unit II	Clarification Class II	C16	Clarification Class
	Take Home Assignments I		Home Assignments
Unit III	What are organizational skills, how to develop them,	C17	Presentation
Unit III	Skills needed to become a successful entrepreneur/administrator	C18	Presentation
Unit III	Organizational skills can be developed by discipline making a system, rules, delegation of power at workplace, etc	C19	Activity
Unit III	Employability Skills: How to enhance employability skills	C20	Guest lecture
Unit III	Employability Skills: why do we need them	C21	Lecture
Unit III	Class Room Assignment	C22	Class Assignment
Unit III	Employability Skills : different workplaces, having different needs, different skills	C23	Activity
Unit III	how to recognize different work skills	C24	Class Assignment
Unit III	Process of decision making- steps, its basics, and the basics of organizational decision making process	C25	Presentation
Unit III	entrepreneurial decision making, how to make a right decision at right time, dilemma.	C26	Quiz
	Clarification Class III	C27	Clarification Class
Unit IV	Conducting Interviews with Leaders/ Entrepreneurs	C28	Activity
	Take Home Assignments II		Home Assignments
Unit IV	Preparing Questions	C29	Class Assignment
Unit IV	Clarification Class IV	C30	Clarification Class

### 11.1 Semester - VI

Course	Course outcomes: - After completion of these courses students should be able to
11015400 - Auditing & Corporate Governance	<p><b>C01:</b> List and explain the auditing principles, procedures and techniques in accordance with current legal requirements &amp; professional standards</p> <p><b>C02:</b> Explain the principles of Corporate Governance and Corporate Social Responsibility (CSR).</p> <p><b>C03:</b> Identify and make use of the role of auditing in business.</p> <p><b>C04:</b> Examine and analyse the areas for internal control in the corporate sector.</p> <p><b>C05:</b> Evaluate the books of account and different criteria for corporate social responsibility of the business.</p>
11015600 Fundamentals of Investment	<p><b>C01:</b> Define the various investment &amp; revenues &amp; to understand the functions and importance of Indian security market.</p> <p><b>C02:</b> Interpret the concept of TVM (Time Value of Money) concepts and calculations; including future value of a present sum, present value, and present and future values of annuities.</p> <p><b>C03:</b> Applying the tools to predict the trend of stock price movement and construction of portfolio.</p> <p><b>C04:</b> Examine the portfolio of investment to reduce risk and earn profit &amp; interpret the evidence relating to market efficiency.</p> <p><b>C05:</b> Evaluate the role of SEBI in investor protection.</p>
11002500 - Corporate Accounting	<p><b>C01:</b> What are the various accounting treatment that are required in various corporate events.</p> <p><b>C02:</b> Understand issue and redemption of shares and debentures, consolidation of accounts, liquidation of company and amalgamation of company.</p> <p><b>C03:</b> Select the overall accounting treatment in case of companies explaining the standards and principles of Accounting.</p> <p><b>C04:</b> Analyse the conceptual knowledge of the corporate accounting and to learn the techniques of preparing the financial statements.</p> <p><b>C05:</b> Formulate the financial statements using corporate accounting techniques.</p>
11004600 - Income Tax Law and Practice	<p><b>C01:</b> Remember the basic concepts of framework of taxation including residential status.</p> <p><b>C02:</b> Understand the legal framework of Income Tax Act, 1961 and rules made thereunder relating to five heads of income.</p> <p><b>C03:</b> Identify the requirements of filling of various forms and returns.</p> <p><b>C04:</b> Analyse the tax regime and finding methods of tax planning.</p> <p><b>C05:</b> Measure the income tax liability of an individual or organisation.</p>

11004000 -  
Ability & Skill  
Enhancement -  
VI

**C01:** Learn about verbal reasoning & English aptitude

**C02:** Develop a winning attitude

**C03:** Learn the ways to understand news and be a journalist.

**C04:** Learn the ability to prepare reports on major national and international news.

**C05:** Conduct chat shows, panel discussions, parliamentary debates etc.

### 11.2 Mapping: Semester - VI

11015400	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
C01	3	2	3	2	1	3	1	2		3
C02	3	2	1	2	2			2	2	3
C03	1	2	2	1		1	3		2	3
C04	2	3	2	2	3	2	2	2	1	3
C05	2	3	3	3	3	3	3	3	3	3

11015600	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
C01	3	3	2		2	2		3		3
C02	2	1		3	2			3		3
C03	3	3	3		2	3			3	3
C04	3	3		2				2	2	2
C05	3	3		3	3		3	3	3	3

11002500	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
C01	2	1	2	3	2	1	2	2	3	2
C02	2	2	2	2	2	1	3	2	2	3
C03	3	2	2	2	3	1	2	2	2	1
C04	2	2	3	2	1	3	2	2	3	1
C05	3	3	3	3	3	3	3	3	3	3

11004600	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
C01	3	1	2	3	3	2	2	3	3	2
C02	1	3	1	2	2	1	3	2	2	3
C03	2	2	3	2	2	2	3	3	1	2
C04	2	3	3	2	1	3	2	2	2	2
C05	3	3	2	3	2	2	3	3	3	3

11004000	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
C01	2	2	2	3	2	3		3	1	3
C02	2	2	3	2	2	2		2	3	3
C03	2	2			3	2		3	2	3
C04	2	2	3	3	2	2		2	3	3
C05	3	3	2	3	3	2	3	3	2	2



### 11.3 Lesson Plan: Semester - VI

#### 11015400 – Auditing & Corporate Governance

Unit	Particulars	Class No.	Pedagogy of Class
Unit I	Introduction to Auditing	C1	Lecture
Unit I	Introduction, Meaning	C2	Lecture
Unit I	Objectives- Primary	C3	Lecture
Unit I	Objectives-Secondary	C4	Lecture
Unit I	Basic Principles and Techniques	C5	Lecture
Unit I	Basic Principles and Techniques	C6	Lecture
Unit I	Classification of Audit	C7	Lecture
Unit I	Classification of Audit	C8	Lecture
Unit I	Revision	C9	Clarification Class
Unit I	Audit Planning, Internal Control	C10	Lecture
Unit I	Audit Planning	C11	Class Room Assignment
Unit I	Internal Check	C12	Lecture
Unit I	Internal Audit	C13	Lecture
Unit I	Audit Procedure – Vouching	C14	Lecture
Unit I	Vouching	C15	Take Home Assignments
Unit I	Revision of the unit	C16	Clarification Class
Unit II	Company Auditor- Qualifications		Lecture
Unit II	Company Auditor- Disqualifications	C17	Lecture
Unit II	Appointment	C18	Lecture
Unit II	Case study based question	C19	Case-let
Unit II	Rotation of Auditors	C20	Lecture
Unit II	Removal of Auditor	C21	Take Home Assignments
Unit II	Removal, Remuneration	C22	Lecture
Unit II	Case study based question	C23	Case-let
Unit II	Rights and Duties	C24	Lecture
Unit II	Company Auditors	C25	Presentation
Unit II	Auditor's Report- Contents and Types	C26	Lecture
Unit II	Evaluation: Audit Report	C27	Class Room Assignment
Unit II	Case study based question	C28	Case-let
Unit II	Revision of the unit		Clarification Class
Unit III	Special Areas of Audit	C29	
Unit III	Special features of Cost audit	C30	Lecture
Unit III	Special features of Cost audit	C31	Lecture
Unit III	Cost, management & Tax Audit	C32	Take Home Assignments
Unit III	Tax audit	C33	Lecture
Unit III	Management audit	C34	Lecture
Unit III	Recent Trends in Auditing	C35	Group discussions
Unit III	Basic considerations of audit in EDP Environment	C36	Lecture
Unit III	Basic considerations of audit in EDP Environment	C37	Lecture
Unit III	Computer aided audit techniques and tools	C38	Lecture

Unit III	Audit Softwares	C39	Class Room Assignment
Unit III	Auditing Standards (i)	C40	Lecture
Unit III	Case study based question	C41	Case-let
Unit III	Auditing Standards (ii)	C42	Lecture
Unit III	Auditing Standards (iii)	C43	Presentation
Unit III	Auditing Standards (iv)	C44	Presentation
Unit III	Revision of the unit	C45	Clarification Class
Unit III	Evaluation: Auditing Standers	C46	Quiz
Unit IV	Corporate Governance	C47	
Unit IV	Theories & Models of Corporate Governance	C48	Lecture
Unit IV	Theories & Models of Corporate Governance	C49	Lecture
Unit IV	Broad Committees of Corporate Governance	C50	Lecture
Unit IV	Corporate Governance Reforms.	C51	Lecture
Unit IV	Major Corporate Scandals in India and Abroad	C52	Class room assignment
Unit IV	Major Corporate Scandals in India and Abroad	C53	Case-let
Unit IV	Common Governance Problems Noticed in various Corporate Failures.	C54	Lecture
Unit IV	Common Governance Problems Noticed in various Corporate Failures.	C55	Take home assignments
Unit IV	Common Governance Problems Noticed in various Corporate Failures.	C56	Case-let
Unit IV	Codes & Standards on Corporate Governance	C57	Lecture
Unit V	Business Ethics	C58	
Unit V	Morality and ethics	C59	Lecture
Unit V	business values and ethics	C60	Lecture
Unit V	approaches and practices of business ethics (i)	C61	Lecture
Unit V	approaches and practices of business ethics (ii)	C62	Lecture
Unit V	corporate ethics	C63	Lecture
Unit V	ethics program	C64	Lecture
Unit V	codes of ethics	C65	Lecture
Unit V	ethics committee	C66	Lecture
Unit V	Ethical Behaviour: Concepts and advantages	C67	Lecture
Unit V	Rating Agencies	C68	Lecture
Unit V	Clause 49 and Listing Agreement (i)	C69	Lecture
Unit V	Clause 49 and Listing Agreement (ii)	C70	Lecture
Unit V	Clause 49 and Listing Agreement (iii)	C71	Lecture
Unit V	Clause 49 and Listing Agreement(iv)	C72	Lecture
Unit V	Revision of the unit	C73	Clarification Class
Unit V	Guest lecture	C74	Guest lecture
Unit VI	Corporate Social Responsibility (CSR)	C75	
Unit VI	Introduction to CSR	C76	Group discussions
Unit VI	Concept of CSR	C77	Lecture
Unit VI	Corporate Philanthropy	C78	Lecture
Unit VI	Strategic Planning and Corporate Social Responsibility	C79	Lecture
Unit VI	Relationship of CSR with Corporate Sustainability	C80	Lecture
Unit VI	CSR Scheme	C81	Activity
Unit VI	CSR provisions under the Companies Act 2013	C82	Lecture

Unit VI	CSR provisions under the Companies Act 2013	C83	Lecture
Unit VI	CSR	C84	Take Home Assignments
Unit VI	CSR Committee	C85	Lecture
Unit VI	Codes, and Standards on CSR	C86	Lecture
Unit VI	Revision of the unit	C87	Clarification Class
Unit VI	Evaluation	C88	Quiz
	Clarification Class	C89	Clarification Class
	Clarification Class	C90	Clarification Class

## 11015600 - Fundamentals of Investment

Unit	Particulars	Class No.	Pedagogy of Class
Unit I	The Investment Environment - Introduction	C1	Lecture
Unit I	The investment decision process,	C2	Lecture
Unit I	The investment decision process,	C3	Lecture
Unit I	Types of Investments - Commodities, Real Estate and	C4	Lecture
Unit I	Financial Assets, the Indian securities market	C5	Lecture
Unit I	Types of Investments - Commodities, Real Estate and	C6	Lecture
Unit I	the market participants and trading of securities,	C7	Lecture
Unit I	the market participants and trading of securities,	C8	Lecture
	Assignment- I	C9	Classroom Assignment
	Presentation- I [Presentation on different topics of Unit I]	C10	Presentation
	Clarification class-I	C11	Clarification class
	Quiz	C12	Quiz
Unit I	security market indices,	C13	Lecture
Unit I	sources of financial information,	C14	Lecture
Unit I	Concept of return and risk,	C15	Lecture
Unit I	Concept of return and risk,	C16	Lecture
Unit I	Impact of Taxes and Inflation on return.	C17	Lecture
Unit I	Impact of Taxes and Inflation on return.	C18	Lecture
Unit II	Fixed Income Securities- Bond features,	C19	Lecture
	Assignment- II	C20	Classroom Assignment
	Presentation- II [Presentation on different topics of Unit II]	C21	Presentation
	Clarification class-II	C22	Clarification class
	Webinar	C23	Webinar
	Quiz	C24	Quiz
Unit II	types of bonds	C25	Lecture
Unit II	estimating bond yields	C26	Lecture
Unit II	Bond Valuation types of bond risks	C28	Lecture
Unit II	Bond Valuation types of bond risks	C29	Lecture
Unit II	default risk and credit rating	C30	Lecture
	Assignment- III	C31	Classroom Assignment
Unit II	default risk and credit rating	C32	Lecture
	Assignment- IV	C33	Take Home Assignment
Unit II	Clarification class-III	C34	Clarification class
	Quiz	C35	Quiz
	Presentation- III [Presentation on different topics of Unit III]	C36	Presentation
	Guest lecture- I	C37	Guest lecture
	Workshop	C38	Workshop
Unit III	Hypothesis Introductions to Fundamental Analysis,	C39	Lecture

Unit III	Hypothesis Introductions to Fundamental Analysis,	C40	Lecture
Unit III	Technical Analysis and Efficient Market dividend capitalization models	C41	Lecture
Unit III	Technical Analysis and Efficient Market dividend capitalization models	C42	Lecture
Unit III	Technical Analysis and Efficient Market dividend capitalization models	C43	Lecture
Unit III	price earnings multiple approach to equity valuation	C44	Lecture
Unit III	price earnings multiple approach to equity valuation	C45	Lecture
Unit III	price earnings multiple approach to equity valuation	C46	Lecture
Unit IV	Portfolio and Diversification,	C47	Lecture
Unit IV	Portfolio and Diversification,	C48	Lecture
	Assignment- V	C49	Classroom Assignment
Unit IV	Portfolio Risk and Return	C50	
	Assignment- VI	C51	Classroom Assignment
Unit IV	Portfolio Risk and Return	C52	Lecture
Unit IV	Portfolio Risk and Return	C53	Lecture
Unit IV	Mutual Funds	C54	Lecture
Unit IV	Mutual Funds	C55	Lecture
Unit IV	Introduction to Financial Derivatives	C56	Lecture
Unit IV	Introduction to Financial Derivatives	C57	Lecture
	Clarification class-IV	C58	Clarification class
	Quiz	C59	Quiz
	Presentation- IV [Presentation on different topics of Unit IV]	C60	Presentation
	Assignment- VII	C61	Classroom Assignment
Unit IV	Case lets	C62	Case lets
Unit IV	Case lets	C63	Case lets
	Guest lecture- II	C64	Guest lecture
Unit IV	Financial Derivatives Markets in India	C65	Lecture
Unit IV	Financial Derivatives Markets in India	C66	Lecture
Unit V	Financial Derivatives Markets in India	C67	Lecture
Unit V	Financial Derivatives Markets in India	C68	Lecture
Unit V	Investor grievances and their redressal system	C69	Lecture
Unit V	Investor grievances and their redressal system	C70	Lecture
		C71	Lecture
Unit V	Investor grievances and their redressal system	C72	Lecture
Unit V	Investor grievances and their redressal system	C73	Lecture
	Assignment- VIII	C74	Classroom Assignment
Unit V	insider trading, investors' awareness and activism	C75	Lecture
Unit V	insider trading, investors' awareness and activism	C76	Lecture
Unit V	insider trading, investors' awareness and activism	C77	Lecture
Unit V	insider trading, investors' awareness and activism	C78	Lecture
	Clarification class-V	C79	Clarification class
	Quiz	C80	Quiz
	Case lets	C81	Case lets

	Case lets	C82	Case lets
	Case lets	C83	Case lets
	Practical problems	C84	Lecture
	Practical problems	C85	Lecture
	Practical problems	C86	Lecture
	Practical problems	C87	Lecture
	Practical problems	C88	Lecture
	Revision	C89	Lecture
	Revision	C90	Lecture

## 11002500 - Corporate Accounting

Unit	Particulars	Class No.	Pedagogy of Class
Unit 1	Accounting of share Capital & Debentures		
Unit 1	Introduction to subject and units	C-1	Lecture
Unit 1	Issue of share capital (i)	C-2	Lecture
Unit 1	Issue of share capital (ii)	C-3	Practical
Unit 1	Forfeiture	C-4	Lecture
Unit 1	Reissue of forfeited shares (i)	C-5	Lecture
Unit 1	Reissue of forfeited shares (ii)	C-6	Practical
Unit 1	Issue and forfeiture of share	C-7	Assignment
Unit 1	Redemption of Preference Shares (i)	C-8	Lecture
Unit 1	Redemption of Preference Shares (ii)	C-9	Lecture
Unit 1	Redemption of Preference Shares (iii)	C-10	Practical
Unit 1	Process of Book building	C-11	Lecture
Unit 1	Redemption of Preference Shares (i)	C-12	Assignment
Unit 1	Redemption of Preference Shares (ii)	C-13	Lecture
Unit 1	Issue of debentures (i)	C-14	Lecture
Unit 1	Issue of debentures (ii)	C-15	Practical
Unit 1	Redemption of Debentures (i)	C-16	Practical
Unit 1	Redemption of Debentures (ii)	C-17	Practical
Unit 1	Redemption of Debentures (iii)	C-18	Practical
Unit 1	Redemption of Debentures (iv)	C-19	Practical
Unit 1	Evaluation of student	C-20	Assignment
Unit 1	Revision of course till date	C-21	Clarification Class
Unit 1	Rights Share (i)	C-22	Lecture
Unit 1	Rights Share (i)	C-23	Practical
Unit 1	Buy Back Shares (i)	C-24	Lecture
Unit 1	Buy Back Shares (ii)	C-25	Practical
Unit 1	Bonus Shares (i)	C-26	Lecture
Unit 1	Bonus Shares (ii)	C-27	Practical
Unit 1	Revision of course till date	C-28	Clarification Class
Unit 2	Introduction to unit	C-29	Lecture
Unit 2	Concept of financial statements	C-30	Lecture
Unit 2	Instructions for preparation of balance sheet	C-31	Lecture
Unit 2	Practical Problems on preparation of balance sheet (i)	C-32	Practical
Unit 2	Practical Problems on preparation of balance sheet (ii)	C-33	Practical
Unit 2	Instructions for preparation of P/L A/c	C-34	Lecture
Unit 2	Preparation of P/L A/c (i)	C-35	Lecture
Unit 2	Preparation of P/L A/c (ii)	C-36	Practical
Unit 2	Revision of course till date	C-37	Clarification Class
Unit 2	Evaluation of students through quiz	C-38	Quiz
Unit 3	Valuation of Shares (i)	C-39	Lecture
Unit 3	Valuation of Shares (ii)	C-40	Lecture
Unit 3	Evaluation of Student through written assignment	C-41	Assignment
Unit 3	Valuation of Shares (i)	C-42	Lecture
Unit 3	Valuation of Shares (ii)	C-43	Practical
Unit 3	Revision of course till date	C-44	Clarification Class

	Webinar on any topic related to corporate accounting	C-45	Webinar
Unit 3	Valuation Of Goodwill (i)	C-46	Lecture
Unit 3	Valuation Of Goodwill (ii)	C-47	Practical
Unit 4	Concept of Amalgamation	C-48	Lecture
Unit 4	Accounting Standard 14	C-49	Lecture
Unit 4	Purchase Consideration	C-50	Practical
Unit 4	Accounting Treatment in books of purchasing company : Format Discussion	C-51	Lecture
Unit 4	Practical Problems on Accounting Treatment	C-52	Practical
Unit 4	Practical Problems on Accounting Treatment	C-53	Practical
Unit 4	Accounting Treatment in books of transferor company : Format Discussion	C-54	Lecture
Unit 4	Practical Problems on Accounting Treatment	C-55	Assignment
Unit 4	Practical Problems on Accounting Treatment	C-56	Practical
Unit 4	Internal Reconstruction	C-57	Practical
Unit 4	Practical Problems on Accounting Treatment	C-58	Practical
Unit 4	Practical Problems on Accounting Treatment	C-59	Practical
Unit 4	Revision of Unit 3	C-60	Clarification Class
	Guest Lecture on Corporate Accounting	C-61	Guest Lecture
Unit 4	Evaluation through Presentation	C-63	Presentation
Unit 4	Evaluation through Presentation	C-64	Presentation
Unit 5	Concept of holding & subsidiary company	C-65	Lecture
Unit 5	Provision of AS-21	C-66	Lecture
Unit 5	Discussion of Format of consolidated balance sheet and related concept	C-67	Quiz
Unit 5	Practical Problems on Consolidation (i)	C-68	Practical
Unit 5	Practical Problems on Consolidation (ii)	C-69	Practical
Unit 5	Practical Problems on Consolidation (iii)	C-70	Practical
Unit 5	Revision of unit 5	C-71	Clarification Class
Unit 5	Evaluation of students through quiz	C-72	Quiz
Unit 6	Introduction of unit	C-73	Lecture
Unit 6	Difference between Banking and non banking balance sheet (i)	C-74	Lecture
Unit 6	Difference between Banking and non banking balance sheet (ii) : Explanation by students	C-75	Presentation
Unit 6	Prudential Norms	C-76	Lecture
Unit 6	Asset Structure of Banking Company	C-77	Practical
Unit 6	NPA	C-78	Practical
Unit 6	Revision through Quiz	C-79	Quiz
Unit 6	Revision through Written Assignment	C-80	Assignment
Unit 7	Introduction of unit	C-81	Lecture
Unit 7	IND AS-7	C-82	Lecture
Unit 7	Practical Problems	C-83	Practical
Unit 7	Practical Problems	C-84	Practical
Unit 7	Practical Problems	C-85	Practical
Unit 7	Revision	C-86-90	Quiz/Clarification Class



**11004600 - Income Tax Law and Practice**

<b>Unit</b>	<b>Particulars</b>	<b>Class No.</b>	<b>Pedagogy of Class</b>
Unit-I	Basic concepts: Income, agricultural income	C1-C3	Lecture
	Webinar	C4	Webinar
Unit-I	person, assessee,	C5	Lecture
Unit-I	assessment year, previous year,	C5	Lecture
Unit-I	gross total income, total income	C6	Lecture
	Project Related work	C16	Project
Unit-I	Permanent Account Number (PAN)	C7	Lecture
Unit-I	Residential status; Scope of total income on the basis of residential status of Individual	C8	Lecture
Unit-I	Exempted income under section 10	C10	Lecture
	Project Related work	C17	Project
	Clarification Class-1	C18	Clarification Class-1
Unit-II	Income from Salaries	C12	Lecture
Unit-II	Income from Salaries	C13	Lecture
Unit-II	Income from Salaries	C14	Lecture
Unit-II	Income from Salaries	C15	Lecture
Unit-II	Income from Salaries	C19	Lecture
Unit-II	Income from Salaries	C20	Lecture
	Project Related work	C21	Project
Unit-II	Income from house property	C22	Lecture
Unit-II	Income from house property	C23	Lecture
Unit-II	Income from house property	C24	Lecture
Unit-II	Income from house property	C25	Lecture
Unit-II	Income from house property	C26	Lecture
	Project Related work	C27	Project
Unit-II	Income from house property	C28	Lecture
Unit-III	Profits and gains of business or profession	C29	Lecture
Unit-III	Profits and gains of business or profession	C30	Lecture
Unit-III	Profits and gains of business or profession	C31	Lecture
	Class assignment-1	C32	Class assignment
	Tutorial	C33, C34	Tutorial
	Clarification Class-2	C35	Clarification Class-2
Unit-III	Profits and gains of business or profession	C36-C40	Lecture
Unit-III	Profits and gains of business or profession	C41	Lecture
Unit-III	Profits and gains of business or profession	C42	Lecture
Unit-III	Profits and gains of business or profession	C43	Lecture
	Presentation-1	C44	Presentation-1
	Presentation-2	C45	Presentation-2
Unit-III	Profits and gains of business or profession	C46	Lecture
Unit-III	Capital gains;	C47-C50	Lecture
Unit-III	Capital gains;	C51	Lecture
	Project Related work	C52	Project
Unit-III	Capital gains;	C53	Lecture
Unit-III	Income from other sources	C54	Lecture
Unit-III	Income from other sources	C55	Lecture
Unit-III	Income from other sources	C56	Lecture
Unit-III	Income from other sources	C57	Lecture

	Project Related work	C58	Project
Unit-III	Income from other sources	C59	Lecture
	Clarification class-3	C64	Clarification class-3
	Class Assignment-2	C65	Class Assignment-2
	Presentation-3	C66	Presentation-1
Unit-IV	Income of other persons included in assessee's total income;	C67	Lecture
	Project Related work	C68	Project
Unit-IV	Aggregation of income and set-off and carry forward of losses;	C69	Lecture
Unit-IV	Deductions from gross total income	C70	Lecture
Unit-IV	Computation of total income of individuals	C71	Lecture
Unit-IV	Rebates and reliefs;	C72	Lecture
Unit-IV	Computation of total income of firms	C73	Lecture
Unit-IV	Tax liability of an individual.	C74	Lecture
	Clarification class	C75	Clarification class
	Class Assignment-3	C76	Class Assignment-3
	Project Related work	C77	Project Related work
Unit-V	Filing of returns:	C79-C82	Lecture
Unit-V	On-line filing of Returns of Income	C83	Lecture
	Project Related work	C84	Project
Unit-V	TDS;	C85	Lecture
Unit-V	Procedures of Compulsory On-Line filing of returns for specified assesses	C86	Lecture
Unit-V	Procedures of Compulsory On-Line filing of returns for specified assesses	C87	Lecture
	QUIZ	C88	QUIZ
	Revision Class	C89	Revision Class
	Class Assignment	C90	Class Assignment

**11004000 - Ability & Skill Enhancement - VI**

Unit	Particulars	Class No.	Pedagogy of Class
Unit I	Logical Sequence of Words	C1	Lecture
Unit I	Verbal Analogy	C2	Lecture
Unit I	Classification	C3	Lecture
Unit I	Blood Relation Test	C4	Activity
Unit I	Syllogism	C5	Activity
Unit I	Reading Comprehension	C6	Class Room Assignment
Unit I	Clarification Class I	C7	Clarification Class
Unit II	How to develop a winning attitude	C8	Presentation
Unit II	How to have a winning and positive mindset, how to win in difficult situations	C9	Lecture
Unit II	How to have a winning and positive mindset, how to win in difficult situations	C10	Presentation
Unit II	Clarification Class II	C11	Clarification Class
Unit III	Reading Current News - Assignment	C12	Presentation
Unit III	Comparing & Analysing the news	C13	Presentation
Unit III	Write an editorial	C14	Activity
Unit III	Clarification Class III	C15	Clarification Class
Unit III	News Vocabulary		Take Home Assignments
Unit III	Presentation on any major news (political/social/sports/economics)	C16	Presentation
Unit III	Presentation on any major news (political/social/sports/economics)	C17	Presentation
Unit IV	Chat Show	C18	Activity
Unit IV	Panel Discussion	C19	Group discussions
Unit IV	Panel Discussion	C20	Group discussions
Unit IV	Parliamentary debate	C21	Activity
Unit IV	News Inspired Theatrical Performance	C22	Activity
Unit IV	Clarification Class IV	C23	Clarification Class
Unit V	Preparing a report on major National/International News	C24	Presentation
Unit V	Insights/ review of major news papers and news channels	C25	Lecture
	Take Home Assignment		Take Home Assignments
Unit IV	Preparing a report on major National/International News	C26	Activity
Unit V	Preparing a report on major National/International News	C27	Activity
Unit V	Insights/ review of major news papers and news channels	C28	Class Room Assignment
Unit V	Insights/ review of major news papers and news channels	C29	Activity
Unit V	Clarification Class V	C30	Clarification Class

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