



# **Vivekanand Education Society's College of Arts, Science and Commerce(Autonomous)**

Sindhi Society, Chembur, Mumbai, Maharashtra – 400 071.

Accredited by NAAC “A Grade” in 3<sup>rd</sup> Cycle - 2017

Best College Award – Urban Area, University of Mumbai (2012-13) Recipient of FIST  
Grant (DST) and STAR College Grant (DBT)

Affiliated to the

**University of Mumbai**

**Syllabus for Program: B.Com. (Finance)  
(Program code: VESUCBF)**

As per Choice Based Credit System (CBCS) with effect from Academic Year  
2022 - 2023

## **Program Outcomes (PO):**

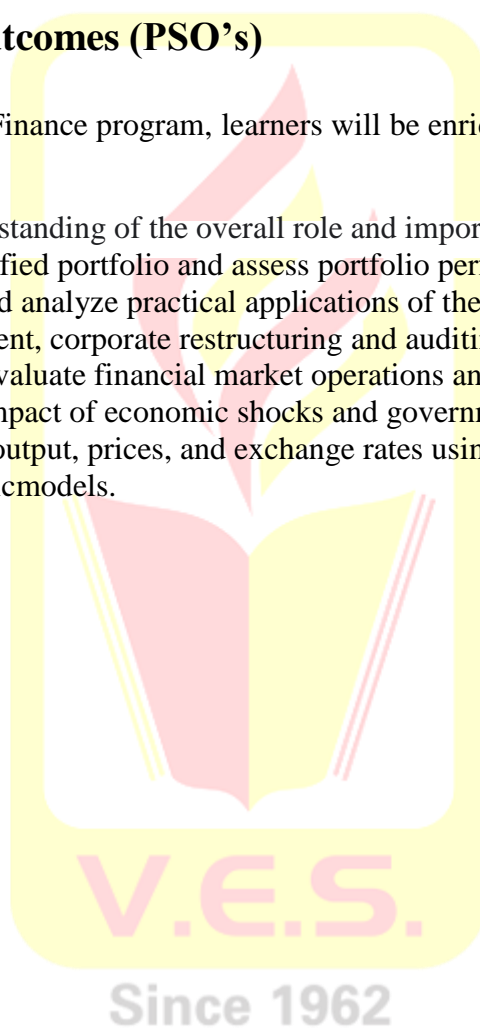
A learner completing B.Com. Finance will be able to:

- PO1 Apply the fundamental concepts and tools of finance.
- PO2 Design and prepare a financial plan, including recommendations in format that is understandable to clients.
- PO3 Integrate the fields of investments, taxation, insurance, estate and benefits planning.
- PO4 Explain how derivatives products can be used in portfolio management.

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

On completion of B. Com Finance program, learners will be enriched with knowledge and be able to

- PSO1 Have an understanding of the overall role and importance of finance.
- PSO2 Build a diversified portfolio and assess portfolio performance.
- PSO3 Understand and analyze practical applications of the financial management, cost management, corporate restructuring and auditing.
- PSO4 Analyze and evaluate financial market operations and its instruments.
- PSO5 Forecast the impact of economic shocks and government policy decisions on interest rates, output, prices, and exchange rates using standard macroeconomic models.



## FIRST YEAR:

Semester 1	Semester 2
Financial Accounting -I	Financial Accounting II
Introduction to Financial Systems	Principles of Investment
Business Communication - I	Business Communication - II
Foundation Course – I (Environment Management)	Foundation Course – II (Business Environment)
Managerial Economics – I (Micro)	Managerial Economics – II (Macro)
Quantitative Aptitude - I	Quantitative Aptitude - II
Fundamentals of Banking & Insurance	Digital Management-I

## SECOND YEAR

Semester 3	Semester 4
Management Accounting	Corporate Finance
Cost Accounting	Entrepreneurship Management
Business Law	Corporate Law
Principles of Management	Organizational Behaviour
Financial Management I	Financial Management II
Financial Markets	Foreign Exchange Market
Digital Management-II	Strategic Management

## THIRD YEAR

Semester 5	Semester 6
Business Ethics and Corporate Governance	Risk Management
Security Analysis & Portfolio Management	Financial reporting and Analysis
Derivatives Market	Venture Capital and Private Equity
Auditing	Corporate Restructuring
Direct Tax	Indirect Tax
Project I	Project II

### Semester 1

Title of the Course	No. of Lectures	Theory	Tutorial	Credits
1. Financial Accounting -I	60			03
2. Introduction to Financial Systems	60			03
3. Business Communication - I	60			03
4. Foundation Course – I (Environment Management)	60			02
5. Managerial Economics – I(Micro)	60			03
6. Quantitative Aptitude and Reasoning - I	60			03
7. Computer Skills	60			03
Total				20

### Semester 2

Title of the Course	No. of Lectures	Theory	Tutorial	Credits
1. Financial Accounting II	60			03
2. Principles of Investment	60			03
3. Business Communication - II	60			03
4. Foundation Course – II (Business Environment)	60			02
5. Managerial Economics – II(Macro)	60			03
6. Quantitative Aptitude and Reasoning - II	60			03
7. Digital Management - I	60			03
Total				20

### Semester 3

Title of the Course	No. of Lectures	Theory	Tutorial	Credits
1. Management Accounting	60			03
2. Cost Accounting	60			03
3. Business Law	60			03
4. Principles of Management	60			03
5. Financial Management I	60			03
6. Financial Markets	60			02
7. Digital Management-II	60			03
Total				20

### Semester 4

Title of the Course	No. of Lectures	Theory	Tutorial	Credits
1. Corporate Finance	60			03
2. Entrepreneurship Management	60			03
3. Corporate Law	60			03
4. Organizational Behaviour	60			03
5. Financial Management II	60			02
6. Foreign Exchange Market	60			03

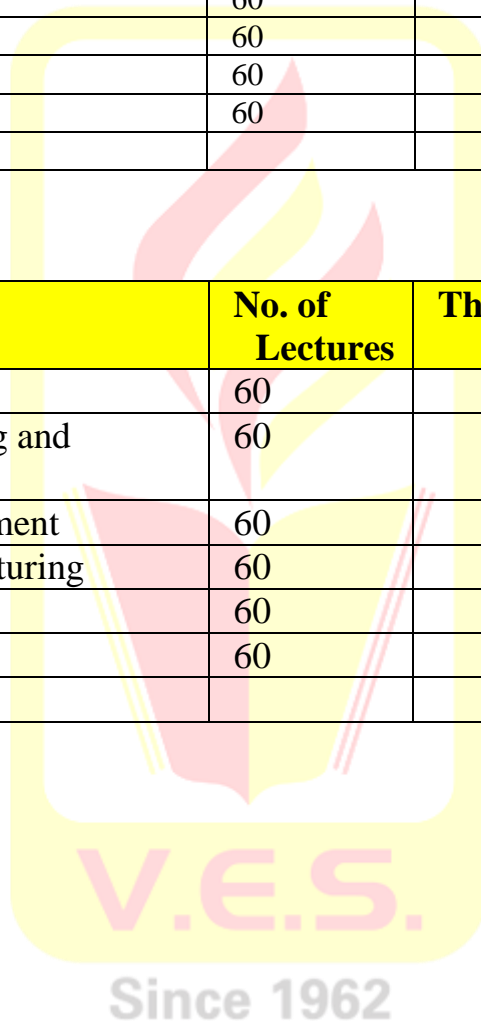
7. Strategic Management	60			03
Total				20

## Semester 5

Title of the Course	No. of Lectures	Theory	Tutorials	Credits
1. Business Ethics and Corporate Governance	60			03
2. Security Analysis & Portfolio Management	60		20	05
3. Derivatives' Market	60			03
4. Auditing	60			03
5. Direct Tax	60			03
6. Project I	60			03
Total				20

## Semester 6

Title of the Course	No. of Lectures	Theory	Tutorials	Credits
1. Risk Management	60			03
2. Financial reporting and Analysis	60		20	05
3. Strategic Management	60			03
4. Corporate Restructuring	60			03
5. Indirect Tax	60			03
6. Project II	60			03
Total				20



## F.Y.B.Com. (Finance) (SEMESTER I)

Course Code	Title	Credits & Lectures per Semester	Lectures per Week
<b>VESUCBF101</b>	<b>Financial Accounting - I</b>	<b>03</b>	<b>04</b>
	Unit I: Nature and purpose of Accounting	15 Lectures	
	Unit II: Books of Accounts	15 Lectures	
	Unit III: Introduction to Financial Statements	15 Lectures	
	Unit IV: Preparation of Final Accounts	15 Lectures	
<b>VESUCBF102</b>	<b>Introduction to Financial Systems</b>	<b>03</b>	<b>04</b>
	Unit I: Overview of Financial System	15 Lectures	
	Unit II: Financial Markets	15 Lectures	
	Unit III: Financial Regulators	15 Lectures	
	Unit IV: Financial Instruments	15 Lectures	
<b>VESUCBF103</b>	<b>Business Communication – I</b>	<b>03</b>	<b>04</b>
	Unit I: Theory of Communication	15 Lectures	
	Unit II: Obstacles to Communication in Business World	15 Lectures	
	Unit III: Business Correspondence	15 Lectures	
	Unit IV: Language and Writing Skills	15 Lectures	
<b>VESUCBF104</b>	<b>Foundation Course – Environment Management</b>	<b>02</b>	<b>03</b>
	Unit I: Environment: An overview	10 Lectures	
	Unit II: Environmental Pollution	15 Lectures	
	Unit III: Social Issues and the Environment:	10 Lectures	
	Unit IV: Human Population and the Environment	10 Lectures	
<b>VESUCBF105</b>	<b>Business Economics – I</b>		<b>04</b>
	Unit I: Introduction	10 Lectures	
	Unit II: Demand Analysis	10 Lectures	
	Unit III: Supply and Production Decisions and Cost of Production	15 Lectures	
	Unit IV: Market structure: Perfect competition and Monopoly and Pricing and Output Decisions under Imperfect Competition	15 Lectures	
	Unit V: Pricing Practices	10 Lectures	
<b>VESUCBF106</b>	<b>Quantitative Aptitude I</b>	<b>03</b>	<b>04</b>
	Unit I: Ratio, Proportion and Percentage	15 Lectures	
	Unit II: Profit and Loss	15 Lectures	
	Unit III: Interest and Annuity	15 Lectures	
	Unit IV: Shares and Mutual Fund	15 Lectures	
<b>VESUCBF107</b>	<b>Fundamental of Banking &amp;</b>	<b>03</b>	

	<b>Insurance</b>		<b>04</b>
	Unit I: Insurance Business Environment in India	<b>15 Lectures</b>	
	Unit II: Banking Scenario in India	<b>15 Lectures</b>	
	Unit III: Introduction to Insurance	<b>15 Lectures</b>	
	Unit IV: Insurance Business Environment in India	<b>15 Lectures</b>	



## F.Y.B.Com. Financial Markets (SEMESTER II)

Course Code	Title	Credits & Lectures per Semester	Lectures per Week
VESUCBF201	<b>Financial Accounting -II</b>	<b>03</b>	<b>04</b>
	Unit I: Shares and Debentures	15 Lectures	
	Unit II: Corporate Accounting	15 Lectures	
	Unit III: Share Valuation	15 Lectures	
	Unit IV: Indian Accounting Standards	15 Lectures	
VESUCBF202	<b>Principles of Investment</b>	<b>03</b>	<b>04</b>
	Unit I: Introduction to Investment	12 Lectures	
	Unit II: Stock Market in India	12 Lectures	
	Unit III: Valuation of Securities	12 Lectures	
	Unit IV: Portfolio Analysis and Management	12 Lectures	
	Unit V: Security Analysis	12 Lectures	
VESUCBF203	<b>Business Communication II</b>	<b>03</b>	<b>04</b>
	Unit I: Presentation Skills	15 Lectures	
	Unit II: Group Communication	15 Lectures	
	Unit III: Business Correspondence	15 Lectures	
	Unit IV: Language and Writing Skills	15 Lectures	
VESUCBF204	<b>Foundation Course: Business Environment</b>	<b>02</b>	<b>03</b>
	Unit I: Business and its Environment	10 Lectures	
	Unit II: Business and Society	10 Lectures	
	Unit III: Contemporary Issues	15 Lectures	
	Unit IV: International Environment	10 Lectures	
VESUCBF206	<b>Managerial Economics II</b>	<b>03</b>	<b>04</b>
	Unit I: Introduction to Macroeconomics	15 Lectures	
	Unit II: Money, Inflation and Monetary Policy	15 Lectures	
	Unit III: Constituents of Fiscal Policy	15 Lectures	
	Unit IV: Open Economy: Issues of International Trade	15 Lectures	
VESUCBF206	<b>Quantitative Aptitude -II</b>	<b>03</b>	<b>04</b>
	Unit I: Introduction, Organizing, Data, Frequency Distribution, Data Representation	10 Lectures	
	Unit II: Measures of Central Tendencies	10 Lectures	
	Unit III: Measures of Dispersion	10 Lectures	
	Unit IV: Correlation and regression (for ungrouped data)	10 Lectures	
	Unit V: Probability, Probability Distribution and decision Theory	10 Lectures	



	Unit VI: Index Nos.	<b>10 Lectures</b>	
<b>VESUCBF207</b>	<b>Digital Management I</b>	<b>03</b>	<b>04</b>
	Unit I: Word Processing	<b>08 Lectures</b>	
	Unit II: Preparing Presentations using Office 365	<b>15 Lectures</b>	
	Unit III: Advanced Excel	<b>15 Lectures</b>	
	Unit IV: Creating Business Spreadsheet	<b>10 Lectures</b>	
	Unit V: Database Management System	<b>12 Lectures</b>	



## Detailed Syllabus: Unit wise / Module wise with number of lectures

**Course title: Financial Accounting – I**

**Course code: VESUCBF101**

### Objective:

1. To show the importance of accounting it's ways and practices.
2. To understand how to value stock and how accounting of the same is done.
3. To show the way an accounting of issue of share is done and how it affects the balance sheet.
4. To show different ways of depreciation and accounting of hire purchases.
5. To understand the basic final accounts and preparation of different statements.

### Learning Outcomes (LO):

On successful completion of this course students will be able to:

LO1 Students will be able to develop a logical and practical approach in the area of accounting.

LO2 Students will understand the applicability of accounting by studying the topics like accounting standards and hire purchase.

LO3 Students will be able to enhance their ability in understanding and absorbing the various topics and courses which will follow in the next semester.

LO4 Students will be able to develop a logical and practical approach in the area of accounting.

Unit no.	Details of topics	No of lectures
1	<b>Introduction to accounting:</b> Meaning, scope, objectives, need, importance and limitations of accounting. Basic accounting terminology. Branches of accounting. Accounting Concepts, Conventions and Principles. Double Entry System, Classifications of accounts, Rules of debit and credit. Writing of journal Entries and Ledger, Sub division journal and Trial Balance	15 Lectures
2	<b>Classification of Income &amp; Expenses &amp; Accounting Standards:</b> Classifications of Income, Expenditure and Receipts on the basis of capital and revenue. Source documents required for practical accounting. Introduction to Bank Reconciliation Statement and Errors and their Rectification. Accounting Standard 1, 2, 6, 8, 9, 10. Understanding Fair value concept, Overview of Ind-AS vis-a-vis International Financial Reporting Standards (IFRSs). Brief Introduction to International Financial Reporting Standards (IFRSs)	15 Lectures
3	<b>Stock Valuation &amp; Hire purchase:</b> Stock valuation (FIFO and Weighted Average Method only) Hire Purchase Transactions (calculation of interest, accounting as per asset purchase method only, exclude repossession)	15 Lectures
4	<b>Final Accounts:</b> Manufacturing Account, Trading Account, Profit and Loss Account, Balance Sheet, Adjustment Entries, Opening Entries and Closing Entries	15 Lectures

### References:

- Introduction to Accountancy by T.S. Grewal, S. Chand and Company (P) Ltd., New Delhi
- Advance Accounts by Shukla and Grewal, S. Chand and Company (P) Ltd., New Delhi
- Advanced Accountancy by R.L Gupta and M. Radhaswamy, S. Chand and Company (P)Ltd., New Delhi
- Modern Accountancy by Mukherjee and Hanif, Tata Mc. Grow Hill and Co. Ltd., Mumbai
- Financial Accounting by LesileChandwichk, Pentice Hall of India Adin Bakley (P) Ltd.,New Delhi
- Financial Accounting for Management by Dr. Dinesh Harsalekar, Multi-Tech. Publishing Co. Ltd., Mumbai
- Financial Accounting by P.C. Tulsian, Pearson Publications, New Delhi
- Accounting Principles by R.N. Anthony and J.S. Reece, Richard Irwin, Inc
- Financial Accounting by Monga, J.R. Ahuja, Girish Ahuja and Ashok Shehgal, Mayur Paper Back, Noida
- Compendium of Statement and Standard of Accounting, ICAI
- Indian Accounting Standards, Ashish Bhattacharya, Tata Mc. Grow Hill and Co. Ltd., Mumbai
- Financial Accounting by Williams, Tata Mc. Grow Hill and Co. Ltd., Mumbai
- Company Accounting Standards by ShrinivasanAnand, Taxman, New Delhi
- Financial Accounting by V. Rajasekaran, Pearson Publications, New Delhi
- Introduction to Financial Accounting by Horngren, Pearson Publications, New Delhi
- Financial Accounting by M. Mukherjee and M. Hanif, Tata McGraw Hill Education Pvt.Ltd., New Delhi
- Financial Accounting a Managerial Perspective, Varadraj B. Bapat, MehulRaithatha, Tata McGraw Hill Education Pvt. Ltd., New Delhi

**Additional references:**

- Financial Accounting by P.C. Tulsian, Pearson Publications, New Delhi
- Accounting Principles by R.N. Anthony and J.S. Reece, Richard Irwin, Inc
- Financial Accounting by Monga, J.R. Ahuja, Girish Ahuja and Ashok Shehgal, Mayur Paper Back, Noida
- Compendium of Statement and Standard of Accounting, ICAI
- Indian Accounting Standards, Ashish Bhattacharya, Tata Mc. Grow Hill and Co. Ltd., Mumbai
- Financial Accounting by Williams, Tata Mc. Grow Hill and Co. Ltd., Mumbai
- Company Accounting Standards by ShrinivasanAnand, Taxman, New Delhi
- Financial Accounting by V. Rajasekaran, Pearson Publications, New Delhi
- Introduction to Financial Accounting by Horngren, Pearson Publications, New Delhi
- Financial Accounting by M. Mukherjee and M. Hanif, Tata McGraw Hill Education Pvt.Ltd., New Delhi

**Course title: Introduction to Financial Systems****Course code: VESUCBF102****Objective:**

1. To get an idea about the financial systems of the country.
2. To get an overview of the Financial Markets and its regulators.
3. To develop insights of different financial instruments.

**Learning Outcomes (LO):**

On successful completion of this course students will be able to:

- LO1 Get an overview of the financial systems of the country.
- LO2 Get an idea about financial markets and role of financial regulators.
- LO3 Understand the different financial instruments that are introduced in the financial markets.

Unit no.	Details of topics	No of lectures
1	<b>Overview of Financial System</b> An introduction to the financial system, Overview of financial system, Functions of a financial system, Evolution of financial systems (capital market oriented), Financial systems in India compared with those in developed nations and developing nations, Constituents of the financial system and interrelationships between various components	15 Lectures
2	<b>Financial Markets</b> Capital markets, Money Markets, Foreign Exchange Market, Commodity Markets, Derivative Markets, Meaning, classification and structure, sub-segments, Role played, participants	15 Lectures
3	<b>Financial Regulators</b> Meaning and features of financial regulators, Role and functions of financial regulators, Kinds of financial regulators, markets regulated by each regulator	15 Lectures
4.	<b>Financial Instruments</b> Meaning and classification of financial instruments (multiple ways of classifying financial instruments), Types of financial instruments, Evaluation of financial instruments (risk return trade-off), Characteristics of financial instruments, New financial instruments	15 Lectures

**References:**

- Gordon E. & Natarajan K. Financial Markets & Services, Himalaya Publishing House.
- Indian Financial System, Machiraju.R.H, Vikas Publishing House.
- Indian Financial System, Khan M.Y Tata Mcgraw Hill.
- Financial Institutions and Markets, BholeL.M,TataMcgraw Hill.
- The Indian Financial System, Desai, Vasantha Himalaya Publishing House.

## Course title: Business Communication – I

Course code: VESUCBF103

### Objective:

1. To help learners develop interpersonal skills that contribute to effective and satisfying personal, social and professional relationship.
2. To facilitate understanding of the nuances of verbal and non-verbal communication as it plays a vital role in the accomplishment of organizational goals.
3. To impart knowledge regarding exchange of information both within and outside the organization.
4. To upskill learners with the use of the latest digital tools and techniques to facilitate effective communication at workplace.

### Learning Outcomes (LO):

On successful completion of this course students will be able to:

LO1 Develop the understanding of various aspects of business communication.

LO2 Improve their speaking and writing skills and express themselves in a better manner.

Unit no.	Details of topics	No of lectures
1	<b>Theory of Communication</b> <b>Concept of Communication:</b> Meaning, Definition, Process, Need, Feedback Emergence of Communication as a key concept in the Corporate and Global world impact of technological advancements on Communication <b>Channels and Objectives of Communication: Channels-</b> Formal and Informal- Vertical, Horizontal, Diagonal, Grapevine <b>Objectives of Communication:</b> Information, Advice, Order and Instruction, Persuasion, Motivation, Education, Warning, and Boosting the Morale of Employees (A brief introduction to these objectives to be given) <b>Methods and Modes of Communication:</b> Methods: Verbal and Nonverbal, Characteristics of Verbal Communication Characteristics of Non-verbal Communication, Business Etiquette Modes: Telephone and SMS Communication 3 (General introduction to Telegram to be given) Facsimile Communication [Fax] Computers and E- communication Video and Satellite Conferencing	15 Lectures
2	<b>Obstacles to Communication in Business World</b> <b>Problems in Communication /Barriers to Communication:</b> Physical/ Semantic/Language / Socio-Cultural / Psychological /Barriers, Ways to Overcome these Barriers <b>Listening:</b> Importance of Listening Skills, Cultivating good Listening Skills – 4 <b>Introduction to Business Ethics:</b> Concept and Interpretation, Importance of Business Ethics, Personal Integrity at the workplace, Business Ethics and media, Computer Ethics, Corporate Social Responsibility, Surrogate Advertising, Patents and Intellectual Property Rights, Dumping of Medical/E-waste, Human Rights Violations and Discrimination on the basis of gender, race, caste, religion, appearance and sexual orientation at the workplace Piracy, Insurance, Child Labour	15 Lectures

3	<b>Business Correspondence</b> <b>Theory of Business Letter Writing:</b> Parts, Structure, Layouts—Full Block, Modified Block, Semi - Block Principles of Effective Letter Writing, Principles of effective Email Writing. <b>Personnel Correspondence:</b> Statement of Purpose, Job Application Letter and Resume, Letter of Acceptance of Job Offer, Letter of Resignation [Letter of Appointment, Promotion and Termination, Letter of Recommendation (to be taught but not to be tested in the examination)]	15 Lectures
4.	<b>Language and Writing Skills Commercial Terms used in Business Communication Paragraph Writing:</b> Developing an idea, using appropriate linking devices, etc Cohesion and Coherence, self-editing, etc [Interpretation of technical data, Composition on a given situation, a short informal report etc.] <b>Activities</b> <ul style="list-style-type: none"> <li>▪ Listening Comprehension</li> <li>▪ Remedial Teaching</li> <li>▪ Speaking Skills: Presenting a News Item, Dialogue and Speeches</li> <li>▪ Paragraph Writing: Preparation of the first draft, Revision and Self – Editing, Rules of spelling.</li> <li>▪ Reading Comprehension: Analysis of texts from the fields of Commerce and Management</li> </ul>	15 Lectures

#### References:

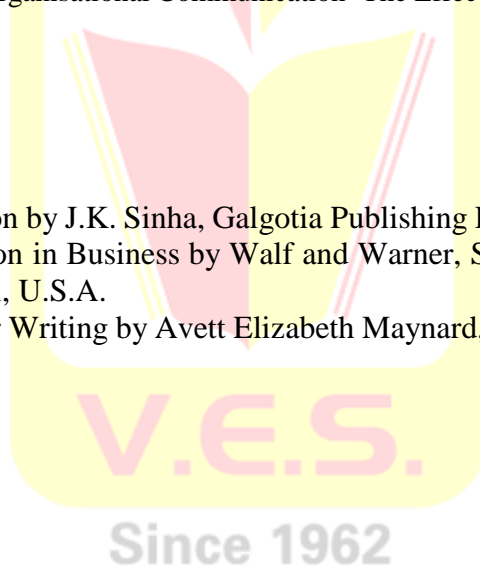
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- Martson, John E. 1963) The Nature of Public Relations, McGraw Hill, New Delhi.
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- Phillip, Louis V. (1975) Organisational Communication- The Effective Management,Columbus Grid Inc

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- Business Communication by J.K. Sinha, Galgotia Publishing House, Delhi
- Effective Communication in Business by Walf and Warner, Southern Western Publications Cine Innali, U.S.A.
- Today's Business Letter Writing by Avett Elizabeth Maynard, Prentice Hall, New Delhi



## Course title: Foundation Course - Environment Management

Course code: VESUCBF104

### Objective:

1. To get an overview of different components of the environment.
2. To understand the resource endowment of earth and systems that promote sustainable development.
3. To develop, implement, monitor and maintain environmental strategies, policies, programs and systems that promote sustainable development.
4. To oversee the environmental performance including compliance with environmental legislation across the organization.
5. To understand environment management with respect to environment auditing.

### Learning Outcomes (LO):

On successful completion of this course students will be able to:

LO1 Understand the environmental, social and economic framework of the world.

LO2 Understand the process of conservation of environment and its resources.

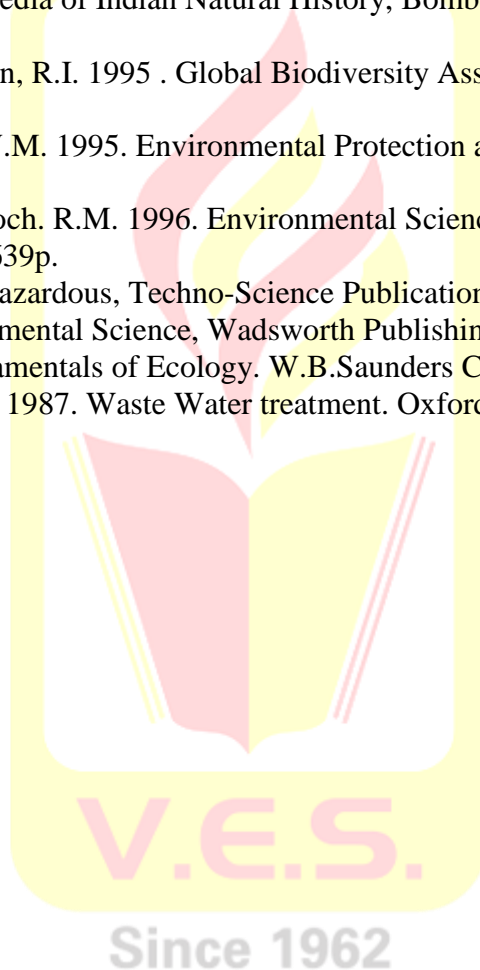
LO3 Create awareness about environmental issues and look into the possible solutions.

Unit no.	Details of topics	No of lectures
1	<b>Environment: An overview:</b> Environment- structure, components and typology, Ecosystem as part of environment- Functioning and levels of organization, Biodiversity: Classification, value, India as a mega-diversity nation • Hot-spots of biodiversity, threats to biodiversity, Conservation of biodiversity: In-situ and Ex-situ conservation of biodiversity.	10 Lectures
2	<b>Environmental Pollution:</b> Definition • Causes, effects and control measures of: - a) Air pollution b) Water pollution c) Soil pollution d) Marine pollution, e) Noise pollution f) Thermal pollution g) Nuclear hazards. • Solid waste Management: Causes, effects and control measures of urban and industrial wastes. • Role of an individual in prevention of pollution. Pollution case studies. Equitable use of resources for sustainable lifestyles. • Disaster management: floods, earthquake, cyclone and landslides.	15 Lectures
3	<b>Social Issues and Environment:</b> From Unsustainable to Sustainable development • Urban problems related to energy • Resettlement and Rehabilitation of people: its problems and concerns, Wasteland reclamation. Environmental ethics: issues and possible solutions. • Consumerism and waste products. • Carbon Credit • Environment Protection Act (Prevention and Control of Pollution) Act. Water (Prevention and control of Pollution) Act • Wildlife Protection Act • Forest Conservation Act • Issues involved in enforcement of environmental legislation. • Public awareness. (Case studies.)	12 Lectures
4	<b>Human Population and Environment:</b> Population growth, variation among nations. • Population explosion — Family Welfare Programme. • Environment and human health. • Value Education. • Role of Information Technology in Environment and Human Health • Case Studies.	8 Lectures



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- Bharucha Erach, The Biodiversity of India, Mapin Publishing Pvt. Ltd. , Ahmedabad —380 013, India, Email: mapin@icenet.net ( R )
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- Clark R.S., Marine Pollution, Clanderson Press Oxford (TB)
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**Course title: Managerial Economics – I(Micro)****Course code: VESUCBF105****Objective:**

1. To familiarize the students with the basic concept of microeconomics.
2. To make student understand the demand and supply analysis in business applications
3. To familiarize students with the production and cost structure under different stages of production.
4. To understand the pricing and output decisions under various market structure.
5. To help students understand and apply the various decision tools to understand the market structure.

**Learning Outcomes (LO):**

On successful completion of this course students will be able to:

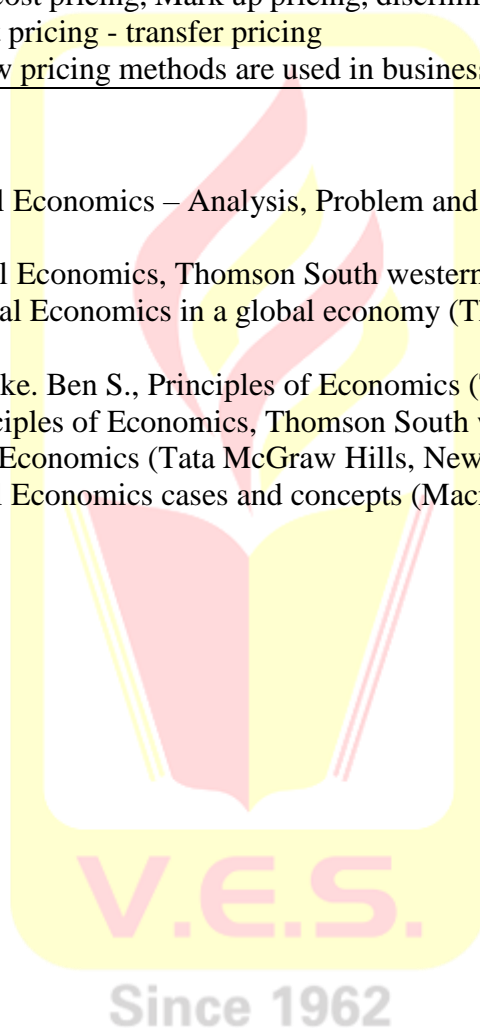
- LO1 Understand the concepts of cost, nature of production and its relationship to Business operations.
- LO2 Apply marginal analysis to the “firm” under different market conditions.
- LO3 Analyze the causes and consequences of different market conditions.
- LO4 Integrate the concept of price and output decisions under various market structures.

Unit no.	Details of topics	No of lectures
1	<b>Introduction: Scope and Importance of Business Economics</b> - basic tools- Opportunity Cost principle- Incremental and Marginal Concepts. Basic economic relations - functional relations: equations- Total, Average and Marginal relations- use of Marginal analysis in decision making, the basics of market demand, market supply and equilibrium price- shifts in the demand and supply curves and equilibrium	10 Lectures
2	<b>Demand Analysis: Demand Function</b> - nature of demand curve under different markets Meaning, significance, types and measurement of elasticity of demand (Price, income cross and promotional)- relationship between elasticity of demand and revenue concepts. <b>Demand estimation and forecasting:</b> Meaning and significance - methods of demand estimation: survey and statistical methods (Numerical illustrations on trend analysis and simple linear regression)	10 Lectures
3	<b>Supply and Production Decisions and Cost of Production function:</b> short run analysis with Law of Variable Proportions- Production function with two variable inputs- isoquants, ridge lines and least cost combination of inputs- Long run production function and Laws of Returns to Scale- expansion path - Economies and diseconomies of Scale. <b>Cost concepts:</b> Accounting cost and economic cost, implicit and explicit cost, fixed and variable cost - total, average and marginal cost - Cost Output Relationship in the Short Run and Long Run (hypothetical numerical problems to be discussed), LAC and Learning curve - Break even analysis (with business applications)	15 Lectures

4	<b>Market structure: Perfect competition and Monopoly and Pricing and Output Decisions under Imperfect Competition</b> Short run and long run equilibrium of a competitive firm and of industry - monopoly - short run and long- run equilibrium of a firm under Monopoly <b>Monopolistic competition:</b> Equilibrium of a firm under monopolistic competition, debate over role of advertising (Topics to be taught using case studies from real life examples) <b>Oligopolistic markets:</b> key attributes of oligopoly - Collusive and non- collusive oligopoly market - Price rigidity - Cartels and price leadership models (with practical examples)	15 Lectures
5	<b>Pricing Practices:</b> Cost oriented pricing methods: cost – plus (full cost) pricing, marginal cost pricing, Mark up pricing, discriminating pricing, multiple – product pricing - transfer pricing (Case studies on how pricing methods are used in business world)	10 Lectures

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- Salvatore, D.: Managerial Economics in a global economy (Thomson South Western Singapore, 2001)
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**Course title: Quantitative Aptitude - I****Course code: VESUCFBM106****Objective:**

1. To familiarize the students with the basic concept of mathematical problems.
2. To make students understand the application of mathematical tools in Finance, Commerce and Management.
3. Explain the concepts and use equations, formulae, and mathematical expressions and relationships in a variety of contexts.

**Learning Outcomes (LO):**

On successful completion of this course students will be able to:

LO1 Apply the knowledge of mathematics in solving business problems.

LO2 Analyze and demonstrate mathematical skills required in mathematically intensive areas.

Unit no.	Details of topics	No of lectures
1	<b>Ratio, Proportion and Percentage:</b> Ratio- Definition, continued ratio, Inverse Ratio, Proportion - Continued proportion, Direct proportion, Inverse Proportion, Variation - Inverse variation, Joint variation, Percentage- Meaning and computation of the percentage.	15 Lectures
2	<b>Profit and Loss:</b> Terms and formulae, Trade discount, Cash discount, problems involving cost price, selling price, trade discount, cash discount. Introduction to Commission and brokerage – problems on commission and brokerage	15 Lectures
3	<b>Interest and Annuity:</b> Simple interest, compound interest, Equated monthly instalments, reducing balance and flat rate of interest Annuity immediate- present value and future value, Stated annual rate and effective annual rate.	15 Lectures
4	<b>Shares and Mutual Fund:</b> Shares- Concept, face value, market value, dividend, Equity shares, preference shares, bonus shares, Mutual Fund- Simple problems on calculation of net income after considering entry load, exit load, dividend, change in net asset value	15 Lectures

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- Mathematics for Business and Economics, J.D. Gupta, P.K. Gupta, Man Mohan, Tata McGrawHill
- Mathematics of Finance 2nd Edition Schaum's Tata McGrawHill
- Business Mathematics by Dr. Amarnath Dikshit & Dr. Jinendra Kumar Jain.
- Business Mathematics by Bari – New Literature publishing company, Mumbai
- Mathematics for Economics and Business, RS Bhardwaj, 2010, Excel Books
- Business Mathematics, Zameerudin, Qazi, V.K. Khanna & S.K. Bhambri, Vikas Publishing House

**Course title: Fundamentals of Banking & Insurance****Course code: VESUCBF107****Objective:**

1. It introduces the origin of banking, scope and functioning of it.
2. It shows the types of accounts and its banking regulations, working.
3. It shows the insurance Sector, types of policies and risk and returns of them lastly it puts an impact on claims and settlement procedures.

**Learning Outcomes (LO):**

On successful completion of this course students will be able to:

LO1 Define the origin of banking, scope and functioning of it..

LO2 Understand the types of accounts and its banking regulations, working.

LO3 Enhance their ability in understanding and absorbing the various topics and courses which will follow in the following semesters.

Unit no.	Details of topics	No of lectures
1	<b>Introduction to Banking</b>	15
	Basic Concepts: Origin, Need, Types, Scope and Functions of Banking - Need for Regulation and Supervision	Lectures
2	<b>Banking Scenario In India</b>	15
	Banking Operations -Types of accounts - Banking Services - Current Scenario, Financial Inclusion and Banking Regulations & Role of RBI.	Lectures
3	<b>Introduction to Insurance</b>	15
	Understanding Risk - Kinds of business risks - Need and Scope of insurance - Evolution of. insurance - Principles of insurance - Types of insurance and policies - Risk and Return relationship	Lectures
4	<b>Insurance Business Environment in India</b>	15
	Growth of Insurance Business - Actuarial Role - Claim and Settlement Procedures - Insurance Regulations Role of IRDA.	Lectures

**References:**

- Dr. K.M.Bhattacharaya & O.P.Agarwal, Basics of Banking and Finance, Himalaya Publishing House
- Gordan and Natrajan, Banking Theory Law and Practices, Himalaya Publishing House
- V.S.Gopal & Sumathi Gopal, Principles and Practices of Banking and Insurance, Himalaya Publishing House.
- Dr. Seethalekshmy & Jitendra Aherkar, Principles and Practices of Banking and Insurance. Sheth Publishing House
- Dr. P.K.Gupta, Insurance and Risk Management, Himalaya Publishing House
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- Nalini Tripathy, Insurance Theory and Practices, Prentice Hall of India Ltd. New Delhi

**Course title: Financial Accounting – II****Course code: VESUCBF201****Objective:**

1. To remove valuation of every business by valuation its goodwill and shares.
2. To understand the process of buyback.
3. To understand the process of redemption of preference shares.
4. To understand the process of redemption of debentures.

**Learning Outcomes (LO):**

On successful completion of this course students will be able to:

LO1 Develop a logical and practical approach in the area of accounting.

LO2 Understand the applicability of accounting by studying the topics like shares and debentures.

LO3 Enhance their ability in understanding and absorb the various topics and courses which will follow in the following semesters

Unit no.	Details of topics	No of lectures
1	<b>Shares and Debentures</b> :Issue of Shares & Debentures: Types of Shares & Debentures (in India), Accounting Treatments for issue of shares & debentures with new market and SEBI rules	15 Lectures
2	<b>Corporate Accounting</b> : Capitalization of reserves & issue of Bonus Shares, Preparation of corporate financial statements in vertical form.	15 Lectures
3	<b>Share Valuation</b> : Buy-back of shares & own debentures. Investment Accounting	15 Lectures
4.	<b>Indian Accounting Standards</b> : AS, GAAP & their impact on Income Statement & B/S. <b>Latest Development</b> : Computerization of accounting & accounting	15 Lectures

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- Introduction to Accountancy by T.S. Grewal, S. Chand and Company (P) Ltd., New Delhi
- Advance Accounts by Shukla and Grewal, S. Chand and Company (P) Ltd., New Delhi
- Advanced Accountancy by R.L Gupta and M. Radhaswamy, S. Chand and Company (P)Ltd., New Delhi
- Modern Accountancy by Mukherjee and Hanif, Tata Mc. Grow Hill and Co. Ltd., Mumbai
- Financial Accounting by LesileChandwichk, Pentice Hall of India Adin Bakley (P) Ltd.,New Delhi
- Financial Accounting for Management by Dr. Dinesh Harsalekar, Multi-Tech. Publishing Co. Ltd., Mumbai
- Financial Accounting by P.C. Tulsian, Pearson Publications, New Delhi
- Accounting Principles by R.N. Anthony and J.S. Reece, Richard Irwin, Inc
- Financial Accounting by Monga, J.R. Ahuja, Girish Ahuja and Ashok Shehgal, Mayur Paper Back, Noida
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**Course title: Principles of Investment****Course code: VESUCBF202****Objective:**

1. It aims at equipping students with financial tools.
2. It helps in decision making for investments in Financial Securities.
3. It is also aimed at imparting basic understanding of the influence of the changing economic scenario of the decisions and important theories and models, techniques and regulations underlying these decisions.

**Learning Outcomes (LO):**

On successful completion of this course students will be able to:

LO1 Understand the concept of portfolio and how to manage a portfolio.

LO2 Introduced to the stock market and exchanges of the country.

LO3 Get an idea about the fundamental and technical security analysis of the market.

Unit no.	Details of topics	No of lectures
1	<b>Introduction to Investment:</b> Investments: Introduction, Avenues for Investment including introduction to the derivatives, Investments and Speculations, Features of a good investment program, Process of Investment Decision Making, Risks involved in Investment including the concept of beta, Principle of Dominance	12 Lectures
2	<b>Stock Market in India:</b> Nature and Functions of Stock Market, OTCEI & BSE, NSE & Role of Depositories, Market Indices, The Brokerage Business.	12 Lectures
3	<b>Valuation of Securities:</b> Bond Valuation and Analysis, Preference Share Valuation and Analysis, Equity Share Valuation	12 Lectures
4.	<b>Portfolio Analysis and Management:</b> Portfolio Analysis: Risk & Return, Portfolio Choice: Utility Theory and Indifference Curves, Markowitz: Portfolio Selection Model, Capital Asset Pricing Model, Sharpe's Single Index Model	12 Lectures
5.	<b>Security Analysis:</b> Fundamental Security Analysis, Technical Security Analysis	12 Lectures

**References:**

- Principles of Management - P.C. Tripathi & P.N. Reddy.
- Essentials of Management - Weihrich and Koontz.
- Principles of Management - L.M. Prasad
- Principles of Management - Dinkar Pagare
- Business Management - C.B. Gupta
- Business Management - N. Premavathy
- Principles of Management - J. Jayasankar



**Course title: Business Communication – II****Course code: VESUCBF203****Objective:**

1. To build on the principles of communication.
2. To carry out the basics of Presentations, Group Discussion & Interview Etiquette.
3. To inculcate basic professional writing techniques by developing a practical approach to utilize the principles of business correspondence.
4. To enable the students to prepare a business report & proposal.
5. To carry out the basics of Presentations, Group Discussion & Interview Etiquette.

**Learning Outcomes (LO):**

On successful completion of this course students will be able to:

LO1 Get an overview of group communication common in organizations.

LO2 Apply the basics of Business Correspondence through various formats of letters and emails.

LO3 Analyze the principle of an effective business Proposal.

LO4 Integrate the concept of effective writing skills for business report.

Unit no.	Details of topics	No of lectures
1	<b>Presentation Skills: Presentations:</b> (to be tested in tutorials only) 4 Principles of Effective Presentation Effective use of OHP Effective use of Transparencies How to make a Power-Point Presentation	15 Lectures
2	<b>Group Communication</b> <b>Interviews:</b> Group Discussion Preparing for an Interview, Types of Interviews – Selection, Appraisal, Grievance, Exit <b>Meetings:</b> Need and Importance of Meetings, Conduct of Meeting and Group Dynamics Role of the Chairperson, Role of the Participants, Drafting of Notice, Agenda and Resolutions <b>Conference:</b> Meaning and Importance of Conference Organizing a Conference Modern Methods: Video and Tele – Conferencing <b>Public Relations:</b> Meaning, Functions of PR Department, External and Internal Measures of PR	15 Lectures
3	<b>Business Correspondence</b> <b>Trade Letters:</b> Order, Credit and Status Enquiry, Collection (just a brief introduction to be given) <b>Only following to be taught in detail: -</b> Letters of Inquiry, Letters of Complaints, Claims, Adjustments Sales Letters, promotional leaflets and fliers Consumer Grievance Letters, Letters under Right to Information (RTI) Act [Teachers must provide the students with theoretical constructs wherever necessary in order to create awareness. However, students should not be tested on the theory.]	15 Lectures

4	<b>Language and Writing Skills</b> <b>Reports:</b> Parts, Types, Feasibility Reports, Investigative Reports <b>Summarization:</b> Identification of main and supporting/sub points Presenting these in a cohesive manner	15 Lectures
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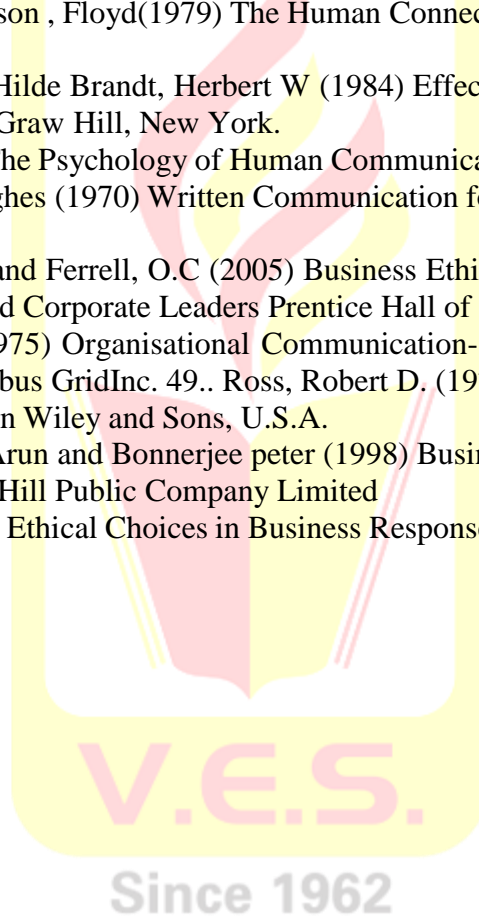
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32. Gupta, Dipankar (2006) Ethics Incorporated: Top Priority and Bottom Line Response Books

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**Course title: Foundation Course (Business Environment)****Course code: VESUCBF 204****Objective:**

1. To give students basic understanding about the various constituents of global business environment.
2. To understand the cost and benefits of globalization.
3. To study economics of regional trading blocs and multilateralism.
4. To study various exchange rate regimes and its advantages and disadvantages.

**Learning Outcomes (LO):**

On successful completion of this course students will be able to:

LO1 Explain the concept of the various constituents of environment and their impact on businesses.

LO2 Apply the trade theories, investment theories, exchange rate theories and regional trading bloc theories and their impact on economic welfare.

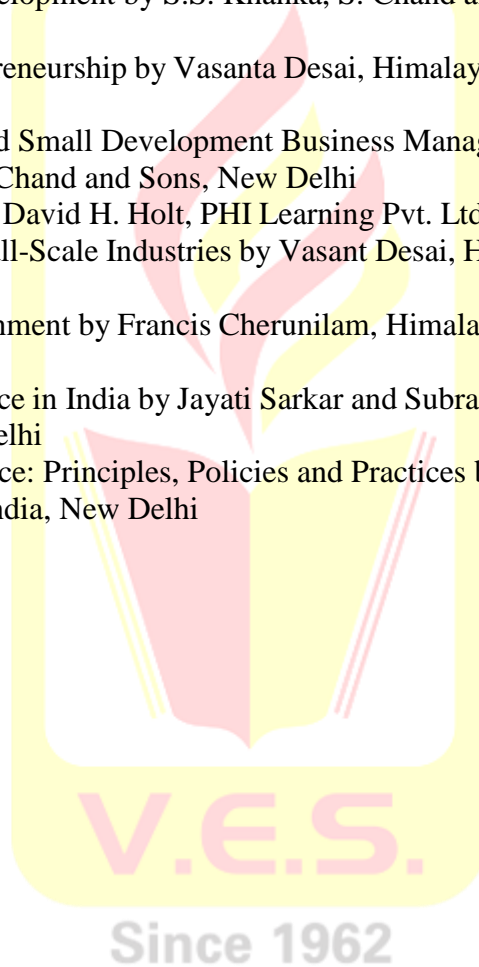
LO3 Analyze the principle and the different exchange rate regimes' impact on businesses.

LO4 Integrate the concept and opening economies of developing countries like India through RTB and multilateral route (WTO).

Unit no.	Details of topics	No of lectures
1	<b>Business and its Environment</b> a) Business Objectives, Dynamics of Business and its Environment, Types of Business Environment b) Environmental Analysis: Importance, Factors, PESTEL Analysis, SWOT Analysis	10 Lectures
2	<b>Business and Society</b> a) Business Ethics: Nature and Scope of Ethics, Ethical Dilemmas, Corporate Culture and Ethical Climate b) Development of Business Entrepreneurship: Entrepreneurship and Economic Development, Micro, Small and Medium Enterprises Development (MSMED) Act, 2006, Entrepreneurship as a Career Option c) Consumerism and Consumer Protection: Consumerism in India, Consumer Protection Act 1986	10 Lectures
3	<b>Contemporary Issues:</b> a) Corporate Social Responsibility and Corporate Governance: Social Responsibility of Business, Ecology and Business, Carbon Credit b) Social Audit: Evolution of Social Audit, Benefits of Social Audit, Social Audit v/s Commercial Audit	15 Lectures
4.	<b>International Environment:</b> a) Strategies for going Global: MNCs and TNCs, WTO Foreign Trade in India- Balance of Trade, FDI Investment Flows and its Implication for Indian Industries	10 Lectures

**References:**

- Business Environment Text and Cases by M.B. Shukla, Taxman Publications, New Delhi
- Global Economy and Business Environment by Francis Cherunilam, Himalaya Publication House, Mumbai
- Business Environment: Text and Cases by Francis Cherunilam, Himalaya PublicationHouse, Mumbai
- Indian Economy by Dutt and Sundaram, S. Chand and Company Pvt. Ltd., New Delhi
- Essentials of Business Environment by K. Aswathappa, Himalaya Publication House,Mumbai
- Business Environment by Justin Paul, Tata McGraw Hill Education Pvt. Ltd., New Delhi
- Indian Economy by Misra and Puri, Himalaya Publishing House, Mumbai
- Entrepreneurial Development by S.S. Khanka, S. Chand and Company Pvt. Ltd., NewDelhi
- Dynamics of Entrepreneurship by Vasanta Desai, Himalaya Publishing House, Mumbai
- Entrepreneurship and Small Development Business Management by C.B. Gupta and S.S.Khanka, Sultan Chand and Sons, New Delhi
- Entrepreneurship by David H. Holt, PHI Learning Pvt. Ltd., New Delhi
- Management of Small-Scale Industries by Vasant Desai, Himalaya Publishing House,Mumbai
- Business and Government by Francis Cherunilam, Himalaya Publishing House, Mumbai
- Corporate Governance in India by Jayati Sarkar and Subrata Sarkar, Sage Publications,New Delhi
- Corporate Governance: Principles, Policies and Practices by A.C. Fernando, PearsonEducation India, New Delhi



**Course title: Managerial Economics - II (Macro)****Course code: VESUCBF205****Objective:**

1. To understand the concept of National Income and the factors that affect GDP of the country.
2. To get an overview of business cycle, inflation, money supply and demand for money and the factors affecting it.
3. To study the fiscal and monetary instruments that can be instrumental in controlling the economic parameters.
4. To understand the terms and conditions of international trade.

**Learning Outcomes (LO):**

On successful completion of this course students will be able to:

LO1 Get an overview of the economic functioning of a country and the factors that affect them.

LO2 Understand the policy decisions that are implemented in the economy.

LO3 Understand the terms and condition of international trade.

Unit no.	Details of topics	No of lectures
1	<b>Introduction to Macro Economics: Macroeconomics:</b> Meaning, Scope and Importance. <b>Circular flow of aggregate income and expenditure:</b> closed and open economy models. <b>The Measurement of national product:</b> Meaning and Importance - conventional and Green GNP and NNP concepts - Relationship between National Income and Economic Welfare. <b>Short run economic fluctuations:</b> Features and Phases of Trade Cycles <b>The Keynesian Principle of Effective Demand:</b> Aggregate Demand and Aggregate Supply Consumption Function - Investment function – effects of Investment Multiplier on changes on Income and Output	15 Lectures
2	<b>Money, Inflation and Monetary Policy:</b> <b>Money Supply:</b> Determinants of Money Supply - Factors influencing Velocity of Circulation of Money, <b>Demand for Money:</b> Classical and Keynesian approaches and Keynes' liquidity preference theory of interest, <b>Money and prices:</b> Quantity theory of money - Fisher's equation of exchange - Cambridge cash balance approach <b>Inflation:</b> Demand Pull Inflation and Cost Push Inflation - Effects of Inflation- Nature of inflation in a developing economy. <b>Monetary policy:</b> Meaning, objectives and instruments	15 Lectures
3	<b>Constituents Of Fiscal Policy:</b> <b>Role of a Government</b> to provide Public goods- Principles of Sound and Functional Finance, <b>Fiscal Policy:</b> Meaning, Objectives - Contra cyclical Fiscal Policy and Discretionary Fiscal Policy, <b>Instruments of Fiscal policy:</b> Canons of taxation - Factors influencing incidence of taxation - Effects of taxation - Significance of Public Expenditure - Low Income	15 Lectures



	Support and Social Insurance Programs - Public Debt - Types, Public Debt and Fiscal Solvency, Burden of debt finance <b>Union budget</b> -Structure- Deficit concepts-Fiscal Responsibility and Budget Management Act.	
4.	<b>Open Economy: Theory and Issues of International Trade</b> <b>Foreign Investment:</b> Foreign Portfolio investment- Benefits of Portfolio capital flows- Foreign Direct Investment - Merits of Foreign Direct Investment - Role of Multinational corporations, Free trade versus protection. <b>Balance of Payments:</b> Structure - Types of Disequilibrium - Measures to correct disequilibrium in BOP. <b>Foreign Exchange rate:</b> Spot and Forward rate of Exchange - Hedging, Speculation and Arbitrage -Fixed and Flexible exchange rates- Managed flexibility	15 Lectures

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- Vaish .M.C. (2010) Macro Economic Theory 14th edition, Vikas Publishing House(P)Ltd

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**Course title: Quantitative Aptitude –II****Course code: VESUCBF206****Objective:**

1. Understand relevance & need for quantitative methods for making business decisions
2. Demonstrate a sound knowledge of the fundamentals of statistics and statistical techniques
3. Be able to read and interpret statistical information
4. Be able to perform statistical analysis
5. Be able to apply quantitative methods to solve a variety of business problems

**Learning Outcomes (LO):**

On successful completion of this course students will be able to:

LO1 Understand various quantitative & statistical methods

LO2 Understand data and draw inference from data

LO3 Calculate and interpret statistical values by using statistical tool (correlation & regression)

LO4 Demonstrate an ability to apply various statistical tool to solve business problems.

Unit no.	Details of topics	No of lectures
1	<b>Population and sample</b> Definition of statistics, scope of statistics in Management and financial markets, Concept of population and sample with illustration Methods of sampling- SRSWR, SRSWOR, stratified, systematic (description of sampling procedures only) Data condensation and graphical methods: Raw data, attributes and variables, classification, frequency distribution, cumulative frequency distribution, Graphs- Histogram and frequency polygon Diagrams- Multiple bars, pie, subdivided bar	12 Lectures
2	<b>Measures of Central tendency</b> Criteria for good measures of central tendency, arithmetic mean, medianmode for grouped and ungrouped data, combined mean	12 Lectures
3	<b>Measures of Dispersion</b> Concept of dispersion, absolute and relative measures of dispersion, range variance, standard deviation, coefficient of variation, quartile deviation, coefficient of quartile deviation	12 Lectures
4.	<b>Correlation and regression (for ungrouped data)</b> Concept of correlation, positive and negative correlation, Karl Pearson's Coefficient of Correlation, meaning of regression, two Regression equations, Regression coefficients and properties	12 Lectures
5.	<b>Linear Programming Problems</b> Meaning of LPP, Formulation of LPP, solution by graphical methods, problems relating to two variables only.	12 Lectures



## References:

- Statistics for Management Levin, Richard and David S. Rubin Prentice Hall of India.
- Practical Business Statistics'', Siegel, Andrew F International Edition
- Basic Business Statistics: Concepts and Applications Berenson and Levine Prentice Hall.
- Statistics: Concepts and Applications Frank , Harry and Steven C. Althoen,
- Statistical Methods Gupta, S.P., and Archana Gupta, Sultan Chand and Sons, New Delhi.
- Lectures in Business Statistics, Dhingra, I.C., and M.P. Gupta Sultan Chand.
- Fundamentals of Statistics'', Gupta, S.C Himalaya Publishing House.



**Course title: Digital Management I****Course code: VESUCBF207****Objective:**

1. To provide computer skills and knowledge for commerce students and to enhance the usefulness information technology tools for business operations.

**Learning Outcomes (LO):**

On successful completion of this course students will be able to:

LO1 Create Business Documents.

LO2 Use different tools to create Business Presentations.

LO3 Familiarize with the generally used Spreadsheet functions like Mathematical, Statistical, Financial, Logical, Date and Time, Lookup and reference, Database and Text functions which will help them in corporate functioning.

LO4 Manage the data records of business.

Unit no.	Details of topics	No of lectures
1	<b>Word Processing:</b> Introduction to word-Processing, word-processing concepts, Use of Templates, Working with word document: Editing text, Find and replace text, Formatting, spell check, Autocorrect, Auto text; Bullets and numbering, Tabs, Paragraph Formatting, Indent, Page Formatting, Google drive, Inserting Pictures and Video; Mail Merge: including linking with Database; Printing documents	12 Lectures
2	<b>Preparing Presentations:</b> Basics of presentations: Slides, Fonts, Drawing, editing; Inserting: Tables, Images, texts, Symbols, Media; Design; Transition; Animation; and Slideshow.	12 Lectures
3	<b>Advanced Excel :</b> Excel Interface & using basic functions of menus/ribbons on basic data, Creating & manipulating worksheets and records, Formatting, Lay outing & Changing Views, Cell Referencing, formulas & functions, Charting and Visualizations, Data Analysis Tools, Saving, Printing & Protection, Collaborating & Including Graphics, Macros, Using Excel in real life world	12 Lectures
4.	<b>Creating Business Spreadsheet:</b> Creating spreadsheet in the area of: Loan and Lease statement; Ratio Analysis; Payroll statements; Capital Budgeting; Depreciation Accounting; Graphical representation of data; Frequency distribution and its statistical parameters; Correlation and Regression	12 Lectures
5.	<b>Database Management System:</b> Reality- Expressing the Application; Creating Initial design in Entity Relationship (ER) Model; Transforming ER Model to Relational data model concepts; Implementing RDM design using an appropriate DBMS. SQL and Retrieval of Information: Basic Queries in SQL; Embedded Queries in SQL; Insert, Delete and Update statements in SQL DBMS Software: Environment; Tables; Forms; Queries; Reports; Modules Applying DBMS in the areas of Accounting, Inventory, HRM and its accounting, Managing the data records of Employees, Suppliers and Customers.	12 Lectures

**References:**

- Fundamentals of Computers- Rajaram V- Prentice Hall
- Computers Today- Sanders, Donald- Mc Graw Hill
- Computers- Subramaniam N- wheeler
- Computers in Business- Saners D Mc Graw hills
- Woody Leonhard, using Microsoft Office , Pearson
- PCSoftware Made Simple-R.K.Taxali
- Quick course in Micro-soft office - Joyce Cox, Polly Orban
- Rajkamal, Internet and web Technologies, Tata McGraw Hill



### F.Y.B.Com. (Finance) (SEMESTER III)

Course Code	Title	Credits & Lectures per Semester	Lectures per Week
VESUCBF301	<b>Management Accounting</b>	<b>03</b>	<b>04</b>
	Unit I: Introduction to Management Accounting	<b>10 Lectures</b>	
	Unit II: Financial Statement Analysis	<b>20 Lectures</b>	
	Unit III: Ratio Analysis	<b>15 Lectures</b>	
	Unit IV: Working Capital Management	<b>15 Lectures</b>	
VESUCBF302	<b>Cost Accounting</b>	<b>03</b>	<b>04</b>
	Unit I: Introduction to Cost Accounting	<b>10 Lectures</b>	
	Unit II: Classification of Costs and Cost Sheet	<b>15 Lectures</b>	
	Unit III: Introduction to Marginal Costing & Managerial Decisions	<b>20 Lectures</b>	
	Unit IV: Standard Costing	<b>15 Lectures</b>	
VESUCBF303	<b>Business Law</b>	<b>03</b>	<b>04</b>
	Unit I: Indian Contract Act	<b>15 Lectures</b>	
	Unit II: Special Contracts	<b>15 Lectures</b>	
	Unit III: Sale of Goods Act	<b>15 Lectures</b>	
	Unit IV: Negotiable Instruments Act	<b>15 Lectures</b>	
VESUCBF304	<b>Principles of Management</b>	<b>03</b>	<b>04</b>
	Unit I: Introduction	<b>15 Lectures</b>	
	Unit II: Planning and decision making	<b>15 Lectures</b>	
	Unit III: Organising	<b>15 Lectures</b>	
	Unit IV: Management control	<b>15 Lectures</b>	
VESUCBF305	<b>Financial Management - I</b>	<b>03</b>	<b>04</b>
	Unit I: Introduction to Finance and Financial Management	<b>15 Lectures</b>	
	Unit II: Financial Goal Setting & Time value of Money	<b>15 Lectures</b>	
	Unit III: Investment Decisions:- Capital Decisions	<b>15 Lectures</b>	
	Unit IV: Financial Decisions	<b>15 Lectures</b>	
VESUCBF306	<b>Financial Markets</b>	<b>03</b>	<b>04</b>
	Unit I: Indian Financial System	<b>15 Lectures</b>	
	Unit II: Financial Markets in India	<b>15 Lectures</b>	
	Unit III: Commodity Market	<b>15 Lectures</b>	
	Unit IV: Derivatives Market	<b>15 Lectures</b>	
VESUCBF307	<b>Digital Management II</b>	<b>03</b>	<b>04</b>
	Unit I: Introduction	<b>15 Lectures</b>	
	Unit II: Security and Encryption	<b>15 Lectures</b>	
	Unit III: E-Payments Mechanisms	<b>15 Lectures</b>	
	Unit IV: Computerized Accounting	<b>15 Lectures</b>	

<b>Course Code</b>	<b>Title</b>	<b>Credits &amp; Lectures per Semester</b>	<b>Lectures per Week</b>
<b>VESUCBF401</b>	<b>Corporate Finance</b>	<b>03</b>	<b>04</b>
	Unit I:	<b>10 Lectures</b>	
	Unit II:	<b>20 Lectures</b>	
	Unit III:	<b>15 Lectures</b>	
	Unit IV:	<b>15 Lectures</b>	
<b>VESUCBF402</b>	<b>Entrepreneurship Management</b>	<b>03</b>	<b>04</b>
	Unit I: The Entrepreneur	<b>15 Lectures</b>	
	Unit II: Business Planning	<b>15 Lectures</b>	
	Unit III: Key Areas of New Ventures	<b>15 Lectures</b>	
	Unit IV: Evolving Concepts in Entrepreneurship	<b>15 Lectures</b>	
<b>VESUCBF403</b>	<b>Corporate &amp; Securities Law</b>	<b>03</b>	<b>04</b>
	Unit I: Company Law – An Overview	<b>15 Lectures</b>	
	Unit II: Regulatory Framework Governing Stock Exchanges as per Securities Contracts Regulation Act 1956	<b>15 Lectures</b>	
	Unit III: Security Exchange Board of India	<b>15 Lectures</b>	
	Unit IV: The Depositories Act, 1996	<b>15 Lectures</b>	
<b>VESUCBF404</b>	<b>Organizational Behaviour</b>	<b>03</b>	<b>04</b>
	Unit I: Introduction to organization Behaviour	<b>15 Lectures</b>	
	Unit II: Understanding Others: Interpersonal relationships	<b>15 Lectures</b>	
	Unit III: Group Behaviour and Team Behaviour	<b>15 Lectures</b>	
	Unit IV: Stress Management and Change	<b>15 Lectures</b>	
<b>VESUCBF405</b>	<b>Financial Management- II</b>	<b>03</b>	<b>04</b>
	Unit I: Financial Policy And Strategy	<b>15 Lectures</b>	
	Unit II: Management of Components of working capital management	<b>15 Lectures</b>	
	Unit III: Financial Planning	<b>15 Lectures</b>	
	Unit IV: Capital Structure Theories And Dividend Policy	<b>15 Lectures</b>	
<b>VESUCBF406</b>	<b>Foreign Exchange Market</b>	<b>03</b>	<b>04</b>
	Unit I: Introduction to International Finance	<b>15 Lectures</b>	
	Unit II: International Monetary System and Foreign Exchange Market	<b>15 Lectures</b>	
	Unit III: Currency Futures and Options	<b>15 Lectures</b>	
	Unit IV: Global Financial Market	<b>15 Lectures</b>	
<b>VESUCBF407</b>	<b>Strategic Management</b>	<b>03</b>	<b>04</b>
	Unit I: Strategic Management an Overview	<b>15 Lectures</b>	
	Unit II: Strategic Management Environment	<b>10 Lectures</b>	
	Unit III: Levels of Strategies and Analysis	<b>10 Lectures</b>	
	Unit IV: Activating Strategy and Implementation	<b>15 Lectures</b>	
	Unit V: Strategic Evaluation and Control	<b>10 Lectures</b>	

**Course title: Management Accounting****Course code: VESUCBF301****Objective:**

1. To make the students familiar to the financial systems and its various features.
2. To make them understand the banking system, its origin, purposes and objectives and overall role in development of the nation.
3. To make them understand the insurance company, its working and its origin and different insurance available in the market.

**Learning Outcomes (LO):**

On successful completion of this course students will be able to:

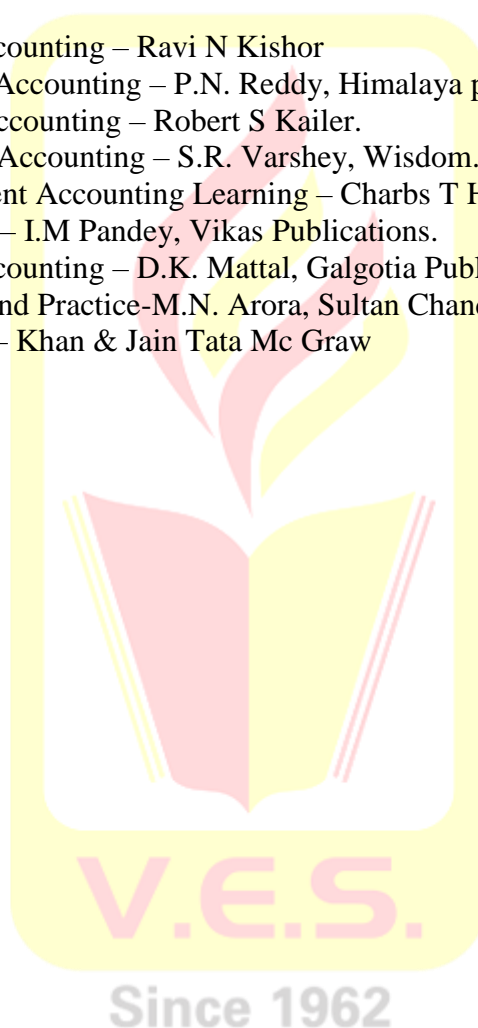
- LO1 It creates awareness among the learners towards current, serious environmental issues in the financial market.
- LO2 It also creates awareness about services in the financial sector.
- LO3 Students will get to know about insurance companies, its working and its origin and different insurance available in the market.

Unit no.	Details of topics	No of lectures
1	<b>Introduction to Management Accounting</b>	10
	Meaning and Definition , Scope, Functions , Objectives, Importance, Role of Management Accounting, Management Accounting Framework, Tools of Management Accounting	Lectures
2	<b>Financial Statement Analysis</b>	20
	<b>A) Introduction to Corporate Financial Statements :</b> Understanding the Balance sheet and Revenue statements with the headings and sub headings, Uses of financial statements, Users of Financial Statements. <b>B) Financial Statement Analysis</b> Introduction and Meaning of Financial Statement Analysis, Steps, Objective, Types of Analysis. i) Study of Balance sheet and Income statement / Revenue statement in vertical form suitable for analysis ii) Relationship between items in Balance Sheet and Revenue statement iii) Tools of analysis of Financial Statements (iv) Trend analysis (v) Comparative Statement (vi) Common Size Statement Note: (i) Problems based on trend analysis (ii) Short Problems on Comparative and Common size statements.	Lectures
3	<b>Ratio Analysis</b>	
	<b>Ratio analysis:</b> Meaning, classification, Du Point Chart, advantages & limitations. <b>Balance Sheet Ratios:</b> Current Ratio, Liquid Ratio, Stock Working Capital Ratio, Proprietary Ratio, Debt Equity Ratio, Capital Gearing Ratio. <b>Revenue Statement Ratios:</b> Gross Profit Ratio, Expenses Ratio , Operating Ratio, Net Profit Ratio , Net Operating Profit Ratio , Stock Turnover Ratio, Combined Ratio, Return on Capital employed (Including Long Term Borrowings), Return on proprietor's Fund (Shareholders Fund and Preference Capital , Return on Equity Capital,	

	Dividend Payout Ratio, Debt Service Ratio, Debtors Turnover, Creditors Turnover.	
<b>4</b>	<b>Working Capital Management</b>	
	<ul style="list-style-type: none"> <li>· Management of Working Capital in India</li> <li>· Estimating working capital needs</li> <li>· Operating or working capital cycle</li> <li>· Working Capital Financing: Trade Credit; Bank Credit; Commercial Papers; Certificate of Deposits (CDs); Financing.</li> <li>Maximum Permissible Banking Finance</li> </ul>	

### References:

- Cost and Management Accounting – Ravi N Kishor
- Essential of Management Accounting – P.N. Reddy, Himalaya publication.
- Advanced Management Accounting – Robert S Kailer.
- Financial of Management Accounting – S.R. Varshey, Wisdom.
- Introduction of Management Accounting Learning – Charbs T Horngram, PHI.
- Management Accounting – I.M Pandey, Vikas Publications.
- Cost and Management Accounting – D.K. Mattal, Galgotia Publications.
- Cost Accounting Theory and Practice-M.N. Arora, Sultan Chand and sons
- Management Accounting – Khan & Jain Tata Mc Graw





**Course title: Cost Accounting****Course code: VESUCBF 302****Objective:**

1. To make learners understand various concepts of Cost Accounting.
2. To make learners understand the concept of classification of cost.
3. To make learners understand the basic objective of cost i.e Costing, Cost Report and Cost Control.

**Learning Outcomes (LO):**

On successful completion of this course students will be able to:

- LO1 The learners will be able to understand basic components of cost accounting.
- LO2 The learners will be able to understand Cost Classification for Stock Valuation, Profit measurement and Elements of cost.
- LO3 It will help the learners to understand the concepts of Marginal costing and also will be able to apply for taking managerial decisions
- LO4 Learners will be able to understand the concept of Standard Costing with regards to Material, Labour and Overheads.

Unit no.	Details of topics	No of lectures
<b>1</b>	<b>Introduction to Cost Accounting</b>	<b>10 Lectures</b>
	· Objectives and scope of Cost Accounting · Cost centres and Cost units · Cost classification for stock valuation, Profit measurement, Decision making and control · Coding systems · Elements of Cost	
<b>2</b>	<b>Classification of Costs and Cost Sheet</b>	<b>15 Lectures</b>
	· Classification of costs, Cost of Sales, Cost Centre, Cost Unit, Profit Centre and Investment Centre · Cost Sheet Note- Practical problems based on preparation of cost sheet (NORMAL COST SHEET AND ESTIMATED COST SHEET)	
<b>3</b>	<b>Introduction to Marginal Costing &amp; Managerial Decisions</b>	<b>20 Lectures</b>
	Marginal costing meaning, application, advantages, limitations, Contribution, Breakeven analysis and profit volume graph. Make or Buy; Sales Mix Decisions; Exploring New Markets; Plant Shut Dow Decision. Note:- Practical problems based on Marginal Costing and Managerial Decisions	
<b>4</b>	<b>Standard Costing</b>	<b>15 Lectures</b>
	Various types of standards, setting of standards, Basic concepts of Material, Labour and Overhead (Fixed and Variable) variance analysis.	

**References:**

- Lectures on Costing by Swaminathan: S. Chand and Company (P) Ltd., New Delhi · Cost Accounting by C.S. Rayudu, Tata Mc. Grow Hill and Co. Ltd., Mumbai · Cost Accounting by Jawahar Lal and Seema Srivastava, Tata Mc. Grow Hill and Co. Ltd., Mumbai
- Cost Accounting by Ravi M. Kishore, Taxmann Ltd., New Delhi
- Principles and Practices of Cost Accounting by N.K. Prasad, Book Syndicate Pvt. Ltd.,



Calcutta

- Cost Accounting Theory and Practice by B.K. Bhar, Tata Mc. Grow Hill and Co. Ltd., Mumbai
- Advanced Cost and Management Accounting: Problems and Solutions by V.K. Saxena and C.D. Vashist, S. Chand and Company (P) Ltd., New Delhi
- Cost Accounting by S.P. Jain and K.L. Narang, Kalyani Publishers, Ludhiana · Modern Cost and Management Accounting by M. Hanif, Tata McGraw Hill Education Pvt. Ltd., New Delhi



**Course title: Business Law**

**Course code: VESUCBF 303**

**Objective:**

1. Provide instruction in key aspects of the core lawyering skills that are used in most forms of legal practice.
2. Provide students with a basis for understanding the interaction of legal analysis with human behavior, including interpersonal dynamics and communication.
3. Expose students to the demands, constraints, and methods of thinking in role as lawyers.
4. Provide students with the skills of self-reflection and learning from experience.

**Learning Outcomes (LO):**

On successful completion of this course students will be able to:

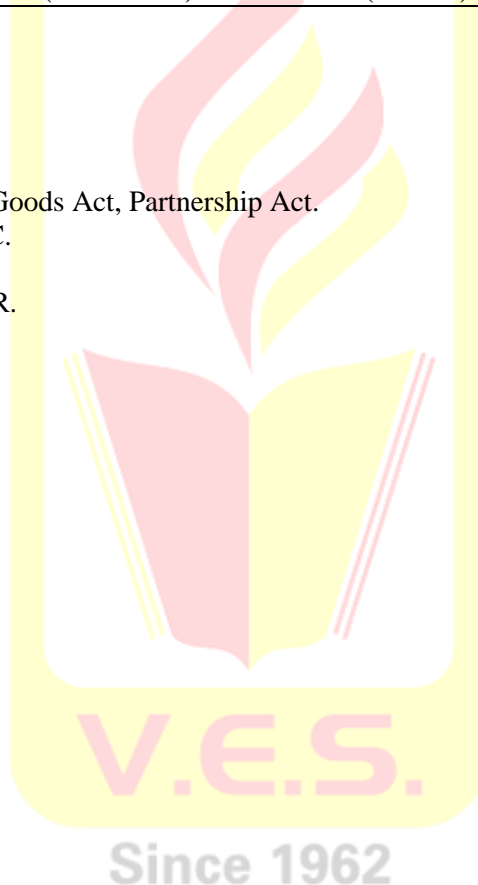
- LO1 A basic understanding of law is acquired by the learners that can be practically applied to seek redressal for injustices.
- LO2 Learners are exposed to their fundamental rights and responsibilities and develop an understanding of rights.
- LO3 Learners get an in-depth knowledge of contracts by learning about different contracts & agreements.
- LO4 Learners gain an understanding of negotiable instrument act and applications in real life situations.
- LO5 Learners are exposed to the fundamentals of the different instruments used in the banking system and related aspects of law.

Unit no.	Details of topics	No of lectures
<b>1</b>	<b>Indian Contract Act</b>	
	Indian Contract Act 1872 Definitions (S.2): Agreement, kinds of Agreements, Contract- kinds of contracts: Valid, Void, Voidable, Contingent and Quasi Contract and E-contract, distinguish between Agreement and Contract. Offer or Proposal- definition, Essentials of Valid proposal or offer, counteroffer, Standing or open offer, distinguish between offer and invitation to offer, Acceptance- definition, Essentials of a valid acceptance, Promise, Communication of Offer and acceptance and Revocation. Capacity to contract (Ss.10-12), Consent and Free Consent (Ss.13-22) Consideration (S.2 and 25) and Void Agreements (Ss.24-30)	
<b>2</b>	<b>Special Contracts</b>	
	Law of Indemnity and Guarantee (Ss.124-125, Ss-126-129,132-147) Law of Bailment and pledge (Ss. (Secs148,152-154,162, 172,178,178A and179) Law of Agency (S. 182-185& 201-209only)	
<b>3</b>	<b>Sale of Goods Act</b>	
	Introduction, Definitions (Sec-2), Formalities of the contract of sale (Ss. 4- 10), Distinction between 'sale' and 'agreement of sell, Distinction between 'sale and hire-purchase agreement' Conditions and Warranties (11-17) Transfer of property as between the seller and the buyer (sec-18-26) Rights of an unpaid seller (Secs-45-54)	

<b>4</b>	<b>Negotiable Instruments Act</b>	
	<p>Meaning and Characteristics of Negotiable Instrument, Operational rules of Evidence –Presumptions, classification of Negotiable Instruments.</p> <p>Promissory Notes and Bills of Exchange(Ss. 4,5,108-116)</p> <p>Essential elements of Promissory Note and Bill of Exchange, Distinguish Between Promissory note and Bill of Exchange. Acceptor and Acceptance, definition of Acceptor, Acceptance for honour, Absolute and qualified or conditional acceptance, Drawer, Drawee in case of Need(Ss.7,115&amp;116) Payee, Cheques, Types of Cheque and Penalties in case of dishonour of certain cheques, distinguish between cheque and Bill of exchange, (Sec: 6,123- 131A,138-147)</p> <p>Miscellaneous Provisions:(Secs:8-10,22,99-102,118-122,134-137)Holder(S.8), Holder in Due Course(S.9), Rights and privileges of H.D.C.Payment in due course (S.10), Maturity of an Instrument (S.22), Noting(S.99), Protest (S.100-102). Bills in Set. (Sec.13)</p>	

### References:

- The Constitution of India
- Respective Acts
- Indian Contract Act, Sale of Goods Act, Partnership Act.
- Business Law - Kucchat M. C.
- Business Law - Kapoor N. D.
- Business Law - Chaudha P. R.



**Course title: Principles of Management****Course code: VESUCBF 304****Objective:**

1. It aims at equipping students with the fundamentals of management.
2. It helps in understanding the nature and process of management.
3. To understand the Fundamentals of organizing.
4. It is also aimed at imparting a basic understanding of the Nature, purpose, and process of controlling.

**Learning Outcomes (LO):**

On successful completion of this course students will be able to:

- LO1 Students understand the concept of basic management roles and skills, contemporary issues and challenges.
- LO2 They get an idea about important concepts like goal setting, MBO, decision making, conditions, forms of group decision making in an organization.
- LO3 They are introduced to kinds of the control systems, prerequisites of effective control systems, resistance to control, controlling techniques

Unit no.	Details of topics	No of lectures
1	<b>Introduction</b>	
	Nature and process of management, basic management roles and skills, nature of managerial work, approaches to management, classical behavioural, systems and contingency approaches, contemporary issues and challenges	
2	<b>Planning and decision making</b>	
	concept, purpose and process of planning, kinds of plans, strategies, policies and planning, premises, goal setting, MBO, decision making, conditions, forms of group decision making in organisation	
3	<b>Organising</b>	
	Fundamentals of organising, bases of departmentation, distribution of authority, coordination, organisation structure, and design, leadership-nature and significance, leading and managing, leadership styles, leadership theories	
4	<b>Management control</b>	
	Nature, purpose and process of controlling, kinds of control system, prerequisites of effective control systems, resistance to control, controlling techniques	

**Reference :**

- Principles of Management - P.C. Tripathi & P.N. Reddy.
- Essentials of Management - Weihrich and Koontz.
- Principles of Management - L.M. Prasad
- Principles of Management - Dinkar Pagare
- Business Management - C.B. Gupta
- Business Management - N. Premavathy
- Principles of Management - J. Jayasankar

**Course title: FINANCIAL MANAGEMENT- I****Course code: VESUCBF 305****Objective:**

1. To make understand learners concept of finance
2. To make understand learners concept of financial management
3. To make understand learners concepts relating to financial goal setting ; time value of money; capital decisions and financial decisions

**Learning Outcomes (LO):**

On successful completion of this course students will be able to:

- LO1 Learners will be able to understand various source of finance i.e Long Term and Short Term sources of finance. c) d) e)
- LO2 Learners will be able to understand objectives of firm i.e. profit maximisation, wealth maximisation
- LO3 Learners will be able to set the various financial goal and also apply various concepts of time value of money.
- LO4 Learners will be able to apply various traditional and modern techniques of capital budgeting
- LO5 Learners will be able to understand concepts relating to cost of capital and various theory relating to capital structure decision.

Unit no.	Details of topics	No of lectures
1	<b>Introduction to Finance and Financial Management</b>	
	A) Introduction to Finance • Meaning and definition of finance • Importance of finance • Types of Finance: Public and Private • Sources of finance 1. Long Term Sources : Term Loans, Debentures, Bonds, Zero Coupon bonds, Convertible Bonds, Equity shares, Preference shares, CD, CP, Public Deposits 2. Short Term Sources: Bank Finance, Trade Credit, Other Short Term Sources 3. Venture Capital and Hybrid Financing B) Financial Management • Meaning and Importance of Financial Management • Scope of Financial Management • Functions and Objectives of Financial Management • Primary Objective of Corporate Management • Agency Problem • Organization of Finance Function • Emerging role of Finance Managers in India. C) Objectives of the Firm • Profit Maximization and Shareholders Wealth Maximization, Profit V/s Value Maximization	
2	<b>Financial Goal Setting &amp; Time value of Money</b>	
	A) Financial Goal Setting • Introduction • Financial Forecasting – Meaning, Techniques,Benefits • Approaches to Financial Planning • Economic Value Added (EVA)– Measurement &Components • Free Cash Flow (FCF) – B) Time Value of Money • Concept Present Value Annuity Techniques of Discounting &Techniques of Compounding	
3	<b>Investment Decisions:- Capital Decisions</b>	
	Capital Budgeting o Nature of Capital Budgeting o Purpose of Capital Budgeting o Capital Budgeting Process o Types of Capital Investment	

	o Basic Principle of Measuring Project Cash Flows • Increment Principle, Long Term Funds Principle, Exclusion of Financial Cost Principle, Post Tax Principle • Probability technique for measurement of cash flow • Capital Budgeting Techniques: Pay Back Period, Accounting Rate of Return Net Present Value, Profitability Index and Discounted Pay Back Method. • A Comparison; Project Selection Under Capital Rationing (Note: Problems on computation of cash flow, ranking of projects on various techniques, selection and analysis with / without capital rationing)	
<b>4</b>	<b>Financial Decisions</b>	
	A) Cost of Capital : • Introduction and Definition of Cost of Capital • Measurement of Cost of Capital • Measurement of WACC using book value and market value method. • Measuring Marginal Cost of Capital	

### Reference:

- Financial Management: I M Pandey, Vikas Publishing House.
- Financial Management: M.Y. Khan, P.K. Jain, Tata McGraw Hill.
- Financial Management : Ravi M Kishore, Taxman
- Financial Management : James C Van Horne, Prentice Hall
- Financial Management: Prassana Chandra, Prentice Hall.
- Financial Management: Chandra Haribariran Iyer: IBHL Publication.



**Course title: Financial Markets****Course code: VESUCBF 306****Objective:**

1. Knowledge and understanding of financial markets
2. Knowledge and understanding of commodity markets
3. Knowledge and understanding of derivative markets

**Learning Outcomes (LO):**

On successful completion of this course students will be able to:

- LO1 Students will be able to develop a logical and practical approach in the area of accounting.
- LO2 Students will understand the applicability of accounting by studying the topics like accounting standards and hire purchase.
- LO3 Students will be able to enhance their ability in understanding and absorbing the various topics and courses which will follow

Unit no.	Details of topics	No of lectures
1	<b>Indian Financial System</b>	
	<b>A)</b> Introduction, Meaning, Functions of financial system, Indian financial system from financial neutrality to financial activism and from financial volatility to financial stability, Role of Government in financial development, Overview of Phases of Indian financial system since independence (State Domination – 1947-1990, Financial sector reforms 1991 till Financial Sector Legislative Reforms Commission 2013), Monitoring framework for financial conglomerates. <b>B)</b> Structure of Indian Financial System – Banking & Non-Banking Financial Institutions, Organized and Unorganized Financial Markets, Financial Assets/Instruments, Fund based & Fee Based Financial Services.	
2	<b>Financial Markets in India</b>	
	<b>A)</b> Indian Money Market – Meaning, Features, Functions, Importance, Defects, Participants, Components of Organized and Unorganized markets and Reforms <b>B)</b> Indian Capital Market - Meaning, Features, Functions, Importance, Participants, Instruments, Reforms in Primary and Secondary Market. <b>C)</b> Indian Stock Market - Meaning and functions of Stock Exchange- NSE and BSE. <b>D)</b> Equity Market – Primary Market, IPO, Book Building, Role of Merchant Bankers, ASBA , Green Shoe Option, Issue of Bonus shares, Right Shares, Sweat Equity shares, ESOP. <b>E)</b> Indian Debt Market –Market Instruments, Listing, Primary and Secondary Segments	
3	<b>Commodities Market</b>	
	Introduction to commodities market - Meaning History & origin, Types of commodities traded, Structure of commodities market in India, Participants in commodities market, Trading in commodities in India (cash & derivative segment), Commodity exchanges in India & abroad, Reasons for investing in commodities.	
4	<b>Derivatives Market</b>	



	Introduction to Derivatives market- Meaning, History & origin, · Elements of a derivative contract, Factors driving growth of derivatives market, Types of derivatives, Types of underlying assets, Participants in derivatives market, Advantages & disadvantages of trading in derivatives market, Current volumes of derivative trade in India, Difference between Forwards & Futures	
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## Reference :

- Clifford Gomez, “Financial Markets, Institutions and Financial Services”, PHI, Eastern Economy Edition.
- M Y Khan, “Financial Services”, TMH, 7th edition
- Ravi M. Kishore, “Financial Management”, Taxmann’s, 6th edition.
- Bhole. L.M. and Jitendra Mahakud “Financial Institutions & Markets – Structure, Growth & Innovations”, TMH 5th edition.
- Anthony Saunders & Marcia Millon Cornett, “ Financial Markets & Institutions”, TMH, 5th edition.
- Khan M.Y, Financial Services, Mc Graw Hill Education.
- Dr.S. Gurusamy, Financial Services, Vijay Nicole Imprints.
- E. Gordon and K. Natarajan – Financial Markets and Services
- Niti Chatnani- Commodity markets McGraw Hill Publication
- S. Kevin, - Commodities & financial derivatives PHI Learning Pvt ltd



**Course title: Digital Management II**

**Course code: VESUCBF 307**

**Objective:**

1. To enable the student to become familiar with the mechanism for conducting business transactions through electronic means.
2. This course seeks to enhance the skills needed for computerized accounting system and to enable the students to develop simple accounting applications.

**Learning Outcomes (LO):**

On successful completion of this course students will be able to:

- LO1 The students will get an idea about E- Commerce Business Model and its security environment.
- LO2 Students are also introduced to different E- Payment methods.
- LO3 Students get an awareness of the cybercrimes that are possible in the current scenario and cybercrime laws.
- LO4 They also learn software programs used in accounting.

Unit no.	Details of topics	No of lectures
1	<b>Introduction</b>	
	Introduction, Meaning, advantages, disadvantages of E-commerce, History of E-commerce, types of E-Commerce, e-commerce business models, Difference between E-commerce and E-business, E-commerce v/s Traditional Commerce, SWOT & challenges of E-commerce.	
2	<b>Security and Encryption:</b>	
	Need and concepts, the e-commerce security environment: (dimension, definition and scope of e-security), security threats in the E-commerce environment (security intrusions and breaches, attacking methods like hacking, sniffing, cyber-vandalism etc.), technology solutions (Encryption, security channels of communication, protecting networks and protecting servers and clients), IT Act 2000 & cyber-crime law	
3	<b>E-Payments Mechanisms</b>	
	E-payment requirement: Meaning & Importance, App based E-commerce System, M-Wallet payments, Card Based payment & Types of Cards, Net Banking, Mobile Banking, UPI, NEFT, RTGS, Payment through Bitcoin	
4	<b>Computerized Accounting:</b>	
	Meaning of Tally software, features, Advantage requirement Hardware of Tally software, Introduction to SAP: Meaning, features, configuration advantages and Limitations. SAP in finance.	

## SEMESTER IV

**Course title: Corporate Finance**

**Course code: VESUCBF 401**

**Objective:**

1. To enable the student to become familiar with the key concepts for evaluating investment opportunities.
2. The students learn different methods to calculate the return on investment for a project, how to value stocks and bonds.
3. The students learn the methodology to determine the value of an asset are essential parts of the corporate finance role.

### **Learning Outcomes (LO):**

On successful completion of this course students will be able to:

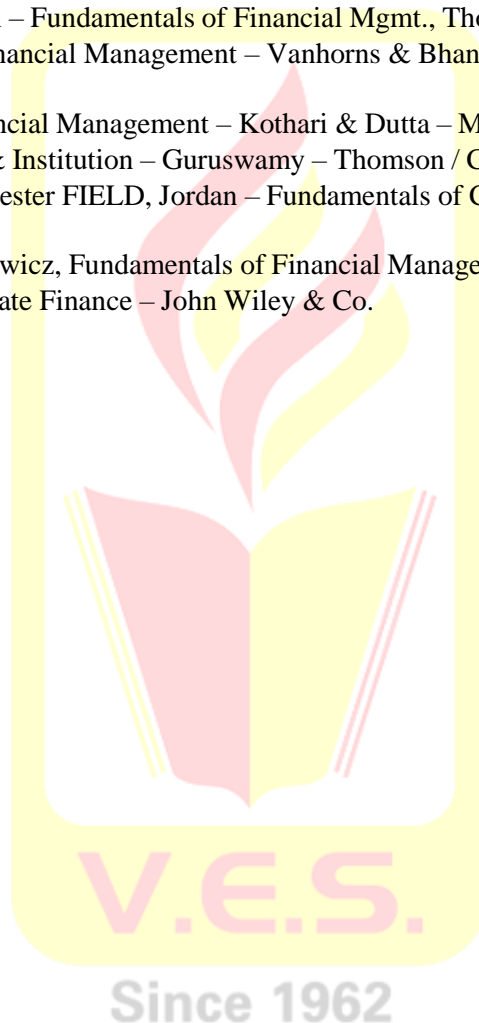
- LO1 The students will learn to understand the financial problems related to investors, cooperation, and the communication between investors and companies in the capital markets
- LO2 Corporate finance helps the students to frame strategies for stakeholders to manage the operations of organisations very well.
- LO3 Students with good knowledge about finance and analytics, you can manage the cash flow in your firm.
- LO4 Students will gain practical and fair knowledge of quantitative and statistical analysis and fact-based analysis that will help you make better decisions for your firm.

Unit no.	Details of topics	No of lectures
1	<b>Corporate Finance- an overview</b>	
	Function of Finance in a business enterprise Emergence of corporate finance as an integral part of business finance Need for professional approach in managing corporate finance Role and functions of a Corporate Financial Manager Requirements of an efficient Corporate Financial Manager	15
2	<b>Planning the corporate Financial Activities:</b>	
	Theories of Capitalisation Owned Capital and borrowed Capital- Cost of Capital Break even analysis	15
3	<b>Capital Structure</b>	
	Meaning and Definition of Capital structure Factors affecting Capital structure- trading on equity Watered Capital, over capitalization and under capitalization NPV, IRR, DCF analysis and pay back period	15
4	<b>Sources and Methods of Raising Corporate Finance</b>	
	Types and features of corporate securities	15

	currently available Management of new issues including pricing of securities Role of commercial banks and investment banks in financing the corporate sector Leasing a s method of corporate finance	
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### References:

- Prasanna Chandra: Financial Management (TMH),
- I. M. Pandey – Financial Management (Vikas),
- M. Y. Khan 7 P. K. Jain – Financial Management (TMH),
- Brigham & Houston – Fundamentals of Financial Mgmt., Thomson Cengage Learning
- Fundamentals of Financial Management – Vanhorns & Bhandari- Pearson evaluation.
- Contemporary Financial Management – Kothari & Dutta – Machanilan India Ltd.
- Financial Markets & Institution – Guruswamy – Thomson / Cengage Learning
- Stephen A. Ross, Wester FIELD, Jordan – Fundamentals of Corporate Finance (MacGraw Hill)
- Vanhorne & Wachowicz, Fundamentals of Financial Management – Pearson
- Damodaran, Corporate Finance – John Wiley & Co.



**Course title: Entrepreneurship Management**

**Course code: VESUCBF402**

**Objective:**

1. Knowledge and understanding entrepreneur and business planning.
2. Knowledge and understanding key areas of new venture.
3. To Understand the evolving concepts of entrepreneurship.

**Learning Outcomes (LO):**

On successful completion of this course students will be able to:

- LO1 It provides the students the insights regarding the concepts of entrepreneur, various theories of entrepreneurship, entrepreneurial values and skills.
- LO2 Insights on the various forms of entrepreneurial structures.
- LO4 Understand the critical factors for starting a new enterprise.
- LO5 It also helps to provide an expertise on developing a business plan.
- LO6 The learner is made aware about the various functions of the departments such as marketing, operations, finance, and human resource
- LO7 It also helps to identify various institutions available to support entrepreneur and their objectives and role
- LO8 It provides insights on various concepts on social entrepreneur.

Unit no.	Details of topics	No of lectures
1	<b>Entrepreneur</b>	
	<b>A) Entrepreneur:</b> Meaning, Nature, origin and development of entrepreneurship in India, Need and Importance, Core elements, Principles, Essentials, Types, Functions, Concept of entrepreneurship management, Motives behind being an entrepreneur, Entrepreneurial Process  <b>B) Theories of Entrepreneurship:</b> Innovation Theory of Schumpeter, Need for Achievement Theory of McClelland, Risk Bearing Theory of knight, Hagen's Theory of Entrepreneurship, Economic Theory of Entrepreneurship.  <b>C) Entrepreneurial Values and Attitudes,</b> Dominant characteristics of successful entrepreneurs, Internal and external factors for entrepreneurial motivation <b>D) Entrepreneurial Skills,</b> Identifying business opportunities, Role of creativity in Entrepreneurship, the creative process, the Innovation process, types of innovation, sources of innovation, principles of innovation, Sources of Business Ideas.	15
2	<b>Business Planning:</b>	
	<b>A) Forms of Entrepreneurial structures:</b> · Sole Proprietorship-meaning, merits and limitations. · Partnership-Meaning, Forms, merits and limitations. · Corporations-Meaning, merits and limitations. · Limited Liability partnerships and corporations. · Franchising-Meaning, types, merits and limitations.	15

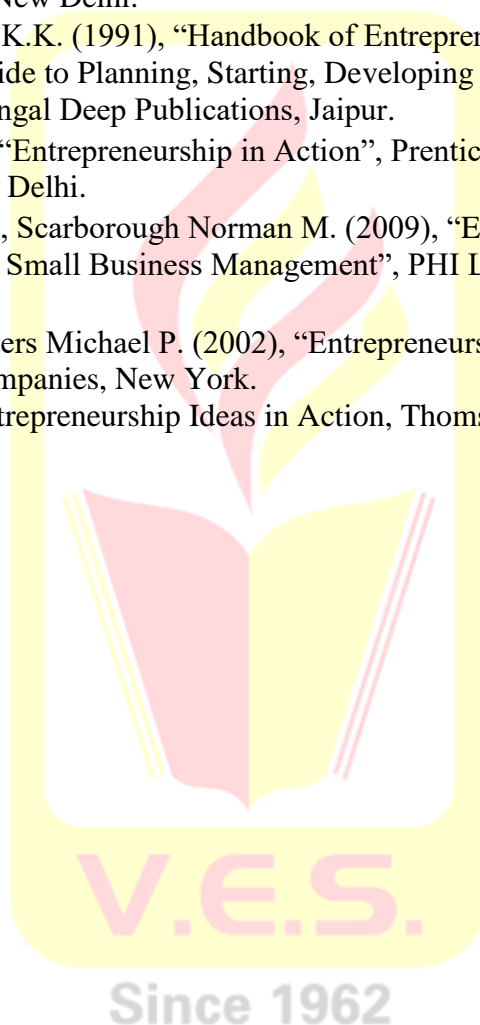
	<p><b>B) Critical Factors for starting a new enterprise:</b> Personal, Environmental, Sociological factors. Problems of a New Venture- Financial, administrative, marketing, production and other problems.</p> <p><b>C) Business Plan:</b> Meaning, Benefits, Developing a business plan, Environment scanning, Elements/Areas to be covered in a Business Plan, Project Report preparation, Contents of a Project Report.</p>	
<b>3</b>	<b>Key Areas of New Ventures</b>	
	<p><b>A) Marketing:</b> New Product Development, Marketing Strategy for the new venture, Branding strategies, Distribution strategies, Pricing Strategies, Promotion strategies for new venture, Concept of Marketing Mix and Market segmentation, Marketing Plan</p> <p><b>B) Operations:</b> Size and location of Enterprise, Layout, Inventory Control, Quality Control.</p> <p><b>C) Finance:</b> Sources of long term and short term finance, Debt fund- Meaning, Merits and limitations, Equity Fund- Meaning, merits and limitations, Concept of Break Even analysis, Venture Capital- Meaning, Merits and Limitations, Criteria for Evaluating New Venture Proposals by Venture Capitalist</p> <p><b>D) Human Resource:</b> Personnel Function, Important Labor Laws: Industrial Disputes Act, Factories Act, Provident Fund Act, Employee State Insurance Act, Payment of Wages Act, Minimum Wages Act, Payment of Gratuity Act, other related Acts and Role of HRD in new ventures.</p>	<b>15</b>
<b>4</b>	<b>Evolving Concepts in Entrepreneurship</b>	
	<p><b>A) Social Entrepreneurship:</b> Meaning, Social responsibility of an entrepreneur</p> <p><b>B) Barriers to entrepreneurship:</b> Environmental, economic, non-economic, personal and entrepreneurial barriers.</p> <p><b>C) Intrapreneurship:</b> Meaning, Characteristics, Intrapreneurs Activities, types of Corporate Entrepreneurs, Corporate V/s Intrapreneurial culture, Climate, Fostering Intrapreneurial culture, Promoting intrapreneurship- Pinchot's Spontaneous teams and Formal Venture teams, establishing intrapreneurial ventures.</p> <p><b>D) Ethics and Entrepreneurship:</b> Defining Ethics, Approaches to Managerial ethics, ethics and business decisions, Ethical practices and code of conduct, Ethical considerations in corporate entrepreneurship.</p> <p><b>E) Institutional Support to Entrepreneurs:</b> Importance, Incentives and facilities, Entrepreneurship Development Institute of India (EDI), NSIC, Small Industries Development Organization (SIDO), National Institute for Entrepreneurship and Small Business Development (NIESBUD), Others, Key features of National Policy on Skill Development and Entrepreneurship 2015.</p>	<b>15</b>

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- Vasant Desai, Dynamics of Entrepreneurial Development
- Willaim D. Bygrave and Andrew Zacharakis, The Portable MBA in Entrepreneurship by, Fourth edition, John Wiley and Sons.
- S.S. Khanka, Entrepreneurship Development, Sultanchand and Sons Ltd. · C.B. Gupta and N.P. Shrinivasan, Entrepreneurship Development Sultan chand and sons · Sharma Sudhir,

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- Badi R.V., Badi N.V. (2010), "Entrepreneurship", Vrinda Publications (P) Ltd., Delhi.
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- Sudha G.S. (2005), "Management and Entrepreneurship Development", Indus Valley Publications, New Delhi.
- Basotia G.R., Sharma K.K. (1991), "Handbook of Entrepreneurship Development – An Entrepreneurs Guide to Planning, Starting, Developing and Managing a New Enterprise", Mangal Deep Publications, Jaipur.
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- Hisrich Robert D., Peters Michael P. (2002), "Entrepreneurship – International Edition", The McGraw-Hill Companies, New York.
- Cynthia L Greene, Entrepreneurship Ideas in Action, Thomson





**Course title: Corporate & Securities Law**

**Course code: VESUCBF 403**

**Objective:**

1. Understanding and overview of Company law.
2. Study the regulatory framework of SEBI and Securities contract regulation Act, 1956.
3. Knowledge of Depositories Act, 1996.

**Learning Outcomes (LO):**

On successful completion of this course students will be able to:

- LO1 Learn about the company law and how it applies to the financial sectors and the legal framework of a company.
- LO2 Learners get a basic understanding of functions, procedures, regulations, etc. under SEBI.
- LO3 Get a detailed framework on the concepts of securities and understand the working of stock exchanges.
- LO4 Learners will be able to understand the functions of the depository system.

Unit no.	Details of topics	No of lectures
1	<b>Company Law – An Overview</b>	
	A)Development of Company Law in India <b>B) Doctrines Governing Corporates</b> – Lifting the Corporate Veil, Doctrine of Ultra Vires, Constructive Notice, Indoor Management, Alter Ego. The Principle of Non Interference ( Rule in Foss V/s Harbottle) – Meaning , Advantages , Disadvantages & Exceptions, Majority and Minority Rights under Companies Act <b>C) Application of Company Law to Banking and Insurance Sector</b> Application of Companies Act to Banking and Insurance sector governed by Special Acts. S.1(4) of Companies Act 2013 Exceptions provided (S.67(3), S.73(1), S.129(1), 179(3), S.180(1)(c), S.186, S.189	15
2	<b>Regulatory Framework Governing Stock Exchanges as per Securities Contracts Regulation Act 1956</b>	
	· Definition of Securities, Spot Delivery Contract, Ready Delivery Contract, Stock Exchange. · Corporatization and demutualization of Stock Exchange –Meaning, Procedure & Withdrawal · Power of Recognized Stock Exchange to make rules restricting voting rights etc. · Power of Central Government to Direct Rules or Make rules · Power of SEBI to make or amend bye laws of recognized stock exchange · Books and Accounts to be maintained by recognized stock exchange · Grounds on which stock exchange can delist the securities of a company. Section 3 to Section 20	15
3	<b>Security Exchange Board of India</b>	
	A)SEBI: Objectives-terms-establishment-powers-functions accounts and audit- penalties –registration. <b>B) Issues of Disclosure Investors Protection Guidelines: Pre &amp; Post obligations-conditions for issue-Debt Security-IPO-E-IPO Employee option-right-bonus-preferential allotment intermediary-operational-promoter lock in period requirements offer document.</b>	15

<b>4</b>	<b>The Depositories Act, 1996</b>	
	Depository – Meaning , Benefits , Models, Functions Participants · The Depository Act 1996 – Objectives, Eligibility condition for depository services, Fungibility, Bye laws of depository , Governance of Depository and Internal audit of depository Participant, BSDA and single registration for depository participants	<b>15</b>

### Reference:

- Mamta Bhargava – Compliances and Procedures under SEBI Law
- V.L Iyer – SEBI Practice Manual - Taxmann
- D.K Jain – Company Law Ready Reckoner
- **Bare Act – Corporate Laws Taxmann Microsoft Office Professional 2013-Step by step**
  - *By Beth Melton, Mark Dodge, Echo Swinford, Andrew Couch*



**Course title: Organizational Behaviour**

**Course code: VESUCBF 404**

**Objective:**

1. To understand and predict organizational life.
2. It helps to understand the nature and activities of people in an organization.
3. To understand the human interactions in an organization.
4. To develop effective group behavior among the employees.
5. To identify the reasons for conflict and to resolve the conflict.

**Learning Outcomes (LO):**

On successful completion of this course students will be able to:

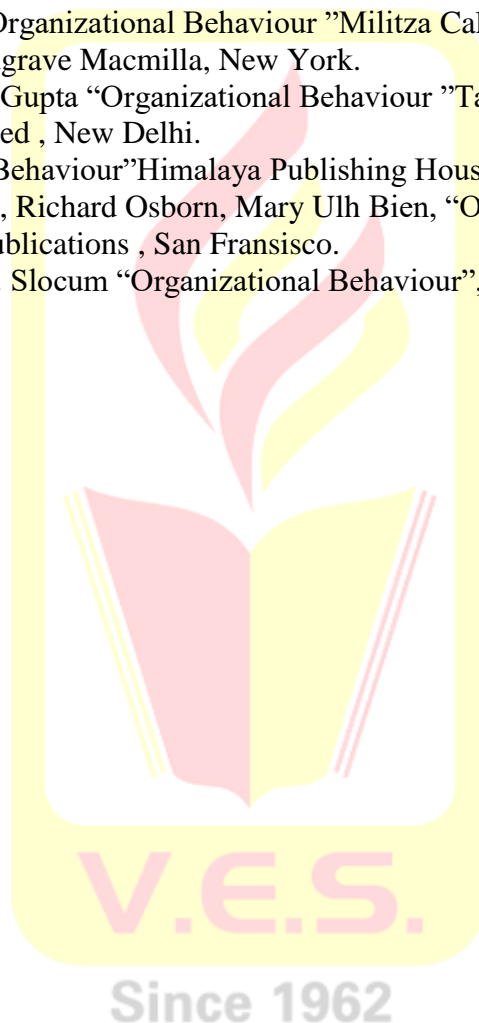
- LO1 It helps the students to understand the significance to motivate employees and to maintain interrelations in the organization.
- LO2 Group dynamics is an important parameter which should be properly understood and hence applied for better output.
- LO3 Study of organizational behavior helps to increase efficiency and effectiveness of the organization.

Unit no.	Details of topics	No of lectures
<b>1</b>	<b>Introduction to Organization Behavior</b>	
	<ul style="list-style-type: none"><li>• Organizational Behavior- Organizational Behavior Multidiscipline- Different model of Organizational Behavior- Individual behavior is studied through Perception- Personality - Values- Attitudes- Job satisfaction- Motivation- Learning</li><li>• Understanding self-studied through- Perception and Personality</li><li>• Understanding self-studied through- Values and Attitudes</li></ul>	<b>15</b>
<b>2</b>	<b>Understanding Others: Interpersonal relationships</b>	
	<ul style="list-style-type: none"><li>• Conflict Management –Nature of Conflict- Level of Conflict- Source of Conflict- Effects of Conflict- Process of Conflict- Stages of Conflict- Conflict Handling Orientations</li><li>• Power and Organizational Politics-Sources of Power-Organizational Politics- Influence and Political Power</li></ul>	<b>15</b>
<b>3</b>	<b>Group behavior and Team behavior</b>	
	<ul style="list-style-type: none"><li>• Group behavior, Informal Groups – Group Dynamics- Types of Groups- Nature and effects of Informal groups-Benefits of Informal groups-Formal groups – Monitoring informal organization- Identifying and Rewarding Informal leader- Key Roles of Informal leader –Are there Multiple informal leaders? Formal Groups- Potential Outcomes of Informal Group Processes</li><li>• Team and Team Building- Modern organization- Outcomes of Modern Organization- Team work – Task team- Difference Between Groups and Teams-Life cycle of Team –Major Factors for Effective Teams- Team Building- Need for Team building- Team Building Process- Skills Useful in Team Building</li></ul>	<b>15</b>
<b>4</b>	<b>Stress Management and Change</b>	
	<ul style="list-style-type: none"><li>• Stress Management and Counselling- How it Comes About –How it Affects Various Elements of Job Performance- Extreme Product of</li></ul>	<b>15</b>

	<p>Stress- Stress and Job Performance-Approaches to Stress Management-Characteristic of Counselling-Types of Counselling</p> <ul style="list-style-type: none"> <li>• Change and its Effects- Nature of Change – Effect of Change – Response to Change – Resistance to change – Reasons for Resistance to Change- Transformational Leadership and Change-What are Elements of Transformational Leadership- Three stage model of changes Process</li> </ul>	
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**Reference:**

- Stephen P. Robbins “Organizational Behavior ”Prentice Hall of India Private Ltd.
- Mirza S. Saiyadain“OrganizationalBehaviour”Tata Mc. Graw Hill.
- John Bratton “Work and Organizational Behaviour ”Militza Callinan Carolyn Forshaw and Peter Sawchuk Palgrave Macmilla, New York.
- Margie Parikh and Rajen Gupta “Organizational Behaviour ”Tata Mc. Graw Hill Education Private Limited , New Delhi.
- SujaNair“Organizational Behaviour”Himalaya Publishing House , Mumbai. John. R. Schermerhorn, James Hunt , Richard Osborn, Mary Ulh Bien, “Organizational Behaviour” John Wiley and Sons Publications , San Fransisco.
- Don Hellriegel & John W. Slocum “Organizational Behaviour”, South Westren Cenage Learning Publications.



**Course title: Financial Management – II**

**Course code: VESUCBF 405**

**Objective:**

1. To make understand learners concept of financial policy and strategy
2. To make understand learners concept of leverage and implications on financial position
3. To make understand learners concept of cash management; receivable management
4. To make understand learners theories of capital structure and factors affecting dividend policy and application of Gordon and Walter Model

**Learning Outcomes (LO):**

On successful completion of this course students will be able to:

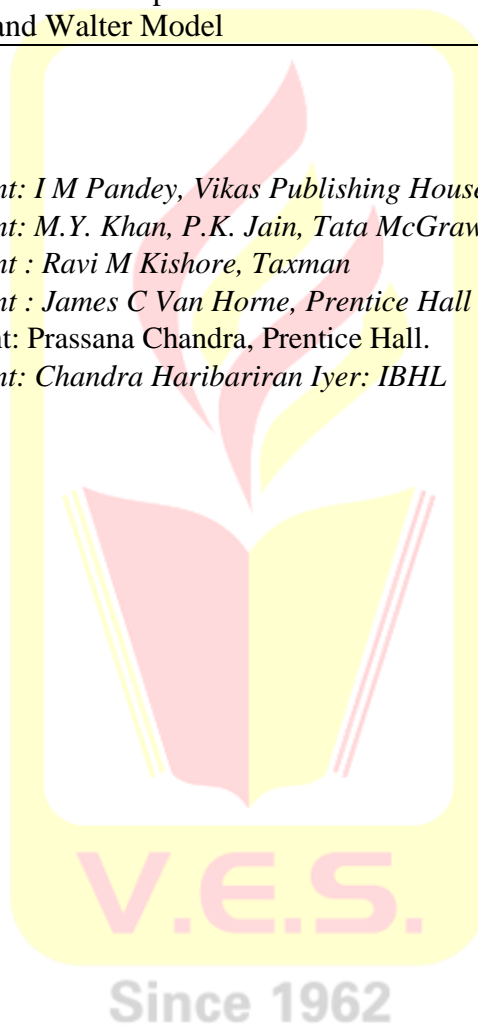
- LO1 Learners will be able to learn and apply various financial policy and strategy
- LO2 Learners will be able to understand various concepts relating to cash management; receivable management
- LO3 Learners will be able to apply various budgeting techniques in decision making policy of company.
- LO4 Learners will be able to apply various capital structure theories and various model Adopted for Dividend Policy.

Unit no.	Details of topics	No of lectures
1	<b>Financial Policy And Strategy</b>	
	<input type="checkbox"/> Meaning of Strategic Financial Management <input type="checkbox"/> Strategic financial decision making framework <input type="checkbox"/> Functions of Strategic financial management <b>Business Risk and Financial Risk</b> <input type="checkbox"/> Introduction <input type="checkbox"/> Debt v/s Equity Financing <input type="checkbox"/> Types of Leverage	15
2	<b>Management of Components of working capital management</b>	
	<b>Management of Cash and Marketable Securities:</b> Motives for Holding Cash; Objectives of Cash Management; Factors Determining Cash Needs; Basic Strategies of Cash Management; Cash Management Techniques / Processes; Marketable Securities; and Cash Management Practices in India. <b>Receivables Management:</b> Objectives; Credit Policies; Credit Terms; and Collection Policies.	15
3	<b>Financial Planning</b>	
	<ul style="list-style-type: none"><li>• Introduction</li><li>• Meaning and Essentials of Budget</li><li>• Types of Budget</li><li>• Advantages of Budgeting</li><li>• Zero Based Budgeting</li><li>• Master Budget.</li><li>• Sales Budget, Production Budget, Material Budget and Flexible Budget.</li></ul>	15

<b>4</b>	<b>Capital Structure Decisions:</b>	
	<ul style="list-style-type: none"> <li>• Meaning and Choice of Capital Structure</li> <li>• Importance of Optimal Capital Structure</li> <li>• EBIT -EPS Analysis</li> <li>• Capital Structure Theories.</li> <li>• Investment Objective/Criteria for Individuals/Non-Business Purpose.</li> </ul> <p><b>Management of Profits/Dividend Policy</b>  Meaning, Types, Factors influencing dividend policy, Forms of dividend. Determinants of Dividends Policy: Factors; Dividend Policy in India; Bonus Shares (Stock dividend) and Stock (Share) Splits; Legal, Procedural; and Tax Aspects associated with Dividend Decision  <input type="checkbox"/> Gordon Model and Walter Model</p>	<b>15</b>

### Reference:

- *Financial Management: I M Pandey, Vikas Publishing House.*
- *Financial Management: M.Y. Khan, P.K. Jain, Tata McGraw Hill.*
- *Financial Management : Ravi M Kishore, Taxman*
- *Financial Management : James C Van Horne, Prentice Hall*
- *Financial Management: Prassana Chandra, Prentice Hall.*
- *Financial Management: Chandra Haribariran Iyer: IBHL Publication.*



**Course title: Foreign Exchange Market****Course code: VESUCBF 406****Objective:**

1. To familiarize students with international financial transactions and operational aspects of foreign exchange markets.
2. To give an in-depth knowledge of forex market participants, exchange rates determination, international arbitrage, foreign exchange risks and its management and international capital market.
3. To help students understand the crux of international financial market.

**Learning Outcomes (LO):**

On successful completion of this course students will be able to:

- LO1 Demonstrate basic understanding of foreign exchange market and exchange rates.
- LO2 Demonstrate basic understanding of how to use foreign exchange derivatives and other techniques to manage foreign exchange exposures of firms.
- LO3 Demonstrate basic understanding of the issues pertaining to multinational financing and investment decisions.

Unit no.	Details of topics	No of lectures
<b>1</b>	<b>Introduction to International Finance</b>	
	<b>Introduction to International Finance</b> – Meaning, Scope of International Financial Management, Factors contributing to growth in International Finance, Recent Changes in Global Financial Markets. <b>Balance Of Payments</b> – Meaning, Components, Factors- Deficit and Surplus in BOP, Capital Account Convertibility and Current Account	<b>15</b>
<b>2</b>	<b>International Monetary System and Foreign Exchange Market</b>	
	<b>International Monetary System</b> – Introduction to Exchange rate regime, The International Monetary Fund - Objectives and Funding Facilities, International Liquidity and Special Drawing Rights and Introduction to The European Monetary System <b>Foreign Exchange Market</b> - Major Participants in Spot market and Forward market, Exchange Rate Quotation, Determination of exchange rates in spot and forward market, Factors influencing exchange rates and Types of Foreign Exchange Rates and Interest rate	<b>15</b>
<b>3</b>	<b>Currency Futures and Options</b>	
	<b>Currency Futures</b> - Futures Contracts, Features, Trading Process- Hedging in currency futures market and Speculation in currency futures market, Determination of Futures prices, Forward prices and expected spot prices on delivery. <b>Currency Options:</b> Features, Terminology, Types of options, options pricing, hedging with currency options and Speculation with currency options.	<b>15</b>
<b>4</b>	<b>Global Financial Market</b>	
	<b>International Instruments</b> – Introduction, Gains from International Market International Equities and Bonds Market, Short term and Medium term Instruments and Types of risks and tools. <b>Multilateral Development Banks</b> - The World Bank, International Finance Corporation, Asian Development Bank – Introduction, Characteristics and Functions.	<b>15</b>



**Reference:**

- *Apte P.G. International Finance – A Business Perspective, New Delhi, TATA McGraw Hill , McGraw Hill Education; 2 edition, July 2017.*
- *Bhalla .V.K. international Financial Management- S.Chand Publishing,*
- *International Banking Operations- IIBF- MacMillan Publishers, 2007*
- *International Banking Legal and Regulatory Aspects- IIBF- MacMillan Publishers, 2007*



**Course title: Strategic Management**

**Course code: VESUCBF407**

**Objective:**

1. To Learn Strategic Management, Definitions, Process of Strategic Management, Models of Strategic Management.
2. To Understand Strategic Management Environment, SWOT Analysis .
3. To Learn Levels of Strategies and Analysis, Corporate Level Strategies- Process of Strategic Choice.
4. To Understand Activating Strategy and Implementation, Process and Nature of Strategy implementation, Barriers, Model of Strategy Implementation.

**Learning Outcomes (LO):**

On successful completion of this course students will be able to:

- LO1 To Learn Strategic Management an Overview, Definitions, Strategic Decision Making, Levels of Strategic Management, Process of Strategic Management, Models of Strategic Management
- LO2 To Learn Strategic Management Environment, Importance of Politics in Strategic Management, Social, Political, and Technological forces, Role of Competition, SWOT Analysis.
- LO3 To Learn Levels of Strategies and Analysis, Corporate Level Strategies- Concentration, Integration and Diversification, Internationalization, Digitization. Process of Strategic Choice.
- LO4 To Learn Activating Strategy and Implementation, Process and Nature of Strategy implementation, Barriers, Model of Strategy Implementation, Structural, Behavioral and Functional.
- LO5 To Learn Strategic Evaluation and Control, Standards, Benchmarking, Gap Analysis. Features and Importance of Evaluation, Barriers in Evaluation, Types, Strategic Control.

Unit no.	Details of topics	No of lectures
1	<b>Strategic Management an Overview</b>	
	Definitions, Strategic Decision Making, Levels of Strategic Management, Process of Strategic Management, Principles of Good Strategy, Elements of Strategic Management, Models of Strategic Management.	
2	<b>Strategic Management Environment</b>	
	Importance of Politics in Strategic Management, Social, Political, and Technological forces, Role of Competition, National and Global Business Environment. Components of Environment, Environmental Scanning, Analysis of Strategies and Choice of Strategy. Ethics, Social Responsibility, Impact of Legal Factors in Strategic Management, SWOT Analysis.	
3	<b>Preparation of Final Accounts of Companies</b>	
	Corporate Level Strategies- Concentration, Integration and	

	Diversification, Internationalization, Digitization. Process of Strategic Choice, Factors of Strategic Choice, Strategic Analysis.	
<b>4</b>	<b>Levels of Strategies and Analysis</b>	
	Process and Nature of Strategy implementation, Barriers, Model of Strategy Implementation- Structural, Behavioral and Functional.	
<b>5.</b>	<b>Strategic Evaluation and Control</b>	
	Standards, Benchmarking, Gap Analysis. Features and Importance of Evaluation, Barriers in Evaluation, Types. Strategic Control- Setting Standards, Comparison, Control Process, Systems, Approaches, Techniques of Evaluation and Control. Role of Information System.	

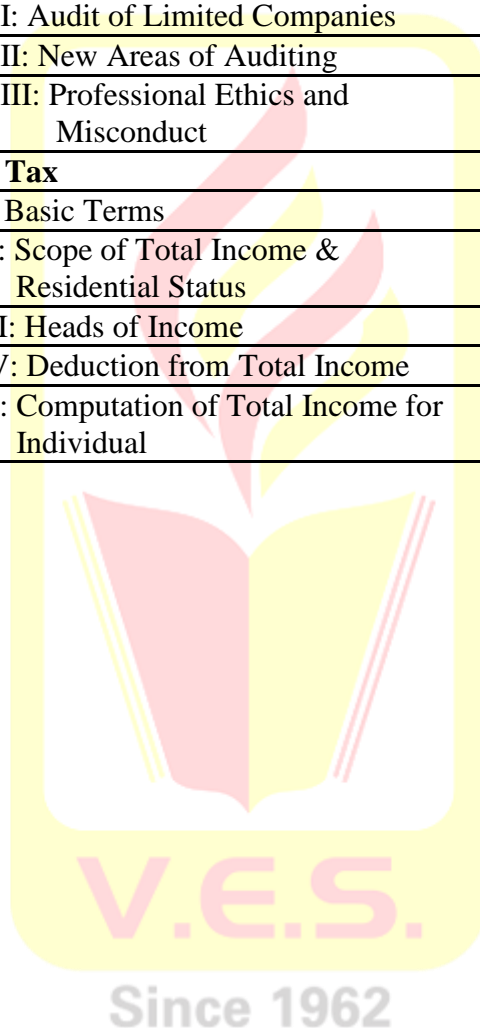
### Reference:

- *Strategic Management, 12th Ed. Concepts and Cases*, Arthur A. Jr. and A. J. Strickland ·
- Management Policy and Strategic Management (Concepts, Skills and Practices)*, R.M.Shrivastava
- *Business Policy and Strategic Management – P. SubbaRao*
- *Strategic Planning Formulation of Corporate Strategy*, Ramaswamy

### T.Y.B.Com. Financial Markets (SEMESTER V)

Course Code	Title	Credits & Lectures per Semester	Lectures per Week
<b>VESUCBF501</b>	<b>Business Ethics and Corporate Governance</b>	<b>03</b>	<b>04</b>
	Unit I: Business Ethics	<b>15 Lectures</b>	
	Unit II: Corporate Governance- Conceptual Framework	<b>15 Lectures</b>	
	Unit III: Corporate Governance and Shareholders Rights	<b>15 Lectures</b>	
	Unit IV: Corporate Governance Forums and Legislative Framework of Corporate Governance in India	<b>15 Lectures</b>	
<b>VESUCBF502</b>	<b>Security Analysis and Portfolio Management</b>	<b>03</b>	<b>05</b>
	Unit I: Portfolio Management – An Introduction & Process	<b>12 Lectures</b>	
	Unit II: Portfolio Management – Valuation	<b>12 Lectures</b>	
	Unit III: Fundamental Analysis	<b>12 Lectures</b>	
	Unit IV: Technical Analysis	<b>12 Lectures</b>	
	Unit V: Efficient Market Theory & CAPM	<b>12 Lectures</b>	
<b>VESUCBF 503</b>	<b>Financial Derivatives</b>	<b>03</b>	
	Unit I: Introduction to Derivatives	<b>15 Lectures</b>	
	Unit II: Futures – Introduction	<b>15 Lectures</b>	

	Unit III: Futures - Options – Introduction and Pricing Options	<b>15 Lectures</b>	<b>04</b>
	Unit IV: Trading Clearing and Settlement of Options and Futures	<b>15 Lectures</b>	
<b>VESUCBF 504</b>	<b>Auditing</b>	<b>03</b>	<b>05</b>
	Unit I: Introduction to Auditing	<b>05 Lectures</b>	
	Unit II: Audit Planning, Procedures and Documentation	<b>05 Lectures</b>	
	Unit III: Auditing Techniques: Vouching	<b>15 Lectures</b>	
	Unit IV: Auditing Techniques: Verification	<b>08 Lectures</b>	
	Unit V: Auditing Techniques: Verification	<b>07 Lectures</b>	
	Unit VI: Audit of Limited Companies	<b>15 Lectures</b>	
	Unit VII: New Areas of Auditing	<b>08 Lectures</b>	
	Unit VIII: Professional Ethics and Misconduct	<b>07 Lectures</b>	
<b>VESUCBF 505</b>	<b>Direct Tax</b>		<b>04</b>
	Unit I: Basic Terms	<b>08 Lectures</b>	
	Unit II: Scope of Total Income & Residential Status	<b>10 Lectures</b>	
	Unit III: Heads of Income	<b>26 Lectures</b>	
	Unit IV: Deduction from Total Income	<b>06 Lectures</b>	
	Unit V: Computation of Total Income for Individual	<b>10 Lectures</b>	



## T.Y.B.Com. Financial Markets (SEMESTER VI)

Course Code	Title	Credits & Lectures per Semester	Lectures per Week
VESUCBF 601	<b>Risk Management</b>	<b>03</b>	<b>04</b>
	Unit I: Introduction to Risk Management	15 Lectures	
	Unit II: Evaluation of Risk	15 Lectures	
	Unit III: Foreign Exchange Risk	15 Lectures	
	Unit IV: Exchange Rate Risk	15 Lectures	
VESUCBF 602	<b>Financial Reporting and Analysis</b>	<b>03</b>	<b>04</b>
	Unit I: Final Accounts of Banking Companies	12 Lectures	
	Unit II: Final Accounts of Insurance Companies	12 Lectures	
	Unit III: Preparation of Final Accounts of Companies	12 Lectures	
	Unit IV: Cash Flow Analysis & Ethical Behavior and Implications for Accountants	12 Lectures	
	Unit V: Introduction to IFRS	12 Lectures	
VESUCBF 603	<b>Venture Capital &amp; Private Equity</b>	<b>03</b>	<b>04</b>
	Unit I: Conceptual understanding of Venture Capital and Private Equity	15 Lectures	
	Unit II: Structure and Valuation Approach	15 Lectures	
	Unit III: Strategies of Private Equity	15 Lectures	
	Unit IV: Exit strategies for Private Equity	15 Lectures	
VESUCBF 604	<b>Corporate Restructuring</b>	<b>03</b>	<b>03</b>
	Unit I: Introduction to Concepts	15 Lectures	
	Unit II: Merger and Amalgamation, Corporate Demerger and Reverse Merger	15 Lectures	
	Unit III: Funding of Merger and Takeover and Financial Restructuring	15 Lectures	
	Unit IV: Post-Merger Reorganization	15 Lectures	
VESUCBF 605	<b>Indirect Tax (GST)</b>		<b>03</b>
	Unit I: Introduction to Indirect Taxation and GST	15 Lectures	
	Unit II: Concept of Supply	15 Lectures	
	Unit III: Registration and Computation of GST	15 Lectures	
	Unit IV: Filling of Returns	15 Lectures	

# Semester V

**Course title: Business Ethics and Corporate Governance**

**Course code: VESUCBF 501**

**Objective:**

1. Introduction and orientation to an ethical decision-making framework.
2. Understand, and evaluate various organizational influences affecting ethical decisions.
3. Analyse ethical and moral issues and understand different ethical theories.
4. Identify and evaluate business ethics theory and corporate social responsibility.

## Learning Outcomes (LO):

On successful completion of this course students will be able to:

- LO1 Students will be able to identify, interpret, and analyze the global, political, social, environmental, technological and cultural context of the business environment.
- LO2 Articulate issues in business ethics, the ethical business environment and their potential effect on personal, managerial and corporate decisions.

Unit no.	Details of topics	No of lectures
1	<b>Business Ethics</b>	
	Role of Board of Directors Organization climate and structure and ethics Addressing ethical dilemmas Code of ethics; ethics committee, ethics training, integrity pact	15
2	<b>Corporate Governance- Conceptual Framework</b>	
	Introduction, need and scope Evolution of Corporate Governance Developments in India Elements of Good Corporate Governance	15
3	<b>Corporate Governance and Shareholders Rights</b>	
	Rights of shareholders Challenges of exercising shareholders rights Corporate governance and Related Party Transactions Role of Investor Association in securing shareholders rights Role of institutional investors in Corporate Governanc	15
4	<b>Corporate Governance Forums and Legislative Framework of Corporate Governance in India</b>	
	National Foundation of Corporate Governance Global Corporate Governance forum Listing agreements SEBI Guidelines Companies Act	15

**References:**

- Business Ethics- Concepts and Cases – Manuel G. Velasquez
- Corporate Governance, Principles, policies and Practices – A.C. Fernando, Pearson Education
- Corporate Governance – IICA, Taxmann
- The Art of Corporate Governance – Dr. Joffy George
- Companies Act 2013 and Rules
- SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015





**Course title: Security Analysis and Portfolio Management****Course code: VESUCBF 502****Objective:**

1. Students are expected to learn method of evaluating the intrinsic value of an asset and analyzing the factors that could influence its price in the future.
2. Students are expected to learn the strategies of making decisions about the investment mix and policy, matching investments to objectives, asset allocation for individuals and institutions, and balancing risk against performance. It is mainly concerned with allocating assets while downsizing risk.

**Learning Outcomes (LO):**

On successful completion of this course students will be able to:

- LO1 Students develop a basic understanding of the investments field and investment environment.
- LO2 Students get a broad and coherent knowledge of risk and return profiles of individual financial assets and the ability to apply these to investment context.
- LO3 Students develop the capability to demonstrate critical thinking and judging complex investment decision.

Unit no.	Details of topics	No of lectures
1	<b>Portfolio Management – An Introduction &amp; Process</b>	
	Investment, Meaning, Characteristics, Objectives, Investment V/s Speculation, Investment V/s Gambling and Types of Investors. Portfolio Management – Meaning, Evolution, Phases, Role of Portfolio Managers, Advantages of Portfolio Management. Investment Environment in India and Factors Conducive for Investment in India. Portfolio Analysis – Meaning and its Components, Calculation of Expected Return and Risk, Calculation of Covariance, Risk – Return Trade off. Portfolio Selection – Meaning, Feasible Set of Portfolios, Efficient Set of Portfolios, Selection of Optimal Portfolio, Markowitz Model, Limitations of Markowitz Model, Measuring Security Return and Portfolio Return and Risk under Single Index Model and Multi Index Model.	12
2	<b>Portfolio Management – Valuation</b>	
	Portfolio Revision – Meaning, Need, Constraints and Strategies. Portfolio Evaluation – Meaning, Need, Measuring Returns (Sharpe, Treynor and Jensen Ratios) and Decomposition of Performance. Bond Valuation – Meaning, Measuring Bond Returns,	12

	Yield to Maturity, Yield to Call and Bond Pricing. Bond Pricing Theorems, Bond Risks and Bond Duration.	
<b>3.</b>	<b>Fundamental Analysis</b>	
	<p>Economy Analysis – Meaning, Framework, Economic Analysis, Forecasting, Barometric or Indicator Approach, Econometric Model Building and Opportunistic Model Building.</p> <p>Industry Analysis – Concept of Analysis, Industry Life Cycle, Industry Characteristics</p> <p>Company Analysis – Financial Statements, Analysis of Financial Statements, (Practical questions on Debt Equity Ratios, Total Debt Ratio, Proprietary ratios, interest coverage ratio, Profitability ratios related to sales, investment and equity shares Efficiency or Activity Ratios) and Assessment of Risk (Leverages)</p>	<b>12</b>
<b>4</b>	<b>Technical Analysis</b>	
	<p>Dow Theory</p> <p>Meaning and Principles of Technical Analysis, Price Chart, Line Chart, Bar Chart, Japanese Candlestick Chart, Trends and Trend Reversals, Chart Patterns, Support and Resistance, Reversal Patterns, Continuation Patterns and Elliot Wave Theory Mathematical Indicators – Calculation of Moving Averages (Simple and Exponential Moving Average), Oscillators and Relative Strength Index</p> <p>Market Indicators</p> <p>Fundamental Analysis V/s Technical Analysis</p>	<b>12</b>
<b>5.</b>	<b>Efficient Market Theory &amp; CAPM</b>	
	<p>Random Walk Theory</p> <p>The Efficient Market Hypothesis</p> <p>Forms of Market Efficiency</p> <p>Competitive Market Hypothesis</p> <p>CAPM – Fundamental Notions of Portfolio Theory, Assumption of CAPM, Efficient Frontier with Riskless Lending and Borrowing, Capital Market Line, Security Market Line and Pricing of Securities with CAPM.</p> <p>Arbitrage Pricing Theory (APT) – The Return Generating Model, Factors Affecting Stock Return, Expected Return on Stock, APT V/s CAPM.</p>	<b>12</b>

**Course title: Financial Derivatives****Course code: VESUCBF 503****Objective:**

1. To understand the differences between the various financial derivative securities (Futures, Forwards and Options).
2. To understand the terminology, risks and costs associated with financial derivatives.
3. To explain the mechanics of the Futures market and evaluate the various hedging strategies using Futures.
4. To analyze the role and relationship between forward and futures prices.
5. To explain the mechanics of the Options market; analyze the various trading strategies involving options and compute payoff for different strategies.
6. To determine the price of options using binomial trees.
7. To define and interpret the different Greek measures used to define the risk of options.

**Learning Outcomes (LO):**

On successful completion of this course students will be able to:

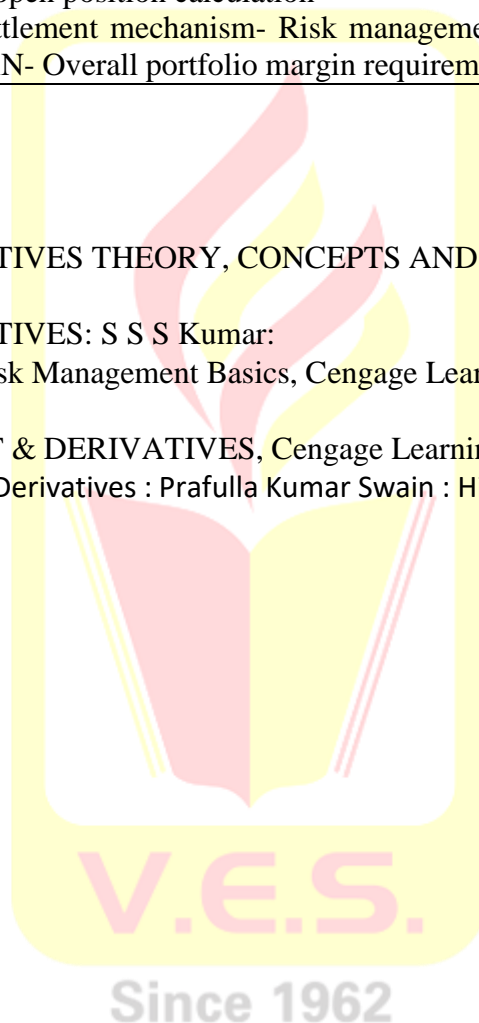
- LO1 Students will be able to demonstrate knowledge of all aspects of derivative market theory and the roles they play in the financial markets.
- LO2 Students are able identify how derivative instruments can be used to change or hedge risk and evaluate risks and pay-offs associated with trading such instruments and their implications
- LO3 Students are able to understand the basic risk management and trading strategies using futures and options
- LO4 Critically evaluate the techniques used to value options and the factors that determine valuation.

Unit no.	Details of topics	No of lectures
<b>1</b>	<b>Introduction to Derivatives</b>	
	Definition – Types- Participants and Functions- Development of Exchange traded derivatives- Global derivatives markets- Exchange traded vs OTC derivatives markets- Derivatives trading in India- L.C.Gupta committee- J.C. varma committee- Requirements for a successful derivatives markets	<b>15</b>
<b>2</b>	<b>Futures – Introduction</b>	
	Futures: Introduction- Future terminology- Key features of futures contracts- Future vs. Forwards- Pay off for futures- Equity futures- Equity futures in India- Index futures- Stock futures- Future trading strategies-Hedging- Speculation- Arbitrage- Spread trading.	<b>15</b>
<b>3</b>	<b>Futures - Options – Introduction and Pricing Options</b>	
	Options: Introduction- Option terminology- Types- Options pay off- Equity options contracts in India-Index Options – Stock options- Options trading strategies- Hedging- Speculation- Arbitrage- Straddle- Strangles-	<b>15</b>

	Strips and Straps – Spread trading The cost of carry models for stock and index futures- cash price and future price, arbitrage opportunity Factors affecting options pricing- Option pricing models- Binominal pricing model- The black and Scholes model –Pricing of Index options. Sensitivity of option premia (Delta, Gamma, Lambda, Theta, Rho)	
<b>4</b>	<b>Trading Clearing and Settlement of Options and Futures</b>	
	Futures and Options trading system- Trade Workstations - contract specification- specification for stock and index eligibility for trading charges Clearing entities and their role- clearing mechanism –adjustment for corporateactions- open position calculation Margining and settlement mechanism- Risk management- SPAN – Mechanics of SPAN- Overall portfolio margin requirements.	<b>15</b>

#### References:

- FINANCIAL DERIVATIVES THEORY, CONCEPTS AND PROBLEMS Gupta S.L., PHI, Delhi
  - FINANCIAL DERIVATIVES: S S S Kumar:
  - DERIVATIVES and Risk Management Basics, Cengage Learning, Delhi. Stulz M. Rene,
  - RISK MANAGEMENT & DERIVATIVES, Cengage Learning, New Delhi.
- Fundamentals of Financial Derivatives : Prafulla Kumar Swain : Himalaya Publishing



**Course title: Auditing**

**Course code: VESUCBF 504**

**Objective:**

1. The main objective of auditing course is to find reliability of financial position and profit and loss statements.
2. The students learn to examine all the financial records of the company, including checking arithmetical accuracy of the books of accounts, verification, and substantiation of all the account balances.
3. Students should learn to look into the fact that whether assets and liabilities mentioned on the face of the balance sheet actually exist or not. They also verify the value at which the assets and liabilities are shown in the financial statements.

**Learning Outcomes (LO):**

On successful completion of this course students will be able to:

- LO1 Students will be able to review, analysis and evaluation of processes, products, services, systems, organizations and employees.
- LO2 Students are able assess the accuracy, validity, reliability, verifiability and timeliness of organizational information, as well as the sources and processes by which that information is produced.
- LO3 Students are able to strategize efficient and responsible use of resources.

Unit no.	Details of topics	No of lectures
1	<b>Introduction to Auditing</b>	
	<b>Basics</b> –Financial Statements, Users of Information, Definition of Auditing, Objectives of Auditing – Primary and Secondary, Expression of Opinion, Detection of Frauds and Errors, Inherent limitations of Audit. Difference between Accounting and Auditing, Investigation and Auditing. <b>Errors &amp; Frauds</b> –Definitions, Reasons and Circumstances, Types of Error – Commission, Omission, Compensating error. Types of frauds, Risk of Fraud and Error in Audit, Auditors Duties and Responsibilities in Case of Fraud <b>Principles of Audit</b> –Integrity, Objectivity, Independence, Skills, Competence, Work Performed by Others, Documentation, Planning, Audi Evidence, Accounting System and Internal Control, Audit Conclusions and Reporting <b>Types of Audits</b> – Meaning, Advantages and Disadvantages of Balance sheet Audit, Interim Audit, Continuous Audit, Concurrent Audit and Annual Audit.	05
2	<b>Audit Planning, Procedures and Documentation</b>	
	<b>Audit Planning</b> –Meaning, Objectives, Factors to be Considered, Sources of Obtaining Information, Discussion with Client, Overall Audit Approach. <b>Audit Program</b> – Meaning, Factors, Advantages and Disadvantages, Overcoming Disadvantages, Methods of Work, Instruction before Commencing Work, Overall	05

	<p><b>Audit Approach</b></p> <p><b>Audit Working Papers</b> - Meaning, Importance, Factors Determining Form and Contents, Main Functions / Importance, Features, Contents of Permanent Audit File, Temporary Audit File, Ownership, Custody, Access of Other Parties to Audit Working Papers, Auditors Lien on Working Papers, Auditors Lien on Client's Books</p> <p><b>Audit Notebook</b> – Meaning, Structure, Contents, General Information, Current Information, Importance.</p>	
<b>3</b>	<b>Auditing Techniques and Internal Audit Introduction</b>	
	<p><b>Test Check</b>-Test Checking Vs Routing Checking, Test Check meaning, Features, Factors to be Considered, When Test Checks Can be Used, Advantages, Disadvantages and Precautions.</p> <p><b>Audit Sampling</b> -Audit Sampling, Meaning, Purpose, Factors in Determining Sample Size -Sampling Risk, Tolerable Error and Expected Error, Methods of Selecting Sample Items, Evaluation of Sample Results, Auditors Liability in Conducting Audit Based on Sample.</p> <p><b>Internal Control</b> -Meaning and Purpose, Review of Internal Control, Advantages, Auditors Duties, Review of Internal Control, Inherent Limitations of Internal Control, Internal Control Samples for Sales and Debtors, Purchases and Creditors, Wages and Salaries. Internal Checks Vs Internal Control, Internal Checks Vs Test Checks.</p> <p><b>Internal Audit</b> -Meaning, Basic Principles of Establishing Internal Audit, Objectives, Evaluation of Internal Audit by Statutory Auditor, Usefulness of Internal Audit, Internal Audit Vs External Audit, Internal Checks Vs Internal Audit.</p>	<b>15</b>
<b>4</b>	<b>Auditing Techniques: Vouching</b>	
	<p><b>Audit of Income</b> - Cash Sales, Sales on Approval, Consignment Sales, Sales Returns Recovery of Bad Debts written off, Rental Receipts, Interest and Dividends Received, Royalties Received.</p> <p><b>Audit of Expenditure</b> - Purchases, Purchase Returns, Salaries and Wages, Rent, Insurance Premium, Telephone Expenses, Postage and Courier, Petty Cash Expenses, Travelling Commission, Advertisement, Interest Expenses.</p>	<b>08</b>
<b>5.</b>	<b>Auditing Techniques: Verification</b>	
	<p><b>Audit of Assets Book Debts / Debtors, Stocks</b> -Auditors General Duties; Patterns, Dies and Loose Tools, Spare Parts, Empties and Containers, Quoted Investments and Unquoted Investment, Trade Marks / Copyrights, Patents, Know-how, Plant and Machinery, Land and Buildings, Furniture and Fixtures.</p> <p><b>Audit of Liabilities</b> - Outstanding Expenses, Bills Payable, Secured loans, Unsecured Loans, Contingent Liabilities</p>	<b>07</b>
<b>6.</b>	<b>Audit of Limited Companies</b>	
	<p>Qualifications, Disqualifications, Appointment, Removal, Remuneration of Auditors, Audit Ceiling, Status, Power, Duties and Liabilities of Auditors, Branch Audit, Joint Audit, Special Audit. Maintenance of Books of Account –Related Party Disclosures, Segment Reporting, Divisible Profit, Dividend and</p>	<b>15</b>

	Depreciation (Companies Act, Standards on Accounting, Legal Decisions and Auditor's Responsibility), Representations by Management, Contents of Annual Report. Definition, Distinction between Report and Certificate, Types of Reports/Opinion.	
<b>7.</b>	<b>New Areas of Auditing</b>	
	Introduction to Cost Audit, Human Resource Audit, Management Audit, Operational Audit, Forecast Audit, Social Audit, Tax Audit, Forensic Audit and Environmental (Green) Audit. Audit in an EDP Environment, Introduction, General Approach to EDP Based Audit and Special Techniques for Auditing in an EDP Environment.	<b>08</b>
<b>8.</b>	<b>Professional Ethics and Misconduct</b>	
	Introduction, Meaning of Professional Ethics Meaning of Professional Misconduct, Schedules to the Chartered Accountants Act, 1949 Relating to Professional Misconduct, Enquiry into Charges of Misconduct of Chartered Accountants.	<b>07</b>





**Course title: Direct Taxation****Course code: VESUCBF 505****Objective:**

1. To make learners understand the tax system.
2. To enable them to understand the various concepts of Direct Tax.
3. To make learners understand the concept of various heads of Income

**Learning Outcomes (LO):**

On successful completion of this course students will be able to:

- LO1 Learners will be able to understand various basic concepts of Direct tax i.e Previous year, Assessment Year, Assesses.
- LO2 Learners will be able to understand the Residential status of an individual in India i.e. Resident or Non-Resident.
- LO3 Learners will be able to compute the Total income of an Individual.

Unit no.	Details of topics	No of lectures
<b>1</b>	<b>Basic Terms</b>	
	Assesses, Assessment, Assessment Year, Annual value, Business, Capital Assets, Income, Person, Previous Year, Transfer	<b>08</b>
<b>2</b>	<b>Scope of Total Income &amp; Residential Status</b>	
	Scope of Total Income (S: 5) Residential Status (S: 6) for Individual assessee	<b>10</b>
<b>3</b>	<b>Heads of Income</b>	
	Salary (S: 15 to 17) Income from House Properties (S: 22 to 27) Profit and Gain from Business (S:28, 30, 31, 32,36,37,40,40A,43B) Capital Gains (S: 45, 48, 49, 50, 54, 54 EC) restricted to computation of Capital gain on transfer of residential house property only Income from Other Sources (S: 56 to S: 59) Exclusions from Total Income (S: 10) Exclusion related to specified heads to be covered with relevant head.eg. Salary, Business Income, Capital Gain, Income from Other Sources	<b>26</b>
<b>4</b>	<b>Deduction from Total Income</b>	
	80 , S 80C, 80CCC, 80D, 80DD, 80E, 80 U, 80 TTA	<b>06</b>
<b>5.</b>	<b>Computation of Total Income for Individual Computation of Total Income for Individual</b>	<b>10</b>

**References:**

- Direct Taxes Law & Practice by V.K. Singhania – Taxman
- Systematic Approach to Direct Tax by Ahuja & Gupta - Bharat Law House · Income Tax Ready Reckoner by Dr .V.K. Singhania – Taxman
- Direct Tax Laws by T.N. Manoharan - Snow White

# SEMESTER VI

**Course title: Risk Management**

**Course code: VESUCBF 601**

**Objectives:**

1. To understand risk management definition & principles in the context of commercial management.
2. To understand Risk identification and assessment – techniques and tools.
3. Developing an understanding of basic principles of Risk management processes, procedures & Risk analysis techniques.

## **Learning Outcomes (LO):**

On successful completion of this course students will be able to:

- LO1 To understand the concept of risk, uncertainty & risk parameters in the context of commercial management.
- LO2 To develop a capacity to critically review the principles and applications of risk and vulnerability management in the context of commercial environments.
- LO3 Analyze risk assessment and mitigation strategies in specific situations.

Unit no.	Details of topics	No of lectures
<b>1</b>	<b>Introduction to Risk Management</b>	
	The Concept of Risk, Identification of Risk faced by Organization, Risk and Uncertainty, Strategic and Operational Risks, Dynamic Nature of Risks, Business Risk, Financial Risk faced by Organization, Objectives of Risks Management, Process of Risk Management	<b>12</b>
<b>2</b>	<b>Evaluation of Risk</b>	
	Evaluation of Organization's ability to bear them, Risk Measurement, Sources and Impact of Common Business Risk, Market, Credit, Liquidity, Technological, Legal, Environmental, Reputation, Country Risk Identify and assess the impact upon the stakeholder involved in Business Risk, Nature and Importance of Financial Risk, Evaluation of Financial Risk, Evaluation of Alternative Risk Management Tools, Role of Risk Manager and Risk Committee in identifying and managing risk	<b>12</b>
<b>3</b>	<b>Foreign Exchange Risk</b>	
	Forex Market, Identifying and Analyzing Forex Risk, Managing Forex Risk	<b>12</b>
<b>4</b>	<b>Exchange Rate Risk</b>	
	Interest Rate Market and Mathematics Identifying and Analyzing Interest Rate Risk Measuring, Interest Rate Risk	<b>12</b>

**References:**

- The Essentials of Risk Management: Michel Crouhy, Dan Galai,, Robert Mark :MC Graw HillEducation
  - A Practical Guide to Risk Management: Thomas S Koleman: Research Foundation of CFAInstitute
  - Risk Management – Concepts and Guidance: Carl Pritchard:CRC Press
- Risk Management: Prof C K Roy:Vayu Education



**Course title: Financial Reporting and Analysis****Course code: VESUCBF 602****Objectives:**

1. To prepare financial statements of banking and insurance companies.
2. Knowledge and understanding of cash flow in banking and insurance companies.
3. To study the ethical aspects of accountancy.

**Learning Outcomes (LO):**

On successful completion of this course students will be able to:

- LO1 Prepare and analyse final accounts of company taking into accounts the accounting standards.
- LO2 Learn Company code of ethics, its importance and implications
- LO3 Learn the working and implication of IFRS

Unit no.	Details of topics	No of lectures
1	<b>Final Accounts of Banking Companies</b>	
	Legal Provisions in Banking Regulation Act, 1949 relating <b>Final Accounts of Banking Companies</b> to Accounts. Statutory Reserves including Cash Reserve and Statutory Liquidity Ratio. Bills Purchase and Discounted, Rebate on Bill Discounted. Final Accounts in Prescribed Form. Non – performing Assets and Income from Non – performing Assets. Classification of Advances: Standard, Sub – standard, Doubtful and Provisioning Requirement.	12
2	<b>Final Accounts of Insurance Companies</b>	
	Preparation and Presentation of Corporate Final Accounts for Insurance Companies. Final Accounts in accordance with Insurance Legislation Study of Accounting Policies from Annual Reports of Listed Insurance Companies	12
3	<b>Preparation of Final Accounts of Companies</b>	
	Transfer to Reserves Bad debt and Provision for bad debts Calls in Arrears Loss by fire ( Partly and fully insured goods) Goods distributed as free samples. Any other adjustments as per the prevailing accounting standard.	12
4	<b>Cash Flow Analysis &amp; Ethical Behavior and Implications for Accountants</b>	
	<b>Cash Flow Analysis as per AS 3 (Indirect Method Only )</b> <b>Ethical Behaviour and Implications for Accountants</b> Introduction, Meaning of Ethical Behaviour Financial Reports – Link between Law, Corporate Governance, Corporate Social Responsibility and Ethics. Importance and Relevance of Ethical Behavior in Accounting Profession. Implications of Ethical Values for the Principles Versus Rule Based Approaches to Accounting Standards The Principal Based Approach and Ethics	12

	<p>The Accounting Standard Setting Process and Ethics</p> <p>The IFAC Code of Ethics for Professional Accountants</p> <p>Contents of Research Report in Ethical Practices</p> <p>Implications of Unethical Behavior on Financial Reports</p> <p>Company Codes of Ethics</p> <p>The increasing role of Whistle – Blowing</p> <p>Need to learn ethics.</p>	
<b>5.</b>	<b>Introduction to IFRS</b>	
	<p>Relevant Provisions of Companies Act related to Preparation of Final Account (excluding cash flow statement)</p> <p>Preparation of Financial Statements as per Companies Act. (excluding cash flow statement)</p> <p>AS 1 in Relation to Final Accounts of Companies (Disclosure of Accounting Policies)</p> <p>Adjustment for –</p> <ol style="list-style-type: none"> <li>1. Closing Stock</li> <li>2. Depreciation</li> <li>3. Outstanding expenses and income</li> <li>4. Prepaid expenses and Pre received income</li> <li>5. Proposed Dividend and Unclaimed Dividend</li> <li>6. Provision for Tax and Advance Tax</li> <li>7. Bill of exchange ( Endorsement, Honour, Dishonour)</li> <li>8. Capital Expenditure included in Revenue expenditure and vice versa eg- purchase of furniture included in purchases</li> <li>9. Unrecorded Sales and Purchases</li> <li>10. Good sold on sale or return basis</li> <li>11. Managerial remuneration on Net Profit before tax</li> </ol>	

**Reference:**

Ashish K. Bhattacharyya – “Financial Accounting for Business Managers”, Prentice Hall of India Pvt. Ltd.

· Shashi K. Gupta – “Contemporary Issues in Accounting”, Kalyani Publishers. · R.

Narayanaswamy – “Financial Accounting”, Prentice Hall of India, New Delhi · Ashok Sehgal –

“Fundamentals of Financial Accounting”, Taxmann’s Publishers · IFRS – Dr Ram Mohan

Bhave and Dr Anjali Bhave

Since 1962

**Course title: Venture Capital and Private Equity****Course code: VESUCBF 603****Objectives:**

1. To understand the concept of venture capital & private equity and its role in the current market.
2. To understand the structure and valuation approaches
3. Developing an understanding of strategies for private equity.
4. To analyze the different Exit Strategies.

**Learning Outcomes (LO):**

On successful completion of this course students will be able to:

- LO1 To understand the characteristics, roles investment features and considerations.
- LO2 To develop a capacity to critically review the private equity fund structure and techniques of valuation.
- LO3 Analyse different strategies in of private equity and the emerging PE Market.
- LO4 To understand the different modes of exit in Indian context and challenges involved.

Unit no.	Details of topics	No of lectures
<b>1</b>	<b>Conceptual understanding of Venture Capital and Private Equity</b>	
	Venture Capital –Over View of Venture Capital- Definition- Features- Types – Roles, Concept of PE and its characteristics- Definition- Difference between PE,VC and Hedge Funds- Nature of PE Firm- Players in the PE market– Benefit of PE Finance PE Fund –Legal structure and terms- Private Equity Investments and Financing- Private Equity Multiples and Prices- Private Equity Funds and Private Equity Firms- Investment Feature and Consideration	<b>15</b>
<b>2</b>	<b>Structure and Valuation approaches</b>	
	Structure and Regulation of Venture Capital and Private Equity- Business Cycle of PE –Structure of VC/PE firms- Limited Liability Partnerships- Routes of VC/PE investments in India- Regulatory Aspects of VC/PE investments Valuation approaches- Risk and Returns- Analysis of Funds- Conventional Method- Revenue Multiplier Method	<b>15</b>
<b>3</b>	<b>Strategies of Private Equity</b>	
	Leverage Buyout, Growth Capital, Mezzanine Capital- Distressed Debt, other Strategies Due Diligence- Procedure and Challenges- Due Diligence in Emerging PE Market-Investing in Developing Market- Past Performance and Strategy	<b>15</b>
<b>4</b>	<b>Exit strategies for Private Equity</b>	
	Modes of exits in Indian Context and Challenges involved- IPO, Promoter Buyback, Sale to Other PE funds,	<b>15</b>

	Sale to other strategic Investors, Stake Swap, M & A's, Open Market-, Secondary Market	
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### References:

- *The Masters of Private Equity and Venture Capital: Robert Finkel: McGraw-Hill Education*
- *Guide to Private Equity : CA Neha Bhuvania: Taxmann*
- *Venture Capital, Private Equity, and the Financing of Entrepreneurship: Josh Lerner , AnnLeamon , Felda Hardymon : Wiley*
- *The Business of Venture Capital: Mahendra Ransinghani: Wiley Finance*
- *Venture Capital Financing in India: J C Verma :Response Books*





**Course title: Corporate Restructuring****Course code: VESUCBF 604****Objectives:**

1. To get an overview of corporate restructuring and the valuation methods used to evaluate corporate restructuring transactions.
2. To get insights of various financial, economic, and strategic reasons for major corporate restructuring transactions.
3. To understand the different types of corporate restructurings.

**Learning Outcomes (LO):**

On successful completion of this course students will be able to:

- LO1 Students will get an idea about different valuation methods used for corporate restructuring transactions.
- LO2 Students will be able to understand the economic, financial and strategic reasons for corporate restructurings.

Unit no.	Details of topics	No of lectures
<b>1</b>	<b>Introduction and Concepts</b>	
	Meaning of Corporate Restructuring • Need, Scope and Mode of Restructuring • Historical Background • Emerging Trends Planning, Formulation and Execution of Various Corporate Restructuring Strategies - Mergers, Acquisitions, Takeovers, Disinvestments and Strategic Alliances, Demerger and Hiving off • Expanding Role of Professionals	<b>12</b>
<b>2</b>	<b>Merger and Amalgamation, Corporate Demerger and Reverse Merger</b>	
	Introduction to Merger and Amalgamation, Corporate Demerger and Reverse Merger • Legal, Procedural, Economic, Accounting, Taxation and Financial Aspects of Mergers and Amalgamations including Stamp Duty and Allied Matters • Interest of Small Investors • Merger Aspects under Competition Law • Cross Border Acquisition and Merger • Concept of Demerger; Modes of Demerger - by Agreement, under Scheme of Arrangement • Demerger and Voluntary Winding Up • Legal and Procedural Aspects; Tax Aspects and Reliefs • Reverse Mergers – Procedural Aspects and Tax Implications • Meaning and Concept of Takeover • Types of Takeovers; Legal Aspects – SEBI Takeover Regulations • Disclosure and Open Offer Requirements • Bail Out Takeovers and Takeover of Sick Units • Takeover Defenses • Cross Border Takeovers	<b>12</b>
<b>3</b>	<b>Funding of Merger and Takeover and Financial Restructuring</b>	
	Financial Alternatives; Merits and Demerits • Funding through various Types of Financial Instruments including Equity and Preference Shares, Debentures, Securities with Differential Rights,	<b>12</b>

	Swaps, Stock Options; ECBs, Funding through Financial Institutions and Banks • Rehabilitation Finance • Management Buyouts/Leveraged Buyouts • Reduction of Capital • Reorganization of Share Capital • Buy-Back of Shares – Concept and Necessity • Procedure for Buy-Back of Shares by Listed and Unlisted Companies	
<b>4</b>	<b>Post-Merger Reorganization</b>	
	Factors involved in Post - Merger Reorganization • Integration of Businesses and Operations • Assessing Accomplishment of Post-Merger Objectives; Measuring Post Merger Efficiency	<b>12</b>

#### References:

- Mergers, Acquisition and Corporate Restructuring: Prasad G Godbole : Vikas Publishing
  - Handbook on Mergers, amalgamation and take overs : ICSI
  - Mergers/Amalgamations, Takeovers, Joint Ventures, LLPs and Corporate Restructure: K. R.Sampath : Snow White
- Introduction to Mergers and Acquisitions: Kate Creighton, William J. Gole



**Course Title: Indirect Tax [ GST ]****Course code: VESUCBF 605****Objectives:**

1. To make learners understand the concept of Indirect Tax in India.
2. To make learners understand the concept of One Point taxation i.e uniformity of tax rates.
3. To enable the learners to understand the various provisions of Goods & Service tax in India.

**Learning Outcomes (LO):**

On successful completion of this course students will be able to:

- LO1 Learners will be able to understand the Process of registration, filing of return and various compliance of GST.
- LO2 Learners will be able to understand how GST has helped to remove the taxation barriers between the states i.e Time, Place and Value of Supply.
- LO3 Learners will be able to understand the concept of Input tax credit and provisions of Payment of Tax.

Unit no.	Details of topics	No of lectures
1	<b>Introduction to Indirect Taxation and GST</b> <b>Basics for Taxation</b> - Direct Taxes and Indirect Taxes – Difference, Advantages and Disadvantages, Sources and Authority of Taxes in India (Art 246 of the Indian Constitution) <b>Introduction to GST</b> – Genesis of GST in India, Power to tax GST (Constitutional Provisions), Extent and Commencement, Meaning and Definition of GST, Benefits of GST, Conceptual Framework – CGST, IGST, SGST, UTGST, Imports of goods or services or both, Export of goods or services or both, Taxes subsumed and not subsumed under GST. <b>Definitions</b> – Goods (2(52) of CGST Act), Services (2(102) of CGST Act), Money (2(75) of CGST Act), Securities (2(101) of SCRA Act, 1956), India (2(56) of CGST Act) Persons (2(84) of CGST Act), Taxable Person (2(107) of CGST Act), Business (2(17) of CGST Act), Consideration (2(31) of CGST Act), E- Commerce Operator (2(45) of CGST Act), Supplier (2(105) of CGST Act), Recipient (2(93) of CGST Act) <b>Levy and Collection of GST</b> – Levy and Collection of CGST, IGST, SGST, UTGST (Sec 9 of CGST Act), Composition Scheme under GST (Sec 10 of CGST Act), Power to Grant Exemption (Sec 11 of CGST Act) GST Rate Schedule for Goods and Services.	15
2	<b>Concept of Supply</b> <b>Taxable Event Supply</b> – Meaning and Scope of Supply (Section 7 Subsection 1, 2 and 3 of Act) Schedule I, Schedule II, Schedule III, Composite and Mixed Supplies (Sec 8 of CGST Act) <b>Place of Supply</b> – Location of Supplier of Goods and Services, Place of Supply of Goods (Sec 10, 11, 12 and 13 of IGST Act), Special Provision	15

	<p>for Payment of Tax by a Supplier of Online Information Database Access Retrieval.</p> <p><b>Time of Supply</b>- Time of Supply (Sec 31 of CGST Act), Issue of Invoice by the Supplier (Sec 31 (1) and Sec 31(2) of CGST Act), Continuous Supply of Goods and Services, Goods Sent on Approval (Sec 31(7) of CGST Act )</p> <p><b>Value of Supply</b> – Determination of Value of Supply (Sec 15 of CGST Act and CGST Rules 2017), Input Tax Credit (Sec 2(62) of CGST Act) Capital Goods (Sec 2(19) of CGST Act), Input Sec 2(59) of CGST Act), Input Service (Sec 2(60) of CGST Act).</p> <p>Eligibility and Conditions for taking Input Tax Credit (Sec 16 of CGST Act)</p>	
<b>3</b>	<b>Registration and Computation of GST</b>	
	<p><b>Registration</b> – Persons liable for Registration (Sec 22 of the Act), Persons not liable for Registration, Procedure for Registration (Sec 25 of the Act), Deemed Registration (Sec 26 of the Act), Special Provisions (Sec 27 of the Act), Amendment, Cancellation and Revocation of Registration (Sec 28, Sec 29 and Sec 31 of the Act)</p> <p><b>Computation of GST</b> – Computation of GST under Inter State &amp; Intra State Supplies</p> <p><b>Payment of Tax</b>- Payment of Tax, Interest and other Amounts (Sec 49 of the Act), Interest on delayed Payment (Sec 50 of the Act), TDS (Sec 51 of the Act), TCS (Sec 52 of the Act)</p>	<b>15</b>
<b>4</b>	<b>Filing of Returns</b>	
	<p><b>Documentation</b>- Tax Invoices (Sec 31 and 32 of the Act), Credit and Debit notes (Sec 34 of the Act), Electronic Way Bill</p> <p><b>Returns</b> – Types of Returns and Provisions relating to filing of Returns (Sec 37 to Sec 48 of the Act)</p>	<b>15</b>

#### References:

- *GST Bare Act 2017*
- *GST Law & Practice - V.S Datey (6th Edition)*
- *GST Laws – National Academy of Customs, India*

## Modality of assessment

The performance of the learners shall be evaluated into two parts. The learner's performance shall be assessed by Internal Assessment with 25% marks in the first part & by conducting the Semester End Examinations with 75% marks in the second part. Practical Examination will consist of End Sem examination.

**Student will have to score 40% of marks in Internal assessment as well as End Sem examination to pass the course.**

The allocation of marks for the Internal Assessment and Semester End Examinations are as shown below: -

**Internal Assessment:** It is defined as the assessment of the learners on the basis of internal evaluation as envisaged in the Credit & Choice based system by way of participation of learners in various academic and correlated activities in the given semester of the programme.

**Semester End Assessment:** It is defined as the assessment of the learners on the basis of Performance in the semester end Theory/ written/ Practical examination.

### **A. Theory - Internal assessment 25% 25 marks**

Sr No	Evaluation type	Marks
1.	<ul style="list-style-type: none"><li>- Tests, Assignments,</li><li>- Project based learning activities (Group Research/ Case studies/ Reports / Assignments / Presentations / Skit / Poster / etc.),</li><li>- Class Test (multiple choice questions / objective)</li></ul>	20
2.	<ul style="list-style-type: none"><li>- Active participation in routine class activity</li><li>- Overall conduct as a responsible student, with respect to goodbehaviour, leadership qualities, interpersonal skills etc.</li></ul>	05

### **B. Theory - External examination - 75%75 marks** **Semester End Theory Assessment**

#### **Question Paper Pattern (Theoretical Courses)**

Maximum Marks: 75      Duration: 2 ½ Hrs.

All Questions are Compulsory Carrying 15 Marks each.

Question No	Particular	Marks
Q-1	Objective Questions A) Sub Questions to be asked 10 and to be answered any 08 B) Sub Questions to be asked 10 and to be answered any 07 (*Multiple choice / True or False / Match the columns/Fill inthe blanks)	15 Marks

Q-2	Full Length Question <b>OR</b>	15
Q-2	Full Length Question	Marks15 Marks
Q-3	Full Length Question <b>OR</b>	15
Q-3	Full Length Question	Marks15 Marks
Q-4	Full Length Question <b>OR</b>	15
Q-4	Full Length Question	Marks15 Marks
Q-5	A) Theory questions B) Theory questions <b>OR</b>	08 Marks07 Marks
Q-5	Short Notes To be asked 05 To be answered 03	15 Marks

**Note: Theory question of 15 marks may be divided into two sub questions of 7/8and 10/5 Marks**



**Overall Examination and Marks Distribution Pattern SEMESTER I**

Course	Theory	Internal	Total
VESUCBF101	75	25	100
VESUCBF102	75	25	100
VESUCBF103	75	25	100
VESUCBF104	75	25	100
VESUCBF105	75	25	100
VESUCBF106	75	25	100
VESUCBF107	75	25	100
SEMESTER I GRAND TOTAL			700

**SEMESTER II**

Course	Theory	Internal	Total
VESUCBF 201	75	25	100
VESUCBF 202	75	25	100
VESUCBF 203	75	25	100
VESUCBF 204	75	25	100
VESUCBF 205	75	25	100
VESUCBF 206	75	25	100
VESUCBF 207	75	25	100
SEMESTER I GRAND TOTAL			700