

SYLLABUS FOR ONLINE MID SEMESTER EXAMINATION OCTOBER 2021

FS BCOM III [FIFTH SEMESTER TYBCOM]	
SUBJECT TITLE	BUSINESS LAW-I
SUBJECT CODE	LAW1507
UNIT – I	THE INDIAN CONTRACT ACT, 1872 -Nature and object of Contract -Offer and Acceptance -Consideration -Capacity to contract -Free Consent -Legality of object
UNIT – II	INDIAN CONTRACT ACT, 1872 (CONTD.) -Void Agreements -Performance of Contract -Discharge of Contract -Remedies for Breach of Contract- -Quasi - Contracts

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FS BCOM III [FIFTH SEMESTER TYBCOM]	
SUBJECT TITLE	INTERNATIONAL TRADE
SUBJECT CODE	BEC1512
UNIT – I	INTERNATIONAL TRADE AND CLASSICAL THEORIES Significance of International Trade Distinction of International and External Trade Classical Theories of International Trade (Adam Smith and David Ricardo) Doctrine of Reciprocal Demand (Offer Curve Analysis)
UNIT – II	MODERN THEORIES OF INTERNATIONAL TRADE Opportunity Cost Theory Modern Theories – Heckscher – Ohlin Theory New Trade Theory

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FS BCOM III [FIFTH SEMESTER TYBCOM]	
SUBJECT TITLE	FINANCIAL MANAGEMENT
SUBJECT CODE	ACF1516
UNIT – I	<ol style="list-style-type: none">1. Financial Management: Introduction, Core Concepts, Objectives, Finance Functions, Organisation of Finance Functions2. Statement of Financial Information and Financial Statement Analysis3. Time Value of Money
UNIT – II	<ol style="list-style-type: none">1. Cost of Capital2. Capital Budgeting

SYLLABUS FOR ONLINE MID SEMESTER EXAMINATION OCTOBER 2021

FS BCOM III [FIFTH SEMESTER TYBCOM]	
SUBJECT TITLE	ORGANISATIONAL BEHAVIOUR
SUBJECT CODE	CBM1502
UNIT – I	FOUNDATIONS OF OB Definition-Need and Importance of Organizational Behaviour [OB] - Nature and scope - Framework of OB- Organizational Behaviour Models
UNIT – II	THE INDIVIDUAL BEHAVIOUR Foundations of Individual Behaviour Personality, Perceptions & Individual Decision Making-Values, Attitudes & Job Satisfaction

SYLLABUS FOR ONLINE MID SEMESTER EXAMINATION OCTOBER 2021

FS BCOM III [FIFTH SEMESTER TYBCOM]	
SUBJECT TITLE	AUDIT AND ASSURANCE – CORE ELECTIVE [CE]
SUBJECT CODE	ACF1502
UNIT – I	Principles of Auditing (with reference to SA)- Materiality, True and Fair view, Definition- An overview of Auditing & Assurance Standards (SA) - Objects (with reference to SA) - Advantages and different classes of Audit Qualities of a Good Auditor
UNIT – II	Preparation before commencement of audit, audit programme (with reference to SA) – Audit Notebook- Audit Files- Working papers (with reference to SA)

SYLLABUS FOR ONLINE MID SEMESTER EXAMINATION OCTOBER 2021

FS BCOM III [FIFTH SEMESTER TYBCOM]	
SUBJECT TITLE	CAPITAL MARKET – CORE ELECTIVE [CE]
SUBJECT CODE	ACF1503
UNIT – I	CAPITAL MARKET: AN INTRODUCTION Overview of Indian Financial System - Capital Market: Functions, Classification, Participants and Products, Institutions: Regulators, Exchanges, Depositories and Banking Institutions - Sources of Market Information - Regulatory Framework.
UNIT – II	DEBT AND DERIVATIVE MARKETS: BASICS Corporate Debt Market – Government Securities Market – Credit Rating – Regulations. Derivatives: Definition – Products – Participants and Functions – Trading Mechanism – Contract Specifications – Clearing & Settlement – Types of Derivatives – Futures and Options: Features, Differences - Futures and Options on Individual Stock and Indices – How Option works - Call and Put Options - Payoffs - Market Data : Turnover, Open Interest etc.

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FS BCOM III [FIFTH SEMESTER TYBCOM]	
SUBJECT TITLE	INTERNATIONAL MARKETING – CORE ELECTIVE [CE]
SUBJECT CODE	CBM1519
UNIT – I	INTERNATIONAL MARKETING: NATURE PROCESS AND BENEFITS AND ENVIRONMENT: Concept and Definition of International Marketing, Evolutionary Process of International Marketing, Process of Internationalization, Reasons for Entering into International Markets, Overview of Trade Theories (in brief)
UNIT – II	INTERNATIONAL MARKETING AND WORLD ENVIRONMENT: Political Environment, Economic Environment, Social and Cultural Environment, Technological Environment, Ecological Environment and implication of Environment for International Marketers Regional Trade Agreements, WTO, GATT, EU, NAFTA, APEC, ASEAN, and SAARC (in brief)

SYLLABUS FOR ONLINE MID SEMESTER EXAMINATION NOVEMBER 2021

FS BCOM III [FIFTH SEMESTER TYBCOM]	
SUBJECT TITLE	ORGANISATION DEVELOPMENT – CORE ELECTIVE [CE]
SUBJECT CODE	CBM 1504
UNIT – I	INTRODUCTION TO ORGANIZATION DEVELOPMENT [OD] An Introduction: Meaning –Definition-History & Underlying Values in Organization Development- Theory & Practice of Organization Development- Process of Organization Development
UNIT – II	PERSONAL, INTERPERSONAL & GROUP PROCESS INTERVENTIONS IN OD: Process Consultation Interventions-Sensitivity Training-Transactional Analysis-Life & Career Planning Intervention-Third Party Peacemaking Intervention

SYLLABUS FOR ONLINE MID SEMESTER EXAMINATION OCTOBER 2021

FS BCOM III [FIFTH SEMESTER TYBCOM]	
SUBJECT TITLE	FINANCIAL MARKET & SERVICES – CORE ELECTIVE [CE]
SUBJECT CODE	BNK1501
UNIT – I	INDIAN FINANCIAL MARKET- MONEY MARKET Structure, Institution and Operating Mechanism- Role in Economic Development -Money Market - Need, Features, Instruments and Measures to Strengthen the Money Market, Money Market Mutual Funds- Recommendations of Various Committee like Vaghul Working Group, Basu Task Force
UNIT – II	INDIAN FINANCIAL MARKET-Capital Market Organizational Differences & Functions of NIM and Stock Exchanges - Methods of Floating new issues in Capital Market Establishment of SEBI and SEBI Regulations, Guidelines & Capital Market reforms - Working of various Stock Exchanges- BSE, NSE, Recent Trends & Stock indices

SYLLABUS FOR ONLINE MID SEMESTER EXAMINATION NOVEMBER 2021

FS BCOM III [FIFTH SEMESTER TYBCOM]	
SUBJECT TITLE	FUNDAMENTALS OF INVESTMENT ANALYSIS – CORE ELECTIVE [CE]
SUBJECT CODE	BEC1502
UNIT – I	INTRODUCTION AND CONCEPTUAL ANALYSIS <ul style="list-style-type: none">a. Theories of Investmentb. Theories of Interest Ratec. Terms Structure and Determination of Interest rated. Interest rate, features, trends and policies
UNIT – II	ALLOCATING RESOURCES OVER TIME <ul style="list-style-type: none">a. Compounding, Discounting and Present Valueb. Alternative Cash Flow Decision Rulesc. Estimating Project’s Cash Flowd. Ranking Mutually Exclusive Projects

SYLLABUS FOR ONLINE MID SEMESTER EXAMINATION NOVEMBER 2021

FS BCOM III [FIFTH SEMESTER TYBCOM]	
SUBJECT TITLE	TRADE THEORIES & POLICIES– CORE ELECTIVE [CE]
SUBJECT CODE	BEC 1503
UNIT – I	INTRODUCTION TO THEORIES Rationale and Importance of Foreign Trade—Realist Perspective—Basic Tenets of the Realist Analysis—Different Perspectives in Realism
UNIT – II	LIBERAL & STRUCTURALIST THEORIES Basic Framework—Various Forms of Liberal & Structuralist Theories--- North-South Relations under Various Perspectives.

SYLLABUS FOR ONLINE MID SEMESTER EXAMINATION NOVEMBER 2021

FS BCOM III [FIFTH SEMESTER TYBCOM]	
SUBJECT TITLE	RURAL FINANCIAL INSTITUTIONS – CORE ELECTIVE [CE]
SUBJECT CODE	CPR 1501
UNIT – I	<ol style="list-style-type: none">1. Need and importance of rural finance2. Sources of Rural Credit3. Defects of Non-Institutional Credit4. Salient features and characteristics of rural finance5. institutional arrangement for rural credit in India-Multi Agency Approach
UNIT – II	<ol style="list-style-type: none">1. The role and functions of Reserve Bank of India[RBI]2. National Bank for Agriculture and Rural Development[NABARD]3. Small Industries Development Bank of India[SIDBI] in rural credit.

SYLLABUS FOR ONLINE MID SEMESTER EXAMINATION NOVEMBER 2021

FS BCOM III [FIFTH SEMESTER TYBCOM]	
SUBJECT TITLE	ADVANCED ACCOUNTING – OPEN ELECTIVE [OE]
SUBJECT CODE	ACF1517
UNIT – I	1. Accounting for Amalgamations 2. Reconstruction of Companies (External and Internal)
UNIT – II	1. Holding Company Accounts (with One Subsidiary company) <ul style="list-style-type: none">- Preparation of Consolidated Balance sheet- Preparation of Consolidated Statement of Profit and loss

SYLLABUS FOR ONLINE MID SEMESTER EXAMINATION NOVEMBER 2021

FS BCOM III [FIFTH SEMESTER TYBCOM]	
SUBJECT TITLE	BANKING LAWS AND PRACTICES – OPEN ELECTIVE [OE]
SUBJECT CODE	BNK1502
UNIT – I	Definition and Meaning of Banker and Customer General Relationship between Banker and Customer Special Relationship between Banker and Customer Bank procedures and practice in opening various domestic accounts Bank procedures and practice in operating various domestic accounts Nomination Facilities Insurance of Bank Deposits
UNIT – II	Different Types of Bank Customers: 1) Minor 2) Married Women 3) Lunatic Person 4) Joint Account Holders 5) Partnership Firms 6) Joint Stock Companies Steps to be taken by the Bank on receiving Garnishee Order

SYLLABUS FOR ONLINE MID SEMESTER EXAMINATION NOVEMBER 2021

FS BCOM III [FIFTH SEMESTER TYBCOM]	
SUBJECT TITLE	INDIAN INDUSTRIES: ISSUES AND CHALLENGES – OPEN ELECTIVE [OE]
SUBJECT CODE	BEC1504
UNIT – I	An overview of Indian Industrial Development, General Classification: Size and use based, Organised and unorganized Sector, Public and Private sector. Role of Industries
UNIT – II	Growth Performance of Industries: Small, Medium and Large, Public and Private Industries, Limitation, Causes of Industrial Backwardness-Remedial Measures

SYLLABUS FOR ONLINE MID SEMESTER EXAMINATION NOVEMBER 2021

FS BCOM III [FIFTH SEMESTER TYBCOM]	
SUBJECT TITLE	MARKETING COMMUNICATION AND ADVERTISING – OPEN ELECTIVE [OE]
SUBJECT CODE	CBM1505
UNIT – I	Integrated Marketing Communication (IMC) [Concept-Elements-Process-Evaluation of IMC], Communication Response Models-Advertising & Strategic Marketing Planning-Advertising Planning Process
UNIT – II	Advertising Agency [Types-Functions-Structure-Agency-Client Relationship] , Creativity in Advertising [Creative Thinking-Process-Creative Theories]- Advertising Copy [Components -In Brief]-Advertising Appeals and Styles

SYLLABUS FOR ONLINE MID SEMESTER EXAMINATION NOVEMBER 2021

FS BCOM III [FIFTH SEMESTER TYBCOM]	
SUBJECT TITLE	STRATEGIC HUMAN RESOURCES MANAGEMENT – OPEN ELECTIVE [OE]
SUBJECT CODE	CBM1506
UNIT – I	AN OVERVIEW OF STRATEGIC HRM Understanding HRM in Context with Organizational Environment.
UNIT – II	ALIGNING SYSTEMS WITH BUSINESS STRATEGY HR As a Sustained Competitive Advantage-Balance Scorecard-Linking HRM Practices with Organizational Outcomes-Auditing Practices; Strategy Formulation-Strategic Planning-Strategies for Workforce Utilization-Training & Development-Performance Management

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FS BCOM III [FIFTH SEMESTER TYBCOM]	
SUBJECT TITLE	RURAL ENTREPRENEURSHIP AND MANAGEMENT – OPEN ELECTIVE [OE]
SUBJECT CODE	CPR 1502
UNIT – I	Entrepreneurship in Rural India-An Introduction, Rural Entrepreneurship- A Unique Emerging Concept, Skills for Making Rural Entrepreneurship a Success, Significance of entrepreneurship in Economic development & Barriers to entrepreneurship
UNIT – II	Government Policies and Institutional Framework for Promoting Rural Entrepreneur- Government Agencies & Institution Supporting Small & Medium Enterprises- Financial Institutions Supporting Entrepreneur Activities-NABARD’S Innovations in Development Rural Entrepreneurship - Export Promotion Policies

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FS BCOM III [FIFTH SEMESTER TYBCOM]	
SUBJECT TITLE	GST: ACCOUNTING, LAW & PROCEDURE – INTERDISCIPLINARY ELECTIVE [IE]
SUBJECT CODE	ACF 1518
UNIT – I	BASIC PROVISIONS FOR CGST, SGST, UTGST & IGST
UNIT – IV	ACCOUNTING TREATMENT OF GST

SYLLABUS FOR ONLINE MID SEMESTER EXAMINATION NOVEMBER 2021

FS BCOM III [FIFTH SEMESTER TYBCOM]	
SUBJECT TITLE	RETAIL BANKING – INTERDISCIPLINARY ELECTIVE [IE]
SUBJECT CODE	BNK 1503
UNIT – I	INTRODUCTION TO RETAIL BANKING IN INDIA Introduction, Meaning, Features and Significance of Retail Banking in India, History, Evolution and Product Models in Retail Banking, Retail Banking v/s Wholesale Banking
UNIT – II	RETAIL PRODUCTS Need and Requirements of Customers -Product Management and Policy, Product Development Process, Branding, Advertisements – Deposit and Credit Products - Stages in New Product Development, Retail Asset Products, Credit Card And Debit Card

SYLLABUS FOR ONLINE MID SEMESTER EXAMINATION NOVEMBER 2021

FS BCOM III [FIFTH SEMESTER TYBCOM]	
SUBJECT TITLE	PUBLIC FINANCE – INTERDISCIPLINARY ELECTIVE [IE]
SUBJECT CODE	BEC1505
UNIT – I	<u>NATURE AND SCOPE OF PUBLIC FINANCE</u> Government Activity in a Modern State- the Principle of Maximum Social Advantage, Public (Social) Goods- Mixed and Merit Goods, Functions of Public Finance- Allocative, Distributive, Stabilization and Development Functions
UNIT – II	<u>SOURCES OF GOVERNMENT REVENUE</u> Types of Taxes, Principles of Taxation, Incidence of Taxation, Effect of Taxation on Production and Distribution of Goods. Public Expenditure: Principles, Classification and Growth of Public Expenditure, Effect of Public Expenditure on Production, Distribution and Employment

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FS BCOM III [FIFTH SEMESTER TYBCOM]	
SUBJECT TITLE	RURAL INSTITUTIONS – INTERDISCIPLINARY ELECTIVE [IE]
SUBJECT CODE	CPR 1503
UNIT – I	Rural Development Administration: Ministry of Rural Development, Organization structure of District Administration-District Rural Development Agency, its salient features, working- District Industries centre
UNIT – II	Panchayati Raj Institutions: history – Structure – Present scenario- Rural – E Governance through the Panchayati Raj Institution

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FS BCOM III [FIFTH SEMESTER TYBCOM]	
SUBJECT TITLE	DEVELOPING PROFESSIONAL SKILLS IN ENGLISH FOR WORKPLACE – INTERDISCIPLINARY ELECTIVE [IE]
SUBJECT CODE	ENG1503
UNIT – I	Conflict Resolution Skills <ol style="list-style-type: none">1) Sources and Effects of Conflict2) Approaches and Strategies to Managing Conflict3) Language for conflict resolution4) Dealing with conflict across Cultures5) Tasks/Activities/Grammar Exercises based on the content of the unit
UNIT – II	Effective Negotiation Skills <ol style="list-style-type: none">1) Definition and Phases of Negotiation2) Approaches to Negotiation3) Language for Negotiation4) Handling Problems and Cross-cultural Challenges During Negotiations5) Tasks/Activities/Grammar Exercises based on the content of the unit

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FS BCOM III [FIFTH SEMESTER TYBCOM]	
SUBJECT TITLE	OPERATION RESEARCH TECHNIQUES – INTERDISCIPLINARY ELECTIVE [IE]
SUBJECT CODE	STA1501
UNIT – I	<p>➤ Transportation Problem.</p> <ul style="list-style-type: none">-Introduction.-Methods for finding Initial solution: -North West Corner rule.-Vogel’s Approximation.-Methods for finding Optimal solution: -MODI method. <p>➤ Assignment Problem.</p> <ul style="list-style-type: none">- Introduction.- Hungarian Method.- Enumeration Method.- Transportation Method.
UNIT – II	<p>Inventory Management.</p> <ul style="list-style-type: none">- Introduction.- Deterministic Basic Models: -EOQ with and without shortages.- Rate of replenishment.- Finite and Instantaneous rate of replenishment.