B.Com (Foreign Trade)
Syllabus (CBCS)
(w.e.f. 2019–2020)

FACULTY OF COMMERCE
OSMANIA UNIVERSITY
HYDERABAD - 500 007 T.S.

2019
<table>
<thead>
<tr>
<th>Sl.No.</th>
<th>Code</th>
<th>Course Title</th>
<th>HPW</th>
<th>Credits</th>
<th>Exam Hrs</th>
<th>Marks</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td><strong>SEMESTER – I</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1.</td>
<td>ELS1</td>
<td>English (First Language)</td>
<td>4</td>
<td>4</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2.</td>
<td>SLS1</td>
<td>Second Language</td>
<td>4</td>
<td>4</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3.</td>
<td>AECC1</td>
<td>a) Environmental Science/ b) Basic Computer Skills</td>
<td>2</td>
<td>2</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4.</td>
<td>DSC101</td>
<td>Financial Accounting-I</td>
<td>5</td>
<td>5</td>
<td>3 hrs</td>
<td>80U+20I</td>
</tr>
<tr>
<td>5.</td>
<td>DSC102</td>
<td>Business Organization and Management</td>
<td>5</td>
<td>5</td>
<td>3 hrs</td>
<td>80U+20I</td>
</tr>
<tr>
<td>6.</td>
<td>DSC103</td>
<td>Introduction to International Business</td>
<td>5</td>
<td>5</td>
<td>3 hrs</td>
<td>80U+20I</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td></td>
<td>25</td>
<td>25</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td><strong>SEMESTER – II</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>7.</td>
<td>ELS2</td>
<td>English (First Language)</td>
<td>4</td>
<td>4</td>
<td></td>
<td></td>
</tr>
<tr>
<td>8.</td>
<td>SLS2</td>
<td>Second Language</td>
<td>4</td>
<td>4</td>
<td></td>
<td></td>
</tr>
<tr>
<td>9.</td>
<td>AECC2</td>
<td>a) Basic Computer Skills/ b) Environmental Science</td>
<td>2</td>
<td>2</td>
<td></td>
<td></td>
</tr>
<tr>
<td>10.</td>
<td>DSC201</td>
<td>Financial Accounting-II</td>
<td>5</td>
<td>5</td>
<td>3 hrs</td>
<td>80U+20I</td>
</tr>
<tr>
<td>11.</td>
<td>DSC202</td>
<td>Business Laws</td>
<td>5</td>
<td>5</td>
<td>3 hrs</td>
<td>80U+20I</td>
</tr>
<tr>
<td>12.</td>
<td>DSC203</td>
<td>Export Marketing</td>
<td>5</td>
<td>5</td>
<td>3 hrs</td>
<td>80U+20I</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td></td>
<td>25</td>
<td>25</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td><strong>SEMESTER – III</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>13.</td>
<td>ELS3</td>
<td>English (First Language)</td>
<td>3</td>
<td>3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>14.</td>
<td>SLS3</td>
<td>Second Language</td>
<td>3</td>
<td>3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>15.</td>
<td>SEC1 UGC Specified Course</td>
<td>Communication Skills Professional Skills</td>
<td>2</td>
<td>2</td>
<td>1 ½ hrs</td>
<td>40U+10I</td>
</tr>
<tr>
<td>16.</td>
<td>SEC2 Dep t. Specified Course</td>
<td>a) Principles of Insurance/ b) Foundation of Digital Marketing &amp; Web Design</td>
<td>2</td>
<td>2</td>
<td>1 ½ hrs</td>
<td>40U+10I</td>
</tr>
<tr>
<td>17.</td>
<td>DSC301</td>
<td>Advanced Accounting</td>
<td>5</td>
<td>5</td>
<td>3 hrs</td>
<td>80U+20I</td>
</tr>
<tr>
<td>18.</td>
<td>DSC302</td>
<td>Business Statistics-I</td>
<td>5</td>
<td>5</td>
<td>3 hrs</td>
<td>80U+20I</td>
</tr>
<tr>
<td>19.</td>
<td>DSC303</td>
<td>International Business Procedures &amp; Documentation</td>
<td>5</td>
<td>5</td>
<td>3 hrs</td>
<td>80U+20I</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td></td>
<td>25</td>
<td>25</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td><strong>SEMESTER – IV</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>20.</td>
<td>ELS4</td>
<td>English (First Language)</td>
<td>3</td>
<td>3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>21.</td>
<td>SLS4</td>
<td>Second Language</td>
<td>3</td>
<td>3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>22.</td>
<td>SEC3 UGC Specified Course</td>
<td>Leadership &amp; Management Skills Universal Human Values</td>
<td>2</td>
<td>2</td>
<td>1 ½ hrs</td>
<td>40U+10I</td>
</tr>
<tr>
<td>23.</td>
<td>SEC4 Dep t. Specified Course</td>
<td>a) Practice of Life and General Insurance / b) Social Media Marketing Search Engine Optimization &amp; Online Advertising</td>
<td>2</td>
<td>2</td>
<td>1 ½ hrs</td>
<td>40U+10I</td>
</tr>
<tr>
<td>24.</td>
<td>DSC401</td>
<td>Income Tax</td>
<td>5</td>
<td>5</td>
<td>3 hrs</td>
<td>80U+20I</td>
</tr>
</tbody>
</table>
### SUMMARY OF CREDITS

<table>
<thead>
<tr>
<th>Sl. No.</th>
<th>Course Category</th>
<th>No. of Courses</th>
<th>Credits Per Course</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>English Language</td>
<td>6</td>
<td>4/3</td>
<td>20</td>
</tr>
<tr>
<td>2</td>
<td>Second Language</td>
<td>6</td>
<td>4/3</td>
<td>20</td>
</tr>
<tr>
<td>3</td>
<td>AECC</td>
<td>2</td>
<td>2</td>
<td>4</td>
</tr>
<tr>
<td>4</td>
<td>SEC</td>
<td>4</td>
<td>2</td>
<td>8</td>
</tr>
<tr>
<td>5</td>
<td>GE</td>
<td>1</td>
<td>4</td>
<td>4</td>
</tr>
<tr>
<td>6</td>
<td>Project Report</td>
<td>1</td>
<td>4</td>
<td>4</td>
</tr>
<tr>
<td>7</td>
<td>DSC</td>
<td>12</td>
<td>5</td>
<td>60</td>
</tr>
<tr>
<td>8</td>
<td>DSE</td>
<td>6</td>
<td>5</td>
<td>30</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td><strong>38</strong></td>
<td></td>
<td><strong>150</strong></td>
</tr>
</tbody>
</table>

**Commerce**  24  106

**CREDITS UNDER NON-CGPA**

<table>
<thead>
<tr>
<th></th>
<th>Up to 6 (2 in each year)</th>
</tr>
</thead>
<tbody>
<tr>
<td>NSS/NCC/Sports/Extra Curricular</td>
<td></td>
</tr>
<tr>
<td>Summer Internship</td>
<td>Up to 4 (2 in each after I &amp; II years)</td>
</tr>
</tbody>
</table>

Note: If a student should opt for “a” in SEC in III semester, the student has to opt for “a” only in IV semester and so is the case with “b” and “c”. In the case of DSE also the rule applies.
Objective: To acquire conceptual knowledge of basics of accounting and preparation of final accounts of sole trader.

UNIT-I: ACCOUNTING PROCESS:

UNIT-II: SUBSIDIARY BOOKS:

UNIT-III: BANK RECONCILIATION STATEMENT:

UNIT-IV: RECTIFICATION OF ERRORS AND DEPRECIATION:
Capital and Revenue Expenditure – Capital and Revenue Receipts: Meaning and Differences - Deferred Revenue Expenditure. Errors and their Rectification: Types of Errors - Suspense Account – Effect of Errors on Profit. (Including problems)


UNIT-V: FINAL ACCOUNTS:
Final Accounts of Sole Trader: Meaning -Uses -Preparation of Manufacturing, Trading and Profit & Loss Account and Balance Sheet – Adjustments – Closing Entries. (Including problems)

SUGGESTED READINGS:
5. Introduction to Accountancy: T.S.Grewal, S.Chand and Co.
Objective: To acquaint the students with the basics of Commerce and Business concepts and functions, forms of Business Organization and functions of Management.

UNIT-I: INTRODUCTION AND FORMS OF BUSINESS ORGANISATIONS:

UNIT-II: JOINT STOCK COMPANY:

UNIT-III: INTRODUCTION TO FUNCTIONS OF MANAGEMENT:

UNIT-IV: PLANNING AND ORGANISING:

UNIT-V: AUTHORITY, COORDINATION AND CONTROL:
Meaning of Authority, Power, responsibility and accountability - Delegation of Authority - Decentralization of Authority - Definition, importance, process, and principles of Coordination-techniques of Effective Coordination - Control - Meaning - Definition – Relationship between planning and control-Steps in Control – Types (post, current and pre-control) - Requirements for effective control.

SUGGESTED READINGS:
3. Business Organization & Management: Dr. Manish Gupta, PBP.
7. Business Organization & Management: M.C. Shukla S. Chand,
8. Business Organisation and Management: D.S. Vittal, S. Chand
Objective: To enable the students learn nature, scope and structure of International Business, and understand the influence of various environmental factors on international business operations.

UNIT -I: INTRODUCTION TO INTERNATIONAL BUSINESS:
Meaning and definition of International Business - International and domestic business comparison - Factors contributing for the growth of International Business – Importance, nature and scope of International business - modes of entry into International Business - Internationalization process.

UNIT-II: ENVIRONMENTAL CONTEXT OF INTERNATIONAL BUSINESS:

UNIT – III: REGIONAL ECONOMIC GROUPINGS IN PRACTICE:
Regionalism vs. multilateralism - Structure and functioning of EU and NAFTA-ASEAN- BRICS-SAARCR-regional economic cooperation - Multinational Corporations and their involvement in International Business- Issues in foreign investments-technology transfer-pricing and regulations-International collaborative arrangements and strategic alliances.

UNIT – IV: INTERNATIONAL ECONOMIC INSTITUTIONS AND AGREEMENTS:
WTO, IMF, World Bank , UNCTAD , Agreement on Textiles and Clothing (ATC) , GSP, GSTP and other International agreements - International commodity trading and agreements.

UNIT – V: EMERGING DEVELOPMENTS AND OTHER ISSUES:
World trade and protectionism – Tariff and non-tariff barriers - Growing concern for ecology; Counter trade; IT and International Business; Social aspects.

SUGGESTED READINGS:
Objective: To acquire accounting knowledge of bills of exchange and other business accounting methods.

UNIT-I: BILLS OF EXCHANGE:
Bills of Exchange - Definition- Distinction between Promissory note and Bills of exchange-
Accounting treatment of Trade bills: Books of Drawer and Acceptor- Honour and Dishonour of
Bills- Renewal of bills- Retiring of bills under rebate- Accommodation bills.(Including problems)

UNIT-II: CONSIGNMENT ACCOUNTS:
Consignment – Meaning – Features– Proforma invoice - Account sales – Del crederecommission-Accounting treatment in the books of the consignor and the consignee -
Valuation of consignment stock –Treatment of Normal and abnormal Loss - Invoice of goods at
a price higher than the cost price. (Including problems)

UNIT-III: JOINT VENTURE ACCOUNTS:
Joint Venture – Meaning -Features-Difference between Joint Venture and Consignment-
Accounting Procedure-Methods of Keeping Records for Joint Venture Accounts-Method of
Recording in co-ventures books-Separate Set of Books Method- Joint Bank Account-
Memorandum Joint Venture Account (Including problems)

UNIT-IV: ACCOUNTS FROM INCOMPLETE RECORDS:
Single Entry System – Meaning -Features–Difference between Single Entry and Double Entry
systems -Defects in Single Entry System - Books and accounts maintained - Ascertainment of
Profit - Statement of Affairs and Conversion method (Including problems)

UNIT-V: ACCOUNTING FOR NON-PROFIT ORGANIZATIONS:
Non- Profit Organization – Meaning – Features – Receipts and Payments Account – Income and
Expenditure Account – Balance Sheet (Including problems)

SUGGESTED READINGS:
Paper DSC 202: BUSINESS LAWS

Objective: To understand basics of contract act, sales of goods act, IPRs and legal provisions applicable for establishment, management and winding up of companies in India.

UNIT–I: INDIAN CONTRACT ACT:

UNIT–II: SALE OF GOODS ACT AND CONSUMER PROTECTION ACT:

UNIT–III: INTELLECTUAL PROPERTY RIGHTS:
Trade Marks: Definition - Registration of Trade Marks - Patents: Definition - Kinds of Patents - Transfer of the Patent Rights - Rights of the Patentee - Copy Rights: Definition -- Rights of the Copyright Owner - Terms of Copy Right - Copy Rights Infringement - Other Intellectual Property Rights: Trade Secrets - Geographical Indications.

UNIT–IV: MANAGEMENT OF COMPANIES AND MEETINGS:

UNIT–V: WINDING UP:

SUGGESTED READINGS:
2) Company Law: Rajashree. – HPH
3) Business Law - Kavitha Krishna, Himalaya Publishing House
4) Business Laws – Dr. B. K. Hussain, Nagalakshmi - PBP
5) Company Law: Prof. G. Krishna Murthy, G. Kavitha, PBP
8) Corporate Law: PPS Gogna, S Chand
9) Business Law: D.S. Vital, S Chand
Objective: To familiarize the students with the nature and scope of International Marketing as also the four Ps in International Marketing.

UNIT–I: EXPORT MARKETING:

UNIT–II: SELECTION OF EXPORT PRODUCTS:

UNIT–III: EXPORT MARKETS:

UNIT–IV: PROMOTION ABROAD:

UNIT–V: LEGAL DIMENSIONS OF EXPORT CONTRACTS:

SUGGESTED READINGS:
1. International Marketing: Stanley Palivesder
2. International Marketing: VemJerpskra
3. International Marketing Management: RL. Varsshney & Bhattacharya
4. Export Marketing: TAS BalGopal
5. Export Marketing: Cherunilam Francis
6. Export Marketing: Rathore & Rathore
7. Export Management: SR. Ullal
Objectives: To make Students to learn Principles of Insurance.

UNIT I: RISK MANAGEMENT AND INSURANCE & INSURANCE TERMINOLOGY:

UNIT II: INSURANCE CONTRACT AND INSURANCE PRODUCTS:

SUGGESTED READINGS:
Objective:

i. To make students to understand Foundation of digital marketing.
ii. To make students to understand the Fundamentals of Web design and Analytics.

UNIT I: DIGITAL MARKETING FOUNDATIONS & CONTENT MARKETING:
Email marketing tools and setup - Email marketing segmentation, personalization and mobile friendly design
Content marketing foundations - Blogs for content marketing - Content marketing for staying relevant - Newsletters for content marketing - Mobile marketing foundations

UNIT II: WEB DESIGN AND GOOGLE ANALYTICS:
Exploring and learning web design – Understanding Conversion rate optimization (CRO) – Setting CRO – Understanding target audience – Optimization champion
Getting started with Google Analytics – Core concepts – Additional interface features – Using reports – Audience reports – Acquisition reports – Social reports – Behavior reports – Track events – Conversion reports – Additional features

SUGGESTED READINGS:
3. Digital Marketing by Vandana Ahuja, Oxford
5. Digital Marketing For Dummies by Ryan Deiss and Russ Henneberry
6. Don’t Make Me Think Revisited: A Common Sense Approach to Web Usability By Steve Krug
7. Web Analytics 2.0 – Avinash Kaushik
8. Successful Analytics by Brian Clifton
9. Math and Stats for Web Analytics and Conversion Optimization by Himanshu Sharma
Objective: To acquire accounting knowledge of partnership firms and joint stock companies

UNIT-I: PARTNERSHIP ACCOUNTS-I:
Meaning – Partnership Deed - Capital Accounts (Fixed and Fluctuating) – Admission of a Partner – Retirement and Death of a Partner (Excluding Joint Life Policy)(Including problems)

UNIT-II: PARTNERSHIP ACCOUNTS–II:
Dissolution of Partnership – Insolvency of a Partner (excluding Insolvency of all partners) – Sale to a Company (Including problems)

UNIT-III: ISSUE OF SHARES, DEBENTURES, UNDERWRITING AND BONUS SHARES:
Issue of Shares at par, premium and discount - Prorata allotment – Forfeiture and Re-issue of Shares – Issue of Debentures with Conditions of Redemption – Underwriting: Meaning – Conditions- Bonus Shares: Meaning – SEBI Guidelines for Issue of Bonus Shares – Accounting of Bonus Shares(INCLUDING problems)

UNIT-IV: COMPANY FINAL ACCOUNTS AND PROFIT PRIOR TO INCORPORATION:

UNIT-V: VALUATION OF GOODWILL AND SHARES:

SUGGESTED READINGS:

5. Advanced Accountancy: Dr. G. Yogeshwaran, Julia Allen - PBP
9. Guidance Note on the Revised Schedule VI to the Companies Act, 1956, The Institute of Chartered Accounts of India.
10. Advanced Accounting (IPCC): D. G. Sharma, Tax Mann Publications.
**Objective:** To inculcate analytical and computational ability among the students.

**UNIT-I: INTRODUCTION:**

**UNIT – II: DIAGRAMMATIC AND GRAPHIC PRESENTATION:**

**UNIT-III: MEASURES OF CENTRAL TENDENCY:**

**UNIT-IV: MEASURES OF DISPERSION, SKEWNESS AND KURTOSIS:**
Measures of Skewness - Karl Pearson’s Coefficient of Skewness - Bowley’s Coefficient of Skewness - Kelly’s Measure of Skewness – Kurtosis: Mesokurtosis, Platy kurtosis and Leptokurtosis.

**UNIT-V: CORRELATION:**
Meaning -Types - Correlation and Causation – Methods: Scatter Diagram - Karl Person's Coefficient of Correlation - Probable Error and Interpretation of Coefficient of Correlation - Rank Correlation - Concurrent Deviation Method.

**SUGGESTED READINGS:**
1. Statistics for Management: Levin & Rubin, Pearson 
4. Business Statistics –I: Dr. Obul Reddy, Dr. D. Shridevi - PBP 
7. Fundamentals of Statistical: S. P Gupta, Sultan Chand 
10. Statistics-Problems and Solutions: Kapoor V.K, S. Chand 
11. Statistics - Theory, Methods and Applications: Sancheti D.C, &Kapoor V.K 
Objective: To acquaint the students with the trade practices, procedures and documentation of International Trade.

UNIT – I: FOREIGN EXCHANGE FACILITIES AND REGULATIONS:
Legal framework in India - FEMA- Origin and objectives - Main provision of FEMA - Foreign exchange transactions - Factors influencing the rate of foreign exchange.

UNIT – II: INTERNATIONAL TRADE TERMS AND EXPORT PAYMENT TERMS:

UNIT – III: TRADE FINANCE: SOURCES AND SCHEME OF TRADE FINANCE:

UNIT – IV: CREDIT RISK MANAGEMENT AND QUALITY INSPECTION:
Export credit Insurance - Concept and importance- Role of ECGC - Covers by ECGC - Risk covered - financial guarantees - Special Policies - EIA and types of Inspection.

UNIT: V: CENTRAL EXCISE CLEARANCE / GST AND CUSTOMS CLEARANCE OF EXPORT AND IMPORT CARGO:
GST- EXIM Documents-Importance - Types and characteristics - EDI - Licensing, IEC Number - Documents required for customs clearance - Physical examination of good - Warehousing - Duty Drawback- Bill of Lading –Bill of Entry.

SUGGESTED READINGS:
1. Various Publications of IIFT and Ministry of Commerce
3. Avadhani: International Finance
Objective: To make students to learn Practice of Life and General Insurance

UNIT-I: PREMIUM CALCULATION AND POLICY DOCUMENTS:

UNIT-II: SETTLEMENT OF CLAIMS RISK & UNDERWRITTINGS AND FINANCIAL PLANNING & TAX SAVING:
General Insurance: Concept of Underwriting—Underwriting Process—Risk sharing and its methods—risk management and steps involved in it——Concept of Claim-understanding the process of claim management—claims fraud and fraud prevention—Insurance reserves and accounting—different types of reserves of insurance companies—reserving process followed by insurance companies—Insurance accounting.

Objective:
I. To make students to understand the Social Media marketing.
II. To make students to understand the Search engine optimization and online advertising.

UNIT I: SOCIAL MEDIA MARKETING:
Building an online community – Understanding Social Media Marketing – Marketing and building presence on Facebook – Marketing and building presence on Twitter – Employer branding on LinkedIn
Facebook advertising overview – How Facebook ads work – How to create Facebook ads – Additional advertising options and best practices for Facebook advertising – Marketing and monetizing on YouTube – Customize your YouTube Channel – Video optimization on YouTube – YouTube Analytics

UNIT II: SEO FOUNDATION & STRATEGIES:
Understanding SEO — Content optimization – Long-term content planning
Keyword strategy – Linkbuilding strategies – Measuring SEO effectiveness – SEO for Ecommerce – Local search – Mobile SEO UNIT
Pay-Per-Click Advertising – Getting started with Google Adwords – Advertising tracking – Key Google Adwords strategies – Remarketing with Google – Budget and ROI tips – B2B Remarketing Campaigns

SUGGESTED READINGS:
3. Digital Marketing by Vandana Ahuja, Oxford
4. Tuten: Social Media Marketing, Sage
5. Digital Marketing by Seema Gupta, McGraw Hill
6. Social Media Marketing All-In-One for Dummies By Jan Zimmerman and Deborah Ng
7. Facebook Growth Hacking: How to Correctly Set Up and Maintain Your Facebook Presence and Gain Massive Amounts of Fans (Social Media Marketing) by Jeff Abston
8. Youtube Influencer: How To Become a Youtube Influencer, Why Influencer Marketing Matters, and How To Monetize Your Channel by Jeff Abston
9. SEO Fitness Workbook: 2018 Edition: The Seven Steps to Search Engine Optimization Success on Google By Jason McDonald
10. The Art of SEO: Mastering Search Engine Optimization By Eric Enge, Stephan Spencer and Jessie Stricchiola
Objective: To acquire conceptual and legal knowledge about Income Tax provisions relating to computation of Income from different heads with reference to an Individual Assessee.

UNIT–I: INTRODUCTION:

UNIT–II: INCOME FROM SALARIES:

UNIT–III: INCOME FROM HOUSE PROPERTY:

UNIT–IV: PROFITS AND GAINS OF BUSINESS OR PROFESSION:

UNIT-V: CAPITAL GAINS AND INCOME FROM OTHER SOURCES:

SUGGESTED READINGS:
2. Taxation: Dr. M.N. Ravi, PBP.
3. Direct Taxes Law & Practice: Dr. Vinod K. Singhania&Dr.KapilSinghania, Taxmann
7. Taxation Law and Practice: Balachandran&Thothadri, PHI Learning.
8. Direct Tax Law and Practice : AhujaGirish
Objective: To inculcate analytical and computational ability among the students.

UNIT-I: REGRESSION:

UNIT-II: INDEX NUMBERS:
Introduction - Uses - Types - Problems in the Construction of Index Numbers - Methods of Constructing Index Numbers - Simple and Weighted Index Number (Laspeyre - Paasche, Marshall – Edgeworth) - Tests of Consistency of Index Number: Unit Test - Time Reversal Test - Factor Reversal Test - Circular Test - Base Shifting - Splicing and Deflating of Index Numbers.

UNIT-III: TIME SERIES:

UNIT-IV: PROBABILITY:

UNIT-V: THEORETICAL DISTRIBUTIONS:

SUGGESTED READINGS:
1. Statistics for Management: Levin & Rubin, Pearson,
4. Business Statics – II: Dr. OBul Reddy, Dr. D. Shridevi - PBP
7. Fundamentals of Statistical: S. P Gupta , Sultan Chand
10. Statistics-Problems and Solutions: Kapoor V.K, S. Chand
11. Statistics-Teory, Methods and Applications: SanchetiD.C. &Kapoor V.K
Objective: To acquire knowledge of AS-14 and preparation of accounts of banking and insurance companies.

UNIT-I: COMPANY LIQUIDATION:
Meaning – Modes - Contributory Preferential Payments – Statements of Affairs - Liquidator’s Remuneration - Preparation of Liquidator’s Final Statement of Account (Including problems)

UNIT-II: AMALGAMATION (AS-14):
Amalgamation: In the nature of merger and purchase – Calculation of Purchase Consideration – Accounting Treatment in the books of transferor and transferee companies. (Including problems)

UNIT-III: INTERNAL RECONSTRUCTION AND ACQUISITION OF BUSINESS:
Internal Reconstruction: Accounting treatment – Preparation of final statement after reconstruction- Acquisition of business when new set of books are opened- Debtors and Creditors taken over on behalf of vendors- When same set of books are continued(Including problems)

UNIT-IV: ACCOUNTS OF BANKING COMPANIES:

UNIT-V: ACCOUNTS OF INSURANCE COMPANIES AND INSURANCE CLAIMS:

SUGGESTED READINGS:
3. Advanced Accountancy: Arulanandam; Himalaya
5. Advanced Accounting (Vol-II): Chandra Bose, PHI
6. Advanced Accountancy: Shukla and Grewal, S.Chand & Co
Objective: To acquire knowledge for application of economic principles and tools in business practices.

UNIT-I: INTRODUCTION:

UNIT- II: DEMAND ANALYSIS:
Meaning – Function - Factors influencing Demand - Types of Demand - Demand Curve - Law of Demand – Exceptions to the law of demand - Elasticity of Demand: Concept - Types of elasticity of demand-price, income and cross Elasticity of Demand – measurement of elasticity—arc and point methods—Importance of various Elasticity of Demand

UNIT-III: SUPPLY ANALYSIS:

UNIT-IV: PRODUCTION ANALYSIS:

UNIT-V: COST AND REVENUE ANALYSIS:

SUGGESTED READINGS:
2. Managerial Economics: VanithAgrawal, Pearson Education
8. Managerial Economics: Varshney and Maheswari, Sultan Chand
Objective: To acquire conceptual and legal knowledge about Income Tax provisions relating to computation of Income from certain heads and other provisions relating to clubbing, aggregation of income and assessment procedure.

UNIT-I: PROFITS AND GAINS OF BUSINESS OR PROFESSION:

UNIT-II: INCOME FROM OTHER SOURCES:

UNIT-III: CLUBBING AND AGGREGATION OF INCOME:

UNIT-IV: ASSESSMENT OF INDIVIDUALS:

UNIT-V: ASSESSMENT PROCEDURE:

SUGGESTED READINGS:
2. Direct Taxes Law & Practice: Dr. Vinod K. Singhania& Dr. KapilSinghania, Taxmann
5. Income Tax: B. Lal, Pearson Education.
7. Taxation Law and Practice: Balachandran&Thothadri, PHI Learnin
Objective: To make the students acquire the knowledge of cost accounting methods.

UNIT-I: INTRODUCTION:

UNIT-II: MATERIAL:

UNIT-III: LABOUR AND OVERHEADS:
Labour: Direct and Indirect Labour Cost – Methods of Payment of Wages (only Incentive Plans): Halsey, Rowan, Taylor Piece Rate and Merrick Multiple Piece Rate Methods.
Overheads: Classification - Methods of Allocation - Apportionment and Absorption of overheads.

UNIT-IV: UNIT AND JOB COSTING:
Unit Costing: Features - Cost Sheet – Tender and Estimated Cost Sheet.

UNIT-V: CONTRACT AND PROCESS COSTING:

SUGGESTED READINGS:
1. Cost Accounting: Jain and Narang, Kalyani
2. Cost Accounting: Srihari Krishna Rao, Himalaya
3. Cost and Management Accounting: PrashantaAtha, Himalaya
4. Cost Accounting: Dr. G. Yogeshweran, PBP.
5. Cost Accounting: Jawaharlal, Tata Mcgraw Hill
6. Introduction to Cost Accounting: Tulsian, S.Chand
7. Cost Accounting: Horngren, Pearson
Objective: To make students to understand the Financial Planning & Performance.

UNIT I: STRATEGIC PLANNING:

UNIT II: BUDGETING AND FORECASTING:

UNIT III: COST AND VARIANCE ANALYSIS:
Cost and Variance Analysis: Comparison of actual to planned results - Use of flexible budgets to analyze performance - Management by exception - Standard Cost System: Use of standard cost systems - Analysis of variation from standard cost expectations

UNIT IV: PERFORMANCE MEASURES:

UNIT V: TECHNOLOGY AND ANALYTICS:
Data analytics: Business intelligence - Data mining - Analytic tools - Data visualization

SUGGESTED READINGS:
6. Management Accounting: An Integrative Approach; McNair-Connolly, C.J., Merchant, Kenneth A.; IMA.
Objective: To make students to understand the International Financial Reporting.

UNIT I: GENERAL PURPOSE OF FINANCIAL ACCOUNTING AND REPORTING AS PER US GAAP AND IFRS:

UNIT II: CURRENT ASSETS AND CURRENT LIABILITIES (AS PER US GAAP AND IFRS):

UNIT III: FINANCIAL INVESTMENTS AND FIXED ASSETS (AS PER US GAAP AND IFRS):

UNIT IV: FINANCIAL LIABILITIES (AS PER US GAAP AND IFRS):
Bonds Payable: Types of Bonds - Convertible bonds vs. Bonds with detachable warrants - Bond Retirement - Fair Value Option & Fair Value Election - Debt Restructuring: Settlement - Modification of terms

UNIT V: SELECT TRANSACTIONS (AS PER US GAAP AND IFRS):
Fair value measurements: Valuation techniques - Fair value hierarchy - Fair value concepts -Accounting changes and error correction: Changes in accounting estimate - Changes in accounting principle - Changes in reporting entity - Correction of an error - Contingencies: Possibility of occurrence (remote, reasonably possible or probable) - Disclosure vs. Recognition
Derivatives and Hedge Accounting: Speculation (non-hedge) - Fair value hedge - Cash flow hedge - Non-monetary exchanges: Exchanges with commercial substance - Exchanges without commercial substance - Leases: Operating lease - Finance lease - Sale leaseback

SUGGESTED READINGS:
1. Miles CPA Review Concept Book: Financial Accounting & Reporting, Miles Education
3. IFRS & US GAAP Best Practices in Accounting World: GAAP Analysis, Rajesh Dhawan
5. IFRS and US GAAP: A Comprehensive Comparison, Steven E. Shamrock, Wiley
6. Wiley GAAP: Interpretation and Application of Generally Accepted Principles, Barry J. Epstein and Ralph Nach, Wiley
Objective: To make the students to acquire the knowledge of computer software

UNIT I: MAINTAINING CHART OF ACCOUNTS IN ERP:

UNIT II: MAINTAINING STOCK KEEPING UNITS (SKU):
Introduction-Inventory Masters in ERP - Creating Inventory Masters-Creation of Stock Group-Creation of Units of Measure-Creation of Stock Item-Creation of Godown-Defining of Stock Opening Balance in ERP Stock Category-Reports.

UNIT III: RECORDING DAY-TO-DAY TRANSACTIONS IN ERP:
Introduction-Business Transactions-Source Document for Voucher-Recording Transactions in ERP - Accounting Vouchers-Receipt Voucher (F6)-Contra Voucher (F4)-Payment Voucher (F5)-Purchase Voucher (F9)-Sales Voucher (F8)-Debit Note Voucher-Credit Note (Ctrl+F8)-Journal Voucher (F7).

UNIT IV: ACCOUNTS RECEIVABLE AND PAYABLE MANAGEMENT:

UNIT V: MIS REPORTS:

SUGGESTED READINGS:
1. Computerised Accounting: Garima Agarwal, Himalaya
2. Computerised Accounting: A. Murali Krishna, Vaagdevi publications
3. Computerised Accounting: Dr. G. Yogeshweran, PBP.
5. Mastering Tally: Dinesh Maidaasani, Firewal Media
8. Manuals of Respective Accounting Packages
Objective: To make students to understand the Financial Decision Making

UNIT I: FINANCIAL STATEMENT ANALYSIS

UNIT II: FINANCIAL MANAGEMENT
Risk & Return: Calculating return - Types of risk - Relationship between risk and return Long-term Financial Management: Term structure of interest rates - Types of financial instruments - Cost of capital - Valuation of financial instruments

UNIT III: RAISING CAPITAL
Raising Capital: Financial markets and regulation - Market efficiency - Financial institutions - Initial and secondary public offerings - Dividend policy and share repurchases - Lease financing

UNIT IV: WORKING CAPITAL MANAGEMENT
Managing working capital: Cash management - Marketable securities management - Accounts receivable management - Inventory management - Short-term Credit: Types of short-term credit - Short-term credit management

UNIT V: CORPORATE RESTRUCTURING AND INTERNATIONAL FINANCE
Corporate Restructuring: Mergers and acquisitions - Bankruptcy - Other forms of restructuring International Finance: Fixed, flexible, and floating exchange rates - Managing transaction exposure - Financing international trade - Tax implications of transfer pricing

SUGGESTED READINGS:
2. Interpretation and Application of International Financial Reporting Standards; Mackenzie, Bruce, Coetsee, Danie, Njikizana, Tapiwa, Chamboko, Raymond, Colyvas, Blaise, and Hanekom, Brandon; Wiley
5. Principles of Corporate Finance, 11th edition; Brealey, Richard, A., Myers, Stewart C., and Allen, Franklin; McGraw Hill
Objective: To make students to understand the International Tax & Regulation.

UNIT I: TAXATION OF INDIVIDUALS:
Individual Income Tax Return: Filing Status - Cash basis and Accrual basis
Gross Income: Wages, Salaries, Bonus, Commission, Fees & Tips - Interest & Dividend Income
- Business Income - Capital Gains & Losses - Passive Income - Farming Income - Deductions:
  Adjustments - Deductions from AGI - Calculating Tax: Tax Credits - Alternative Minimum Taxes - Other Taxes - Estimated Tax penalty

UNIT II: PROPERTY TRANSACTIONS & DEPRECIATION:
Capital Gains & Losses - Gains & Losses from Sale of Long-term Business Property - Depreciation & Amortization

UNIT III: TAXATION OF CORPORATIONS:

UNIT IV: TAXATION OF OTHER ENTITIES:
Partnerships: Formation - Income Tax Return - Partner basis - Partnership Distributions - Sale of Partnership Interest by a Partner - Termination of Partnership - Estate, Trust & Gift Taxation:

UNIT V: STATUTORY REGULATIONS, ACCOUNTANT RESPONSIBILITIES, BUSINESS STRUCTURES:

SUGGESTED READINGS:
1. Miles CPA Review Concept Book: Regulation, Miles Education
2. Wiley CPA Excel Exam Review Course Study Guide: Regulation, Wiley
3. Internal Revenue Code: Income, Estate, Gift, Employment and Excise Taxes, CCH Tax Law Editors
Objective: To acquaint the students with concepts and tools of Logistics relevant for an International Firm.

UNIT-I: INTRODUCTION:
Concept - objectives and scope of logistics System – elements: Transportation -Modes of transportation – Warehousing - Inventory management.

UNIT-II: WATER TRANSPORT:
Role of shipping - liners and tramps: Director General of Shipping - functions of shipping and its relationship to International Trade - Liners and Tramps – Bill of lading vs. charter party – Meaning and definition of Freight - containerization and development economies ofContainerization - different types of containers & ships - multi modal transport and procedures involved –ICD.

UNIT-III: AIR TRANSPORT:
International Air transport and warehousing: International setup for air transport - freight rates - India’s exports and imports by air – problems and prospects.

UNIT-IV: INSURANCE:

UNIT-V: WAREHOUSING:
Objectives and functions of warehousing - Warehousing location strategies -Procedure involving clearance of goods from warehouses – bonded warehouses.

SUGGESTED READINGS:
2. Indian Shipping and Transport, Bombay, Various Issues.
**Objective:** To gain knowledge of AS-19 & 21 and format accounts.

**UNIT-I: HOLDING COMPANIES (AS-21):**

**UNIT-II: ELECTRICITY COMPANIES (DOUBLE ACCOUNTING SYSTEM):**

**UNIT-III: ACCOUNTING FOR PRICE LEVEL CHANGES:**

**UNIT-IV: LEASE ACCOUNTS (AS-19):**
Meaning – Terminology – Advantages and Disadvantages – Types: Financial and Operating Lease – Accounting Treatment in the books of both the parties.

**UNIT-V: HUMAN RESOURCE ACCOUNTING & SOCIAL RESPONSIBILITY ACCOUNTING:**
Human Resource Accounting: Definition – Objectives – Assumptions – Advantages and Limitations – Approaches - Human resource accounting in India (Theory only).

**SUGGESTED READINGS:**
1. Corporate Accounting: R.L.Gupta, M.RadhaSwamy, Sultan Chand
2. Advanced Corporate Accounting: Srilatha Reddy, Himalaya
3. Advanced Corporate Accounting: Dr. Thangapandi, PBP
5. Corporate Accounting: Jain &Narang, Kalyani Publications
6. Advanced Accounting: S.M.Shukla, SahityaBhavan
7. Corporate Accounting (Vol. II): Chandra Bose, PHI
**Objective:** To understand basics in Financial Management.

**UNIT–I: INTRODUCTION:**

**UNIT–II: FINANCIAL PLANNING:**

**UNIT–III: CAPITALIZATION:**

**UNIT–IV: COST OF CAPITAL:**
Meaning and Definition – Significance – Classification of Costs – Problems in Determination of Cost of Capital – Cost of Debt - Cost of Perpetual and Redeemable Debt - Cost of Preference Capital - Cost of Equity Capital – Cost of retained earnings - Weighted Average Cost of Capital (Simple Problems).

**UNIT–V: CAPITAL STRUCTURE:**

**SUGGESTED READINGS:**
6. Financial Management: Kothari, sage
Objective: To introduce the basics of conducting research in social sciences.

UNIT-I: INTRODUCTION, MEASUREMENT AND HYPOTHESIS TESTING:

UNIT-II: PARAMETRIC AND NON PARAMETRIC TESTS AND RESEARCH REPORT:
Introduction - t-Test - F-Test - Chi Square Test - Anova (One Way Anova, Two Way Anova).concepts only
Contents of a Research Report.

SUGGESTED READINGS:
2. Methodology of Research in Social Sciences: Krishna Swamy,
3. Research Methodology: Kothari &Garg, New Age Publication
4. Research Methodology: Paneerselvam R, PHI
5. Research Methodology: Dr Vijay Upagade& Dr ArvindShende, S. Chand Publications
6. Research Methodology: Ranjit Kumar, Pearson Publication
7. Reading in Research Methodology in Commerce & Business Management: Achalapathi KV,

GUIDELINES FOR PROJECT WORK

1) Project work is a part of the prescribed curriculum to B. Com students.
2) Project work is allotted to a group of 4 students.
3) During the IV semester, students are expected to undergo internship at a business firm/ Government Department /Software organization/Voluntary organization as per the guidance of teacher concerned.
4) Students should get a certificate from the organization.
5) At the end of Semester-VI, the project reports would be evaluated by the external examiner designated by the Controller of Examinations, from the panel submitted by the Board of Studies in Commerce. The Examiner would evaluate the project reports for a maximum of 35 marks and conduct Viva-Voce examination for 15 marks. The award lists duly signed would be sent the Controller of Examinations.
6) Examiners will examine the following in the project report: i) Survey/Analysis on the topic chosen; ii) Method of data collection; iii) Presentation: Style, Comprehensiveness, graphs, charts etc.; iv) Analysis and inference and implications of the study; v) Bibliography.
7) Students must ensure that they maintain regular contact with their supervisor and also that they provide the supervisor with drafts of their work at regular intervals.
8) Students are required to submit a project report on a topic related/connected with trade, industry & commerce. Project can be done by taking the information from the select organization focusing on areas like marketing, finance, human resource, operations, general management etc.
Faculty of Commerce

9) Project should be a practical, in-depth study of a problem, issue, opportunity, technique or procedure or some combination of these aspects of business. The Students are required to define an area of investigation, assemble relevant data, analyse the data, draw conclusions and make recommendations.

ORGANISATION OF PROJECT REPORT

1) Project report should be presented in the following sequence:
   i) Title page; ii) Student’s declaration; iii) Supervisor’s certificate; iv) Internship certificate; v) Abstract; vi) Acknowledgements; vii) Table of contents; viii) List of tables; ix) List of figures; x) List of appendices.

2) Chapter Design should be as follows:

   **Chapter-I: Introduction:** this chapter includes the research problem, need for study/significance of the project, objectives, methodology (hypotheses, statistical tools, data source, scope, sample, chapter design).

   **Chapter-II: Company Profile:** this chapter should contain a brief historical retrospect about the entity of your study.

   **Chapter-III: Data Analysis and interpretation:** this chapter should present the data analysis and inferences.

   **Chapter-IV: Summary and Conclusions:** This Chapter should give an overview of the project, conclusions, implications, recommendations and scope for further research.

   **Bibliography:** lists the books, articles, and websites that are referred and used for research on the topic of the specific project. Follow Harvard style of referencing.

   **Appendices:** the data, used to prepare the tables for analysis, may not be feasible to incorporate as part of chapters, may given as appendices.

TECHNICAL SPECIFICATIONS OF THE PROJECT

1) Project should be typed on **A4 white paper**, and be **1.5 spaced**.
2) All pages should be **numbered**, and numbers should be placed at the centre of the bottom of the page.
3) **All tables, figures and appendices** should be consecutively numbered or lettered, and suitably labeled.
4) **3 bound copies & a soft-copy** should be handed in to the **principal/director of your college/institute** at the time of submission.
5) **bibliography and referencing:** Referencing is necessary to avoid plagiarism, to verify quotations and to enable readers to follow-up and read more fully the cited author’s arguments. Reference is given within the text of the project as well as at the end of the project. The basic difference between citation and a reference list (bibliography) is that the latter contains full details of all the in-text citations.
   - **Citation** provides brief details of the author and date of publication for referencing the work in the body of the text.
   - **Reference list** is given at the end of the text and is a list of all references used with additional details provided to help identify each source.

Proper referencing is as crucial aspect of your project. You are therefore strongly advised to talk to your supervisor about this, in order to make sure that your project report follows the appropriate referencing system.
Objective: To be acquaint with Cost Control techniques, Managerial Accounting decision-making techniques and reporting methods.

UNIT-I: INTRODUCTION TO MANAGEMENT ACCOUNTING & MARGINAL COSTING:

UNIT-II: BUDGETARY CONTROL AND STANDARD COSTING:

UNIT-III: TECHNIQUES OF FINANCIAL STATEMENT ANALYSIS:

UNIT-IV: FUNDS FLOW ANALYSIS:
Concept of Funds – Meaning and Importance – Limitations – Statement of Changes in Working Capital – Statement of Sources and Application of Funds.

UNIT-V: CASH FLOW ANALYSIS (AS-3):

SUGGESTED READINGS:
1. Management Accounting- Principles & Practice: Sharma RK & Shashi K. Gupta, Kalyani
2. Advanced Managerial Accounting: Srihari Krishna Rao, Himalaya
3. Advanced Managerial Accounting: Dr. Sundaram, PBP
5. Management Accounting: Rustagi R.P, Galgotia
6. Managerial Accounting: Ronald W. Hilton, TMH
Objective: To make students to understand the Financial Control.

UNIT I: EXTERNAL FINANCIAL REPORTING DECISIONS (AS PER US GAAP & IFRS):

UNIT II: RECOGNITION, MEASUREMENT, VALUATION, AND DISCLOSURE (AS PER US GAAP & IFRS):
Assets, Liabilities & Equity: Asset valuation - Valuation of liabilities - Equity transactions - Income: Revenue recognition - Income measurement - Major differences between U.S. GAAP and IFRS

UNIT III: COST MANAGEMENT:

UNIT IV: SUPPLY CHAIN MANAGEMENT AND BUSINESS PROCESS IMPROVEMENT:

UNIT V: INTERNAL CONTROLS:
Governance, Risk & Compliance: Internal control structure and management philosophy - Internal control policies for safeguarding and assurance - Internal control risk - Corporate governance - External audit requirements - System Controls & Security Measures: General accounting system controls - Application and transaction controls - Network controls - Backup controls - Business continuity planning

SUGGESTED READINGS:
5. Horngreen’s Cost Accounting: A Managerial Emphasis, 16th edition; Charles T., Datar, Srikant, and Rajan, Madhav; Pearson
6. Management Accounting: An Integrative Approach; McNair-Connolly, C.J., Merchant, Kenneth A.; IMA
Objective: To make students to understand the International Financial Reporting.

UNIT I: PENSIONS & POST-EMPLOYMENT BENEFITS (AS PER US GAAP & IFRS):
Defined contribution pension plans - Defined benefit pension plans: Pension obligations - Pension plan assets - Net pension expense - Other Post-retirement benefits

UNIT II: INCOME TAXES (AS PER US GAAP & IFRS):
Income tax expense: Current income tax expense - Deferred income tax expense - Deferred taxes on balance sheet: Deferred tax assets - Deferred tax liabilities - Specific accounting considerations: Net Operating Losses (NOL) - Investee’s undistributed dividends

UNIT III: EQUITY (AS PER US GAAP & IFRS):

UNIT IV: SELECT TRANSACTIONS (AS PER US GAAP & IFRS):
Business Combinations and Consolidations: Acquisitions - Non-controlling Interest - Intercompany Transactions - Variable Interest Entities (VIE) - Foreign currency: Remeasurement - Translation

UNIT V: NOT-FOR-PROFIT AND GOVERNMENTAL ACCOUNTING AND REPORTING (AS PER US GAAP):

SUGGESTED READINGS:
1. Miles CPA Review Concept Book: Financial Accounting & Reporting, Miles Education
3. IFRS & US GAAP Best Practices in Accounting World: GAAP Analysis, Rajesh Dhawan
5. IFRS and US GAAP: A Comprehensive Comparison, Steven E. Shamrock, Wiley
6. Wiley GAAP: Interpretation and Application of Generally Accepted Principles, Barry J. Epstein and RalphNach, Wiley
7. IFRS Simplified with Practical Illustration Part 1 & 2, Mr RammohanBhave and Dr Mrs Anjali RammohanBhave, CNBC TV 18
Objective: To equip the students with the knowledge regarding Theory and Practice of GST.

UNIT I: INTRODUCTION TO GST:
Introduction – GST - Taxes Subsumed under GST - Determination of Tax - Process of Registration - Cancellation and renovation of registration - Supply of Goods and Services - Transition to GST - Registered Business - Availed Input Tax Credit - Unavailed CENVAT credit and Input VAT on capital goods - Availing the input credit held in closing stock - Invoicing - Tax Invoice - Bill of Supply - Credit Note, Debit Note and Supplementary Invoice - Transportation of goods without issue of Invoice - Input Credit Mechanism - Input Tax - GST Returns - Payment of Tax.

UNIT II: GETTING STARTED WITH GST:

UNIT III: RECORDING ADVANCED ENTRIES, GST ADJUSTMENT AND RETURN FILING:

UNIT IV: GETTING STARTED WITH GST (SERVICES):
Introduction - Determination of supply of services - Determining the Place of Supply of Services - Enabling GST and Defining Tax Details - Transferring Input Tax credit to GST - Intradastate Supply of Goods - Inward Supply - Outward Supply - Interstate Supply - Interstate Inward Supply - Interstate Outward Supply of Services - Cancellation of Services - Cancellation of Inward Supplies - Cancellation of Outward Supply of Services - Defining Tax Rates at Master and Transaction Levels.

UNIT V: RECORDING ADVANCED ENTRIES AND MIGRATION TO ERP:
Introduction - Accounting Multiple Services in a Single Supply - Recording Partial Payment to Suppliers - Outward Supplies - Recording Outward Supply with Additional Expenses - Supply of services - Business to consumers - Time of Supply of Services - Place of Supply of Services - Determining place of supply of services - Exempt Supply of Services under GST - Export Supply of Services - Reverse Charge on Services under GST - Advance Receipts from Customers under GST - Advance Receipt and issuing Invoice on same month - Advance Receipt and issuing Invoice on different month - Reversal of GST on account of cancellation of advance receipt - Generating GSTR - Report in ERP - Input Tax Credit Set Off - Migration to ERP - Activate Goods and Services Tax (GST) in ERP - Set up GST rates - Update Masters - Update party GSTIN/UIN - Creation of GST Duty ledgers.

SUGGESTED READINGS:
1. Taxmann’s Basics of GST
2. Taxmann’s GST: A practical Approach
3. Theory & Practice of GST, Srivathsala, HPH
4. Theory & Practice of GST: Dr. Ravi M.N, PBP.
5. Theory and Practice of GST: Prof. A. Sudhakar, Dr. O. Bhavani & Dr. N. Moses, National Publishing Co.
Objective: To make students to understand the Financial Decision Making.

UNIT I: DECISION ANALYSIS:
Cost/volume/profit analysis: Breakeven analysis - Profit performance and alternative operating levels - Analysis of multiple products - Marginal Analysis: Sunk costs, opportunity costs and other related concepts - Marginal costs and marginal revenue - Special orders and pricing - Make versus buy - Sell or process further - Add or drop a segment - Capacity considerations

UNIT II: PRICING:
Pricing decisions: Pricing methodologies - Target costing - Elasticity of demand - Product life cycle considerations - Marketstructure considerations

UNIT III: RISK MANAGEMENT:
Enterprise Risk: Types of risk - Risk identification and assessment - Risk mitigation strategies - Managing risk

UNIT IV: INVESTMENT DECISIONS:

UNIT V: PROFESSIONAL ETHICS:
Business ethics: Moral philosophies and values - Ethical decision making - Ethical considerations for management accounting and financial management professionals: IMA’s Statement of Ethical Professional Practice - Fraud triangle - Evaluation and resolution of ethical issues - Ethical considerations for the organization: Organizational factors and ethical culture - IMA’s Statement on Management Accounting, “Values and Ethics: From Inception to Practice” - Ethical leadership - Legal compliance - Responsibility for ethical conduct - Sustainability and social responsibility.

SUGGESTED READINGS:
3. Horngreen’s Cost Accounting: A Managerial Emphasis, 16th edition; Charles T., Datar, Srikant, and Rajan, Madhav; Pearson
4. Principles of Corporate Finance, 11th edition; Brealey, Richard, A., Myers, Stewart C., and Allen, Franklin; McGraw Hill
**Objective:** To make students to understand the International Auditing.

**UNIT I: ETHICS, PROFESSIONAL RESPONSIBILITIES AND GENERAL AUDITING PRINCIPLES:**

Introduction to Auditing: Generally Accepted Auditing Standards (GAAS) - International Standards of Auditing (ISA) - Ethics, independence and professional conduct: AICPA Code of Professional Conduct - Sarbanes-Oxley Act (SOX), 2002 - Public Company Accounting Oversights Board (PCAOB) - Securities & Exchange Commission (SEC) - International Standards - Engagement Understanding and Acceptance: Pre-Engagement Acceptance Activities - Engagement Letter - Auditor’s communication with those charged with governance

Quality Control: Statements on Quality Control Standards (SQCS) - Elements of a System of Quality control

**UNIT II: ASSESSING AUDIT RISK AND DEVELOPING A PLANNED RESPONSE:**

Audit Risk: Inherent Risk - Control Risk - Detection Risk - Fraud Risk: Fraudulent financial reporting - Misappropriation of assets - Fraud risk factors - Auditor’s consideration of fraud

Planning the Audit: Audit Strategy - Audit Plan - Internal Controls: Auditor’s Consideration of Internal Control - Operating Cycles - Internal Control Reports and Communications

**UNIT III: PERFORMING FURTHER PROCEDURES AND OBTAINING AUDIT EVIDENCE:**


**UNIT IV: AUDIT REPORTING:**

Audit Reports: Unmodified opinion - Unmodified Opinion with Emphasis-of-matter and/or Other-matter paragraph - Qualified Opinion - Adverse Opinion - Disclaimer of Opinion - Audit Reporting Considerations: Audit of Comparative financial statements - Supplementary Information - Audit of Group financial statements - Audit of Single financial statements & Specific financial statement elements, accounts or items - Audit of Special Purpose financial statements - Audit of financial statements prepared using financial reporting framework of another country

**UNIT V: OTHER ENGAGEMENTS:**


**SUGGESTED READINGS:**

1. Miles CPA Review Concept Book: Auditing and Attestation, Miles Education
Objective: To make students to understand the Cross-Cultural consumer & industrial Buyer behaviour

UNIT-I: CONSUMER BEHAVIOUR:
Meaning and importance - Factors influencing consumer behaviour - Learning the culture of different countries with special reference to South Asian countries, Africa, Europe, Australia, North and Latin America - Middle East.

UNIT-II: INTERNAL DETRIMENTS OF BUYING BEHAVIOUR:
Individual differences among customers and markets segmentation - Needs, motivation and involvement – Learning attitudes and attitude change - Personality and psychographics.

UNIT-III: EXTERNAL DETERMINANTS OF BUYING BEHAVIOUR:
Family and household influence - Reference groups and social class - Culture and Subcultures.

UNIT-IV: CROSS-CULTURAL CONSUMERS:
Consumer and Industrial Buying behaviour: Economic, Demographic and Socio-cultural trends and Consumer Behaviour - International marketing implications.

UNIT-V: INNOVATION, DIFFUSION AND CONSUMER ADOPTION PROCESS:
Diffusion of innovation across Nations/Cultures - Consumer Satisfaction and other Feedbacks – Cross-Cultural Consumer Research –Complexities and issues.

SUGGESTED READINGS:

Objective: To acquaint the student with the finer nuances of Corporate Governance.


UNIT – II: CORPORATE GOVERNANCE COMMITTEES AND MODELS:

UNIT - III: CORPORATE GOVERNANCE AND SOCIAL RESPONSIBILITY:

UNIT - IV: ACCOUNTABILITY IN CORPORATE GOVERNANCE:

UNIT – V: ISSUES IN CORPORATE GOVERNANCE :

SUGGESTED READINGS:
2. Corporate Governance,(2014), BholanathDutta and S.K. Podder - Vision Book house,
4. Business Ethics An Indian Perspective, 2015, A. C. Fernando - Pearson
8. Business Ethics – Dr. Muninarayanappa, Prof. Manjula, Prof. V. Tamil Selvan, Prof. Raghavendra K.S.- Takur Publishers,2015, Bangalore
11. Corporate Governance (with Case Studies), DayanandAchrekar, Surendra Publications, New Delhi.
12. Corporate Governance, Robert A G Monks, Wiley India Pvt. Ltd.
Objective: To familiarize with concepts of risk and return relating to Investment.

UNIT–I: INTRODUCTION:

UNIT–II: RISK AND RETURN:

UNIT–III: MARKET INDICES:
Concept of Index – Methods of computing stock indices – Leading Stock Price Indices in India – Sensex and Nifty – Uses of Market Index (Simple Problems).

UNIT–IV: TIME VALUE OF MONEY:
Concept - Techniques - Compounding Techniques - Doubling Period - Multiple Compounding Period - Present Value Techniques (Simple Problems).

UNIT–V: PORTFOLIO ANALYSIS:
Traditional Vs Modern - Rationale of Diversification - Markowitz portfolio theory - Effect of combining the securities - Measurement of expected return and risk of portfolio (Simple Problems).

SUGGESTED READINGS:
1. Investment Management (Text and Cases): V.K. Bhalla, S. Chand & Company.
3. Investment Management: Dr. V.A. Avadhani, Himalaya Publishing House.
5. Security Analysis and Portfolio Management: Kevin, PHI.
9. Investment Management: Masheswari, PHI.