

VISION , MISSION AND QUALITY POLICY OF THE COLLEGE

VISION

Kovai Kalaimagal College of Arts & Science shall inspire and guide students to acquire knowledge, develop skill and a positive attitude that will enhance their personality, providing self confidence to face the competitive world.

MISSION

1. To Strive for excellence in academics.
2. To inculcate a positive attitude and to develop skill in students ,to meet the challenges of the competitive world.
3. To develop self -confidence through adequate interaction and relevant exposure.
4. To Promote ethical and social values in the students.
5. To identify and encourage talents in academics and sports by rewarding them with scholarships.

QUALITY POLICY

“ KKCAS shall provide value -based education to its students for continual improvement in their academic performance, enhancing their competency for higher education and employment”.

DEPARTMENT OF COMMERCE WITH COMPUTER APPLICATIONS

VISION

To be a vibrant centre for achieving excellence in education and research in the field of Commerce and Computer Applications through provision of adequate knowledge, developing technical skills and inculcate values to make the students responsible to the society and environment.

MISSION

1. To enable the students to play a vital role in the fields of commerce by continuously updating their knowledge
2. To make the students to meet the competitive challenges in Banking and Finance Sector.
3. To provide practical exposure in computer applications which would enable the Students to be successful in Business Process Services for the public and private Sector industries.
4. To promote leadership qualities and to develop entrepreneurial skills among the Students.
5. To inculcate moral values and social values in the minds of the students in order to extend the services of the department for the betterment of the society.

OBJECTIVES OF THE DEPARTMENT

1. To cater to the manpower needs of companies in Accounting, Taxation, Auditing and Financial Analysis.
2. To develop business analysts for companies, capital markets and commodity markets.
3. To motivate the students to become entrepreneurs.
4. To build competencies for research activities.
5. To equip the students with professional skills and inter-personal skills.

GRADUATE ATTRIBUTES OF THE COLLEGE

- ✓ Communication skills
- ✓ In-depth domain knowledge

- ✓ Technical skills
- ✓ Knowledge Inter-disciplinary in nature
- ✓ Positive attitude
- ✓ Critical thinking and problem solving skills
- ✓ Dynamism and team building skills
- ✓ Professional ethics and social values
- ✓ Self-awareness and emotional intelligence
- ✓ Entrepreneurship qualities
- ✓ Responsibility towards society and environment
- ✓ Thirst for knowledge through life long learning

PROGRAMME EDUCATIONAL OBJECTIVES AND PROGRAMME OUTCOMES

PROGRAMME EDUCATIONAL OBJECTIVES

The Graduates of Commerce with computer application would be

- Occupying a decent position in Banking, Finance and Outsourcing industries.
- Become successful entrepreneurs.

- Contribute to the community development and environmental protection.

PROGRAMME OUTCOMES

After completion of three years of study, our B.Com CA Graduates will be able to :

- exhibit proficiency in oral and written communication.
- prove their knowledge of accounting, business, taxation and financial management.
- exhibit their Technical Skills (such as Word processing, Spread sheet, Visualbasic, gambas 3, Accounting Package) in Auditing and Business Process Services by updating their knowledge with the upcoming new techniques.
- work on multidisciplinary tasks and will be aware of the new and emerging disciplines.
- prepare to take up any challenging task.
- apply technical skills in Analyzing, synthesizing and evaluating information to reach an answer or conclusion for complex business problems.
- work individually or as a team with responsibility to Function effectively in a multidisciplinary atmosphere
- carry out the task assigned by the industries with professional ethics and at the same time with the concern for well being of the society.
- be aware of one's own weaknesses and strengths, emotions and the way to control emotions to maintain good interpersonal relationships.
- undertake entrepreneurship as a desirable and feasible career option.
- extend the services of the department for the betterment of the society and environmental protection.
- learn continuously for updating new knowledge and technologies in the field of commerce and computer applications.

MAPPING OF GRADUATE ATTRIBUTES WITH PROGRAMME OUTCOMES

PO No.	Graduate Attribute	Programme Outcome
1	Communication skills	Exhibit proficiency in oral and written communication.
2	In-depth domain knowledge	Prove the knowledge of accounting, business, taxation and financial management.

3	Technical skills	Exhibit the Technical Skills(such as Word processing, Spread sheet, Visual basic,gambas3,Tally) in Auditing and Business Process Services by updating their knowledge with the upcoming new techniques.
4	Knowledge Inter-disciplinary in nature	Work on multidisciplinary tasks and will be aware of the new and emerging disciplines.
5	Positive attitude	Prepared to take up any challenging task.
6	Critical thinking and problem solving skills	Apply technical skills in Analyzing, synthesizing and evaluating information to reach an answer or conclusion for complex business problems.
7	Dynamism and team building skills	Work individually or as a team with responsibility to Function in a multidisciplinary atmosphere.
8	Professional ethics and social values	Carrying out the task assigned by the industries with professional ethics and at the same time with the concern for well being of the society.
9	Self-awareness and emotional intelligence	Aware of one's own weaknesses and strengths, emotions and the way to control emotions to maintain good interpersonal relationships.
10	Entrepreneurship qualities	Undertake entrepreneurship as a desirable and feasible career option.
11	Responsibility towards society and environment	Extend the services of the department for the betterment of the society and environmental protection.
12	Thirst for knowledge through lifelong learning	Learn continuously for updating new knowledge and technologies in the field of commerce and computer applications.

KOVAI KALAIMAGAL COLLEGE OF ARTS AND SCIENCE

(An Autonomous Institute Affiliated to Bharathiar University)

Re - accredited with “A” grade by NAAC

Regulations for Undergraduate Programmes

(Under Choice Based Credit System)

(Effective for 2022 – 2023 Batch)

1. REGULATIONS

This regulation is effective for the batch 2022 -2023.

1.1. Eligibility for Admission

Course	Eligibility Condition
M.Com(IB)	Different branches of B.Com, BBM, BCS, BBA(CA) and B.Sc (other than pure science)

1.2. Duration and Course of Study

Two Academic years with four semesters, the duration of the first and third Semesters from June to November and the second and fourth Semesters from December to April. The duration of each semester is 90 working days.

1.3. The Medium of Instruction and Examinations

The medium of instruction and examinations shall be English.

1.4. Requirements for Attendance

- A candidate will be permitted to take the examination for any semester, if he/she secures not less than 75% of attendance out of the 90 working days during the semester.
- A candidate who has secured attendance less than 75% but 65% and above shall apply with the prescribed fee for the condonation of lack of attendance. On the recommendation of the Principal, he/she will be permitted to take up the examination.
- A candidate who has secured attendance less than 65% but 55% and above in any semester, will be permitted to continue the course but will not be permitted to appear for the examination in the current papers. However he/she will be permitted to appear for the examination in the papers in which he/she has arrears. He/she will have to compensate the shortage of attendance in the subsequent semester and take the examination in the papers of both the semester together.

A candidate who has secured less than 55% of attendance in any semester will not be permitted to take

the regular examinations and to continue the study in the subsequent semester. He/she has to re-do the course by rejoining in the semester in which the attendance is less than 55%.

- A candidate who has secured less than 65% of attendance in the final semester has to compensate his / her attendance shortage in a manner to be decided by the Head of the Department concerned after rejoining the course.

1.5 Restriction to take the Examinations

- Any candidate having arrear paper(s) shall have the option to take the examinations in any arrear paper(s) along with the subsequent regular semester papers.
- Candidates who fail in any of the papers shall pass the paper(s) concerned within five years from the date of admission to the said course. If they fail to do so, they shall take the examination in the revised text / syllabus, if any, prescribed for the immediate next batch of candidates. If there is no change in the text / syllabus they shall take the examination in that paper with the syllabus in vogue, until there is a change in the text or syllabus.

In the event of removal of that paper consequent to the change of regulations and / or curriculum after a five year period, the candidates shall have to take up an equivalent paper in the revised syllabus as suggested by the chairman and fulfill the requirements as per regulations/curriculum for the award of the degree.

1.6 The Evaluation System

The major objective of the institution's evaluation system is to motivate all students to excel in their performance. The students' performance is continually assessed through Continuous Assessment (CIA) and End Assessment Examinations (EAE). The CIA& EAE break up for theory and practical is 50:50.

1.6.1. Break Up of Continuous Internal Assessment (CIA) Marks

Theory (Core and Elective)

Content	Marks Awarded
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Continuous Internal Assessment Test -I	7.5
Continuous Internal Assessment Test -II	7.5
Model Examination	15
Assignment (2 Numbers)	5
Seminar (2 Numbers)	5
Quiz / Online objective Test	5
Attendance (75% -79% – 1 Mark, 80%-84% - 2 Marks , 85%-89% - 3 Marks , 90%- 94% - 4 Marks , 95% - 100% - 5 Marks)	5
2.Total	50

Practical

Content	Marks Awarded (Max Marks:50)
Minimum ten Experiments / Practical Paper / Semester	20
Continuous Internal Assessment Test	10
Model Exam	10
Record Note Book	10
3.Total	50

Project

Content	Marks Awarded
Review and content Presentation (3 Reviews)	120
Project Report	40
4.Total	160

1.6.2. End Assessment Examinations (EAE)

a) Semester examination will be conducted at the end of each semester after completing a minimum of 90 working days.

b) End Assessment Examination for the odd semester will generally be held during November and even

semester during April.

- c) The question papers for Part III courses will be set by the external examiners and Career Development Courses may be set by the internal or external examiners.
- d) The exams for Core and Elective will be conducted for a maximum of 50 marks for three hours. The passing minimum for CIA and EAE is 50% (25 out of 50 Marks) and overall passing minimum putting the CIA and EAE marks together will be 50 % (50 out of 100).
- e) Question Paper Pattern: **(Core and Elective)**

Part A	5*2=10Marks	5 Question 2 Marks each without Choice
Part B	5*3=15 Marks	5 Questions- 3 Marks each – either or type.
Part C	5*5=25Marks	5 Questions- 5 Marks each – either or type
Total	50 Marks	

- f) The exams for Career Development course will be conducted for a maximum of 100 marks for three hours. The passing minimum is 50% (25 out of 50 marks).

Part A	100*1=100 Marks	Multiple Choice Questions (Online)
Total	50 Marks (Marks will be converted into 50 Marks)	

- g) Question paper pattern: **(Extra Credit Courses)**

Part A	5*8=40 Marks	5 Questions- 8 Marks each – either or type
Part B	5*12=60 Marks	5 Questions- 12 Marks each – either or type
Total	100 Marks	

h) The marks secured in the extra credit course will get reflected in the mark sheet only if the candidate has secured 50% marks and above.

- i) The students will be allowed to choose only two papers per semester under the extra Credit courses from third semester onwards.

j) Online Course

Students have to register online courses in NPTEL /SWAYAM /MOOC / COURSERA /EDX / others can appear for the exam in same web portal and submit the certificate during the sixth semester or can appear through End Assessment Examinations in our course.

Question paper pattern: (Online Course)

Part A	100*1=100 Marks	Multiple Choice Questions (Online)
Total	50 Marks	

k) Practical

Content	Marks Awarded (Max Marks: 50)
Program - 1	20
Program - 2	20
Viva Voce	5
Record	5
5.Total	50

l) Internship

The students have the option to select any organization – Government / Private like industry, bank, Research & Development organizations, Scientific Companies; IT related service providers etc., in consultation with the staff Co-ordinator & Head of the Department. The students should undergo training for a period of two weeks. The students must maintain a work diary and prepare a report of the training undergone and submit the same to the HoD on a stipulated date, there will be a viva voce with internal examiners at the end of the semester III and the completion certificate must be issued by Head of the Department and the same may be submitted to the Controller of Examinations at the end of semester III (the students will be sent for internship of 15 days during end of the II semester Examination) This course carries 3 credit.

m) Project

The evaluation for the End semester examination should be as per the norms given below:

Content	Marks Awarded
Viva Voce	40
6.Total	40

n) There will be two independent valuations for all theory PG courses with first valuation by the course faculty and the second valuation by external examiner. The average marks of first and second valuation will be taken as the final marks. If there is a difference of 15% or more between the first and second valuations, then paper will be referred for third valuation and the average of the marks which are closer among the three valuations will taken as the final marks.

o) A candidate may request for re-totalling of his/her answer script by applying through an application addressing to the Controller of Examination forwarded through the Principal, paying prescribed fees. This

provision is available for all theory papers taken in the EAE. However there is no provision for revaluation of theory/ practical papers.

p) Candidates desirous of improving the marks awarded in a passed subject in their first attempt shall reappear once within a period of subsequent two semesters. The improved marks shall be considered for classification but not for ranking. When there is no improvement, there shall not be any change in the original marks already awarded.

q) Supplementary examination will be conducted for the benefit of final year students after 15 days of the declaration of the final semester results. Candidate who has arrears in any semester subject to maximum of three papers can appear for the supplementary exam conducted after the final semester.

1.7 Grading

The following table gives the marks grade points, letter grades and classification to indicate the performance of the candidate.

Conversion of Marks to Grade Points and Letter Grade

Range of Marks	Grade Points	Letter Grade	Description
90-100	9.0-10.0	O	Outstanding
80-89	8.0-8.9	D+	Excellent
75-79	7.5-7.9	D	Distinction
70-74	7.0-7.4	A+	Very Good
60-69	6.0-6.9	A	Good
50-59	5.0-5.9	B	Average
00-49	0.0	U	Re – Appear
ABSENT	0.0	AB	Absent

C_i = Credits earned for course i in any semester

G_i = Grade Point obtained for course i in any semester

n = refers to the semester in which such course were credited

For a Semester:

$$\text{GRADE POINT AVERAGE [GPA]} = \frac{\sum_i C_i G_i}{\sum_i C_i}$$

Sum of the multiplication of grade points by the credits of the courses

$$\text{GPA} = \frac{\text{Sum of the multiplication of grade points by the credits of the courses}}{\text{Sum of the credits of the courses in a semester}}$$

For the Entire Programme:

$$\text{CUMULATIVE GRADE POINT AVERAGE [CGPA]} = \frac{\sum_n \sum_i C_{ni} G_{ni}}{\sum_n \sum_i C_{ni}}$$

Sum of the multiplication of grade points by the credits of the entire programme

CGPA = -----
 Sum of the credits of the courses of the entire programme

Classification of Successful Candidates

A candidate who passes all the examinations in Part I to Part V securing following CGPA and Grades shall be declared as follows for each part:

CGPA	Grade	Classification of Final Result
9.5 and above up to 10.0	O+	First Class – Exemplary*
9.0 and above but below 9.5	O	
8.5 and above but below 9.0	D++	First Class with Distinction*
8.0 and above but below 8.5	D+	
7.5 and above but below 8.0	D	
7.0 and above but below 7.5	A++	First Class
6.5 and above but below 7.0	A+	
6.0 and above but below 6.5	A	
5.5 and above but below 6.0	B+	Second Class
5.0 and above but below 5.5	B	
0.0 and above but below 5.0	U	Re - Appearance

* The candidates who have passed in the first appearance and within the prescribed semester of the Programme (Major and Elective Course alone) are eligible.

1.8 Course Completion

Students shall complete the programme within a period not exceeding two years for PG courses from the date of admission.

SCHEME OF EXAMINATION AND PROGRAMME STRUCTURE
Under CBCS pattern & Outcome based Education
M.Com. (International Business) 2022-2024

Part	Course Code	Study Components	Ins. hours per week	CIA	Exam	Total	Credits
SEMESTER – I							
III	22P1IBCT01	Core 1: Global Business Environment	4	50	50	100	3
	22P1IBCT02	Core 2: International Marketing Management	5	50	50	100	3
	22P1IBCT03	Core 3: Cargo Management	5	50	50	100	4
	22P1IBCT04	Core 4: Foreign Exchange Management	5	50	50	100	4
	22P1IBET1A 22P1IBET1B 22P1IBET1C 22P1IBET1D	Elective :1 Management of Multinational Corporation Financial Markets and Institutions Principles of Service Marketing Information Technology in Business	5	50	50	100	4
	22P1CDCT01	Career Development Course1: Teaching and Research Aptitude –I	2		50	50	2
	-	Library	2	-	-	-	-
Total						550	20
SEMESTER – II							
III	22P2IBCT05	Core 5: Export Import Finance	5	50	50	100	4
	22P2IBCT06	Core 6: Logistics and Supply Chain Management	5	50	50	100	3
	22P2IBCT07	Core 7: Financial & Management Accounting	5	50	50	100	4

	22P2IBCT08	Core 8: EXIM Documentation	4	50	50	100	4
	22P2IBCP09	Core 9 : EXIM Practical	3	50	50	100	3
	22P2IBET2A 22P2IBET2B 22P2IBET2C 22P2IBET2D	Elective : 2 Port Operations and Management Indian Stock Market Marketing of Financial Services Airline Marketing and Strategic airline alliance	5	50	50	100	4
	22P2CDCT02	Career Development Course 2 : Teaching and Research Aptitude –II	2	-	50	50	2
		Library Work	2	-	-	-	-
	22P2INTR01	Internship Training	-	-	-	-	-
Total						650	24
SEMESTER – III							
III	22P3IBCT10	Core 10: Research Methods For International Business	5	50	50	100	4
	22P3IBCT11	Core 11: Global Strategic Management	5	50	50	100	4
	22P3IBCP12	Core 12: Advertisement- Practical	5	50	50	100	4
	22P3IBCT13	Core 13: International Human Resource Management	5	50	50	100	4
	22P3IBET3A 22P3IBET3B 22P3IBET3C 22P3IBET3D	Elective : 3 International Logistics Management Futures and Options Marketing of Health Services Innovation and Entrepreneurship	5	50	50	100	4
III	22P3CDCM03	Career Development Course 3: Commerce Paper –I	2	-	50	50	2

	22P3JOCT01	Job Oriented Course	-	-	-	-	-
	-	Library	2	-	-	-	-
	22P3OLCT01	Online Course	SS	-	-	-	-
Total						550	22
SEMESTER – IV							
III	22P4IBCT14	Core 14: International Business Relations	4	50	50	100	4
	22P4IBCT15	Core 15: Economics in Global Trade	4	50	50	100	4
	22P4IBCT16	Core 16: Global Financial Management	5	50	50	100	5
	22P4IBCV17	Core 17: Project Work and Viva-Voce	8	160	40	200	5
	22P4IBET4A 22P4IBET4B 22P4IBET4C 22P4IBET4D	Elective:4 Travel and Tourism Management Fundamental and Technical Analysis Travel and Hospitality Services Multi model Transportation Management	5	50	50	100	4
III	22P4CDCM04	Career Development Course 4: Commerce Paper –II	2	-	50	50	2
	-	Library	2	-	-	-	-
Total			-	-	-	650	24
Total			-	-	-	2400	90

EXTRA CREDIT COURSES		
Course Code	Subjects	Credits
2022ECC001	Rw;Wyh tsh;r;rp	2
2022ECC002	,jopay; fiy	2
2022ECC003	ehl;Lg;Gwtpay;	2
2022ECC004	fzpg;nghwpapy; jkpo;	2
2022ECC005	jkpof tuyhWk; kf;fs; gz;ghLk;	2
2022ECC006	jkpo; ,yf;fpa tuyhW	2
2022ECC007	New Media	2
2022ECC008	Proof reading And Copyediting	2
2022ECC009	Personality Development	2
2022ECC010	Technical Writing	2
2022ECC011	An Introduction To Psychology	2
2022ECC012	Astronomy	2
2022ECC013	Fuzzy Mathematics	2
2022ECC014	Operation Research	2
2022ECC015	Mathematics For Professional Courses	2
2022ECC016	Multimedia And Its Applications	2
2022ECC017	Management Information System	2
2022ECC018	Theory Of Computation	2
2022ECC019	Oops With Java Programming	2
2022ECC020	Programming in C	2
2022ECC022	Internet of Things	2
2022ECC022	Web Technology And Its Applications	2
2022ECC023	Network Security	2
2022ECC024	Mobile And Wireless Technology	2
2022ECC025	Cloud Computing	2
2022ECC026	Cross Culture Management	2

2022ECC027	Indian Economy And Trade Dependencies	2
2022ECC028	Export Marketing	2
2022ECC029	International Trade & Forex	2
2022ECC030	Brand Management	2
2022ECC031	Stress Management	2
2022ECC032	Risk And Insurance In International Trade	2
2022ECC033	Retail Marketing	2
2022ECC034	Export And Import Procedures	2
2022ECC035	Logistics And Supply chain Management	2
2022ECC036	Quality Management	2
2022ECC037	Management of Small And New Enterprises	2
2022ECC038	Tourism Management	2
2022ECC039	Event Management	2
2022ECC040	Hospitality Management	2
2022ECC041	Consumer Behaviour	2
2022ECC042	Human Resource Management	2
2022ECC043	Principles And Practice Of Marketing Services	2
2022ECC044	Consumer Marketing	2
2022ECC045	Marketing of Health Services	2
2022ECC046	International Banking	2
2022ECC047	E-Commerce	2
2022ECC048	International Accounting	2
2022ECC049	Corporate Social Responsibility And Governance	2
2022ECC050	Enterprise Resource Planning	2
2022ECC051	□□□□□□□□ □□□□□□□□□□	2
2022ECC052	□□□□□□□□ □□□□□	2
2022ECC053	□□□□□□□□□	2
2022ECC054	□□□□□ □□□□□□ - 1	2
2022ECC055	□□□□□□□□□□□□ -2	2

Curriculum Structure

S.No.	Courses	No. of Papers	Credits
1	Core Courses	19	78
2	Electives	2	8
3	Career Development Course	4	4
4	Internship	1	-
5	Online Course	1	-
6	Job Oriented Course	1	-
Total			90

SEMESTER I

Programme code :	M.Com IB	Programme Title	Master of Commerce (IB)	
Course code:	22P1IBCT01	Core 1: Global Business Environment	Batch	2022-2024
			Semester	I
Hrs/week:	4 Hrs		Credits	3

COURSE OBJECTIVES

On successful completion of this course, the students should know about

- Needs for environmental adjustment and analysing the international marketing environment.
- Physical environment of the nation like topography, climate, infrastructure, foreign investment etc...
- Cultural environment like language, aesthetics, religious, altitudes and values.
- Legal environment like legal system, international legal disputes, commercial law and objectives and functions of WTO.
- Environmental problems, environmental policy and protection of environment..

COURSE OUTCOMES (CO)

On successful completion of the course students will be able to achieve the following outcomes

CO Number	CO Statement
CO1	Explain the environmental adjustment and analysing the international marketing environment.
CO2	Explain the Physical environment of the nation like topography, climate, infrastructure, foreign investment etc...
CO3	Elucidate Cultural environment like language, aesthetics, religious, altitudes and values.
CO4	Elucidate Legal environment like legal system, international legal disputes, commercial law and objectives and functions of WTO.
CO5	Explain the Environmental problems, environmental policy and protection of environment.

MAPPING WITH PROGRAMME OUTCOMES

Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1	-	√	-	-	-	-	-	√	-	√	-	-
CO2	-	√	-	-	-	-	-	√	-	√	-	-
CO3	-	√	-	√	-	-	√	-	√	-	√	-
CO4	-	√	-	√	-	√	-	-	-	-	√	-

CO5	-	-	√	-	√	-	√	-	-	-	-	-
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SYLLABUS

UNIT-I

(10 Hrs)

Environmental adjustment needs – Analysing the international marketing Environment – Vital importance of continuous monitoring, adopting to the changing Environment.

UNIT-II

(10 Hrs)

The national physical environment – Topography – Climate – The nature of Economic activity – Rostow's view. Infrastructure – Transportation. Energy conservation – Urbanization – Tax structure, Inflation foreign investment.

UNIT-III

(10 Hrs)

Cultural environment: Material culture – language – Aesthetics – design, colour, music, brand names – educational – religious – Attitudes and values – Eastern Vs Western Culture.

UNIT-IV

(10 Hrs)

Legal environment – Bases for legal system – Jurisdiction International Legal Disputes – International dispute resolution crime, Corruption and law – Commercial Law within countries – Impact of International law on Business of human Rights. WTO - Objectives, Functions and It's Recent Trends.

UNIT-V

(10 Hrs)

Fundamentals of environmental protection – Environmental problems, air, water pollution – forests – land use – Environmental policy : Basic approach – Regulation – Distributive effects – International policy – India's policy and the relevant constitutional provisions – law of environment – protection in India.

TEXT BOOK

S.No	Author Name	Title of the Book	Publisher	Year / Edition
1	Francis Cherunilam	International Business: Text and Cases	Prentice Hall India	2010 5 th Edition

REFERENCE BOOKS

S.No	Author Name	Title of the Book	Publisher	Year / Edition
1	K. Aswathappa	International Business	Mc Graw Hill	2017 6 th Edition
2	V.K. Bhalla & Shivarma,	International Business Environment & Management	Anmol Publications	2004 4 th Edition

3	<u>Janet Morrison</u>	The Global Business Environment: Meeting the Challenges	Palgrave Macmillan	2011 3 rd Edition
4	<u>Mr Ian Brooks & Mr Jamie Weathers ton</u>	The International Business Environment challenges & changes	Financial Times	2010 2 nd Edition

WEBSITE REFERENCE

1. <https://www.studocu.com/en/document/international-business-environment/>
2. <https://www.civilserviceindia.com/.../notes/international-business-environment.html>

Means of Curriculum Delivery: Lecture, Group Discussion, Seminar, Assignment, Case studies, Google Classroom.

SEMESTER I

Programme code :	M.Com IB	Programme Title	Master of Commerce (IB)	
Course code:	22P1IBCT02	Core 2: International Marketing Management	Batch	2022-2024
			Semester	I
Hrs/week:	5 Hrs		Credits	3

COURSE OBJECTIVES

On successful completion of this course, the students should know about

- Definition features, benefits, difficulties, barriers in international marketing and future of global marketing.
- Customer value and satisfaction and delivering the same, implementing total quality marketing.
- International market selection process and market segmentation .
- Taking proper international marketing discussion
- Managing direct and online marketing and challenges of online marketing.

COURSE OUTCOMES (CO)

On successful completion of the course students will be able to achieve the following outcomes

CO Number	CO Statement
CO1	Explain Definition features, benefits, difficulties, barriers in international marketing and future of global marketing.
CO2	Discuss about Customer value and satisfaction and delivering the same, implementing total quality marketing.
CO3	Demonstrate International market selection process and market segmentation .
CO4	Explain proper international marketing discussion
CO5	Elucidate Managing direct and online marketing and challenges of online marketing

MAPPING WITH PROGRAMME OUTCOMES

Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1	-	√	-	√	-	-	-	-	√	√	-	-
CO2	-	√	-	√	√	-	-	-	-	-	√	-
CO3	-	√	-	√	-	-	-	-	√	-	-	√
CO4	√	-	-	-	√	-	-	-	√	-	-	-
CO5	-	-	-									

SYLLABUS**UNIT-I****(12 Hrs)**

International Marketing – Definition, National & International Marketing-Special features of International Marketing - Benefits of international marketing – Difficulties & Barriers in International Marketing –Future of Global Marketing.

UNIT-II**(12 Hrs)**

Managing Marketing- Defining Customer Value & Satisfaction – retaining customers - delivering Customer value & satisfaction – Implementing total quality marketing – Competitive marketing Strategies - Balancing customer and Customer Orientation.

UNIT-III**(12 Hrs)**

International market selection and segmentation – market selection process – research – planning and control.

UNIT-IV**(12 Hrs)**

International Marketing decisions-Product strategies and product planning - Branding and Packaging decision-Pricing strategies, Promotion Strategies.

UNIT-V**(12 Hrs)**

Managing direct and On-line marketing - the growth and benefits of direct marketing – indirect marketing – major channel for direct marketing –on-line marketing –conducting online marketing – Challenges of on-line marketing.

TEXT BOOK

S.No	Author Name	Title of the Book	Publisher	Year /Edition
1.	Philip R. Cateora Marry c Gilly John L Graham	International Marketing	McGraw Hill	2017 15th Edition

REFERENCE BOOKS

S.No	Author Name	Title of the Book	Publisher	Year /Edition
1	Philip Kotler, Kevin Ane Keller	Marketing Management	Pearson Education India	2015 15 th Edition
2	Onkvist & Shaw	International Marketing Analysis & Strategy	Routledge Publishers	2012 1 August
3	Rakesh Mohan Joshi	International Marketing	Oxford university press India	2014 2 nd Edition

4	Russ Winer and Ravi Dhar	Marketing Management	Darling kinderleyPearson Education	2015 4 th Edition
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WEBSITE REFERENCE

1.<https://www.enotesmba.com/2015/08/international-marketing-management-notes>

2.<https://www.scribd.com/.../Mba-IV-International-Marketing-Management>

Means of Curriculum Delivery: Lecture, Group Discussion, Seminar, Assignment.

SEMESTER I

Programme code :	M.Com IB	Programme Title	Master of Commerce (IB)
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Course code:	22P1IBCT03	Core 3: Cargo Management	Batch	2022-2024
			Semester	I
Hrs/week:	5 Hrs		Credits	4

COURSE OBJECTIVES

On successful completion of this course, the students should know about Concepts origin, nature and classification of cargo, types of transportation, cargo marketing and marine insurance.

Cargo handling, operations, systems, classification and services and also custom clearance process.

Air cargo, its types, duties and responsibilities of cargo agents.

Aircrafts loading procedures, cargo booking rating and charges and preparation of airway bills.

Dry cargo, containers, types and chartering, liquid cargo and its transportation

COURSE OUTCOMES (CO)

On successful completion of the course students will be able to achieve the following outcomes

CO Number	CO Statement
CO1	Explain the Concepts origin ,nature and classification of cargo, types of transportation, cargo marketing and marine insurance.
CO2	Explain Cargo handling, operations, systems, classification and services and also custom clearance process.
CO3	Elucidate Air cargo, its types, duties and responsibilities of cargo agents.
CO4	Elucidate Aircrafts loading procedures, cargo booking rating and charges and preparation of airway bills.
CO5	Discuss about Dry cargo, containers, types and chartering, liquid cargo and its transportation

MAPPING WITH PROGRAMME OUTCOMES

Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1	-	-	-	√	-	-	-	-	-	√	-	√
CO2	-	√	-	-	-	-	-	-	-	√	-	√
CO3	-	√	√	-	-	-	-	-	-	√	-	√
CO4	-	-	√	-	-	-	√	-	-	-	√	-
CO5	√	-	√	-	√	-	-	-	-	-	-	-

SYLLABUS**UNIT-I****(15 Hrs)**

Cargo Management - Concept, Origin, Nature - classification of cargo - Transportation types - overview of cargo industry - cargo marketing - cargo trends - concept of marine insurance of cargo.

UNIT-II**(15Hrs)**

Cargo Handling – concept - cargo handling operations, systems, classification - cargo handling services. National

association of cargo transportation, Customs clearance process.

UNIT-III**(15 Hrs)**

Air cargo - air cargo industry- overview air cargo in India - types of air cargo - cargo and freight agent - role of cargo agents- duties & responsibilities - International air cargo association.

UNIT-IV**(15 Hrs)**

OAG Air cargo guide – Aircraft loading Procedures- Devices (ULDs)- Air cargo acceptance – cargo booking – cargo automation – air cargo rating & charges – preparation of airway bills.

UNIT-V**(15 Hrs)**

Dry cargo - dry cargo containers – International Association of Dry cargo – types of dry cargo – Dry cargo Chartering. Liquid cargo - Transportation of liquid bulk cargos.

TEXT BOOK

S.No.	Author Name	Title of the Book	Publisher	Year /Edition
1.	Manoj Dixit, Surabhi Srivastava	Cargo Management: An International Perspective	New Royal book co	2007

REFERENCE BOOKS

S.No.	Author Name	Title of the Book	Publisher	Year /Edition
1	P. N. Dhar	Global Cargo Management	Kanishka Publishers	2008 1 st Edition
2	Michael Sales	Air Cargo Management	Routledge	2016 2 nd Edition
3	Rico Mercer Jackie Walters	Air cargo and Logistics Management	Academic Press	2016 2 nd Edition
4	Mark Row Botham	Introduction to Marine Cargo Management	Informa law from Routledge	2014 2 nd Edition

WEBSITE REFERENCE

- <https://www.scribd.com/document/68346043/Cargo-Management>
- <https://www.slideshare.net/krishnateja94695/air-cargo-management>

Means of Curriculum Delivery: Lecture, Group Discussion, Seminar, Assignment

SEMESTER I

Programme code :	M.Com IB	Programme Title	Master of Commerce (IB)	
Course code:	22P1IBCT04	Core 4: Foreign Exchange Management	Batch	2022-2024
			Semester	I
Hrs/week:	5 Hrs		Credits	4

COURSE OBJECTIVES

On successful completion of this course, the students should know about
Administration of foreign exchange, FEMA regulations, authorized dealers and multinational banking.
Functions of foreign exchange markets.
External and internal techniques of foreign exchange exposure management.
Interbank deals, managing foreign exchange reserves and devaluation .
Currency future and options market.

COURSE OUTCOMES (CO)

On successful completion of the course students will be able to achieve the following outcomes

CO Number	CO Statement
CO1	Explain the Administration of foreign exchange, FEMA regulations, authorized dealers and multinational banking.
CO2	Elaborate Functions of foreign exchange markets.
CO3	Differentiate External and internal techniques of foreign exchange exposure management.
CO4	Explain the Interbank deals, managing foreign exchange reserves and devaluation .
CO5	Elaborate Currency future and options market.

MAPPING WITH PROGRAMME OUTCOMES

Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1	√	√	√	-	-	√	-	-	-	√	√	-
CO2	-	√	√	-	-	√	-	√	-	-	√	-
CO3	√	√	√	-	-	√	-	-	-	√	-	-
CO4	√	-	√	-	-	√	√	-	-	√	√	-
CO5	-	-	-	√	-	√	-	-	-	√	-	-

SYLLABUS**UNIT – I****(15 Hrs)**

Foreign exchange – Administration of Foreign Exchange – FEMA Regulations– Foreign Exchange transactions – purchases and sales transactions – Authorized dealers – Foreign currency accounts –Multinational Banking

UNIT – II**(15 Hrs)**

Foreign exchange market – Functions – Exchange rates – Exchange quotations – spot and forward transactions – Merchant rates – TT Selling rate- TT Buying rate-Forward exchange contract-Features of Forward exchange contract.

UNIT – III**(15 Hrs)**

Foreign exchange risk and exposure – External techniques of exposure management – Internal techniques of exposure management.

UNIT – IV**(15 Hrs)**

Inter Bank Deals- cover deals trading, SWAP Deals – Arbitrage operations-Managing foreign exchange

reserves- Devaluation –pros and cons.

UNIT – V**(15 Hrs)**

Currency futures and option market- future contract Vs forward contract- link between future and forward contract- Currency option- exchange traded option- OTC option.

Note: Question paper shall cover 80% Theory and 20% Problems (only from Unit-II).

TEXT BOOK

S.No	Author Name	Title of the Book	Publisher	Year and Edition
1.	Bharat	Foreign Exchange	Bharath law House Pvt Ltd	2001 8 th Edition

REFERENCE BOOKS

S.No	Author Name	Title of the Book	Publisher	Year and Edition
1	C. Jeevanandham	Foreign Exchange Practice, concepts & control	Sultan Chand & sons	1 st Jan 2016
2	C. Jeevanandham	Foreign Exchange Arithmetic & Risk management	Sultan Chand & sons	2013 4 th Edition
3	Shasi K.Gupta and Praneet Rangi	Foreign Exchange Management	Kalyani Publishers	2015 2 nd Edition
4	Esha Sharma	Foreign Exchange Management	Lakshmi Publication Pvt Ltd	2015

WEBSITE REFERENCE

1. <https://www.slideshare.net/aditya30990/foreign-exchange-management-notes>
2. <https://www.lawctopus.com/academike/foreign-exchange-management-act-1999/>

Means of Curriculum Delivery: Lecture, Group Discussion, Seminar, Assignment, Case studies, Google Classroom

SEMESTER I

Programme code :	M.Com IB	Programme Title	Master of Commerce (IB)	
Course code:	22P1IBET1A	Elective 1: Management of Multinational corporation	Batch	20201– 2023
			Semester	I
Hrs/week:	5 Hrs		Credits	4

COURSE OBJECTIVES

On successful completion of this course, the students should

1. Trends challenges and opportunities in international management.
2. Growth and development of MNC's.
3. Importance, scope and various methods of comparative management. Management styles practices in other countries
4. Creating strategy for international business ethics and social responsibility of business.
5. Internationalization of Indian business firm and their operation abroad. Acquisitions and mergers, joint ventures and other international strategic alliances

COURSE OUTCOMES (CO)

On successful completion of the course students will be able to achieve the following outcomes

CO Number	CO Statement
CO1	Explain about Trends challenges and opportunities in international management.
CO2	Growth and development of MNC's.

CO3	Explain the Importance, scope and various methods of comparative management. Management styles practices in other countries
CO4	Explain to Creating strategy for international business ethics and social responsibility of business.
CO5	Discuss about Internationalization of Indian business firm and their operation abroad. Acquisitions and mergers, joint ventures and other international strategic alliances

MAPPING WITH PROGRAMME OUTCOMES

Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1	-	√	-	-	-	-	-	√	-	√	-	√
CO2	-	√	-	-	-	√	-	√	-	√	-	√
CO3	-	√	√	-	-	√	√	√	-	√	-	√
CO4	-	√	√	-	-	-	-	√	-	√	-	√
CO5	-	-	√	-	√	-	-	-	-	-	√	-

SYLLABUS**UNIT-I****(12 Hrs)**

International Management: Trends, challenges and opportunities; different schools of thought of international management.

UNIT-II**(12 Hrs)**

Growth and Development of MNCs: Role and Significance of MNCs – Pattern of Growth Country of Origin – Different Management Styles – Strategic Issues involved

UNIT-III**(12 Hrs)**

Comparative Management: Importance and scope; Methods of comparative management; management styles and practices in US, Japan, China, Korea, India; Organizational design and structure of international corporations; Locus of decision making; Headquarter and subsidiary relations in international firms.

UNIT-IV**(12 Hrs)**

International Business Strategy: Creating strategy for international business; Management of production, and operations; Marketing financial, legal and political dimensions; Ethics and social responsibility of business.

UNIT-V**(12 Hrs)**

Indian Perspectives and Policy: Internationalization of Indian business firms and their operations abroad; Strategic Alliances: Acquisitions and mergers; Management of joint ventures and other international strategic alliances- Changing government policy on entry of FIs and FIIs.

TEXT BOOK

S.No	Author Name	Title of the Book	Publisher	Year and Edition
1.	Helen deresly	International Management	Pearson publications	8 th Edition

REFERENCE BOOKS

S.No	Author Name	Title of the Book	Publisher	Year and Edition
1.	Anant R Negandhi	International Management	Allyn and Bacon	1 st Edition
2	Manab, Gene E. Burton, and B.N.Srivastava,	International Management: Concepts	Thakur Publications,	1 st Edition
3	Christopher A Bartletts, Paul W. Beamish	Transnational Management	Cambridge university press	8 th Edition
4	Koonts and Wheatrick,	Management: The Global Perspective	McGraw-Hill Education	11 th Edition

WEBSITE REFERENCE

1. <https://www.cliffsnotes.com/study-guides/principles-of-management>
2. <https://notes.tyrocity.com/concept-of-multinational-companies>

Means of Curriculum Delivery: Lecture, Group Discussion, Seminar, Assignment.

SEMESTER I

Programme code :	M.Com IB	Programme Title	Master of Commerce (IB)	
Course code:	22P1IBET1B	Elective 1: Financial Markets and Institutions	Batch	2022-2024
Hrs/week:	5 Hrs		Semester	I
			Credits	4

COURSE OBJECTIVES

On successful completion of this course, the students should know about

1. Various financial markets and capital markets
2. Various financial services institutions such as CCIL, CRISIL, and Financial services.
3. Functions of various agencies such as ICRA, OTCEI, NSDL, and STCI.
4. Functions and working of financial institutions, EXIM bank and NABARD.

COURSE OUTCOMES (CO)

On successful completion of the course students will be able to achieve the following outcomes.

CO Number	CO Statement
CO1	Explain the Various financial markets and capital markets
CO2	Describe the various financial services institutions such as CCIL, CRISIL, and Financial services.
CO3	Explain the Functions of various agencies such as ICRA, OTCEI, NSDL, and STCI.
CO4	Explain the Functions and working structure of financial institutions, EXIM bank and NABARD.

MAPPING WITH PROGRAMME OUTCOMES

Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1	-	√	√	√	-	-	-	-	√	√	-	-
CO2	-	√	√	-	-	-	-	-	√	√	-	-

CO3	-	√	√	√	-	-	-	-	√	√	-	-
CO4	-	-	√	-	-	-	√	-	-	-	√	-

SYLLABUS

UNIT I

(12 Hrs)

Financial Markets – An Overview – Money Market – Call Money Market – Commercial Paper Market – Commercial Bill Market – Certificate of Deposit (CD) Market – Treasury Bill Market – Government or Gilt-edged Securities Market.

UNIT II

(12 Hrs)

Capital Market–An Overview – Capital Market Instruments – Capital Market Reforms –New Issue Market(NIM) – Dept Market – Foreign Exchange Market – Derivatives Market.

UNIT III

(12 Hrs)

Financial Services Institutions – Clearing corporation of India Limited (CCIL) – Credit Rating and Information Services of India Limited (CRISIL) – Discount and Finance House of India Limited (DFHIL).

UNIT IV

(12 Hrs)

Investment Information and Credit Rating Agency of India Limited (ICRA) – Over the Counter Exchange of India (OTCEI) – National Securities Depository Limited (NSDL) –Securities Trading Corporation of India Limited (STCI).

UNIT V

(12 Hrs)

Financial Institutions – Money Market Institutions – Capital Market Institutions –National Housing Bank– Functions and working – Export-Import(EXIM) Bank of India –NABARD.

TEXT BOOK

S.No	Author Name	Title of the Book	Publisher	Year /Edition
1.	S.Gurusamy	Financial Markets and Institutions	McGraw- Hill Education	3 rd Edition 2009.

REFERENCE BOOKS

S.No	Author Name	Title of the Book	Publisher	Year /Edition
1.	E.Gurudon	Financial Markets and Services	Himalaya Publishing house	1 st Edition
2	V. K. Gupta	Financial Markets and Institutions	Texmann	2017
3	L.M Bole, Jitendra Mahakrt	Financial Markets and Institutions	Mc Graw Hill	5 th Edition

4	Frank. J. Fabozzi	Foundations of Financial Markets and Institutions	Pearson Education	4 th Edition-2014
5.	Dr. Vinod kumar, Atulgupta manmeet kaur	Financial Markets and Institutions & financial services	Texmann	1 Jan 2017

WEBSITE REFERENCE

- <https://www.slideshare.net/venkykk/fifm-2013-final-financial-institutions>
- <https://www.coursehero.com/file/10256030/FI-301-Financial-Markets>

Means of Curriculum Delivery: Lecture, Group Discussion, Seminar, Assignment, Case studies, Google Classroom

SEMESTER: I

Programme code :	M.Com IB	Programme Title	Master of Commerce (IB)	
Course code:	22P1IBET1C	Elective 1 : Principles of Services Marketing.	Batch	2022-2024
Hrs/week:	5 Hrs		Semester	I
			Credits	4

COURSE OBJECTIVES

On successful completion of this course, the students should

- Meaning , Importance, classification, characteristics and features of services.
- Concept, and significance of services marketing and managing demand and supply in services business.
- Marketing mix of selected services such as, personal care, entertainment, education, and communication.
- Key services of marketing such as, banking, insurance, transport, tourism hotel, hospital etc...,
- Measuring service quality, causes for problems in service quality and steps to be taken in improving service quality

COURSE OUTCOMES (CO)

On successful completion of the course students will be able to achieve the following outcomes

CO Number	CO Statement
CO1	Explain the Meaning , Importance, classification, characteristics and features of services.
CO2	Explain the Concept, and significance of services marketing and managing demand and supply in services business.
CO3	Explain the Marketing mix of selected services such as, personal care, entertainment, education, and communication.
CO4	Explain the Key services of marketing such as, banking, insurance, transport, tourism hotel, hospital etc...,
CO5	Explain the Measuring service quality, causes for problems in service quality and steps to be taken in improving service quality.

MAPPING WITH PROGRAMME OUTCOMES

Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1	-	√	-	-	-	√	√	-	√	√	√	√
CO2	-	√	√	√	-	√	-	-	√	√	√	√
CO3	-	√	-	-	-	√	-	-	√	√	√	√
CO4	√	√	-	-	-	√	-	-	√	√	√	√
CO5	-	-	-	√	-	-	-	-	-	√	-	-

SYLLABUS

UNIT-I**(12 Hrs)**

Services: Meaning , Importance of services in Indian Environment- Classification of Services- Characteristics and Features of services- Growth of Service sector- Economic policy on services- Difference between goods and services.

UNIT-II**(12 Hrs)** Service

Marketing: Concept, significance-Customer's expectation in services marketing- Managing demand and supply in service business.

UNIT-III**(12 Hrs)** Marketing

Mix for services- Marketing mix of selected services-Personal care marketing- Entertainment marketing- Education marketing- Communication Marketing- Electricity Marketing.

UNIT-IV**(12 Hrs)**

Key Service Marketing- Banking Services- Insurance services- Transport Services- Tourism Services- Hotel Services- Consultancy services- Hospital Services- Market segmentation.

UNIT V**(12 Hrs)**

Service Quality- Introduction- Measurement of service quality- scope of service quality-tools for achieving service quality- causes of service quality-problems- Principles guiding improving of service quality.

TEXT BOOK

S.No	Author Name	Title of the Book	Publisher	Year /Edition
1	S.M.Jha	Service Marketing	Himalaya Publishing House	2015

REFERENCE BOOKS

S.No	Author Name	Title of the Book	Publisher	Year /Edition
1	P.N.Reddy	Service Marketing	Himalaya Publishing House	2011
2	Prof.Kishloy	Marketing of services	Everest Publishing House	1 st Edition
3	Garima Gupta	Marketing of Services	New century Publication	2011 1 st Edition
4	Jaspreet Kaur	Marketing of Services	Global Vision Publishing House	2013 1 st Edition

WEBSITE REFERENCE

- http://open.lib.umn.edu/services_marketing/

- <https://www.cliffsnotes.com/study-guides/marketing-of-services/>

Means of Curriculum Delivery: Lecture, Group Discussion, Seminar, Assignment, Case studies, Google Classroom.

SEMESTER I

Programme Code	M.COM IB	Programme Title	Master of Commerce (IB)	
Course Code	22P1IBET1D	Elective 1: Information Technology in Business	Batch	2022-2024
			Semester	I
Hrs/week	5 Hrs		Credits	4

COURSE OBJECTIVES

1. Graduates also understand the basic principles of information management
2. Focus in ICT understand the key processes and functions of business, and they understand the importance of IT as a part of the organisation's functioning.
3. Creative concept design and utilising various innovation methods.
4. The students can develop information systems, produce, write scripts for and program games and create graphics or other digital content

COURSE OUTCOMES (CO)

On successful completion of the course students will be able to achieve the following outcomes

CO Number	CO Statement
CO1	Understand and evaluate the application of IT in Business
CO2	Identify the skill sets required for IT Industry
CO3	Examine the various functions of IT Manager
CO4	Determine the role of IT Managers to attain the common goal of the organization in an innovative way

MAPPING WITH PROGRAMME OUTCOMES

Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1	√	-	√	-	-	-	√	-	-	√	-	√
CO2	√	-	√	-	-	√	√	-	-	√	-	√
CO3	√	-	√	-	-	√	√	-	-	√	-	√
CO4	√	-	√	-	-	-	√	-	-	√	-	√

SYLLABUS**UNIT – I****(12 Hrs)**

Fundamentals of Computing - Introduction to Information Technology (IT) - Scope of IT in Business - Basics of Hardware and Software - Types of Computers - Types of Software.

UNIT – II**(12 Hrs)**

Networks and Telecommunication - Introduction to Networking - Network Uses – Intra and Inter Organizational Communication - Network Types - Network Topologies - Network Devices.

UNIT – III**(12 Hrs)**

Internet and World Wide Web - Introduction to Internet and its Applications - World Wide Web (WWW) – E-Commerce - Network and Internet Security Issues.

UNIT – IV**(12Hrs)**

Applications of IT in Functional Areas IT and Marketing, IT and Finance, IT and OM, IT and HRM, Enterprise Systems, Knowledge Management.

UNIT – V**(12Hrs)**

Emerging Trends in IT Mobile Communication, Bluetooth, Infrared Communication, Global Positioning System (GPS), Smart Cards, Other Imminent Technologies.

TEXT BOOK:

S.No	Author Name	Title of the Book	Publisher	Year / Edition
1.	Norton, Peter	Introduction to Computers	Tata McGraw-Hill.R	Ed. vi, 2005,

REFERENCE BOOK:

S.No	Author Name	Title of the Book	Publisher	Year / Edition
1.	ITL Education Solutions	Introduction to Information Technology	Pearson Education.	Edition, v, 2008,
2	BY Awad, E.M.	Electronic Commerce	Pearson Education.	3rd Editions 2007

Website Reference:

- 1.<https://fcit.usf.edu/internet/chap1/chap1.htm>
- 2.https://www.tutorialspoint.com/internet_technologies/internet_overview.htm
- 3.e-PG Pathshala :<http://epgp.inflibnet.ac.in/ahl.php?csrno=438>
- 4.https://www.w3schools.com/html/html_intro.asp
- 5.<https://www.geeksforgeeks.org/html-introduction/>

Means of Curriculum Delivery: Lecture, Group Discussion, Seminar, Assignment, Case studies, Google Classroom

SEMESTER I

Programme Code	M.COM CA	Programme Title	Master of Commerce with Computer Applications	
Course Code	22P1CDCT01	Career Development Course 1: Teaching & Research Aptitude-I	Batch	2022-2024
Hrs/week	2 Hours		Semester	I
			Credits	2

COURSE OBJECTIVES

To enable the Students to clear the Qualified Examinations like NET/ SET

COURSE OUTCOMES

On successful completion of the course, students will be able to

CO Number	CO Statement
CO1	Outline about Teaching Methods.
CO2	Describe about the Learning Environment and Higher Learning.
CO3	Explain about the Teacher Support System.

MAPPING WITH PROGRAMME OUTCOMES

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1	-	-	-	-	-	-	-	-	-	-	-	✓
CO2	-	-	-	-	-	-	-	-	-	-	-	✓
CO3	-	-	-	-	-	-	-	-	-	-	-	✓

SYLLABUS

Unit	Content
Unit-I	<p>Teaching Aptitude (5 Hours)</p> <ul style="list-style-type: none"> ◆ Teaching: Concept ,Objectives ,Levels of teaching(Memory, Understanding and Reflective), Characteristics and basic requirements. ◆ Learner’s characteristics: Characteristics of adolescent and adult learners (Academic, Social, Emotional and Cognitive), Individual differences. ◆ Factors affecting teaching related to: Teacher, Learner, Support material, Instructional facilities, Learning environment and Institution. ◆ Methods of teaching in Institutions of higher learning: Teacher centred vs.Learner centred methods; Off-line vs. On-line methods (Swayam, Swayamprabha, MOOCs etc.). ◆ Teaching Support System: Traditional, Modern and ICT based. ◆ Evaluation Systems: Elements and Types of evaluation, Evaluation in Choice Based Credit System in Higher education, Computer based testing, Innovations in evaluation systems.

Unit-II	<p>Research Aptitude (5 Hours)</p> <ul style="list-style-type: none"> ◆ Research: Meaning, Types, and Characteristics, Positivism and Post-positivistic approach to research. ◆ Methods of Research: Experimental, Descriptive, Historical, Qualitative and Quantitative methods. ◆ Steps of Research. ◆ Thesis and Article writing: Format and styles of referencing. ◆ Application of ICT in research. ◆ Research ethics.
Unit-III	<p>Information and Communication Technology (ICT) (5 Hours)</p> <ul style="list-style-type: none"> ◆ ICT: General abbreviations and terminology. ◆ Basics of Internet, Intranet, E-mail, Audio and Video-conferencing. ◆ Digital initiatives in higher education. ◆ ICT and Governance.
Unit-IV	<p>People, Development and Environment (5 Hours)</p> <ul style="list-style-type: none"> ◆ Development and environment: Millennium development and Sustainable development goals. ◆ Human and environment interaction: Anthropogenic activities and their impacts on environment. ◆ Environmental issues: Local, Regional and Global; Air pollution, Water pollution, Soil pollution, Noise pollution, Waste (solid, liquid, biomedical, hazardous, electronic), Climate change and its Socio-Economic and Political dimensions. ◆ Impacts of pollutants on human health. ◆ Natural and energy resources: Solar, Wind, Soil, Hydro, Geothermal, Biomass, Nuclear and Forests. ◆ Natural hazards and disasters: Mitigation strategies. ◆ Environmental Protection Act (1986), National Action Plan on Climate Change, International agreements/efforts -Montreal Protocol, Rio Summit, Convention on Biodiversity, Kyoto Protocol, Paris Agreement, International Solar Alliance.
Unit-V	<p>Higher Education System (5 Hours)</p> <ul style="list-style-type: none"> ◆ Institutions of higher learning and education in ancient India. ◆ Evolution of higher learning and research in Post Independence India. ◆ Oriental, Conventional and Non-conventional learning programmes in India. ◆ Professional, Technical and Skill Based education. ◆ Value education and environmental education. ◆ Policies, Governance, and Administration.

TEXT BOOKS

S. No	Author Name	Title of the Book	Publisher	Year / Edition
1	Sajit Kumar Gagan .M	UGC NET/ SET	Trueman's Publisher	2019

Website Reference :

<https://ugcnetpaper1.com/study-material-research-aptitude>

SEMESTER II

Programme code :	M.Com IB	Programme Title	Master of Commerce (IB)	
Course code:	22P2IBCT05	Core 5: Export Import Finance	Batch	2022-2024
			Semester	II
Hrs/week:	5 Hrs		Credits	4

COURSE OBJECTIVES

On successful completion of this course, the students should know about

- Export finance, terms and modes of international payment, and financing of export credit needs.
- Pre shipment and post shipment credit finance and their categories.
- Import finance and its types, payments methods for imports.
- Long term finance, deferred payment and approval bodies.
- Financial agencies available in India.

COURSE OUTCOMES (CO)

On successful completion of the course students will be able to achieve the following outcomes

CO Number	CO Statement
CO1	Explain Export finance , terms and modes of international payment, and financing of export credit needs.
CO2	Differentiate Pre shipment and post shipment credit finance and their categories.
CO3	Elaborate Import finance and its types, payments methods for imports.
CO4	Explain the Long term finance, deferred payment and approval bodies.
CO5	Discuss the Financial agencies available in India.

MAPPING WITH PROGRAMME OUTCOMES

Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO 1	-	√	√	√	-	-	-	-	-	-	-	√
CO 2	-	√	-	√	-	-	-	-	-	√	-	√
CO 3	-	√	√	√	-	-	-	-	-	√	-	√
CO 4	-	√	√	√	-	√	-	-	-	-	-	√
CO 5	-	-	√	-	-	√	-	-	-	-	√	-

SYLLABUS

UNIT - 1

(10Hrs)

Introduction to Export Finance: Terms of International Payments – Modes of International Payment Financing of Export Credit needs – Short Term Sources of Finance – Medium and Long Term Sources of Finance – Export Credit System in India-carbon credit.

UNIT – II

(10 Hrs)

Pre-shipment Finance – Categories of Pre-shipment Finance – Facilities of Pre-shipment Credit - Pre-shipment Credit in Foreign Currency (PCFC) – Interest rate on Pre-shipment Credit, Post- shipment Credit Finance – Categories of Post-shipment Credit in rupees – Post-shipment credit in Foreign Currency – Refinance of Pre-shipment and Post-shipment Finance.

UNIT –III

(10 Hrs)

Introduction of import finance – Bulk import finance for inputs – Import finance against foreign loans of credit – European – Asian Countries investment part feasibility – Foreign Exchange for import of inputs – Payments methods for imports.

UNIT – IV

(10 Hrs)

Terms of finance – Deferred payments for EXIM – Categories of deferred payments – Buyers credit – Application procedures for the long term finance – Approval bodies – conditions for approving.

UNIT – V

(10 Hrs)

Financial agencies – Reserve Bank of India – Industrial and Export Credit Department – Exchange Control Department – EXIM Bank – Commercial Bank – Export Credit Guarantee Corporation – ICICI – IDBI – IFCI.

TEXT BOOK

S.No	Author Name	Title of the Book	Publisher	Year /Edition
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1.	Parasram	Export Import Finance	Anupam Publishers	2014 17 th Edition
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REFERENCE BOOKS

S.No	Author Name	Title of the Book	Publisher	Year /Edition
1	Justin Paul and Rajiv A Sarkar	Export Import Management	Oxford university press India	2006 2 nd Edition
2	Harry M. Venedikian Gerald A. Warfiel	Export Import Financing	John Wiley & sons	2010 4 th Edition
3	P.R.Shukla	Export Finance	JBS Academy pvt.ltd	2017
4	Justin Paul & Rajiv Asekar	Export Import Management	Oxford Publications	2013 2 nd Edition

WEBSITE REFERENCE

1. <https://www.docsity.com> > ... > Study notes Business Administration
2. https://www.odu.edu/~bseifert/fin435/fin435_chapter22.ppt

Means of Curriculum Delivery: Lecture, Group Discussion, Seminar, Assignment, Google Classroom.

SEMESTER II

Programme code :	M.Com IB	Programme Title	Master of Commerce (IB)	
Course code:	22P2IBCT06	Core 6: Logistics and Supply chain Management	Batch	2022-2024
			Semester	II
Hrs/week:	5 Hrs		Credits	3

COURSE OBJECTIVES

On successful completion of this course, the students should know about

- Definition of logistics management, types of logistics automation and outsourcing, concept in logistics and physical distribution
- Warehousing and storage management, transportation management and distribution channel management
- Nature, concepts, components, need and participants in supply chain
- Supply chain performance drivers, systems and values of supply chain
- Supply chain and business strategy, supply chain relationship and certification

COURSE OUTCOMES (CO)

On successful completion of the course students will be able to achieve the following outcomes

CO Number	CO Statement
CO1	Explain the Definition of logistics management, types of logistics automation and outsourcing, concept in logistics and physical distribution
CO2	Discuss about Warehousing and storage management, transportation management and distribution channel management
CO3	Explain the Nature, concepts, components, need and participants in supply chain
CO4	Explain the Supply chain performance drivers, systems and values of supply chain
CO5	Elaborate Supply chain and business strategy, supply chain relationship and Certification

MAPPING WITH PROGRAMME OUTCOMES

Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1	-	√	√	-	-	-	-	√	-	√	-	-

C02	-	√	-	-	-	√	-	-	-	√	√	√
C03	-	√	√	√	-	-	√	-	-	√	-	-
C04	-	√	√	-	-	-	-	-	-	√	-	-
C05	-	-	-	√	-	√	-	-	-	-	√	-

SYLLABUS

UNIT - I

(10Hrs)

Logistics Management: Origin and Definition – Types of Logistics – Logistics Management – Warehouse Management – Automation and Outsourcing - Customer Service and Logistics Management – A Perspective - Concepts in Logistics and Physical Distribution – Distribution and Inventory.

UNIT – II

(10 Hrs)

Specific types of Inventory Control - Demand Forecasting - Warehousing and Stores Management – cold storage - Routing - Transportation Management - Some Commercial Aspects in Distribution Management – Codification - Distribution Channel Management - Distribution Resource Planning (DRP) - Logistics in 22st Century.

UNIT –III

(10 Hrs)

Supply Chain Management: Introduction and Development- Nature and Concept - Importance of Supply Chain - Value Chain - Components of Supply Chain - The Need for Supply Chain - Understanding the Supply Chain Management - Participants in Supply Chain – Global Applications.

UNIT – IV

(10 Hrs)

Role of a Manager in Supply Chain - Supply Chain Performance Drivers - Key Enablers in Supply Chain Improvement - Inter-relation between Enablers and Levels of Supply Chain Improvement- Systems and Values of Supply Chain

UNIT – V

(10 Hrs)

Aligning the Supply Chain with Business Strategy - SCOR Model –Outsourcing and 3PLs – Fourth Party Logistics – Bull Whip Effect and Supply Chain – Supply Chain Relationships – Conflict Resolution Strategies – Certifications.

TEXT BOOK

S.No	Author Name	Title of the Book	Publisher	Year /Edition
1.	D K Agrawal	Logistics and Supply Chain Management	MacMillan	2015 Edition 1

REFERENCE BOOKS

S.No	Author Name	Title of the Book	Publisher	Year /Edition
1	G Raghuram& N Rangaraj	Logistics and Supply ChainManagement (cases & concepts)	Laxmi publications	2015
2	Martin Christopher	Logistics & Supply Chain Management:	FT Publishing international	Edition 5, 2016
3	Janat Shah,	Supply Chain Management (text&cases)	Pearson. Publications (P)	Edition 1,2016
4	Donald J.Bowersox	Supply Chain logistics Management	McGraw Hill	2009 3 rd Edition

WEBSITE REFERENCE

1. https://courses.edx.org/asset-v1...SC1x.../w111_IntroSCM_ANNOTATED_v4.pdf
2. <https://ocw.mit.edu/courses/...logistics-and-supply-chain-management.../lecture-notes>

Means of Curriculum Delivery: Lecture, Group Discussion, Seminar, Assignment, Google Classroom.

SEMESTER II

Programme code :	M.Com IB	Programme Title	Master of Commerce (IB)	
Course code:	22P2IBCT07	Core 7: Financial &	Batch	2022-2024

		Management Accounting	Semester	II
Hrs/week:	5 Hrs		Credits	4

COURSE OBJECTIVES

On successful completion of this course, the students should know about

- International accounting standards capital and revenue, expenditure and receipts, depreciation and its methods of calculation.
- Ratio analysis and its use and limitations, fund flow and cash flow analysis and their uses and limitations
- Marginal costing, cost volume profit and break even analysis and determination of sales mix
- Objectives of cost accounting, preparation of cost sheet, methods and techniques of costing
- Budgeting and budgetary control, preparation of different budgets and steps in budgetary control

COURSE OUTCOMES (CO)

On successful completion of the course students will be able to achieve the following outcomes

CO Number	CO Statement
CO1	Explain the International accounting standards capital and revenue, expenditure and receipts, depreciation and its methods of calculation.
CO2	Discuss the Ratio analysis and its use and limitations, fund flow and cash flow analysis and their uses and limitations
CO3	Elucidate Marginal costing, cost volume profit and break even analysis and determination of sales mix
CO4	Explain the Objectives of cost accounting, preparation of cost sheet, methods and techniques of costing
CO5	Differentiate Budgeting and budgetary control, preparation of different budgets and steps in budgetary control

MAPPING WITH PROGRAMME OUTCOMES

Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1	-	-	√	√	-	√	√	-	√	√	√	√
CO2	-	√	√	√	-	√	√	-	√	√	√	√
CO3	-	√	√	√	-	√	√	-	√	√	√	√
CO4	√	√	√	√	-	√	√	-	√	√	√	√
CO5	-	-	-	√	-	-	-	√	-	-	√	-

SYLLABUS

UNIT - 1

(12 Hrs)

Financial Accounting - Definition-Accounting principles - Concepts and Conventions – Journal - ledger -Trial

Balance - Final Accounts with simple adjustment(Problems), Depreciation - Concept – objectives - Methods - Straight line method, down value method (problems) - Computerization of accounts.

UNIT – II (12 Hrs)

Financial statement Analysis - Objectives – Techniques of Financial statement Analysis : Comparative – Common Size – Trend Analysis – Ratio Analysis – Calculation of ratio – construction of balance Sheet using ratio (problems).

UNIT –III (12 Hrs)

Fund Flow Statement of changes in Working Capital – Preparation of Fund Flow statement (problems), Cash flow statement – preparation of Cash Flow Statement (problems) – Distinction between Fund Flow and Cash Flow Statement.

UNIT – IV (12 Hrs)

Cost Accounting – Meaning – Distinction between Financial Accounting and Cost Accounting – Cost terminology: cost, Cost Centre Unit – Elements of Cost – Preparation of Cost sheet (problems), Budgets and Budgeting Control – Meaning Types of budgets – preparation of Function and Flexible budgets (problems) and Zero Base Budgeting

UNIT – V (12 Hrs)

Marginal Costing – Definition – distinction between marginal costing and absorption cost – Break – even point Analysis – Contribution, P/V Ratio, margin of safety – application of Marginal of costing in managerial decision (problems)

TEXT BOOK

S.No	Author Name	Title of the Book	Publisher	Year /Edition
1	S.N.Maheswari	Introduction to Accountancy	Vikas Publishing House, New Delhi	2009 10 th Edition

REFERENCE BOOKS

S.No	Author Name	Title of the Book	Publisher	Year /Edition
1	T.S.Reddy	Financial Accounting	Margham Publication	2012 1 st Edition
2	S.P.Jain, K.L.Narang	Cost Accounting Principle & practices	Kalyani Publications,	2014 1 st Edition
3	C.Paramasivan T.Subramanian	Financial Management	New Age International P.Ltd.,	2018 2 nd Edition

4	M.Y.Khan, P.K.Jain	Management Accounting Text, problems and cases	Tata Mcgraw Hill publishing company ltd., New Delhi	2010 5 th Edition
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WEBSITE REFERENCE

1. <https://www.studocu.com> › ... › Accounting and Financial Management 1A/
2. <https://ocw.mit.edu/courses/sloan-school-of...financial-accounting.../lecture-notes>

Means of Curriculum Delivery: Lecture, Group Discussion, Seminar, Assignment, Google Classroom.

SEMESTER II

Programme code :	M.Com IB	Programme Title	Master of Commerce (IB)	
Course code:	22P2IBCT08	Core 8 : EXIM Documentation	Batch	2022-2024
Hrs/week:	4 Hrs		Semester	II
			Credits	4

COURSE OBJECTIVES

On successful completion of this course, the students should know about

- Types of export and import, export licensing procedure and formalities and deemed export and its benefits.
- Export house and trading house salient features and benefits of free trade zones. And the norms governing their establishment.

- Various methods by which import trade can be controlled.
- Warehousing in connection with imports, special specialties for NRI'S export and import documentation, customs procedures and customs duty.

COURSE OUTCOMES (CO)

On successful completion of the course students will be able to achieve the following outcomes

CO Number	CO Statement
CO1	Explain Types of export and import, export licensing procedure and formalities and deemed export and its benefits.
CO2	Differentiate Export house and trading house salient features and benefits of free trade zones. And the norms governing their establishment.
CO3	Explain the various methods by which import trade can be controlled.
CO4	Elaborate Warehousing in connection with imports, special specialties for NRI'S export and import documentation, customs procedures and customs duty.

MAPPING WITH PROGRAMME OUTCOMES

Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1	-	√	√	-	-	-	-	-	√	√	-	-
CO2	-	√	-	-	-	-	-	-	√	√	-	-
CO3	-	√	√	-	-	-	-	-	√	√	-	-
CO4	-	-	√	-	√	-	-	-	-	√	-	-

SYLLABUS

UNIT - 1

(10 Hrs)

Export and Import- Meaning, types of exports and Imports, Project exports and consultancy exports. Export Trade Control: Different categories of Exporters- Export licensing procedures and formalities- Role of ECGC in export promotion–Deemed exports and its benefits

UNIT – II

(10 Hrs)

Registered Exporters: Definition of export House and Trading House – Incentives given to Free trade Zones, 100% EOU's and SEZs – salient features and benefits – Norms governing the establishment and governing of the units. Agriculture and Process Products

UNIT –III

(10 Hrs)

Import Trade Control: License-Duty Entitlement Passbook Scheme –Import of capital goods under EPCG scheme –Import of raw materials and components under OGL actual user condition – Import for stock and sale-Restricted and Banned items for imports–Canalization of Imports and various canalizing agencies–

SCOMET

UNIT – IV**(10 Hrs)**

Warehousing in connection with imports- Bonded warehousing–special facilities for NRI’s and the norms for import of various items by them- Import of Capital goods and raw materials for Free Trade Zones and 100% EOU’s

UNIT – V**(10 Hrs)**

Export and Import Documentation, Customs Procedures for Exports and Imports–Customs duty and Indian Customs tariff, Documents for pre –shipment inspect

TEXT BOOK

S.No	Author Name	Title of the Book	Publisher	Year /Edition
1.	M.L.Mahajan	A Guide on Export Policy Procedure and Documentation	Delhi Dhanpat Rai and Sons	2000 Edition 11

REFERENCE BOOKS

S.No	Author Name	Title of the Book	Publisher	Year /Edition
1	Nabhi Board of Editors	How to Import	Nabhi Publication	20 th Edition
2	Nabhi Board of Editors	How to Export	Nabhi Publication	25 th Edition
3	Rathor	Export marketing	Jain Book House	3 rd Edition
4	T.A.S.Balagopal	Export Marketing	Himalaya Publishing House	4 th Edition
5.	B.S.Rathor J.S.Rathor	Export Marketing	Himalaya Publishing House	1 Jan 2014

WEBSITE REFERENCE

- <https://www.slideshare.net/WelingkarDLP/22-15062840>
- <https://www.slideshare.net/.../international-trade-procedures-and-documentation>

Means of Curriculum Delivery: Lecture, Group Discussion, Seminar, Assignment, Case studies,
Google Classroom.

SEMESTER II

Programme code :	M.Com IB	Programme Title	Master of Commerce (IB)	
Course code:	22P2IBCP09	Core 9: EXIM Practical	Batch	2022-2024
Hrs/week:	3 Hrs		Semester	II
			Credits	3

COURSE OBJECTIVES

On successful completion of this course, the students should know

- Preparation of a letter of credit, bill of exchange, certificate of origin and bill of entry.
- Preparation of a packing list, bill of lading, commercial invoice and export declaration form.
- Finding the details of minor and major ports in India, route map of panama canal details of canal oriented sea routes and famous three air routes.

COURSE OUTCOMES (CO)

On successful completion of the course students will be able to achieve the following outcomes

CO Number	CO Statement
CO1	Explain the letter of credit, bill of exchange, certificate of origin and bill of entry.

CO2	Explain the packing list, bill of lading, commercial invoice and export declaration form.
CO3	Discuss the details of minor and major ports in India, route map of panama canal details of canal oriented sea routes and famous three air routes

MAPPING WITH PROGRAMME OUTCOMES

Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1	-	√	√	√	-	-	-	√	√	√	-	-
CO2	-	√	√	√	-	-	-	√	√	√	-	-
CO3	-	√	√	√	-	-	-	√	√	√	-	-

SYLLABUS

Preparation of Documents using MS Word

1. Prepare a Letter of Credit
2. Prepare a Bill of Exchange
3. Collect and Prepare the Certificate of Origin
4. Collect and Prepare Bill of Entry
5. Collect and Prepare a Packing List.
6. Collect and Prepare a Bill of Lading.
7. Prepare the Commercial Invoice
8. Prepare Export Declaration Form

Map Finding Using Internet

1. Browse and collect Various Major and Minor ports in India.
2. Collect the details of Panama Canal and download its route map
3. Collect the details of Canal Oriented Sea Routes- India to London, Australia to South Africa.
4. Air route – collect the details famous air routes (any three).

WEBSITE REFERENCE

1. <https://www.slideshare.net/WelingkarDLP/22-15062840>
2. <https://www.slideshare.net/.../international-trade-procedures-and-documentation>

Means of Curriculum Delivery: Lecture, Group Discussion, Seminar, Assignment, Case studies, Google Classroom

SEMESTER II

Programme code :	M.Com IB	Programme Title	Master of Commerce (IB)	
Course code:	22P2IBET2A	Elective 2 :Port Operations and Management	Batch	2022-2024
			Semester	II
Hrs/week:	5 Hrs		Credits	4

COURSE OBJECTIVES

On successful completion of this course, the students should know about

- Concept, functions, authorities and their role and types of ports, management of dry ports.
- Important consideration for planning and designing a port.
- The intermodal connection and port warehouses.
- Managing and operating a port.
- Methods of measuring performance of a port and its productivity.

COURSE OUTCOMES (CO)

On successful completion of the course students will be able to achieve the following outcomes

CO Number	CO Statement
CO1	Explain the Concept, functions, authorities and their role and types of ports, management of dry ports.
CO2	Discuss the important considerations for planning and designing a port.
CO3	Explain the intermodal connection and port warehouses structures
CO4	Elaborate the management and operations of a port.
CO5	Explain the methods of measuring performance of a port and its productivity

MAPPING WITH PROGRAMME OUTCOMES

Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1	-	√	√	-	-	√	-	-	-	√	-	√
CO2	-	√	√	√	-	√	-	-	-	√	-	√
CO3	√	√	√	√	-	√	-	-	-	√	-	√
CO4	-	-	√	-	-	√	-	-	-	-	√	-
CO5	√	-	-	√	-	-	-	-	-	√	-	-

SYLLABUS**UNIT-I****(12 Hrs)**

Basic concept of port, Functions, facilities, Port authorities, Role of port authorities, brief history of ports, types of ports- based on cargo and based on location, Management and operations of Dry ports – ICD, cargo clearance at ICD.

UNIT-II**(12 Hrs)**

Role of port in national and regional development, domestic and international port, Port planning and design, Port Location, Site selection, competition, Current and Future port issues to consider, How to plan for present and future needs, Design and layout, Operating System.

UNIT-III**(12 Hrs)**

The intermodal connection- Interfacing between water, land and air transportation in the receipt, transport, and delivery of goods, Port warehouse and its procedures.

UNIT-IV**(12 Hrs)**

Managing and operating a port- Services to be provided Marketing, Port/ client accountabilities, Management structure, Employees and relations, Management systems, Budgeting, Control, Tariffs and Operating Agreements.

UNIT-V**(12 Hrs)**

Measuring Port performance and productivity - duration of ships in port- performance measures for cargo handling on board and on shore- Models and methods for Operations in Port container terminals.

TEXT BOOK

S.No	Author Name	Title of the Book	Publisher	Year /Edition
1	Evrin Ursavas Guldogan	Port Operations and Container Terminal Management	VDM.Verlag Dr.Muller	August 2011

REFERENCE BOOKS

S.No	Author Name	Title of the Book	Publisher	Year /Edition
1	Maria G.. Burns	Port Management and Operation	CRC Press	Edition 2014
2	Alderton, Patrick	Port Management and Operation	Lloyd's List	2008 3 rd Edition
3	Khalid bichou	Risk Management in Port Operations	Routledge	1 st Edition, 2013
4	Adolf K.Ng & Jhon Lie	Port Focal Logistics and Global Supply Chains	Pgrave Macmillan	Edition 2014

WEBSITE REFERENCE

1. [http://open.lib.umn.edu/ port operation/](http://open.lib.umn.edu/port%20operation/)
2. [https://www.cliffsnotes.com/study-guides/port management and operation./](https://www.cliffsnotes.com/study-guides/port-management-and-operation/)

Means of Curriculum Delivery: Lecture, Group Discussion, Seminar, Assignment, Case studies, Google Classroom

SEMESTER II

Programme code :	M.Com IB	Programme Title	Master of Commerce (IB)	
Course code:	22P2IBET2B	Elective 2: Indian stock Market	Batch	2022-2024
Hrs/week:	5 Hrs		Semester	II
			Credits	4

COURSE OBJECTIVES

On successful completion of this course, the students should know about

- Meaning and functions of stock exchange, origin and growth of stock exchange in India.
- Various acts relating to Indian stock exchanges, profile of stock exchanges such as, BSE, NSE.
- Details about listing, Delisting, trading and speculations.
- Process of listing in primary market and secondary markets.

COURSE OUTCOMES (CO)

On successful completion of the course students will be able to achieve the following outcomes

CO Number	CO Statement
CO1	Explain the Meaning and functions of stock exchange, origin and growth of stock exchange in India.
CO2	Discuss about Various acts relating to Indian stock exchanges
CO3	Describe the procedure for listing, Delisting, trading and speculations of the stock Market
CO4	Explain the process of listing in primary market and secondary markets.

MAPPING WITH PROGRAMME OUTCOMES

Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1	-	√	√	√	-	√	√	-	-	√	-	-
CO2	-	√	√	√		√	√	-	-	√	-	√
CO3	-	√	√	√	-	√	-	-	-	√	-	√

CO4		√	√	√								
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SYLLABUS

UNIT-I

(12 Hrs)

Stock Exchange-Meaning and Functions – World’s Stock Exchanges – Indian Stock Exchanges- Origin and Growth- Organization Structure-Mode of Organization-Membership-Stock Exchange Traders – Stock Exchange Trading Jobbers Vs .Brokers-Stock Exchange Dealings-Trading of Securities

UNIT-II

(12 Hrs)

Stock Exchange Regulatory Framework-Under the SEBI Act, BSCC Act, Defense of India Rule, Capital Issues Control Act 1947, Securities Contract Act 1956, Securities Contracts Rules 1957 – Profile of Indian Stock Exchanges-BSE,NSE, etc., - Restructuring Indian Stock Exchanges- Demutualization.

UNIT-III

(12 Hrs)

Listing-Meaning, Characteristics, Steps, Legal provisions, Benefits, Consequences of Non-Listing - Delisting – Insider Trading – Speculation- Speculation Vs. Gambling-Investors Vs Speculators – Investor Protection.

UNIT-IV

(12 Hrs)

The Securities Contracts (Regulation) Act, 1956-Important provisions – SEBI –Functions and working.

UNIT-V

(12 Hrs)

Internet Stock Trading-Meaning and features-Current Scenario-Regulating Internet Stock Trading- IPOs on the Internet-e-IPO – E-commerce Act and Internet Stock Trading – Stock Index Futures.

TEXT BOOK

S.No	Author Name	Title of the Book	Publisher	Year and Edition
1.	S.Gurusamy	Capital market	Tata McGraw- Hill	3 rd Edition 2009.

REFERENCE BOOKS

S.No	Author Name	Title of the Book	Publisher	Year and Edition
1	Dr.D.JosephAnbarasu	Financial Services	Sultan Chand & Sons	1 st Edition
2	L.M.Bhole	Financial Institutions and Markets	McGraw hill education	5 th Edition,2009
3	S. Kevin	Security analysis & Portfolio Management	Printice Hall (P) Ltd	2006 Edition 2
4	P.Pandian	Security analysis & Portfolio Management	Vikar publishing house	2012 Edition 2

Programme code :	M.Com IB	Programme Title	Master of Commerce (IB)
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WEBSITE REFERENCE

1. [http://open.lib.umn.edu/ financial services /](http://open.lib.umn.edu/financial_services/)
2. [https://www.cliffsnotes.com/study-guides/ financial services/](https://www.cliffsnotes.com/study-guides/financial_services/)

Means of Curriculum Delivery: Lecture, Group Discussion, Seminar, Assignment, Case studies, Google Classroom.

Course code:	22P2IBET2C	Elective 2: Marketing of Financial Services	Batch	2020-2022
Hrs/week:	5 Hrs		Semester	II
			Credits	4

SEMESTER II

COURSE OBJECTIVES

On successful completion of this course, the students should know about

- Various financial markets in India and their functions,
- Types advantages and disadvantages of plastic cards.
- Types of insurance companies, policies and the need of insurance.
- Real estate markets in India, mechanism and advantages of securitisation in India
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COURSE OUTCOMES (CO)

On successful completion of the course students will be able to achieve the following outcomes

CO Number	CO Statement
CO1	Explain the Various financial markets in India and their functions,
CO2	Describe the advantages and disadvantages of plastic cards.
CO3	Describe the various insurance policies and the need of insurance in India
CO4	Elaborate about the Real markets in India, mechanism and advantages of securitisation in India.

MAPPING WITH PROGRAMME OUTCOMES

Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1	-	√	√	√	-	√	√	-	√	√	√	√
CO2	-	√	√	√	-	√	√	-	√	√	√	√
CO3	-	√	√	√	-	√	√	-	√	√	√	√

SYLLABUS

UNIT-I

(12Hrs)

Financial market in India- Financial Sector reforms- Money market- Capital market-Bond Market- Types of Bonds.

UNIT-II

(12Hrs)

Features of OTCEI – promoters – participants – Trading in OTCEI Exchange – Listing on OTC Exchange – Advantages and Disadvantages

UNIT-III

(12Hrs)

Plastic cards- Types of card- Current trends in credit card Industry- Benefits of Plastic cards- Disadvantages-ofPlasticcards.Bankassurance-Benefits,Distributionchannels–SuccessofBank assurance

UNIT-IV

(12Hrs)

Insurance services- Insurance sector reforms- Types of Insurance companies- Need of Insurance- Types of Insurance Policy- Role of Life Insurance.

UNIT V

(12Hrs)

RealEstateIndustry-Concept-classification-Benefitofrealestateinvestment-Developmentinthe Indian Real Estate Markets.Securitization- Mechanism of Securitization- Advantages- Securitization inIndia.

TEXT BOOK

S.No	Author Name	Title of the Book	Publisher	Year and Edition
1	EstelamiHooman	Marketing Financial services	Dogear publishing	Edition-2

REFERENCE BOOKS

S.No	Author Name	Title of the Book	Publisher	Year and Edition
1	Duke Fanelli and Evelyn	Financial Service Marketing	TerfPublication	Edition-2-2012
2	MdFaizanuddian, Binay Kumar	Marketing of Financial Services	Aph Publishing Corporation	Edition-2012
3	Dr.DhananjayBapal	Marketing of Financial Services	Dreamtech press	1 Jan 2013
4	Christine	Financial Service Marketing	TerfPublication	Edition-2-2013

WEBSITE REFERENCE

1. http://open.lib.umn.edu/services_marketing/
2. https://www.cliffsnotes.com/study-guides/marketing_ofservices/

Means of Curriculum Delivery: Lecture, Group Discussion, Seminar, Assignment

SEMESTER II

Programme Code	M.COM IB	Programme Title	Master of Commerce (IB)	
Course Code	22P2IBET2D	Elective 2: Airline Marketing and Strategic airline alliance	Batch	2022-2024
			Semester	II
Hrs/week	5 Hrs		Credits	4

COURSE OBJECTIVES

- latest airline marketing practices and commercial trends whilst applying classic marketing principles, academic models and practical tools.
- The current airline business environment and its impact on airline marketing
- Demonstrate, within a team environment, initiatives in formulating a marketing plan and organising marketing campaigns and activities as appropriate to the target audience.
- The Marketing Mix (Product, Price, Promotion, Place) and how to satisfy the needs of your target audiences
- Airline alliances and marketing: benefits & drawbacks

COURSE OUTCOMES (CO)

On successful completion of the course students will be able to achieve the following outcomes

CO Number	CO Statement
CO1	Able to classify different types of marketing segments in air cargo management
CO2	Interpret different types of airline products and services
CO3	Apply the promotional techniques in airline marketing
CO4	etermine the airline planning decisions in airline marketing
CO5	Implement the results of case studies in airline marketing

MAPPING WITH PROGRAMME OUTCOMES

Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1	√	-	√	-	-	-	-	-	-	√	-	√
CO2	√	√	√	-	-	√	√	-	-	-	-	√
CO3	-	-	√	-	√	√	√	-	-	√	-	√
CO4	√	-	-	√	-	-	√	-	-	√	-	√
CO5	√	-	√	-	-	-	√	-	-	√	-	√

SYLLABUS**UNIT – I (15 Hrs)**

Introduction of Airline Business and Marketing Strategies, Marketing Strategy: PESTE analysis: political factors – economic factors – social factors – technological factors – environmental factors. Market segmentation of airline industry, glossary of aviation and airline marketing.

UNIT – II (15 Hrs)

Product Analysis- product in airline industry - product analysis and its application to the Airline. Industry – fleet and schedules –related product features – customer service – related product features – controlling product quality –Distribution Of Product And Brand Relationship- Distribution channel strategies.

UNIT – III (15 Hrs)

Promotion Marketing in Airline industry: Effective promotional strategies in airline industry – Marketing communication techniques – Selling in the air freight market . Airline Alliances : Need, Types of Alliances between Airlines, Major Airline Alliances.

UNIT – IV (15 Hrs)

Airline Planning Decisions: Fleet Planning, Route Planning, Schedule Development, Pricing Decisions, Revenue Management. Online marketing in airline industry - web based marketing programmes in airline - emerging trends and challenges to marketers in airlines.

UNIT – V (15 Hrs)

Case studies : Trends in airline industry, success and failure of airline companies , Alliance malfunction in airline industry, Online marketing.

TEXT BOOK:

S.No	Author Name	Title of the Book	Publisher	Year / Edition
1.	Philip Kotler	Marketing Management	Pearson Education.	Reprint 2009
2.	Stephen Shaw	Airline Marketing and Management	Ashgateshgate Publication	6 th Edition 2007

REFERENCE BOOK:

S.No	Author Name	Title of the Book	Publisher	Year / Edition
1.	David Jarach	Airport Marketing	Ashgate Publishing Limited	Edition 3 rd 2008,

2	Wells.A	Airport Planning and Management	McGraw-Hill	4th Edition
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Website Reference:

1. <https://www.icao.int/MID/Documents/2017/Aviation%20Data%20and%20Analysis%20Seminar/PPT4%20-%20Fleet%20Planning.pdf>

Means of Curriculum Delivery: Lecture, Group Discussion, Seminar, Assignment, Case studies, Google Classroom

SEMESTER III

Programme code :	M.Com IB	Programme Title	Master of Commerce (IB)	
Course code:	22P3IBCT10	Core 10:Research Methods For International Business	Batch	2022-2024
			Semester	III
Hrs/week:	5 Hrs		Credits	4

COURSE OBJECTIVES

On successful completion of this course, the students should know about

1. Various types of research, defining a problem setting objectives and hypothesis of the research on the preparation of research design.
2. Various methods of data collection, reliability and validity of the data collection and classification, tabulation of data.
3. Understand about the measurement and scaling technique ,determination of sample size and various sampling methods and their applications.

COURSE OUTCOMES (CO)

On successful completion of the course students will be able to achieve the following outcomes

CO Number	CO Statement
CO1	Explain the various types of research, selection and formulation of the research problem setting objectives and formulating hypothesis .
CO2	Explain various methods of data collection and explain how to test the reliability validity and collect the data.
CO3	Explain about the various measuring and scaling techniques, sampling methods and the types of population for which they can be applied.
CO4	Apply various test of significance to draw inferences about the various hypothesis formulated and draft a final research report.

MAPPING WITH PROGRAMME OUTCOMES

Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1	-	✓	✓	✓	✓	-	-	-	✓	-	-	✓
CO2	-	✓	-	-	✓	-	-	✓	✓	-	✓	-
CO3	-	-	-	-	✓	-	-	-	✓	-	-	
CO4	-	-	✓	-	✓	✓	✓	✓	✓	✓	✓	-

SYLLABUS

UNIT-I **(15Hrs)**

Over view of Research methodology: Meaning and purpose – types of research: Exploratory, Analytical, Descriptive, Experimental and Case study.

UNIT-II **(15Hrs)**

Research Focus: Problem definition, Selection and formulation – Review of Literature – Delimitation of the scope of the study – Setting Objectives – Definition of the concepts – Formulation of hypothesis – Preparation of Research design – Field work and Data collection.

UNIT-III **(15Hrs)**

Data Collection: Primary and Secondary Data: Observation, Interview, Telephonic Interview, Questionnaire – Internal and External source of Secondary data – Construction of Interview schedule and Questionnaire – Pre testing and Pilot Study – Reliability and Validity tests – Processing and data analysis: Checking, Coding, transcription and tabulation of data

UNIT-IV **(15Hrs)**

Meaning of Hypothesis – Types of Hypothesis – Sources of hypothesis – Testing of Hypothesis– Errors in Testing – Measurements – Scaling techniques and Scale Construction – Sample size – Sampling error – Sampling Methods and Applications.

UNIT-V **(15Hrs)**

Use of Computers in Data Analysis: Test of significance based on normal, t , f and chi-square distributions, analysis of variance - one way and two way classification. Report writing: Types of report, Contents of report, Styles and Conventions in report writing - Steps in drafting areport: Cover page, Introduction, Text, Bibliography and Appendix.

Note: Question Papers shall cover 80% theory and 20 % problem (only form unit IV and V)

TEXT BOOK

S.No	Author Name	Title of the Book	Publisher	Year / Edition
1.	Kothari, C.R GaurauGarg	Research Methodology Methods and Techniques	New Age International Publishers	2019, 4 th Edition

REFERENCE BOOKS

S.No	Author Name	Title of the Book	Publisher	Year / Edition
1.	R.Panerselvam	Research Methodology	Prentice Hill of India Pvt Ltd, New Delhi	2004
2	Donald R. Cooper,	Business Research Methods, Tata Mcgraw	Hill Publication company Ltd	9 th Edition, 2006
3	K.N.Kishnaswamy, AppaiyerSivakumar, M.Mathiajan	Management Research Methodology, Integration of Principles, methods and techniques	Pearsons Education, , New Delhi	2008
4	Donald R.Cooper	BusinessResearch Methods,McGraw	Hill Education	12 th Edition (March 5, 2013)

WEBSITE REFERENCE

- <https://www.studocu.com/en/document/international-business-environment/>
- <https://www.civilserviceindia.com/.../notes/international-business-environment.html>

Means of Curriculum Delivery: Lecture, Group Discussion, Seminar, Assignment.

SEMESTER III

Programme code :	M.Com IB	Programme Title	Master of Commerce (IB)	
Course code:	22P3IBCT11	Core 11: Global Strategic Management	Batch	2022-2024
Hrs/week:	5 Hrs		Semester	III
			Credits	5

COURSE OBJECTIVES

On successful completion of this course, the students should know about

- 1.To understand the concept and role of strategy, various approaches to a strategic decision making ,role of board of directors and global s strategy management.
- 2.Understand how to analyze global environment operating environment internal environment and constructing analysis of strategy view.
- 3.Know about growth stability and retrenchment strategies. Also know about how to evaluate strategy alternatives.
- 4.Know about various strategy issues and alternatives and about outsourcing strategy..

COURSE OUTCOMES (CO)

On successful completion of the course students will be able to achieve the following outcomes

CO Number	CO Statement
CO1	Explain the process of strategy management and concept of strategy fit leverage and stretch.
CO2	Explain how to analyse global operating and internal environment
CO3	Describe about growth stability and retrenchment strategy and how to evaluate strategic alternatives
CO4	Explain the multi country and global strategy and also about the various outsourcing strategies

MAPPING WITH PROGRAMME OUTCOMES

Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1	✓	-	✓	✓	✓	-	✓	-	✓	-	-	✓
CO2	✓	-	-	-	✓	-	✓	✓	✓	-	✓	-
CO3	-	-	-	-	✓	-	✓	-	✓	-	-	-
CO4	-	✓	✓	-	✓	✓	✓	✓	✓	✓	✓	-

SYLLABUS**UNIT-I****(12Hrs)**

Introduction: Concept and Role of Strategy; The Strategic Management Process; Approaches to Strategic Decision Making; Strategic Role of Board of Directors and Top Management; Strategic Intent; Concept of Strategic Fit, Leverage and Stretch; Global Strategy and Global Strategic Management; Strategic flexibility and learning organization.

UNIT-II (12Hrs)

Environmental Analysis: Analysis of Global Environment - Environmental Profile; Constructing Scenarios; Environmental scanning techniques - ETOP, PEST and SWOT (TOWS) Matrix; Michael Porter's Diamond Framework; Analysis of Operating Environment - Michael Porters Model of Industry Analysis; Strategic Group Analysis, Analysis of Internal Environment.

UNIT-III (12Hrs)

Strategic Choice: Strategic options at Corporate Level – Growth, Stability and Retrenchment Strategies; Corporate Restructuring Strategic options at Business Level - Michael Porters' Competitive Strategies and Cooperative Strategies; Evaluation of Strategic Alternatives - Product Portfolio Models (BCG matrix, GE Matrix,etc.)

UNIT-IV (12Hrs)

Strategic Issues and Alternatives in Globally Competitive Markets: Reasons and process of firms internationalization; International entry options; Multi-country and global strategies; Outsourcing strategies- KPO, LPO & BPO.

UNIT-V (12Hrs)

Case study (Based on the above units)

TEXT BOOK

S. No	Author Name	Title of the Book	Publisher	Year /Edition
1.	Ghosh, P.K	Strategic Management- Text and Cases	Sultan Chand and Sons	1 st Edition

REFERENCE BOOKS

S. No	Author Name	Title of the Book	Publisher	Year /Edition
1	Dirt Morschett & Joachim Zentes	Global Strategic Management	Wiesbaden Publications	3 rd Edition, 2015
2	Kamel Mellahi, Jedrej George	Global Strategic Management	Oxford University	3 rd Edition, 2015
3	Davidson, W.H	Global Strategic Management	John Wiley	Edition-2013,

4	John Apearce, Richard B Robinson Amita Mital	Strategic Management,	McGraw Hill, New York	12 th Edition
5.	Philippe lasserre	Global Strategic Management	Palgrare	1Jan 2015

WEBSITE REFERENCE

5. <https://www.macmillanihe.com/international-marketing-management-notes>
6. <https://www.scribd.com/.../Mba-IV-International-Marketing-Management>

Means of Curriculum Delivery: Lecture, Group Discussion, Seminar, Assignment, Case studies, Google Classroom

SEMESTER III

Programme code :	M.Com IB	Programme Title	Master of Commerce (IB)	
Course code:	22P3IBCP12	Core 12: Advertisement	Batch	2022-2024
Hrs/week:	5 Hrs		Semester	III
		- Practical	Credits	4

COURSE OBJECTIVES

On successful completion of this course, the students should know about how to promote the product through advertisement:

1. Understand how to create Adds
2. Understand how to prepare the adds to attract the customers
3. Understand how to promote the adds
4. Understand how to approach the society by giving the adds

COURSE OUTCOMES

On successful completion of the course students will be able to achieve the following outcomes

CO Number	CO Statement
CO1	Create adds
CO2	Prepare the adds to attract the customers
CO3	Promote the adds
CO4	Approach the society by giving the adds

MAPPING WITH PROGRAMME OUTCOMES

Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1	✓	-	✓	✓	-	-	✓	-	-	-	-	✓
CO2	✓	-	✓	-	✓	-	✓	✓	-	-	✓	-
CO3	-	-	✓	-	✓	-	✓	-	-	-	-	-
CO4	-	✓	✓	-	✓	✓	-	✓	-	✓	✓	-

SYLLABUS

- Procter & Gamble India Ltd
- Colgate Palmolive India

- ITC Ltd
- Life Insurance Corporation India
- Sterling Holiday Resorts
- Big Bazaar Shops
- Cad-bury Chocolate
- Amul Industries Private Ltd
- Air-tel
- Galxo Smith Kline India Limited

SEMESTER III

Programme code :	M.Com IB	Programme Title	Master of Commerce (IB)	
Course code:	22P3IBCT13	Core 13: International Human Resource Management	Batch	2022-2024
Hrs/week:	5 Hrs		Semester	III
			Credits	4

COURSE OBJECTIVES

On successful completion of this course, the students should know about

- ↘ To know clearly about domestic and international HRM activities, issues and practices
- ↘ To know about global staffing practices and selection techniques
- ↘ To know about global training international performance management and performance appraised system
- ↘ To understand global compensation practices and structure of the international compensation packages
- ↘ To know about international industrial relation functions and role of trade unions in MNC's

COURSE OUTCOMES (CO)

On the successful completion of the course the students will be able to

CO Number	CO Statement
CO1	Explain about international human resource management and the practices followed in various ASIAN countries
CO2	Describe about various types of international human resource management, global staffing practices and the selection techniques
CO3	Elaborate about the performance management and the performance appraisal system
CO4	Explain about compensation practices followed in various countries and about the structure of the compensation package
CO5	Tell about international industrial relation, functions and role of trade union, concerns of trade unions in MNC's

MAPPING WITH PROGRAMME OUTCOMES

Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1	✓	-	✓	✓	✓	-	✓	-	✓	-	-	✓
CO2	✓	-	✓	-	-	-	✓	✓	-	-	✓	✓
CO3	-	-	✓	-	-	-	-	-	-	-	-	✓

CO4	-	✓	✓	-	-	✓	-	✓	-	✓	✓	✓
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SYLLABUS**UNIT– I** (12Hrs)

HRM- Introduction, Roles and Responsibilities of Manager, Introduction to IHRM – Meaning - Significant IHRM activities & issues - Domestic vs. IHRM. HRM Practices in Asian Countries like India and China – Japan - U.S.A., U.K and France.

UNIT– II (12Hrs)

Global human resource planning - Issues in supply of International human resources - Types of International human resources-Steps for strategic planning of an MNC – Recruitment of Overseas Assignments -Sources at macro & micro level – Global Staffing Practices – Selection – Career cycle of expatriates - Expatriates failure situations & rates – Selection techniques.

UNIT– III (12Hrs)

Training and Development: Global training - Areas of global training - Process of cross - cultural training - International team training. Performance Management - Challenges of International Performance Management – Areas to be appraised–Methods -Criteria for Performance Appraisal of Expatriates - System of Performance appraisal – Problems - Effectiveness of Performance Appraisal.

UNIT– IV (12Hrs)

Global Compensation Practices - Complexities in International Compensation - Factors affecting International Compensation - Compensation in International Perspective and Practices in Countries - Compensation for Expatriates - Structure of International Compensation Package.

UNIT– V (12Hrs)

International Industrial Relations- Three actors of IR- Trade Unions- Functions & role of trade union- Trade union structure- Concerns of trade unions in MNC’s- Collective negotiations- Disputes/ Conflicts.

TEXT BOOK

S.No	Author Name	Title of the Book	Publisher	Year /Edition
1.	Aswathappa.K	International Human Resource Management	Tata McGraw Hill	8 th Edition,2017.

REFERENCE BOOKS

S.No	Author Name	Title of the Book	Publisher	Year /Edition
1	P. SubbaRao	International Human Resource Management	Himalaya Publishing House	3 rd Edition,2011

2	Aswathappa.K	Human Resource Management, (text &cases)	Pearson India	8 th Edition, 2017
3	Gary Dessler BijuVarkkey	Human Resource Management	Pearson India education	15 th Edition
4	SarahGilmore, SteveWilliams	Human resource management	Oxford university	Jan7,2014

WEBSITE REFERENCE

- <https://study.sagepub.com>
- 2. <https://www.ed.ac.uk>

Means of Curriculum Delivery: Lecture, Group Discussion, Seminar, Assignment, Case studies, Google Classroom

SEMESTER III

Programme code :	M.Com IB	Programme Title	Master of Commerce (IB)	
Course code:	22P3IBET3A	Elective : 3	Batch	2022-2024
		International Logistics	Semester	IV
Hrs/week:	5 Hrs	Management	Credits	4

COURSE OBJECTIVES

On successful completion of this course, the students should

- Know about meaning , concept and objectives of logistics
- Know about multi-modal transportation and the freight structure
- Understand about warehousing
- Understand about inventory management, packaging and packing and preparation of various documents
- Know about role of intermediaries general structure role of contract shipping industries

COURSE OUTCOMES (CO)

On the successful completion of the course the students will be able to

CO Number	CO Statement
CO1	Explain the meaning concepts, and objectives of logistics
CO2	Explain about multi-modal transportation and practices followed in fixing the freight Structure
CO3	Explain about warehousing and handling of material
CO4	Differentiate between packaging and list the documents to be prepared in logistics
CO5	Explain the role of intermediaries and also the structure of shipping industry and its board of content

MAPPING WITH PROGRAMME OUTCOMES

Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1	✓	-	✓	-	✓	✓	✓	-	✓	✓	-	✓
CO2	-	✓	✓	✓	-	-	✓	-	✓	✓	✓	✓
CO3	✓	-	-	-		✓	-	-		-	-	
CO4	-	✓	-	-	-	-	-	✓	-	✓	✓	-

SYLLABUS**UNIT-I (12Hrs)**

Concepts, objectives and elements of logistics- Logistics subsystem-Integrated logistics – customer focused marketing – International Marketing – International marketing Channel.

UNIT-II (12Hrs)

Transportation- Multi modal Transportation – International air transport- Freight – freight structure and Practice

UNIT-III (12Hrs)

Warehousing – Materials handling – automated materials handling - Containerisation – Inland container Depot-Chartering

UNIT-IV (12Hrs)

Inventory Management- Packaging and packing- packing for transportation – terms of sales- Documentation in Logistics.

UNIT-V (12Hrs)

Role of intermediaries – General structure of shipping industry – World seaborne trade and World shipping- U.N. convention on liner code of conduct.

TEXT BOOK

S.No.	Author Name	Title of the Book	Publisher	Year /Edition
1.	Rajput Ruchika	A text on International Logistics Management	Lap Lambert Publishing	Edition 2012.

REFERENCE BOOKS

S.No.	Author Name	Title of the Book	Publisher	Year /Edition
1	Mariottiilaria	Transport and Logistics in a Globalizing World		Edition ,2014
2	Pierre A David	The Management of International Trade Operations	Cicero Books	Edition-4 2013
3	D.KAgrawal,	Logistics and Supply chain Management	MacMillan	1 Jan-2015

WEBSITE REFERENCE

- <https://www.emeraldinsight.com>
- <https://www.slideshare.net/Internationallogistics/>

Means of Curriculum Delivery: Lecture, Group Discussion, Seminar, Assignment, Case studies, Google Classroom.

SEMESTER III

Programme code :	M.Com IB	Programme Title	Master of Commerce (IB)	
Course code:	22P3IBET3B	Elective : 3 Futures And Options	Batch	2022-2024
Hrs/week:	5 Hrs		Semester	III
			Credits	4

COURSE OBJECTIVES

On successful completion of this course, the students should

- Understand the concept of derivatives and the derivative markets
- Know about the different types of derivatives and its forms
- Know about forward markets, future and forward contract, call and put options
- Understand about payoff for buyer of futures, payoff profit for buyer as well as writer of call options
- Know about commodity the markets in India

COURSE OUTCOMES (CO)

On successful completion of the course students will be able to achieve the following outcomes

CO Number	CO Statement
CO1	Explain the concept of derivatives, derivatives product and derivatives markets
CO2	Explain about the different types of derivatives and its forms
CO3	Describe the forward markets, future and forward contract, call and put options
CO4	Elaborate about the payoff for buyer of futures, payoff profit for buyer as well as writer of call options
CO5	Describe about commodity markets in India

MAPPING WITH PROGRAMME OUTCOMES

Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1	-	✓	✓	-	✓	✓	✓	-	✓	✓	-	✓
CO2	-	✓	✓	✓	-	-	✓	-	✓	✓	✓	✓
CO3	-	-	-	-	-	✓	-	-	-	-	-	-
CO4	✓	-	-	-	-	-	-	✓	-	✓	✓	-

SYLLABUS

UNIT-I**(12 Hrs)**

Introduction to Derivatives – Definition of Derivatives products – participants in derivatives market
Economic forever of derivatives market.

UNIT-II**(12Hrs)**

Index Derivatives- Index number- economic significance of index movements-types of Indices - desirable attributes of an index- Derivatives in Nifty and Sen-sex.

UNIT-III**(12Hrs)**

Forward contract – Limitations of forward contracts – futures – Distinction between future and forward contracts- Futures and options- call options and put options.

UNIT-IV**(12Hrs)**

Payoff for buyer(long and short futures) of futures–Hedging,speculation and arbitrage- Optionspay off- pay off profit for buyer of call options- pay off profit for writer of call options. Hedging and speculation in options.

UNIT-V**(12Hrs)**

Evolution of Commodity markets- Commodity markets in India- Network Mercantile Exchange.

TEXT BOOK

S.No	Author Name	Title of the Book	Publisher	Year and Edition
1.	Dr.S.Gurusamy	Financial Services and Markets	Vijay Nicole Imprints (P) Ltd.,	Edition 2012

REFERENCE BOOKS

S.No	Author Name	Title of the Book	Publisher	Year and Edition
1	Todd E.Petzel	Financial Futures and Options,	Quorum Books	Edition-1989
2	Gomez Clifford	Financial Markets, Institution and Financial Services	Phi Learning	31 Jan 2010
3	Benson Kunjukunju&S.Mohanan	Fiancial markets and services	New century Publication	Edition 2012

WEBSITE REFERENCE

- <https://www.theice.com/>
- <https://www.theice.com>products/>

Means of Curriculum Delivery: Lecture, Group Discussion, Seminar, Assignment, Google classroom.

SEMESTER III

Programme code :	M.Com IB	Programme Title	Master of Commerce (IB)	
Course code:	22P3IBET3C	Elective : 3 Marketing of Health Services	Batch	2022-2024
Hrs/week:	5 Hrs		Semester	IV
			Credits	4

COURSE OBJECTIVES

On successful completion of this course, the students should

- ↘ Know about how to plan marketing of services
- ↘ Know about emerging trends in Medicare and its marketing
- ↘ Understand about marketing mix and strategic marketing for hospitals.
- ↘ Know about online marketing of health services
- ↘ Know about various legal remedies provided to consumers of medical services

COURSE OUTCOMES (CO)

On successful completion of the course students will be able to achieve the following outcomes

CO Number	CO Statement
CO1	Explain about how to plan marketing of services
CO2	Elucidate emerging trends in Medicare and its marketing
CO3	Discuss about marketing mix and strategic marketing for hospitals.
CO4	Explain the online marketing of health services
CO5	Tell about various legal remedies provided to consumers of medical services

MAPPING WITH PROGRAMME OUTCOMES

Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1	-	✓	✓	-	✓	✓	✓	-	✓	✓	-	✓
CO2	-	✓	✓	✓	-	-	✓	-	✓	✓	✓	✓
CO3	-	-	-	-		✓	-	-		-	-	-
CO4	✓	-	✓	✓	-	-	-	✓	-	✓	✓	-

SYLLABUS

UNIT– I

(12Hrs)

Marketing plans for services: process, strategy formulation, resource allocation and monitoring services communications- customer focused services- service quality- SERVQUAL model

UNIT– II (12Hrs)

Hospital services - Selecting Health Care Professionals - Emerging trends in Medicare- Marketing Medicare – Thrust areas for Medicare services.

UNIT– III (12Hrs)

Marketing Mix for Hospitals- Product Mix- Promotion Mix- Price Mix- Place Mix- Strategic Marketing for Hospitals.

UNIT– IV (12Hrs)

Online Health Services- Organization of Online Health Care Business - On-line Marketing and On-line financial & clinical transaction.

UNIT– V (12Hrs)

Legal system: Consumer Rights & Protection, medicine safety rules- Food & Nutrition Security in India - Health Promotion Agencies

Note: Question paper shall cover 100% Theory

TEXT BOOK

S.No	Author Name	Title of the Book	Publisher	Year and Edition
1.	Richard K. Thomas	Marketing Health Services, Health Administration Pr,	Mcgraw Hill Education	3 rd Edition-2014

REFERENCE BOOKS

S.No	Author Name	Title of the Book	Publisher	Year and Edition
1	Richard K. Thomas	Health Services Marketing, A Practitioner's Guide	Mcgraw Hill Education	19,2007

2	Zeithaml\Valariezeithaml	Services Marketing	Mcgraw Hill Education	16 May,2012.
3	Lovelock	Services Marketing	Pearson India	7 th Edition,2011
4	Er.I.C. N.Berkowitz	Essentials of Health care Marketing	Jones & Bartlett Learning	3 rd Edition, 2010

WEBSITE REFERENCE

- [https://en.m.wikipedia.org>wiki>health service/](https://en.m.wikipedia.org/wiki/health_service/)
- [https://www.ncbi.nlm.nih.gov>articles/](https://www.ncbi.nlm.nih.gov/articles/)

SEMESTER III

Programme Code	M.COM IB	Programme Title	Master of Commerce (IB)	
Course Code	22P3IBET3D	Elective 3: Innovation and Entrepreneurship	Batch	2022-2024
			Semester	III
Hrs/week	5 Hrs		Credits	4

COURSE OBJECTIVES

1. Programme combines theoretical and empirical perspectives with the development of practical skills and opportunities.
2. Topics introduced in this course are relevant to students pursuing a career in entrepreneurship or any "innovation-based" industry.
3. Describe the ways in which entrepreneurs perceive opportunity, manage risk, organise resources and add value.
4. Develop a plan for implementing entrepreneurial activities in a globalised and competitive environment being responsible for the social, ethical and culture issues.

COURSE OUTCOMES (CO)

On successful completion of the course students will be able to achieve the following outcomes

CO Number	CO Statement
CO1	Understand and evaluate the concept of entrepreneurship
CO2	Identify the skill sets required for new entrepreneurs
CO3	Examine the various opportunities and financial assistance available for entrepreneurs
CO4	Determine the role of government and financial agencies facilitating young entrepreneurs

MAPPING WITH PROGRAMME OUTCOMES

Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1	√	-	√	-	-	-	-	-	-	√	-	√
CO2	√	√	√	-	-	√	√	-	-	-	-	√
CO3	-	-	√	-	√	√	√	-	-	√	-	√
CO4	√	-	-	√	-	-	√	-	-	√	-	√
CO5	√	-	√	-	-	-	√	-	-	√	-	√

SYLLABUS**UNIT – I****(15 Hrs)**

Evolving conceptual Perspectives of Entrepreneurship: Narrow definitions of entrepreneurship, self-managed or employed, knowledge and learning personality drivers, size of business, creating jobs and turnover, the types of organizations, the myths of entrepreneurship, and individual propensity to entrepreneurship. Self-study: Developing an enterprise culture

UNIT – II**(15 Hrs)**

Innovation and its Management: The nature and role of market based innovation- Innovation and creativity, the alternative categories of innovation, continuous innovations, dynamically continuous innovations, Technology push, market pull, developing an appropriate innovation stance, the key innovation process steps. Self- study: Technology and step changes.

UNIT – III**(15 Hrs)**

Personal Enterprise Environment: Female entrepreneurship – typologies, hidden entrepreneurial activity, facts and figures, perceived barriers, policy issues, young entrepreneurship, Grey entrepreneurs, readiness for self-employment, self-perceived effective capacity. Supporting enterprising people- public sector support, Employer support. Self-study: Ethnic minority entrepreneurship.

UNIT – IV**(15 Hrs)**

The social, public and not-for-profit – Multicultural entrepreneurship: Corporate Social Responsibility (CSR), drivers of CSR, CSR as an innovative response, the prevalence of entrepreneurship in different countries, culture and attitudes to entrepreneurship, risk and failure, Aid or business support, political change and infrastructure development, low-and-high displacement companies. Self- study: export markets and cash crops.

UNIT – V**(15 Hrs)**

Institutional support to entrepreneurs: Need for institutional support, Institutional support to small entrepreneurs, NSIC, SIDO, SSIB, SSID, SSIs, NSIC, DIC, MSME Development Institute, SSIC, SIDCO, ITCOT, IIC, KVIC and commercial bank. Institutional finance to entrepreneurs: SFC, TIIC, SIDCS, SIPCOT, SIDBI, venture capital, NBFC. Self-study :SIDBI.

TEXT BOOK:

S.No	Author Name	Title of the Book	Publisher	Year / Edition
1.	Robin Lowe and Sue Marriott,	Enterprise: Entrepreneurship and Innovation	Elsevier Ltd., New Delhi.	Edition 2011

2.	C.B. Gupta and N.P. Srinivasan,	Entrepreneurial Development	Sultan & Chand Sons	6th edition, 2006
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REFERENCE BOOK:

S.No	Author Name	Title of the Book	Publisher	Year / Edition
1.	RenuArora	Fundamentals of Entrepreneurship and Small Business	Kalyani publishers.	1st edition, 2007
2	S.S.Khanka	Entrepreneurial Development Business	Sultan & Chand Sons.	1st edition, 2008
3.	Ramachandran	Entrepreneurship Development	Tata McGraw-Hill.	1st Edition

Website Reference:**1. NPTEL**

Means of Curriculum Delivery: Lecture, Group Discussion, Seminar, Assignment, Case studies, Google Classroom

SEMESTER III

Programme Code	M.COM IB	Programme Title	Master of Commerce (IB)	
Course Code	22P3CDCT03	Career Development Course 3: Commerce Paper I	Batch	2022-2024
Hrs/week	2 Hours		Semester	III
			Credits	2

COURSE OBJECTIVES

To enable the Students to clear the Qualified Examinations like NET/ SET

COURSE OUTCOMES

On successful completion of the course, students should be able to

CO Number	CO Statement
CO1	Outline on Functions of Management, Organizational Structure, Delegation of authority ,motivation and Leadership.
CO2	Explain about the types of Banks and RBI 's functions and roles.
CO3	Describes about the Different Market Structure and various financial Institutions.
CO4	Overview about the Types of Insurance ,IRDA and its regulatory framework.
CO5	Explains about Scope ,Importance ,Modes of Entry ,Theories of International Business.

MAPPING WITH PROGRAMME OUTCOMES

CO/ PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1	-	✓	-	-	-	-	-	-	-	-	-	✓
CO2	-	✓	-	-	-	-	-	-	-	-	-	✓
CO3	-	✓	-	-	-	-	-	-	-	-	-	✓
CO4	-	✓	-	-	-	-	-	-	-	-	-	✓
CO5	-	✓	-	-	-	-	-	-	-	-	-	✓

SYLLABUS

CONTENT	
Unit-I	<p style="text-align: right;">(8 Hours)</p> <p>Business Environment: Concepts and elements of business environment: Economic environment- Economic systems, Economic policies(Monetary and fiscal policies); Political environment Role of government in business; Legal environment- Consumer Protection Act, FEMA; Socio-cultural factors and their influence on business; Corporate Social Responsibility (CSR)</p>
Unit-II	<p style="text-align: right;">(9 Hours)</p> <p>International Business: Scope and importance of international business; Globalization and its drivers; Modes of entry into international business. Theories of international trade; Government intervention in international trade; Tariff and non-tariff barriers; India's foreign trade policy. Foreign direct investment (FDI) and Foreign portfolio investment (FPI); Types of FDI, Costs and benefits of FDI to home and host countries; Trends in FDI; India's FDI policy. Balance of payments (BOP): Importance and components of BOP. Regional Economic Integration: Levels of Regional Economic Integration; Trade creation and diversion effects; Regional Trade Agreements: European Union (EU), ASEAN, SAARC, NAFTA. International Economic institutions: IMF, World Bank, UNCTAD. World Trade Organisation (WTO): Functions and objectives of WTO; Agriculture Agreement; GATS; TRIPS; TRIMS</p>
Unit-III	<p style="text-align: right;">(8 Hours)</p> <p>Business Finance: Scope and sources of finance-Lease financing -Cost of capital and time value of money - Capital structure - Capital budgeting decisions: Conventional and scientific techniques of capital budgeting analysis Working capital management; Dividend decision: Theories and policies -Risk and return analysis- Asset securitization - International monetary system - Foreign exchange market-Exchange rate risk and hedging techniques -International financial markets and instruments- Euro currency- GDRs-ADRs -International arbitrage- Multinational capital budgeting</p>

TEXT BOOKS

S. No	Author Name	Title of the Book	Publisher	Year / Edition
1	Sajit KumarGagan .M	UGC NET/ SET	Trueman's Publisher	2019

WEBSITE REFERENCE : <https://www.instamojo.com/aspoint/commerce-ugc-net-2022-study-notes-updated>

SEMESTER IV

Programme code :	M.Com IB	Programme Title	Master of Commerce (IB)	
Course code:	22P4IBCT14	Core 14: International Business Relations	Batch	2022-2024
Hrs/week:	4Hrs		Semester	IV
			Credits	4

COURSE OBJECTIVES

On successful completion of this course, the students should know about

1. International business relation in the background of the countries foreign policy
2. Clearly understand about the nature and content of international law and the balance of power
3. Evolution of international organization, regional grouping and economic grouping
4. Foreign policy of India and India's relations with other countries

COURSE OUTCOMES (CO)

On the successful completion of the course the students will be able to

CO Number	CO Statement
CO1	Explain the foreign policy and its approach and the determinants in this background explain the international relations and politics
CO2	Describe the nature and content of international law and devices for maintaining balance of power
CO3	Explain how do you understand international organization, regional grouping and economic grouping
CO4	Discuss about India's foreign policy and its relations with other countries

MAPPING WITH PROGRAMME OUTCOMES

Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1	-	-	✓	✓	✓	-	✓	-	✓	-	-	✓
CO2	-	-	✓	-	-	-	✓	✓	-	-	✓	✓
CO3	-	-	-	-	-	-	-	-	-	-	-	✓
CO4	✓	✓	-	-	-	✓	-	✓	-	✓	✓	✓

SYLLABUS**UNIT- I****(10Hrs)**

Concept of International relations – origin and growth of International Relations – Elements of IRI

- International relations - a new discipline - Scope of international relations - International Relations and International Politics – foreign policy values – its approaches – objectives of nation's foreign policy - Determinants of foreign policy (a) internal factor and (b) external factor.

UNIT– II

(10Hrs)

The nature and content of international law - the codification of international law. The balance of power - its nature – definition – characteristics - devices for maintaining the balance of power – collective security and balance of power - balance.

UNIT– III

(10Hrs)

Evolution of international organization and regional grouping for the development of international relations – role of regional grouping(viz) EU, ASEAN, NAFTA, SAARC AND ARABLEAGUE - world bodies - UN and WTO - economic grouping (viz) G-8,G-15, and G-77, BRICs.

UNIT– IV

(10Hrs)

Foreign policy of India – Nehru’s foreign policy – its distinctive features - non-alignment-foreign policy since 1962 - Indo-Soviet relations - relations with China and Great Britain - Indo-U. S relations - Indo-Pakistan relations - Disarmament efforts by India – India’s neighborhood relations

UNIT– V

(10Hrs)

Case Studies (Based on the above units)

TEXT BOOK

S.No	Author Name	Title of the Book	Publisher	Year / Edition
1.	Palmer & Perkins	International Relations	CBS Publishers & Distributors	3 rd Edition, 2009

REFERENCE BOOKS

S.No	Author Name	Title of the Book	Publisher	Year / Edition
1.	GhoshPeu	International relations	PHI Learning Pvt Ltd	4 th Edition, 2016
2	V N Khanna,	Foreign Policy of India	Vikas Publishing House Pvt Ltd	7 th Edition, 2019.

3	V.N. Khanna	International Relations	Sultan&Chand (G/L) & Company Ltd	5 th Edition,2009
4	PremArora, PrakashChander	International Relations	Cosmos BookhivePvt Ltd	3 rd Edition, 2015

WEBSITE REFERENCE

- <https://www.studocu.com/en/document/international-business-environment/>
- <https://en.m.wikipedia.org/wiki/internationalbusiness/>

Means of Curriculum Delivery: Lecture, Group Discussion, Seminar, Assignment, Case studies, Google Classroom.

SEMESTER IV

Programme code :	M.Com IB	Programme Title	Master of Commerce (IB)	
Course code:	22P4IBCT15	Core 15: Economics in Global Trade	Batch	2022-2024
			Semester	IV
Hrs/week:	4Hrs		Credits	4

COURSE OBJECTIVES

On successful completion of this course, the students should

- ↘ Understand about the internal and international trade and various theories concerning international trade
- ↘ Know about gains from international trade balance of trade bilateralism
- ↘ Understand fully about international movements, international investment and regional monetary system
- ↘ Know about formulation of foreign economic policy international liquidity and international economic development.

COURSE OUTCOMES (CO)

On the successful completion of the course the students will be able to

CO Number	CO Statement
CO1	Explain about internal and international trade and also various theories concerning international trade
CO2	Explain the gains that can be made from international trade and balance of trade in Indian perspective
CO3	Discuss on international movements and international investments
CO4	Tell about foreign economic policies on the international economic development

MAPPING WITH PROGRAMME OUTCOMES

Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1	✓	-	✓	✓	✓	-	✓	-	✓	-	-	✓
CO2	✓	-	✓	-	-	-	✓	✓	-	-	✓	✓
CO3	-	-	-	-	-	-	-	-	-	-	-	✓
CO4	-	✓	-	-	-	✓	-	✓	-	✓	✓	✓

SYLLABUS**UNIT-I****(10Hrs)**

International Trade - Internal & International trade – Economic growth and International trade - Features of International Transactions – International Trade Theories – Comparative cost theory – Opportunity cost theory – H.O theory - International Trade Equilibrium

UNIT-II

(10Hrs)

Gains from international trade – Terms of trade – Technical progress and Trade – Balance of Trade – Balance of Payments and Indian perspective – Economic effects and Trade restrictions - Bilateralism – OPEC & other international cartels.

UNIT-III

(10Hrs)

International Movements - Meaning – Goods, Services, Unilateral transfers & capitals, Current account – Export and Import of merchandise and services – Role of International Movements. International Investments - Nature, Character, Policies and results. International Payments - Meaning, Financing International Transactions, Regional monetary systems: Blocks, Areas & Zones – Rates of exchange.

UNIT-IV

(10Hrs)

Foreign Economic Policies: Systems, Concepts, Characters and methods of formulation – Euro – Dollar Market – International liquidity – Devaluation – International Lending and the World debt crisis. International Economic Development & Co-operation – Development of under developed countries – United Nation*s Financial Programs – Economic Union and communities.

UNIT-V

(10Hrs)

Case study (Based on the above units)

TEXT BOOK

S.No	Author Name	Title of the Book	Publisher	Year /Edition
1.	Doha and Beyond	The Future of the Multilateral Trading System Author	Mike Moore (Ed.) Publisher, Cambridge University Press	Edition-2004

REFERENCE BOOKS

S.No	Author Name	Title of the Book	Publisher	Year /Edition
1	Pierre Philippe Combes, Thierry Mayer, Jacques-Francois Thisse	The Integration of Regions and Nations	Publisher: Princeton University Press	August 2009.
2	Vinod K. Aggarwal	EU Trade Strategies: Regionalism and Globalism -	Palgrave Macmillan	Edition- 2004
3	Dominick Salvatore	Introduction to International Economics	John Wiley& Sons	3 rd Edition,2012
4	Peter B Kenen	The International Economy	Cambridge University Press	4 th Edition

WEBSITE REFERENCE

6. [https://www.britannica.com/economics in globaltrade/](https://www.britannica.com/economics-in-globaltrade/)

7. <https://www.scribd.com/.../Mba-IV- International-Marketing-Management>

Means of Curriculum Delivery: Lecture, Group Discussion, Seminar, Assignment, Case studies, Google Classroom.

SEMESTER IV

Programme code :	M.Com IB	Programme Title	Master of Commerce (IB)	
Course code:	22P4IBCT16	Core 16: Global Financial Management	Batch	2022-2024
			Semester	IV
Hrs/week:	5Hrs		Credits	5

COURSE OBJECTIVES

On successful completion of this course, the students should

- Understand about meaning and objectives of financial management ,international money, capital and bond markets
- Know about international monetary and financial environment
- Know about capital budgeting, derivatives, international banking on the role of international institutional and global finance
- Know about international financing demonetisations and its impact and digitalization of financial services.

COURSE OUTCOMES (CO)

On the successful completion of the course the students will be able to

CO Number	CO Statement
CO1	Explain meaning and objectives of financial management, international money, capital, bond, and currency markets
CO2	Describe about international monetary and financial environment
CO3	Explain about capital budgeting, derivatives and international banking
CO4	Discuss about international financing,demonetisations and digitalization of financial services

MAPPING WITH PROGRAMME OUTCOMES

Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1	✓	-	✓	✓	✓	✓	✓	-	✓	-	-	✓
CO2	-	-	✓	-	-	✓	✓	✓	-	-	✓	-
CO3	-	-	-	-	-	✓	-	-	-	-	-	-
CO4	-	✓	-	-	-	✓	-	✓	-	✓	✓	-

SYLLABUS**UNIT-I****(12Hrs)**

Financial Management - Meaning, Objectives, Sources of Finance, International Money Markets – Money Market Instruments – International Capital Markets – Comparison of New York, Indian Money Market – International Bond Market – Bond Issue Drill – Bench Mark Drill – Euro Currency Market – Euro Dollar – Euro Deposit and Loans.

UNIT-II (12Hrs)

International Monetary and Financial Environment – International Monetary Investments – Balance of Payments.

UNIT-III (12Hrs)

Capital Budgeting, Exchange Rate Theories – Types, Derivatives – International Banking – Role of IMF in International Liquidity – International Institutions – World Bank.

UNIT- IV (12Hrs)

International Development Associations – International Finance Corporation – The International Debt and Country Analysis – Recent Changes in International Financing. Financial Inclusion - Current Scenario - Indian Context – Demonetisation – Impact - Digitalization of Financial Services.

UNIT-V (12Hrs)

Case Studies (Based on the above units)

TEXT BOOK

S.No	Author Name	Title of the Book	Publisher	Year and Edition
1.	Joseph Anbarasu(ph.D)	Global Financial Management,	Ane books pvt.ltd	2010

REFERENCE BOOKS

S.No	Author Name	Title of the Book	Publisher	Year and Edition
1	Finnish, Raman K Dave	Financial Management	Vibrant publisher	2017
2	AnkitRajpul	International Financial Management	Global Publication	Edition-2013
3	Arora, Amrit Kumar	Financial Management	Global vision Publishing House	Edition-1,2015
4	V.K.Bhalla	International Financial Management	Anmol Publication	Edition-11,2012

WEBSITE REFERENCE

- <https://www.slideshare.net/globalfinancialmanagement>
- [https://www.rug.nl>masters>international finance/](https://www.rug.nl>masters>internationalfinance/)

Means of Curriculum Delivery: Lecture, Group Discussion, Seminar, Assignment, Case studies, Google Classroom

SEMESTER IV

Programme code :	M.Com IB	Programme Title	Master of Commerce (IB)	
Course code:	22P4IBCV17	Core 17: Project Work and Viva-Voce	Batch	2022-2024
			Semester	IV
Hrs/week:	8 Hours		Credits	5

COURSE OBJECTIVES

1. To apply conceptual knowledge in practical situations.
2. To resolve the specific business problems from different angles.
3. To give meaningful suggestions for improving either the quality or the business or the performance.

GUIDELINES FOR PROJECT WORK

1. Project work carries 200 marks with 6credits.
2. Internal Assessment : 160 marks (Review & Content Presentation (3 Reviews 3*40=120), Record 40 marks and External Assessment : 40 Marks .(Report 10 ,Power Point Presentation 10 and Viva-Voce 20)
3. For awarding a pass, a candidate should have obtained 50 % of the total 200 marks. The evaluation would be done jointly by both the examiners (Internal and External) . Students who fail in the project work and viva-voce examination or who are absent for the project viva voce or who fail to submit the project report before the due date will have to re-submit the project work and appear for the Viva-Voce examination during the subsequent year.

SEMESTER IV

Programme code :	M.Com IB	Programme Title	Master of Commerce (IB)	
Course code:	22P4IBET4A	Elective : 4 Travel and Tourism Management	Batch	2022-2024
Hrs/week:	5 Hrs		Semester	IV
			Credits	4

COURSE OBJECTIVES

On successful completion of this course, the students should

1. To fully understand concepts, definitions, types and forms and components of Tourism
2. Know about domestic and international Tourism
3. Know about demand and supply of Tourism, means to improve demand, method of measuring demand and emerging trends of Indian Tourism
4. Know about the impacts of tourism and status of Tourism in India
5. Know about various international Tourism institutions and organisations and their role in promoting international movement

COURSE OUTCOMES (CO)

On successful completion of the course students will be able to achieve the following outcomes

CO Number	CO Statement
CO1	To Discuss about concepts, definitions, types and forms and components of Tourism
CO2	Differentiate about domestic and international Tourism
CO3	Explain about demand and supply of Tourism, means to improve demand, method of measuring demand and emerging trends of Indian Tourism
CO4	Elucidate the impacts of tourism and status of Tourism in India
CO5	Discuss about various international Tourism institutions and organisations and their role in promoting international movement

MAPPING WITH PROGRAMME OUTCOMES

Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1	-	-	✓	-	✓	✓	✓	-	-	✓	-	✓
CO2	-	✓	✓	✓	-	-	✓	-	✓	✓	✓	✓
CO3	-	-	-	-		✓	-	-		-	-	-
CO4	✓	-	✓	✓	-	-	-	✓	-	✓	✓	-

SYLLABUS**UNIT-I****(12Hrs)**

Tourism: Concepts: Definitions and Historical development of tourism. Distinction between Tourist –Traveler –Visitor –Excursionists. Types and Forms of Tourism; Tourism system: Nature,

characteristic. Components of tourism and its characteristics.

UNIT-II (12Hrs)

Domestic and International tourism: Domestic tourism: features, pattern of growth, profile.
International tourism: Generating and Destination regions. Patterns of growth and Profile.

UNIT-III (12Hrs)

Tourism Demand and Supply: Introduction to Tourism Demand; Determinants of tourism demands; Motivation and tourism demand; Measuring the tourism demand. Tourism Statistics (National and International). Emerging Trends and new thrust areas of Indian tourism.

UNIT- IV (12Hrs)

Tourism Impacts: Positive and Negative Impacts of Tourism; Socio Cultural, Economic, Environmental and Political Environment. Status of Tourism in India. The Tourism Industry : Nature and characteristics, components of Tourism Industry. Attractions, Transport, Accommodation, Shopping, Entertainment, Hospitality, Airlines, Travel agencies.

UNIT- V (12Hrs)

Tourism Industry- consequences. International Tourism Institutions and organizations, and their role in promoting international movement-UN,WTO , WTTC, TAAI, IATO, IATA, ITC.

TEXT BOOK

S.No	Author Name	Title of the Book	Publisher	Year and Edition
1.	Md.AbuBarkat Ali	Travel and Tourism Management	Prentice Hall India Learning Private Limited	1 st Edition,2015

REFERENCE BOOKS

S.No	Author Name	Title of the Book	Publisher	Year and Edition
1	SunetraRoday, ArchanaBiwal& Vandana Joshi	Tourism: Operations and Management,	Oxford University Press	1 st Edition,2009
2	A.K.Bhatia	Business of Travel Agency & Tour Operations	Sterling Publishers Pvt.Ltd	Edition-2012
3	Manjulachaudhary,	Tourism marketing	Oxford University Press	Edition-2010

WEBSITE REFERENCE

- <https://www.similarweb.com/>
- <https://www.libguides.tru.ca>

Means of Curriculum Delivery: Lecture, Group Discussion, Seminar, Assignment, Google classroom.

SEMESTER IV

Programme code :	M.Com IB	Programme Title	Master of Commerce(IB)	
Course code:	22P4IBET4B	Elective : 4 Fundamental and Technical Analysis	Batch	2022-2024
Hrs/week:	5 Hrs		Semester	IV
			Credits	4

COURSE OBJECTIVES

On successful completion of this course, the students should be able to

- Know about the securities market and its significance in Indian economy
- Concept of initial public offering and secondary markets
- Prepare fundamental and technical analysis
- Calculate moving averages, convergence and divergence.

COURSE OUTCOMES (CO)

On successful completion of the course students will be able to achieve the following outcomes

CO Number	CO Statement
CO1	Describe the securities market and its significance in Indian economy
CO2	Explain the concept of IPO and secondary markets
CO3	Prepare and analyse the share market with the help of fundamental and technical Analysis
CO4	Evaluate the share trends with the help of moving averages.

MAPPING WITH PROGRAMME OUTCOMES

Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1	-	-	-	-	✓	✓	✓	-	-	✓	-	✓
CO2	-	✓	✓	✓	-	-	✓	-	✓	✓	✓	✓
CO3	-	-	-	-	-	✓	-	-	-	-	-	-
CO4	✓	-	✓	✓	-	-	-	✓	-	✓	✓	✓

SYLLABUS**UNIT-I****(12Hrs)**

Investment – Meaning –importance- security analysis – risk and return -various approaches to security valuation.

UNIT-II**(12Hrs)**

Fundamental analysis – meaning- market analysis- Indices of NSE and BSE

UNIT-III (12Hrs)

Industry analysis- meaning- methods- company analysis – meaning- methods.

UNIT-IV (12Hrs)

Technical analysis – meaning- Dow Theory – Elliot Wave Theory

UNIT-V (12Hrs)

Moving Averages – Charts - MACD (Moving average convergence/divergence) – relative strengths.

TEXT BOOKS

S.No	Author Name	Title of the Book	Publisher	Year /Edition
1.	Prasanna Chandra	Investment analysis and Portfolio Management	McGraw Hill Education	Edition-2012

REFERENCE BOOKS

S.No	Author Name	Title of the Book	Publisher	Year /Edition
1	S.Kevin	Security Analysis and Portfolio Management	Prentice- Hall of India Pvt.Ltd	Edition-2013
2	S.Kevin	Portfolio Management	PHI publication	2 nd Edition,2006
3	Bhalla V.K	K-Fundamental of Investment Managemet	S Chand & Company	2010,1 Dec
4	YogeshMaheshwari	Investment Management	Prentice Hall India Pvt.Ltd	Edition-2008

WEBSITE REFERENCE

- <https://www.forbes.com>
- <https://www.quora.com>

Means of Curriculum Delivery: Lecture, Group Discussion, Seminar, Assignment, Case studies, Google Classroom

SEMESTER IV

Programme code :	M.Com IB	Programme Title	Master of Commerce (IB)	
Course code:	22P41BET4C	Elective : 4 Travel and Hospitality Services	Batch	2022-2024
			Semester	IV
Hrs/week:	5 Hrs		Credits	4

COURSE OBJECTIVES

On successful completion of this course, the students should

- Know about concept, nature, significance, classifications and elements of Tourism
- Understand how Tourism is being marketed in India and what about market segmentation for tourism.
- Know about marketing mix for tourism and hotels
- Know about how to classify hotels on the basis of various characteristics..

COURSE OUTCOMES (CO)

On successful completion of the course students will be able to achieve the following outcomes

CO Number	CO Statement
CO1	Explain about concept, nature, significance, classifications and elements of Tourism
CO2	Elucidate how Tourism is being marketed in India and about market segmentation for tourism.
CO3	Describe the different marketing mix for tourism and hotels
CO4	Discuss about how to classify hotels on the basis of various characteristics

MAPPING WITH PROGRAMME OUTCOMES

Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1	-	✓	-	-	✓	✓	✓	-	-	✓	-	✓
CO2	✓	✓	✓	✓	-	-	-	-	✓	✓	✓	✓
CO3		-	-	-		✓		-		-	-	-
CO4	-	✓	✓	✓	-	-	-	✓	-	✓	✓	✓

SYLLABUS**UNIT- I****(12Hrs)**

Tourism: Concept- Nature of Tourism: Significance of Tourism – Classification–

Tourism in India – Future of Tourism – Basic and Geographical Components of Tourism –
Definitions of Tourist and Foreign Tourist – Elements of Tourism.

UNIT– II (12Hrs)

India – A Tourist Destination- Tourism Marketing: the concept – users of Tourism Services – Product Planning and Development – Market Segmentation for Tourism – Marketing Information System for Tourism

UNIT– III (12Hrs)

Marketing Mix for Tourism – the Product Mix – Promotion Mix – Price Mix – the Place Mix – the people – Tourism Marketing in Indian Perspective.

UNIT– IV (12Hrs)

Hospitality Services: Hotels – classification of Hotels by physical characteristics – classification of hotels by price level.

UNIT– V (12Hrs)

Behavioural profile of users – Market Information System for Hotels – Product Planning and Development – Marketing Mix for Hotels – Hotel Marketing in Indian Perspective.

TEXT BOOK

S.No	Author Name	Title of the Book	Publisher	Year /Edition
1.	Ghosh B,	Tourism and Travel Management	PHI,.	4 Jan,2000

REFERENCE BOOKS

S.No	Author Name	Title of the Book	Publisher	Year /Edition
1	Md. Abu Barkat Ali	Marketing Health Services	Health administration press	2 nd Edition, 2009
2	.S. P. Singh	Travel and tourism management	A B D Publishers	1 st Edition, 2006.
3	Richard K. Thomas	Health Services Marketing,	Springer	4 th Edition, 2008
4	Johny Sue Reynolds	Hospitality Services	Goodheart- Willcox	3 rd Edition, 2013
5.	Johny sue Reynolds	Hospitality Services	Goodheart- Willcox	Sep 28,2009

WEBSITE REFERENCE

- ✓ <https://opentextbc.ca/introtourism/>
- ✓ <https://www.emeraldinsight.com>

Means of Curriculum Delivery: Lecture, Group Discussion, Seminar, Assignment, Case studies,
Google Classroom

SEMESTER IV

Programme Code	M.COM IB	Programme Title	Master of Commerce (IB)	
Course Code	22P4IBET4D	Elective 4: Multi model Transportation Management	Batch	2022-2024
Hrs/week	5 Hrs		Semester	IV
			Credits	4

COURSE OBJECTIVES

- To make the students understand the importance of transportation in domestic and international business.
- To make the student understand the role of logistics infrastructure in transportation and the present logistics infrastructure status in the railways, roadways, waterways and port development in India.
- Efficiently apply Transportation and Distribution Network principles of inventory, warehouse, and transportation and distribution management.
- To understand the role of all the parties involved in managing international trade including business partners such as CHA, NVOCC, MTO and other 3 PL and 4 PL companies.

COURSE OUTCOMES (CO)

On successful completion of the course students will be able to achieve the following outcomes

CO Number	CO Statement
CO1	To understand the basic concepts of transportations
CO2	To compile the various transport management in multimodal transportation
CO3	Develop successful programs for achieving the optimum cost in international transport management
CO4	Analyze the interdisciplinary approaches in International Transportation Management

MAPPING WITH PROGRAMME OUTCOMES

Cos	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1	√	-	√	-	-	-	√	-	-	√	-	√
CO2	√	√	√	-	-	√	√	-	-	√	-	√
CO3	-	-	√	-	-	√	√	-	-	√	-	√
CO4	√	-	-	√	-	-	√	-	-	√	-	√
CO5	√	-	√	-	-	-	√	-	-	√	-	√

SYLLABUS**UNIT – I****(12 Hrs)**

International Air Transportation –Meaning, Importance, Scope and major services- Modes of

Transportation- Transportation Management system. Self-study: Scope of International Air Transportation.

UNIT – II**(12 Hrs)**

Types of aircrafts-Aircraft dimensions-Airport Charges-Air cargo Clearance-Air way bill- Airline Industry, Transportation of Goods through Air, Transportation Infrastructure, International Air Transport, World Air Cargo Growth, Benefits of Air freight, International Airports of India, Air cargo chain, Airport Charges, Role of TIACA. Self-study: Airway bill.

UNIT – III**(12 Hrs)**

Airport Classification –Basic Methods of Air freight — IATA –consolidation Air cargo& its benefits. Self-study: Basic Methods of Airfreight

UNIT – IV**(12 Hrs)**

Ocean Transportation –Meaning, Importance, size of vessels, Ocean Freight calculation Ministry of Shipping-, - Its Functions and Initiatives. Shipping Corporation of India. International Maritime organization-Its Functions and Initiatives.

UNIT – V**(12 Hrs)**

Multimodal transportation: Types, Insurance in multimodal transportation, operations, Maritime frauds and crimes .Marine Insurance Self-study: Maritime frauds and crimes.

TEXT BOOK:

S.No	Author Name	Title of the Book	Publisher	Year / Edition
1.	Dr. Krishnaveni Muthaih	Logistics Management & World Sea borne Trade	Himalaya Publishing House	1st edition
2.	S.Sudalaimuthu and S.Anthony Raj	Logistics management for international business	PHI learning private limited	1st edition 2009

REFERENCE BOOK:

S.No	Author Name	Title of the Book	Publisher	Year / Edition
1.	Donald waters	Logistics – An Introduction to SCM	Mac Milan publishers	2008 edition
2	G.Raguram and N.Rangaraj	Logistics and Supply Chain Management – Cases and Concept	Macmilan publishers	3rd Edition, 2005)
3.	David J closs, Donald J bowers	Logistics Management -the integrated supply chain management	Pearson Prentice Hall Publishers	18th edition 2008

Website Reference:

1. NPTEL

Means of Curriculum Delivery: Lecture, Group Discussion, Seminar, Assignment, Case studies, Google Classroom

SEMESTER IV

Programme Code	M.COM IB	Programme Title	Master of Commerce with Computer Applications	
Course Code	22P4CDCT04	Career Development Course 4: Commerce Paper II	Batch	2022-2024
Hrs/week	2 Hours		Semester	IV
			Credits	2

COURSE OBJECTIVES

To enable the Students to clear the Qualified Examinations like NET/ SET

COURSE OUTCOMES

On successful completion of the course, students should be able to

CO Number	CO Statement
CO1	Overview on Financial, Partnership and Corporate Accounting concepts.
CO2	Acquire knowledge on various types of costing
CO3	Determination of Ratio Analysis and Inflation, Environmental and International accounting standards
CO4	Describe cost of capital, capital structure, capital budgeting and working capital management
CO5	Gain knowledge in various legal aspects in business.

MAPPING WITH PROGRAMME OUTCOMES

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1	-	✓	-	-	-	-	-	-	-	-	-	✓
CO2	-	✓	-	-	-	-	-	-	-	-	-	✓
CO3	-	✓	-	-	-	-	-	-	-	-	-	✓
CO4	-	✓	-	-	-	-	-	-	-	-	-	✓
CO5	-	✓	-	-	-	-	-	-	-	-	-	✓

SYLLABUS

	CONTENT
Unit-I	<p style="text-align: right;">(12 Hours)</p> <p>Income-tax and Corporate Tax Planning:</p> <ul style="list-style-type: none"> Income-tax: Basic concepts; Residential status and tax incidence; Exempted incomes; Agricultural income; Computation of taxable income under various heads; Deductions from Gross total income; Assessment of Individuals; Clubbing of incomes. International Taxation: Double taxation and its avoidance mechanism; Transfer pricing. Corporate Tax Planning: Concepts and significance of corporate tax planning; Tax avoidance versus tax evasion; Techniques of corporate tax planning; Tax considerations in specific business situations: Make or buy decisions; Own or lease an asset; Retain; Renewal or replacement of asset; Shut down or continue operations. Deduction and collection of tax at source; Advance payment of tax; E-filing of income-tax returns
Unit-II	<p style="text-align: right;">(13 Hours)</p> <p>Legal Aspects of Business:</p> <ul style="list-style-type: none"> Indian Contract Act, 1872: Elements of a valid contract; Capacity of parties; Free consent; Discharge of a contract; Breach of contract and remedies against breach; Quasi contracts. Special contracts: Contracts of indemnity and guarantee; contracts of bailment and pledge; Contracts of agency. Sale of Goods Act, 1930: Sale and agreement to sell; Doctrine of Caveat Emptor; Rights of unpaid seller and rights of buyer. Negotiable Instruments Act, 1881: Types of negotiable instruments; Negotiation and assignment; Dishonour and discharge of negotiable instruments.. The Companies Act, 2013: Nature and kinds of companies; Company formation; Management, meetings and winding up of a joint stock company. Limited Liability Partnership: Structure and procedure of formation of LLP in India. The Competition Act, 2002: Objectives and main provisions. The Information Technology Act, 2000: Objectives and main provisions; Cyber crimes and penalties. The RTI Act, 2005: Objectives and main provisions. Intellectual Property Rights (IPRs) : Patents, trademarks and copyrights; Emerging issues in intellectual property. Goods and Services Tax (GST): Objectives and main provisions; Benefits of GST; Implementation mechanism; Working of dual GST

TEXT BOOKS

S. No	Author Name	Title of the Book	Publisher	Year / Edition
1	Sajit Kumar Gagan .M	UGC NET/ SET	Trueman's Publisher	2019

WEBSITE REFERENCE : <https://www.instamojo.com/aspoint/commerce-ugc-net-2019-study-notes-updated>

EXTRA CREDIT COURSES**Rw;Wyh tsh;r;rp****Subject Code: 2022ECC001****No. of Credits:****2****myF I**

1. Rw;Wyh – xU tpsf;fk;
2. cyf ehLfspy; Rw;Wyh tsh;r;rp
3. ghujj;jpy; Rw;Wyh tsh;r;rp

myF II

1. jkpo;ehl;by; Rw;Wyh tsh;r;rp
2. gd;dhl;L gytifg; gazpfs;
3. Rw;Wyhtpd; rKf nghUshjhu tpisTfs;

myF III

1. Rw;Wyhg; gazpfs; gw;wpa Gs;sp tptuq;fs;
2. Rw;Wyhitj; jpl;lkljYk; Nkk;gLj;jYk;
3. Rw;Wyh tpLjpfs;

myF IV

1. Rw;Wyhg; gazpfsdpd; gy;NtW Nghf;Ftuj;Jfs;
2. Rw;Wyhf; fofq;fs;
3. Rw;Wyhg; gaz Kfth;fs;

myF V

1. Rw;Wyhtpd; tzpfr; re;ijfs;
2. Rw;Wyhtpd; topfhl;bfs;
3. jkpo; ,yf;fpaj;jpy; gazE}y;fs;

ghIE}y;;; : Rw;Wyh tsh;r;rp**Mrphpah; - nt. fpUl;bzrhkp**

kzpthrfh; gjpg;gfk;

nrd;id>

Mf];L - 2009

,jopay; fiy

Subject Code: 2022ECC002

No. of Credits: 2

myF I ,jopay; - ,ay;Gk; gug;Gk;

1. ,jopay; tpsf;fk;. 2. ,jo;fspd; gzpfs;> flikfs;> nghWg;Gfs;.
3. ,jo;fs; tiffSk; ,ay;GfSk;. 4. kf;fshl;rpapy; ,jopay;.
5. ,jo;fspd; Rje;jpuk;. 6. ,jopay; elj;ijawf; fl;lisfs;.
7. ,jopay; njhopy; tha;g;::;Gfs;.

myF II ,jopay; Njhw;wKk; tsh;r;rpAk;

1. ,jopay; tsh;r;rp 2. jkpofj;jpy; ,jopay; tsh;r;rp
3. gj;jphpf;ifr; rl;lq;fs; 4. gj;jphpf;if kd;wk;

myF III ,jo;fspd; mikg;G Kiw

1. ,jo;fs; njhlq;Ftjw;fhd topKiwfs;
2. nra;jpj;jhs; eph;thf mikg;G

myF IV nra;jpfs;> Nrfhpj;jy;> vOJjy;

1. nra;jpahsh; 2. nra;jp
3. nra;jpapd; cs;slf;fq;fs; 4. nra;jp jpul;Ljy;
5. nra;jp epWtdq;fs; 6. Ngl;b
7. Fw;wr; nra;jps; 8. gy;NtW tifahd nra;jpfs;
9. nra;jpfSk; rpwg;Gj;jdp ,ay;GfSk; 10. glq;fSk; ,jo;fSk;

myF V nrg;gdpLjy; (gjpg;gpj;jy;)

1. nra;jpfisr; nrg;gdpLjy; - El;gq;fs; 2. Mrphpah;
3. nra;jp Mrphpah; 4. Jiz Mrphpah;
5. nra;jpapd; fl;likg;G 6. gf;f tbtikg;G
7. mr;Rg;gb jpUj;Jjy; 8. ,jopay; fiyr; nrhw;fs;

ghIE}y; : ,jopay; fiy

Mrphpah; : lhf;lh; kh.gh. FURhkp

= rf;jp /igd; Mh;l;];
 rptfhrp
 [dthp – 2009.

ehl;Lg;Gwtpay;

Subject Code: 2022ECC003

No. of Credits: 2

myF I

ehl;Lg;Gw ,ay; vd;why; vd;d?
 ehl;Lg;Gw ,aypd; tuyhW
 ehl;Lg;Gw may; fy;tp – xU tpsf;fk;

myF II

ehl;Lg;Gw Mly;fs;
 ehl;Lg;Gw \$j;Jfs;
 ehl;Lg;Gw iftpidf; fiyfs;

myF III

ehl;Lg;Gw tpisahly;fs;
 ehl;Lg;Gw kUj;Jtk;
 ehl;Lg;Gw ek;gpf;ifs;

myF IV

ehl;Lg;Gw topghLfs;
 ehl;Lg;Gwf; fijfs;
 ehl;Lg;Gwg; ghly;fs;
 fijg;ghly;fs;

myF V

tpLfijfs;
 gonkhopfs;
 Guhzq;fs;

ghIE}y; : ehl;Lg;Gwtpay;

Mrphpah; : R. fz;Kf Re;juk;

fht;ah gjpg;gfk;>
Vg;uy; - 2017.

fzpg;ngwpapy; jkpo;

Subject Code: 2022ECC004

No. of Credits: 2

myF I

fzpg;ngwpapy; jkpo;
tpirg;gyif mikg;G Kiwfs;
vOj;JUtpd; tiffs;

myF II

jkpo; vOj;JUf;fs;
vOj;JU / tpirg;gyif ,af;fpia epWTjy;::;

myF III

jkpopy; jl;lr;R nra;Ak; Kiw
rpf;fy;fSk; jPh;TfSk;

myF IV

,izaj;jpy; jkpo;
jkpo; ,izag; gy;fiyf;fofk;
kpd;dQ;ry;

myF V

A+dpf;NfhL
tpd;Nlh]; vf;];gPapy; jkpo;
jkpo; ,izajsq;fs;

Mrphpah; : j. gpufh\;

nghpfhk; E}y; ntspaPL kw;Wk; tpw;gid
Mf];L – 2007.

jkpof tuyhWk; kf;fs; gz;ghLk;

Subject Code: 2022ECC005

No. of Credits: 2

myF I

1. jkpof tuyhw;Wf;fhd mbg;gil Mjhuq;fs;
2. jkpofj;jpd; ,aw;if mikg;Gfs;.
3. tuyhw;Wf; fhyj;Jf;F Ke;jpa jkpofk;.
4. rpe;J ntsp mfo;thuha;r;rp.

myF II

1. gz;ila jkpohpd; may;ehl;L njhlh;Gfs;
2. jkpo; tsh;j;j rq;fk;
3. rq;f ,yf;fpak;
4. gz;ila jkpohpd; tho;f;if

myF III

1. fsg;gpuh;fs;
2. gy;yth;fs;
3. jkpofj;jpy; ehd;fhk; E}w;whz;L Kjy;
xd;gjhk; E}w;whz;L tiuapy; r%f epiy.

myF IV

1. Nrhog; Nguurpd; Njhw;wk;.
2. Nrhog; Nguurpd; tsh;r;rpAk; tPo;r;rpAk;.
3. Nrhoh; fhyj;jpy; jkpohpd; rKjhak;.
4. ghz;bahpd; Vw;wKk; tPo;r;rpAk;.

myF V

1. kJiu ehaf;fh;fs;.

2. jkpofj;jpy; 13 Kjy; 18 Mk; E}w;whz;L tiu r%fepiy
 3. INuhg;gpahpd; tuT.
 4. 19 Mk; E}w;whz;bd; murpaYk; jkpofj;jpd; r%f epiyAk;.
 5. 20 Mk; E}w;whz;by; jkpofk; Nkw;Nfhs; E}y;fs;.
- ghIE}y; : jkpof tuyhWk; kf;fs; gz;ghLk;**
Mrphpah; - Nf. Nf. gps;is.
 cyfj; jkpohuha;r;rp epWtdk;.
 nrg;lk;gh; - 2016

jkpo; ,yf;fpa tuyhW**Subject Code: 2022ECC006****No. of Credits: 2****myF I**

1. fhyg;Nghf;fpy; fd;dpj;jkpo; xU fz;Nzhl;lk;
2. jkpo;r;rq;fk; 3. mfj;jpah;
4. njhy;fhg;gpah; 5. rq;f ,yf;fpak;
6. gjpndz; fPo;fzf;F

myF II

1. ,ul;ilf; fhg;gpaq;fs; 2. ehad;kh;fs; 3. Mo;thu;fs;
4. rkaKk; jkpOk; (ngsj;jk;> rkzk;> irtk;> itztk;)
5. fd;dpj; jkpo; fhg;gpa tsh;r;rp 6. Guhzq;fSk; gpwTk;.

myF III

1. rpw;wpyf;fpaq;fs;. 2. gjpndz; rpj;jh;fs;. 3. ciuhrphpah;fs;.
4. gpw;fhyg; Gyth;fs;. 5. fpUj;JtKk; jkpOk;. 6. ,];yhkpaKk; ,d;jkpOk;.

myF IV

1. Nrhog; Nguurpd; tsh;r;rpAk; tPo;r;rpAk;. 2. ftpQh; ngUkf;fs;.
3. Gj;ftpij. 4. ciueil ,yf;fpak;> rpWfij ,yf;fpak;.

myF V

1. jkpo; ehty; ,yf;fpak;. 2. jhspiffs;.
3. ,irj;jkpo; tuyhW. 4. ehlfj; jkpo; tuyhW
5. 20 Mk; E}w;whz;by; ,d;jkpo; tsh;r;rp. 6. gpw ehLfspy; ige;jkpo;

ghIE}y; : jkpo; ,yf;fpa tuyhW**Mrphpah; : Nguhrphpah; kJ.rh. tpykhde;jk;**

Ky;iyepiyak;>

nrd;id> 2018

NEW MEDIA

Subject Code: 2022ECC007

No. of Credits: 2

Objectives :

To enable the students to understand the new age media sources.

UNIT I:

Spread of Internet; Salient features and advantage over traditional media;

History and spread of internet in India, reach and problem of access; Internet and Society; Convergence and Multi-media: Print, radio, TV, internet and mobile. Knowledge

UNIT II:

Online journalism; Earlier websites of newspapers, E-books and E-publishing

Status of online journalism today.

UNIT III:

Digital storytelling: Tools of multimedia journalists; Learn to report, write and produce in a manner that is appropriate for online media; Feature writing for online media: Story idea, development and news updates.

UNIT IV:

Open source journalism: Responding to the audience, Annotative reporting; Citizen Journalists, Problem of verification, accuracy and fairness.

UNIT V:

Use of blogs, tweets, etc. for story generation and development; Protecting copyright, Exploring Cyberspace: Individual Blog; Group weblog

TEXT BOOKS:

Recent editions of the following books only are recommended

- 1.Jagdish Chakravarthy, Net, Media and the Mass Communication,Authors press, New Delhi,2004.
2. Gopal Bhargava ,Mass Media and Information Revolution,Isha Books, New Delhi ,2004.

REFERENCE BOOKS:

- 1.Nath, Shyam ,Assessing the State of Web Journalism ,Authors Press, New Delhi,2002.
- 2.Narayana Menon, The Communication Revolution.National Book Trust ,1976.

PROOFREADING AND COPYEDITING

Subject Code: 2022ECC008

No. of Credits: 2

Objectives

To enable the students to proofread and edit texts.

UNIT I:

Introduction to Proofreading and Copyediting, The use of style sheets and style guides in Proofreading and copyediting, finding the appropriate style guides, how to create and use a style sheet.

UNIT II:

Proofreaders' marks and how they are used to copyedit and proofread, your job as a proofreader.

UNIT III:

How to proofread, Proofreading practice.

UNIT IV:

The job of copyediting, how to copyediting, copyediting practice.

UNIT V:

How to copyedit or proofread one's own Work, copyediting or proofreading as a career.

TEXT BOOKS:

Recent editions of the following books only are recommended

1. [Laura Anderson](#) ,Proofreading Handbook ,McGraw-Hill ,2nd Edition2006.
 2. [Elsie Myers Stainton](#), The Fine Art of Copyediting ,Columbia University Press ,2002.
-

REFERENCE BOOKS:

1. [Suzanne Gilad](#) ,Copyediting and Proofreading For Dummies ,1st Edition
2011
2. [Peter Ginna](#) ,What Editors Do: The Art, Craft, and Business of Book Editing (Chicago Guides to Writing, Editing, and Publishing) ,University of Chicago Press ,2017

PERSONALITY DEVELOPMENT

Subject Code: 2022ECC009

No. of Credits: 2

Objectives :

To make students groom their personality and prove themselves as good Samaritans of the society

UNIT I:

Introduction to Personality Development ; The concept of personality, Theories of Freud & Erickson, Significance of personality development; The concept of success and failure: What is success-Hurdles, What is failure- Causes of failure.

UNIT II:

Attitude & Motivation, Factors affecting attitudes-Positive attitude, Advantages, Negative attitude-Disadvantages - Concept of motivation - Significance – Internal and external motives -Importance of self- motivation-Factors leading to de-motivation

UNIT III:

Term self-esteem, Symptoms, Advantages - Do's and Don'ts to develop positive self-esteem, Low self-esteem, Symptoms - Personality having low self esteem - Positive and negative self esteem. Interpersonal Relationships.

UNIT IV:

Other Aspects of Personality Development, Body language - Problem-solving - Conflict and Stress Management - Decision-making skills -Leadership and qualities of a successful leader – Character building -Team-work – Time management - Work ethics –Good manners and etiquette.

UNIT V:

Employability Quotient , Resume building- The art of participating in Group Discussion – Facing the Personal (HR & Technical), Interview, Psychometric Analysis, Mock Interview Sessions.

TEXT BOOKS

Recent editions of the following books only are recommended

1. E.B. Hurlock, *Personality Development*, Tata McGraw Hill, 28th Reprint. New Delhi: 2006

2. [Stephen P. Robbins and Timothy A. Judge, *Organizational Behavior*, Prentice Hall, 16th Edition, 2014.](#)

REFERENCE BOOKS

1. Sudhir Andrews, *How to Succeed at Interviews*, New Delhi. Tata McGraw-Hill, 22st (rep.) 1988

2. Heller, Robert., *Effective leadership*, Essential Manager series. Dk Publishing, 2002.

TECHNICAL WRITING

Subject Code: 2022ECC010

No. of Credits: 2

Objectives

To enable the students to practice professional writing.

UNIT I:

Technical Writing Basics, Technical Communication: Definition & Purpose.

UNIT II:

Characteristics of Technical Communication, Audience, Centered Communication.

UNIT III:

Legal and Ethical Communication: Description & Importance, Implicit and Explicit Rules of Communication: Definitions & Examples.

UNIT IV:

Types of Technical Documents.

UNIT V:

The Technical Writing Process: Prewriting, Writing & Rewriting, Spread of Internet; Salient features and advantage over traditional media.

TEXT BOOKS

Recent editions of the following books only are recommended

1. Kieran Morgan, *Technical Writing Process: The simple, five-step guide that anyone can use to create technical documents such as user guides, manuals, and procedures*, Better on paper publications, 2015

2. Thomas Arthur Rickard, *A Guide to Technical Writing*, Bibliolife, 2008.

REFERENCE BOOKS

1. [Gerald J. Alred, Charles T. Brusaw & Walter E. Oliu, *Handbook of Technical Writing*, Bedford/St. Martin's](#)

.2008.

2. Mike Markel, Technical Communication, Palgrave MacMillan ,2012

AN INTRODUCTION TO PSYCHOLOGY

Subject Code: 2022ECC011

No. of Credits: 2

Objectives :

To enable the students to articulate how psychological research adheres to ethical and scientific principles, and communicate the difference between personal views and scientific evidence in understanding behavior.

UNIT I:

Introducing Psychology, Psychological Science, Brain, Body and Behavior.

UNIT II:

Sensing and Perceiving Remembering and Judging, Intelligence and Language.

UNIT III:

States of Consciousness, Growing and Developing, Learning.

UNIT IV:

Emotions and Motivation, Personality

UNIT V:

Defining Psychological Disorders, Treating Psychological Disorders, Psychology in Our Social Lives.

TEXT BOOKS

Recent editions of the following books only are recommended

1. David Myer , David Myer's Psychology , Worth Publishers ,(7th ed.) 2004.
2. Daniel Kahneman, Thinking Fast and Slow , Farrar , Straus and Giroux , 2011

REFERENCE BOOKS

1. Roger R. Hock, Forty Studies That Changed Psychology , Prentice hall ,2008.
2. Robert Feldman, Understanding psychology, McGraw Hill Education, 2017

3.Thomas E. Ludwig , Psychsims , WortSh Publishers ,2004

ASTRONOMY

Subject Code: 2022ECC012

No. of Credits: 2

Objectives:

On successful completion of this course the students should gain knowledge about Astronomy.

UNIT I:

General description of the Solar system. Comets and meteorites – Spherical trigonometry.

UNIT II:

Celestial sphere – Celestial co – ordinates – Diurnal motion – Variation in length of the day.

UNIT III:

Dip – Twilight – Geocentric parallex.

UNIT IV:

Refraction – Tangent formula – Cassinis formula.

UNIT V:

Kepler's laws – Relation between true eccentric and mean anamolies.

TEXT BOOK

Recent editions of the following books only are recommended

“ASTRONOMY” by S.Kumaravelu and Susheela Kumaravelu.

FUZZY MATHEMATICS

Subject Code: 2022ECC013

No. of Credits: 2

Objective:

- ✓ To know the basic concepts of fuzzy sets and its characteristics.
- ✓ To understand the concept of various operations on fuzzy sets.
- ✓ To learn the concept of fuzzy relations and its applications.

UNIT 1

From classical sets to Fuzzy sets: Introduction-Crisp Sets: An overview-Fuzzy set: Basic types-Fuzzy sets: Basic Concepts-Characteristics and significance of the paradigm Shift

UNIT 2

Fuzzy sets versus crisp sets: Additional properties of μ - Cuts- Representations of fuzzy sets-Extension Principle of Fuzzy sets.

UNIT 3

Operations on fuzzy sets: Types of Operations-Fuzzy complements-Fuzzy Intersections: t-Norms-Fuzzy unions: t-conorms

UNIT 4

Fuzzy Arithmetic: Fuzzy Numbers-Linguistic Variables-Arithmetic Operations on intervals

UNIT 5

Fuzzy Relations: Crisp versus Fuzzy Relations-Projections and Cylindric Extensions-Binary Fuzzy Relations-Binary relations on a single set-Fuzzy Equivalence Relations-Fuzzy Compatibility Relations.

TEXT BOOK:

Fuzzy Sets Uncertainty and Information, George, J.Klir and Tina A, Folger, Printice Hall of India Pvt Ltd, New Delh, 2006

UNIT 1: Page no: 1-30

UNIT 2: Page no: 35-48

UNIT 3: Page no: 50-96

UNIT 4: Page no: 97-102

UNIT 5: Page no: 119-135

Reference Book:

1. Fuzzy Logic Intellegence, Control and information, John Yuan, Reza Langari, Pearson Education, New Delh, 1999
2. Fuzzy logc and Neural Networks, M.Amirthavalli, Scitech Publications Pvt Ltd, Chennai and Hyderabad, 2007
3. Fuzzy Lgic with Engineering Applications, Timothy , Jo Ross, McGraw-Hill INC, New York, 1996.

OPERATION RESEARCH

Subject Code: 2022ECC014

No. of Credit :2

Objectives:

To understand the basic concepts of Operations Research and Solving LPP

To solve Transportation and Assignment problems

To understand the concept of Game theory , Queuing theory PERT and CPM.

UNIT I

Introduction to Operations Research - Meaning - Scope – Models - Limitation. Linear Programming - Formulation – Graphical method only.

UNIT II

Transportation (Non- degenerate only) - Assignment problems - Problems.

UNIT III

CPM - Principles - Construction of Network for projects – Types of Floats – Slack- crash programme.

UNIT IV

PERT - Time scale analysis - critical path - probability of completion of project - Advantages and Limitations.

UNIT V

Game Theory: Graphical Solution – $m \times 2$ and $2 \times n$ type. Solving game by Dominance property - fundamentals - problems . Replacement problem – Replacement of equipment that deteriorates gradually (value of money does not change with time).

Text Book:

Recent editions of the following books only are recommended

Prof. V. Sundaresan., K.S. Ganapathy Subaramanian ., K.Ganesan: Resource Management Techniques (Operations Research) A.R.Publications- 2002

Unit I : Chapter 1 – Section 1.1,1.2,1.4,1.9, Chapter 2 – Section 2.1- 2.5

Unit II	: Chapter 7 – Section 7.1- 7.2, Chapter 8 – Section 8.1 ,8.2,8.4,8.5
Unit III	: Chapter 15 – Section 15.1,15.2,15.5,15.8
Unit IV	: Chapter 15 – Section 15.6
Unit V	: Chapter 16 – Section 16.6, 16.7, Chapter 11 – Section 11.1, 11.2

Reference:

1. Kanti Swarup, Gupta P.K, Man Mohan : Operations Research, Sultan Chand & Sons- 1997
2. P.R. Vittal and V.Malini : Operations Research, Margham Publications -2011.
- 3.P.K.Gupta.,ManMohan: Problems in Operations Research,Sultan Chand &sons-2004
- 4.V.K.Kapoor: Operations research, Sultan Chand&sons-2007

MATHEMATICS FOR PROFESSIONAL COURSES

Subject Code: 2022ECC015

No. of Credits: 2

OBJECTIVES

- To understand the fundamental concepts of Set Theory and Linear Equations.
- To solve the problems in Mathematics of Finance, sequence and series.
- To acquire the knowledge of correlation, regression and problem solving.

UNIT 1:

Sets, Functions and Relations -Equations Linear equations–Homogeneous linear equations .

UNIT 2:

Sequence and Series–Arithmetic progression–Geometric progression; Mathematics of Finance: Simple interest–Compound interest.

UNIT 3:

Limits – Basic concepts of Differentiation - Integration

UNIT 4:

Measures of Central Tendency and Dispersion, Arithmetic Mean, Median – Mode, Geometric Mean and Harmonic Mean, Standard deviation, Quartile deviation

UNIT 5:

Correlation and Regression.

TEXT BOOKS:

Recent editions of the following books only are recommended

1. Discrete Mathematics, B.S. Vatssa, Wishwa Prakashan Private Limited, 3rd Edition.
2. Business Mathematics and Statistics, P.A. Navanitham, Jai Publisher, June 2004.

Reference Book:

- 1 .Dr.M.K.Venketaramen,Dr.N.Sridharan,N.Chandarasekaran: DiscreteMathematics
The National publishing Company – 2006.
- 2.P.R.Vittal :Business Mathematics and Statistics, Margham Publications.-2011
3. Sanchetti, D.C and Kapoor, V.K: Business Mathematics, Sultan chand Co & Ltd-2002.

Unit 1: Chapter 2 and 3, chapter 7, 7.1-7.4 (Text Book 1)

Unit 2: Chapter 1 and 2 (Text Book 2, Part 1)

Unit 3: Chapter 5, 6 and 8 (Text Book 2, Part 1)

Unit 4: Chapter 7 (Text Book 2, Part 2)

Unit 5: Chapter 12 and 13 (Text Book 2, Part 2)

Chapter 3 , Section 3.1-3.4 and Chapter 6, Section 6.1-6.3 (Text Book 3)

MULTIMEDIA AND ITS APPLICATIONS

Subject Code: 2022ECC016

No.of Credits: 2

Objectives:

- To enable the students learn the overview of Multimedia systems.
- To provide knowledge about the Basic concepts of Sound and Image Processing.
- To enhance the knowledge about the Multimedia Applications.

UNIT I

Media and Data Streams : Medium – Main Properties of a Multimedia Systems – Multimedia – Traditional Data Streams Characteristics – Data Streams characteristics for continuous media.

UNIT II

Sound / Audio: Basics sound Concepts – Music – Speech . Video and Animation : Basics concepts – Television – Computer Based Animations.

UNIT III

Images and Graphics : Basics concepts – Computer Image Processing – Data Compression : Storage space – coding requirement – source entropy and hybrid coding – some basic compression techniques – JPEG – MPEG – DVI.

UNIT VI

Multimedia Communication system : Application subsystem – Transport subsystem – quality of services and resource management.

UNIT V

Multimedia Applications : Introduction – Media Preparation – Media Composition – Media Integration – Media Communication – Media Entertainment.

Reference Books:

1. Ralf Steinmetz and Klara Nahrstedt , Multimedia : Computing , Communication & Applications. ,Pearson Education.

MANAGEMENT INFORMATION SYSTEM

Subject Code: 2022ECC017

No. of Credits: 2

Objectives:

- To familiarise the students with Business Information through Computers.
- To enable the students aware of utilization of business information for decision making.
- To bestow knowledge about Database Management System

UNIT I

Management information system: meaning – features – requisites of effective MIS – MIS Model – components – subsystems of an MIS – role and importance – corporate planning for MIS – growth of MIS in an organization – centralization vs decentralization of MIS - Support – Limitations of MIS.

UNIT II

System concepts – elements of system – characteristics of a system – types of system – categories of information system – system development life cycle – system enhancement.

UNIT III

Information systems in business and management: Transaction processing system: Information repeating and executive information system.

UNIT IV

Database management systems – conceptual presentation – client server architectures networks.

UNIT V

Functional management information system: Financial – accounting – marketing – production – Human resource – business process outsourcing.

TEXT BOOKS:

1. Gorden B.Davis and Margrethe H.Olson: “Management Information System”, Tata McGraw Hill Publication, New Delhi, 1st Edition, 2005.

2. Aman Jindal: “Management Information system”, Kalyani Publishers, New Delhi, First Edition, 2004.

Reference Books:

1. Kenneth C. Laudon: “Management Information System”, Pearson Education, New Delhi, First Edition, 2004.
2. Stephen Haag: “Management Information System”, Tata McGraw Hill Publication, New Delhi, First Edition, 2008.

THEORY OF COMPUTATION

Sub Code: 2022ECC018

No. of Credits: 2

Objectives:

- To learn about the basic of theory of computing
- To understand the concept of finite automata and push down automata
- To acquire knowledge in formal language
- To enhance the concept of conversion of deterministic automata to non deterministic automata.

UNIT- I

Introduction to theory of Computing – Why Study the theory of Computing- What is Computation- Set theory-Alphabets-Strings and Languages-Relations-Functions-Graphs and Trees.

UNIT -II

Finite Automata: Introduction-Finite state Machines -Deterministics Finite Automata(DFA)-Finite Automata with and without Epsilon Transitions-Language of Deterministic Finite Automata-Acceptability of a String by a Deterministic Finite Automata-Processing of Strings by Deterministic Finite Automata;Non-Deterministic Finite Automata(NFA)- Language of Non- Deterministic Finite Automata-Equivalence between DFA and NFA-Non Deterministic Automata with or without Epsilon Transitions.

UNIT -III

Formal Language: Introduction-Theory of Formal Language-Kleene and positive Closure-Defining Language-Recursive Definition of Language-Arithmetic Expression-Grammar-Classification of Grammar and Language-Language and their Relation-Operations On Language-Chomsky Hierarchy.

UNIT- IV

Regular Language: Introduction-Regular Language and Expression-Operations of Regular Expression-Identity Rules-Algebraic Laws for Regular Expression-Finite Automata and Regular Expression- Kleene's Theorem-Problems-Context Free Grammar and Context Free Language: Introduction-Derivation Tree-Parse Tree-Right Most and Left most Derivation -Ambiguity-Problems

UNIT- V

Push Down Automata: Description and Definition-Language of PDA-Graphical Notation of PDA-Acceptance by Final State and Empty Stock, From Empty Stock to Final State and Vice versa-Deterministic Pushdown Automata and Non deterministic Pushdown Automata-Language-Problems.

TEXT BOOKS:

Recent editions of the following books only are recommended

1. Theory of Computing-A Gentle Introduction, Efim Kinber, Carl Smith, published by Pearson Education.(UNIT 1)
2. Theory of Automata, Language & Computation, Rajendra Kumar, Tata McGraw Hill Education Private Limited, New Delhi. (UNIT 1to 5)

REFERENCE BOOK:

A Textbook Automata Theory, S.F.B.Nasir, P.K.Srimani, Published by Cambridge University Press India Pvt, Ltd, New Delhi.

UNIT 1: Chapter 1: Section 1.1, 1.2 (Text Book 1)

Chapter 1: Section 1.1-1.6 (Text Book 2)

UNIT 2: Chapter 2: Section 2.1-2.11

UNIT 3: Chapter 3: Section 3.1-3.10

UNIT 4: Chapter 4: Section 4.1-4.5, 4.6, 4.6.1, 4.6.2

Chapter 6: Section 6.1-6.10

UNIT 5: Chapter 7: Section 7.1-7.10

OOPS WITH JAVA PROGRAMMING

Subject Code: 2022ECC019

No. of Credits: 2

Objectives :

- To Understand fundamentals of object – oriented programming in Java, including defining classes,invoking methods,using class libraries,etc.
- To be able to use the Java SDK enviroment to create, debug and run simple Java programs.
- To understand the Java Programming concepts so as to enable the students of Applications and Applets using Java

UNIT I

Introduction to Object-Oriented Programming : Fundamentals – Object oriented Paradigm Elements of the OOP – Abstraction – Encapsulation – Modularity – Hierarchy –Concurrency Persistence – Inheritance – Polymorphism – Benefits of OOP – Applications of OOP.

UNIT II

Java Evolution : History – Features – Difference between Java,C,C++ - Java and Internet – Java and WWW – Web Browsers . Overview : Simple Java Program - Structure – Java Tokens- Statements -JVM - Constants – Variables – Data types – Operators and Expresions.

UNIT III

Decision Making and Branching :if,if...else, nested if, switch – Decesion making and looping : while,do,for – Jumps in Loops – Labeled loops – Classes, Objects and Methods.

Arrays, Strings and vectors - Interfaces :Multiple Inheritance – Packages : Putting classes together – Multithreaded programming – Thread exceptions – Life cycle of Thread - Thread priority – Synchronization.

UNIT IV

Managing Errors and Exceptions – Types of Errors – Exceptions – Applet Programming – Applet life cycle – Graphics Programming.

UNIT V

Managing Input / Output Files in Java: Concepts of Streams – Stream classes – Byte stream classes – Character stream classes - Using streams – I/O classes – File classes - I/O Exceptions – Creation of files –

Reading / Writing characters, Byte - Handling Primitive data types – Random Access Files

TEXT BOOKS:

Recent editions of the following books only are recommended

1. Grady Booch: “Object Oriented Analysis & Design with Applications”, Second Edition, Pearson Education.
2. E.BalaGurusamy: “Programming with Java”, Third edition, Tata McGraw Hill Pvt Ltd.

Reference Books:

1. Patrick Naughton & Hebert Schildt: “The Complete Reference Java 2”, Third edition, Tata McGraw Hill Pvt Ltd.
2. Programming with Java – John R.Hubbard, Second Edition, Tata McGraw

PROGRAMMING IN C

Subject Code: 2022ECC020

No. of Credits: 2

Objectives: To enable the students

- To know about problem solving techniques and algorithm fundamentals.
- To know about the basics of C Programming and its various computation logics.

UNIT I

Overview of C - Introduction – Structure of C - Character set - C tokens - Keyword & Identifiers - Constants - Variables - Data types - Declaration of variables - Assigning values to variables - Defining Symbolic Constants - Operators – Arithmetic Expressions: - Evaluation of expression - Type conversion in expression - operator precedence .

UNIT II

Decision Making and Branching - Decision making with IF statement - simple IF statement - The IF ELSE Statement - Nesting of IF ...ELSE statements - The ELSE IF ladder - The switch statement – The GOTO statement -- Decision Making and Looping - The WHILE statement - The DO statement - The FOR statement – Jumps in Loop.

UNIT III

Arrays - One Dimensional - Two Dimensional - Multidimensional arrays - Character string Handling - Declaring and initializing string variables - String:Introduction- Standard Functions. Functions: User - defined Functions - Need for user Defined functions - Types of Functions :No Arguments and no return values - Arguments with return values - Recursion.

UNIT IV

Structure : Structure definition - Giving values to members – Structure initialization - comparison of structure variables - Structures within structures- size of structures.

UNIT V

Pointers to structures. Pointers – Introduction-Features of Pointers - Declaring and initializing pointers - Accessing a variable through its pointers - pointers and arrays - pointers and character strings

TEXT BOOKS:

1. E. Balagurusamy: “Programming in ANSI C” , Tata Mc. Graw Hill, 5th Edition (reprint), 2011.
(Unit II, Unit III, Unit IV, Unit V)
2. R.G.Dromey: ”How to Solve it by Computer”, Prentice Hall of India, Delhi,2000 (Unit-I)

Reference Books:

1. Byron Gottfried: “Programming with C”(Schaum's Outline Series), Tata Mc.Graw Hill,2nd Edition,1998.
2. Ashok. N. Kamathane: “Programming with ANSI and Turbo C”, Pearson Education Asia,4th Edition,2002 .
3. Yeswanth Kanethkar: “Let us C” Tata Mc. Graw Hill, 3rd Edition,1992.

INTERNET OF THINGS

Subject Code: 2022ECC022

No. of Credits: 2

Objectives:

- To get the vision and introduction to IoT .
- To Understand IoT Market perspective, Data and Knowledge Management and use of Devices in IoT Technology.
- To understand state of the art IoT architecture,real world IoT deisgn constraints,industrial automation and commercial building automation in IoT.

UNIT I

Introduction- Concepts behind the Internet of Things- The IoT Paradigm- Smart Objects- Creative Thinking Techniques – Modifications- Combination Scenarios- Breaking Assumptions- Solving Problems.

UNIT II

M2M to IoT – A Market Perspective– Introduction, Some Definitions, M2M Value Chains, IoT Value Chains, An emerging industrial structure for IoT, The international driven global value chain and global information monopolies.

UNIT III

M2M and IoT Technology Fundamentals- Devices and gateways, Local and wide area networking, Data management, Business processes in IoT, Everything as a Service(XaaS), M2M and IoT Analytics, Knowledge Management Introduction, Technical Design constraints-hardware is popular again.

UNIT IV

Introduction, State of the art, Architecture Reference Model- Introduction, Reference Model and architecture, IoT reference ModelIoT Reference Architecture- Introduction, Functional View, Information View, Deployment and Operational View, Other Relevant architectural views. Real-World Design Constraints.

UNIT V

Service-oriented

architecture-based device integration, SOCRADES: realizing the enterprise integrated Web of Things, IMC-AESOP: from the Web of Things to the Cloud of Things, Commercial Building Automation- Introduction, Case study: phase one-commercial building automation today.

TEXT BOOKS:

1. Jan Holler, Vlasios Tsiatsis, Catherine Mulligan, Stefan Avesand, Stamatis Karnouskos, David Boyle: “From Machine-to-Machine to the Internet of Things: Introduction to a New Age of Intelligence”, First Edition, Academic Press, 2014.

REFERENCE BOOKS:

1. Vijay Madiseti and Arshdeep Bahga: “Internet of Things (A Hands-on-Approach)”, First Edition, VPT, 2014.
2. Francis daCosta: “Rethinking the Internet of Things: A Scalable Approach to Connecting Everything”, First Edition, Apress Publications, 2013.
3. Hakima chaouchi, “The Internet Of Things Connecting Objects, 2010.

WEB TECHNOLOGY AND ITS APPLICATIONS**Subject Code: 2022ECC022****No. of Credits: 2****Objectives:** To enable the students

- To learn about the basic concepts of various networking model and its layers.
- To learn about the concepts of protocol and its architecture.
- To learn about the Java Scripts and XML.

UNIT I

Networking Protocols and OSI Model: OSI Model, Layer functions. Internetworking concepts, devices, internet basics: why internetworking, problems, virtual network, repeaters, bridges, routers, gateways, history of internet, growth.

UNIT II

TCP/IP Part I: basics, addressing, IP addressing, logical addresses, concept of IP address, ARP, RARP, BOOTP, DHCP, ICMP. TCP / IP Part II: TCP, UDP – basics, features, relationship, ports and sockets, connections, TCP segment format, UDP, differences.

UNIT III

DNS, Email, FTP, TFTP – DNS, Email, FTP, TFTP. TCP / IP Part IV : WWW, HTTP, TELNET – history, basics, HTML, common gateway interface, remote login (TELNET).

UNIT IV

Java Script and AJAX. PHP / MySQL – scripting language, client side vs Server side, Features of PHP, reference, MySQL basics, using MySQL with PHP.ASP.NET: overview of .NET framework, Details, Server controls and web controls, validation controls.

UNIT V

Java Web Technologies – Java servlets and JSP, Creating and testing, servlet, session management,

introduction to JSP, JSP and JDBC, EJB, architecture, overview, types of EJB, session beans. Web Security: principles, cryptography, plain text and cipher text, digital certificates, signatures, secure socket layer. XML – what is XML? XML versus HTML, EDI, Terminology, Document-Type Declaration, Element-Type declarations.

TEXT BOOK:

Recent editions of the following books only are recommended

1. Achyut Godbole and Atul Kahate :”Web Technologies – TCP / IP, Web / Java Programming and Cloud Computing”, Third Edition, McGraw Hill Education India Private Limited.

REFERENCE BOOKS:

1. Behrouz A. Forouzan : “TCP / IP – Protocol Suite”, McGraw Higher Education, Sixth Edition.

2. Paul Deitel, Harvey Dietel and Abbey Dietel: “Internet & World Wide Web – How to Program”, Fifth Edition, Tata McGraw Hill.

NETWORK SECURITY

Subject Code: 2022ECC023

No. of Credits: 2

Objectives:To enable the students

- ✓ To know about cryptography and its various functions.
- ✓ To understand the concepts of hashes and public key algorithm.
- ✓ To have a knowledge on different types of authentication.
- ✓ To know about the standards, IP security and their applications.

UNIT I

Cryptography - Introduction – Primer on Networking –Active and Passive Attacks –Layers and Cryptography – authorization Viruses, worms, Trojan Horses – The Multi level Model of Security. Cryptography – Breaking an Encryption Scheme – Types of Cryptographic functions – secret key Cryptography – Public key Cryptography – Hash algorithms.

UNIT II

Secret Key Cryptography - Secret Key Cryptography – Generic Block Encryption – Data Encryption Standard – International Data Encryption Algorithm (IDEA) – Advanced Encryption Standard.

UNIT III

Hashes and Public Key Algorithms - Hashes and Message Digests: Introduction – Things to do with hash – MD2 – MD4 – MD5. Public Key Algorithms: Modular arithmetic – RSA – Diffie-Hellman – Digital Signature Standard – Elliptic Curve Cryptography.

UNIT IV

Authentication - Overview of Authentication Systems: Password-Based Authentication – Address-Based Authentication – Cryptographic Authentication Protocols –Eavesdropping and Server Database Reading – Trusted Intermediaries – Session Key Establishment.

UNIT V

Standards, IP Security and Applications - Standards: Kerberos V4: Introduction – Tickets and Ticket-Granting Tickets – Configuration – Logging into the Network – Replicated KDCs. IP Security: Overview of IPSec – IP and IPv6 – Authentication Header – ESP.

Reference Books:

- 1.Charlie Kaufman, Radia Perlman and MikeSpeciner : “Network Security Private Communication in a Public World”, Pearson Education, New Delhi, 2nd Edition,2008 .
- 2.Stallings William : “Cryptography and Network Security Principles and Practices”, Prentice Hall India, New Delhi, 4th Edition 2007.
- 3.Stallings William : “ Network Security Essentials Applications and Standards “ Prentice Hall India, New Delhi, 2004.
- 4.Atul Kahate : “Cryptography and Network Security “ Tata Mc.Graw Hill , 2nd Edition, 2008.

MOBILE AND WIRELESS TECHNOLOGY**Subject Code: 2022ECC024****No. of Credits: 2****Objectives:**

To learn the wireless communication on digital mobile communication system and integration of services and applications from fixed networks into networks supporting mobility of end user and wireless access.

UNIT - I

Introduction: Applications – A Simplified Reference Mode. Wireless Transmission: Cellular System. Medium Access Control : Motivation for a Specialized MAC : Hidden and exposed terminals – Near and far terminals – SDMA – FDMA – TDMA : Fixed TDM –Classical Aloha – Slotted Aloha – Carrier Sense Multiple Access – Demand assigned Multiple Access – PRMA Packet Reservation Multiple Access – Reservation TDMA – Multiple Access With Collision Avoidance – Polling – Inhibit Sense Multiple Access. CDMA: Spread Aloha multiple access.

UNIT -II

Telecommunication Systems: GSM: Mobile Services – System Architecture – Radio Interface – Protocols - Localization And Calling – Handover – Security – New Data Services. DECT: System Architecture – Protocol Architecture – TETRA.

UNIT -III

UMTS and IMT 2000: UMTS Releases and Standardization – UMTS System Architecture -UMTS Radio Interface – UTRAN – Core Network – Handover. Satellite System: History –Applications – Basics: GEO – LEO – MEO . Routing – Localization – Handover.Broadcast Systems: Overview – Cyclical Repetition Of Data – Digital Audio Broadcasting –Digital Video Broadcasting – Convergence of Broadcasting and Mobile Communication.

UNIT -IV

Wireless LAN: Infra Red Vs Radio Transmission – Infrastructure and Ad-Hoc Network –IEEE 802.11: System Architecture – Protocol Architecture – Physical Layer – MediumAccess Control Layer – MAC Management – HIPERLAN: HIPERLAN1 -WATM – BRAN– HiperLAN2. Bluetooth: User scenarios – Architecture – Radio layer – Base band layer –Link manager protocol

UNIT -V

Mobile Network Layer: Mobile IP – Dynamic Host Configuration Protocol – Mobile Ad-

Hoc Networks. Mobile Transport Layer: Traditional TCP-Classical TCP Improvement-TCP Over 2.5/3G Wireless Networks – Performance Enhancing Proxies.

TEXT BOOKS:

Recent editions of the following books only are recommended

1. Asoke K Talukder and Roopa R Yavagal ,Mobile Computing,Tata McGraw-Hill,,Eleventh Reprint 2009.
2. John Schiller , Mobile communication, Pearson Edition ,2 nd Edition.

REFERENCE BOOKS:

1. William C.Y.Lee, Mobile Communication Design Fundamentals ,John Wiley,1993
2. Ivan Stojmenoric , Wireless network & Mobile communication,1st Editio

CLOUD COMPUTING

Subject Code: 2022ECC025

No. of Credits: 2

Objectives:

To Understand the Cloud computing architectures, applications and challenges and learn about various cloud storages

UNIT - I

(12 Hours)

INTRODUCTION: Cloud Computing Introduction, From, Collaboration to cloud, Working of cloud computing, pros and cons, benefits, developing cloud computing services, Cloud service development, discovering cloud services.

UNIT -II

(12 Hours)

CLOUD COMPUTING FOR EVERYONE: Centralizing email communications, cloud computing for community, collaborating on schedules, collaborating on group projects and events, cloud computing for corporation, mapping schedules managing projects, presenting on road.

UNIT -III

(12 Hours)

USING CLOUD SERVICES: Collaborating on calendars, Schedules and task management, exploring on line scheduling and planning, collaborating on event management, collaborating on contact management, collaborating on project management, collaborating on word processing, spreadsheets, and databases.

UNIT -IV

(12 Hours)

OUTSIDE THE CLOUD : Evaluating web mail services, Evaluating instant messaging, Evaluating web conference tools, creating groups on social networks, Evaluating on line groupware, collaborating via blogs and wikis

UNIT -V

(12 Hours)

STORING AND SHARING: Understanding cloud storage, evaluating on line file storage, exploring on line book marking services, exploring on line photo editing applications, exploring photo sharing communities, controlling it with web based desktops.

TEXT BOOKS:

Recent editions of the following books only are recommended

1. Michael Miller, Cloud Computing, Pearson Education, New Delhi,2009.
2. Anthony T. Velte, Cloud Computing A Practical Approach, Tata Mcgraw Hill Education Private Limited, 1st Edition 2009

REFERENCE BOOKS:

1. Arshdeep Bahga, Cloud Computing: A Hands-On Approach, Paperback-Import,, Dec 2013..

CROSS CULTURE MANAGEMENT

Subject Code: 2022ECC026

No. of Credits: 2

Objective:

- To provide a thorough understanding
- The impact of an international context on management practices based on culture.
- Frameworks for guiding cultural and managerial practice in international business.

UNIT-I

Basic framework of Cross Cultural Management: Factors influencing Decision Making – Using Culture – Cross Cultural and International Management – Implications for the Manager. Comparing Cultures. Shifts in the Culture – Organizational Culture – Culture and Communication – Needs and Incentives – Dispute Resolution and Negotiation.

UNIT-II

Structure of Cross Cultural Management: Formal Structures – Functions – Bureaucracy – Culture and Bureaucracy – Implications. Informal Systems – Informal Relationships – Patronage, Society and Culture – Government-Business Patronage – Guanxi – Managing Informal Systems – Implications.

UNIT-III

Globalization & Cross Cultural Management: Planning Change: Meaning – Planning for Change – Planning in Different Culture – Planning in an Unstable Environment – Implications. International Strategies – Globalization and Localization – Defining Globalization – Roots – Global-Local Contradictions – Implications.

UNIT-IV

Models of Cross Cultural Management: Family Companies: The Anglo Model: Environment, Culture and Management. The Chinese Model: Environment and Culture. The Chinese Model: Management. Changes in the Chinese model – Implications.

UNIT-V

Strategy of Cross Cultural Management: Designing and Implementing Strategy: Formal Strategy Planning – Analyzing Resources and the Competition – Positioning the Company – Implementation – Emergent Strategy – Implications. Head Quarters and Subsidiary: Risk for the Multinational – Control – Implications.

TEXT BOOK:

Recent editions of the following books only are recommended

Jean-Francois Chanlat, Cross Culture Management, T&F publication, Edition-2013.

REFERENCE BOOKS:

1. Neal Mark, The Culture Factor: Cross-national Management and Foreign Venture, Macmillan, Edition-1998.
2. Prashant Faldu, Cross Culture Management, Presence Institute of Image Consulting Pvt.Ltd., Edition-2015.
3. Dipak Kumar, Cross Culture Management: Text and Case, PHI Publication, Edition-2010.
4. Richard R. Gesteland, Cross-Culture Business Behaviour, Copenhagen Business School Press, Edition-1999.

INDIAN ECONOMY AND TRADE DEPENDENCIES

Subject Code: 2022ECC027

No. of Credits :2

Objectives: On successful completion of the course, the students should have understood

- ✓ The diversity of issues prevalent in the Indian Economy.
- ✓ Trade related issues of the Indian Economy.
- ✓ The importance of trade in the present globalized era.

UNIT- I

Introduction to Indian Economy : Alternative Development Strategies – Trends in National Income, Growth and Structure since 1991 - New Industrial Policy 1991 – Recent changes in Trade Policy - Competition Policy - Public Sector Reform - Privatization and Disinvestments – Progress of Human Development in India.

UNIT-II

Planning and Economic Development : Redefining the Role of the State –Human Capital Formation in India – Problem of Foreign Aid – Economic Reforms and Reduction of Poverty –Measures to Remove Regional Disparities.

UNIT-III

Indian Industries : Review of Industrial Growth under 10th and 11th Five year plan - Growth and present state of IT industry in India – Outsourcing, Nationalism and Globalization – Small Sector Industrial Policy.

UNIT-IV

Foreign Trade: Trends of Exports and Imports of India – Composition of India's Foreign Trade - Direction of India's Foreign Trade – Growth and Structure of India's Foreign Trade since 1991 – Balance of Payments since the New Economic Reforms of 1991. Foreign Capital : Need for Foreign Capital – Foreign Investment Inflows – Role of Special Economic Zones (SEZ)

UNIT-V

India in the Global Setting : India in Global Trade – Liberalization and Integration with the Global Economy – Globalization Strategies – India's Foreign Exchange Reserves –Convertibility of the Rupee – WTO and India.

TEXT BOOK:

Recent editions of the following books only are recommended

1.Ramesh Singh, Indian Economy, Mcgraw Hill Education, Edition-7, 2015.

REFERENCE BOOKS:

1.P.Arunachalam-Indian Economy and Trade, Serial Publication, Edition-1,2011.

2.Sankarganesh,Indian Economy Key concepts, Kavin Mukhil Publications, Edition-4,2016

3.Gaurav Kumar, Indian Economy, Kd Publication, Edition-1, 2016.

4.Puri Misra, Indian Economy, Himalaya Publication, Edition-26, 2008.

EXPORT MARKETING

Subject Code: 2022ECC028

No. of Credits: 2

Objectives:

- To gain knowledge on Export distribution channels.
- To enable the students to understand Export and Import Procedures.
- To create awareness regarding the export promotion and export finance.

UNIT I

Export marketing – an overview -export marketing – meaning difference between export marketing and domestic marketing – basic function of export marketing.

UNIT II

Export distribution channels – direct export – indirect export – channel; small manufacturer.

UNIT III

Export promotion – characteristics of foreign buyers – forms of export promotion-importance of Promotional Activities.

UNIT IV

Export and Import Procedure Documents used in Foreign Trade.

UNIT V

Export Finance- Needs- Short terms, Medium and long term Source of Finance types of Credit.

Text Book

1.Rathor. BS-Export Marketing - Himalaya publishing House 2006

INTERNATIONAL TRADE & FOREX

Subject Code: 2022ECC029

No. of Credits: 2

Objectives:

- To learn the overview of International Trade and Globalisation.
- To make the students to understand the concepts of foreign exchange management.
- To gain the knowledge on the basic regulation of FEMA.

UNIT I

International trade- Meaning- Scope- Challenges- Theories of International Trade- Balance of Payment- Trade Barriers

UNIT II

Competition Law and International Trade- Competition and Consumer Protection- Regulation of anti competition activity

UNIT III

Export Policy and Procedure- features- Export Promotion Schemes- SEZs , EOU- Deemed Export- Export Promotion Council

UNIT IV

Import Policy and Procedure- Import of Gifts- Import on Import basis- Procedure for customer clearance- Warehousing- Canalised import

UNIT V

Introduction to FEMA- Forex Management-Nature- Forex Manager- Foreign Exchange Market- Foreign Exchange Rate- Types- Present status of Foreign exchange Market in India

TEXT BOOKS:

Recent editions of the following books only are recommended

1. Francis cherunilam -International trade-Himalaya publication House 2010

BRAND MANAGEMENT

Sub Code: 2022ECC030

No. of Credits: 2

Objective:

- To understand the methods of managing brands and strategies for brand management.
- To successfully establish and sustain brands and lead to extensions

UNIT I

Basics Understanding of Brands – Definitions - Branding Concepts – Functions of Brand - Significance of Brands – Different Types of Brands – Co branding – Store brands.

UNIT II

Strategic Brand Management process – Building a strong brand – Brand positioning – Establishing Brand values – Brand vision – Brand Elements – Branding for Global Markets – Competing with foreign brands.

UNIT III

Brand image Building – Brand Loyalty programmes – Brand Promotion Methods – Role of Brand ambassadors, celebrities – On line Brand Promotions.

UNIT IV

Brand Adoption Practices – Different type of brand extension – Factors influencing Decision for extension – Re-branding and re-launching.

UNIT V

Measuring Brand Performance – Brand Equity Management - Global Branding strategies - Brand Audit – Brand Equity Measurement – Brand Leverage -Role of Brand Managers– Branding challenges & opportunities.

TEXT BOOKS:

Recent editions of the following books only are recommended

- 1.Keller/ Parameswaran & Jacob, Strategic Brand Management: Building, Measuring, and 2.Managing Brand

Equity, Pearson Education India; 4 Edition 2015.

REFERENCE BOOKS:

- 1.Y.L.R. Moorthi, Brand Management, Vikas Publishing House, 1st Edition 2003.
- 2.Sagar Mahim, D. P. Agrawal, Brand Management, ANE Books Edition 2009.
- 3.Kirti Dutta, Brand Management: Principles and Practices, Oxford University Press, Edition 2012.
- 4.Ranjeet Verma, Brand Management, Laxmi Publications, 1st Edition 2009.

STRESS MANAGEMENT

Subject Code: 2022ECC031

No. of Credits: 2

Objectives:

- To provide a broad physical, social and psychological understanding of stress.
- To understand the management of work related stress
- To develop and implement effective strategies to prevent and manage stress at work.

UNIT I

Meaning – Symptoms – Works Related Stress – Individual Stress – Reducing Stress – Burnout.

UNIT II

Time Management – Techniques – Importance of planning the day – Time management schedule – Developing concentration – Organizing the Work Area – Prioritizing – Beginning at the start – Techniques for conquering procrastination – Sensible delegation – Taking the right breaks – Learning to say ‘No’.

UNIT III

Implications – People issues – Environmental issues –Psychological fall outs – Learning to keep calm – Preventing interruptions – Controlling crisis – Importance of good communication – Taking advantage of crisis – Pushing new ideas – Empowerment.

UNIT IV

Developing a sense of Humour – Learning to laugh – Role of group cohesion and team spirit – Using humour at work – Reducing conflicts with humour.

UNIT V

Improving Personality – Leading with Integrity – Enhancing Creativity – Effective decision Making – Sensible Communication – The Listening Game – Managing Self – Meditation for peace – Yoga for Life.

TEXT BOOK:

Recent editions of the following books only are recommended

1.D M Pestonjee, Stress and Work: “Perspectives on Understanding and Managing Stress”, SAGE Response, First Edition 2013.

REFERENCE BOOKS:

- 1.Kamlesh Jani, Ratish Kakkad, Stress Management, Pothi Publishers, Edition 2008.
 - 2.Aarti Gurav , Time Management , Buzzing stock Publishing House, First Edition 2014.
 - 3.Sanjay Kumar, Pushp Lata, Communication Skills, Oxford University Press, Second Edition 2015.
- Barun Mitra, Personality Development and Soft Skills, Oxford University Press, Second Edition 2017.

RISK AND INSURANCE IN INTERNATIONAL TRADE

Subject Code: 2022ECC032

No. of Credit :2

Objective: On successful completion of this course, the students should have understood

- ✓ basic principles of insurance and risk management
- ✓ Understanding contemporary issues related to insuran

UNIT-I

Nature and History of Insurance Business - Insurance Business in India Europe, UK and USA - insurance Act 1938 -General insurance business -Nationalisation - Insurance as a social security tool – Insurance and economic development - IRDA- Entry of private players into Insurance business -Actuarial profession -Global Trends and developments in Insurance Business

UNIT-II

Principles of Legal aspects of Insurance - Principles of Insurable Interest – Principles of Utmost Good Faith – Principles of Indemnity - Principles of Subrogation -Doctrine of Proximate Clause - Tariff Advisory Committee – Legal Aspects of Life Assurance - Global Insurance Regulatory Frame work.

UNIT-III

Global Non-life Insurance: Principles & Practices Fire insurance – Standard fire policy; Marine - Cargo and Hull insurance – Types; Motor insurance – Liability insurance, Types of policies; Engineering insurance – Electronic equipment insurance, Burglary insurance – Underwriting Practices – Claims settlement in International Perspectives.

UNIT-IV

Risk management process – Risk identifications: perception of risk, Threat analysis, Even analysis, Safety Audit – Risk evaluation – Concept of probability –Statistical methods of risk evaluation – Value at Risk (VaR)

UNIT-V

Risk Management Methods – Contingency Planning – Risk Transfer – Captive Insurance agreements – Reinsurance – Catastrophe covers – Legal Aspects of Reinsurance – Reinsurance Markets – Lloyds Markets – Risk Management techniques for global insurance market players.

TEXT BOOK:

Recent editions of the following books only are recommended

1.Mishra, M.N,Insurance principles and practices, S. Chand and Co, Delhi, Edition 4, 2007 .

REFERENCE BOOKS:

- 1.Tripathy N.P,Insurance principles and practices,Prentice Hall India Learning Private Limited Edition 3, 2009
- 2.Ghanashyam Panda & Monika Mahajan,Principles and Practice of Insurance,Kalyani Publishers Edition 4, 2011.
- 3.Insurance Regulatory and Development Authority Act, 1999 ,Universal Law Publishing - An imprint of LexisNexis Edition 1, 2016.
- 4.S K Sarvaria,Commentary on the Insurance Regulatory and Development ,Universal Law Publishing - An Imprint of Lexis Nexis; Edition 1, 2016

RETAIL MARKETING

Subject Code: 2022ECC033

No.of Credits: 2

Objective:

- To enable the students to understand about Global Retailing.
- To provide knowledge on Visual Merchandise Management.
- To familiarise the students with the Retail shoppers' behaviour.

UNIT I

An overview of Global Retailing – Challenges and opportunities – Retail trends in India – Socio economic and technological Influences on retail management – Government of India policy implications on retails.

UNIT II

Organized and unorganized formats – Different organized retail formats – Characteristics of each format – Emerging trends in retail formats – MNC's role in organized retail formats.

UNIT III

Choice of retail locations - internal and external atmospherics – Positioning of retail shops – Building retail store Image - Retail service quality management – Retail Supply Chain Management – Retail Pricing Decisions. Merchandising and category management – buying.

UNIT IV

Visual Merchandise Management – Space Management – Retail Inventory Management – Retail accounting and audits - Retail store brands – Retail advertising and promotions – Retail Management Information Systems - Online retail – Emerging trends .

UNIT V

Understanding of Retail shopper behavior – Shopper Profile Analysis – Shopping Decision Process - Factors

influencing retail shopper behavior – Complaints Management - Retail sales force Management – Challenges in Retailing in India.

TEXT BOOKS:

Recent editions of the following books only are recommended

1. A.Sivakumar, Retail Marketing, Excel Books, Edition-1, 2007.
2. David Gilbert, Retail Marketing Management, Pearsons Education, Edition-2006.

REFERENCE BOOKS:

1. Dr.L.Natarajan, Retail Marketing, Margham Publications, Edition-1,2013.
2. S.Banumathi, Retail Marketing, Himalaya Publishing House, Edition-2015.
3. B.B.Mishra, Retail Marketing, Vrinda Publication, Edition-2010

EXPORT AND IMPORT PROCEDURES

Subject Code: 2022ECC034

No.of Credits: 2

Objective:

- ✓ To enable the students to understand about export and import procedures
- ✓ To provide adequate knowledge on export and import documentation.
- ✓ To impart knowledge on export and import procedures.

UNIT I

Introduction to Export Management : Meaning – objectives – scope – Need for and importance of export trade – Distinction between internal trade and international trade – Problems faced by exporters.

UNIT II

Features and Functions of export marketing – Sources of market information – Product planning – Quality control – Export pricing – Export marketing channels – Strategy formulation.

UNIT III

Steps involved in export – Confirmation of order – Production of goods – Shipment – Negotiation – Documents used for export – Commercial documents – Regulatory documents – ISO Certificate.

UNIT IV

Import Trade law in India – Preliminaries for starting Import Business – Registration of Importers – arranging finance for Import – Arranging letter of Credit for Imports – Balance of Payments – Liberalization of Imports.

UNIT V

Retirement of Import Documents and RBI's directives for making payment for Imports – Customs clearance of Imported Goods and payments of customs Duty – Imports under special schemes.

TEXT BOOKS:

Recent editions of the following books only are recommended

1. Subramanian Balagopal. T.A.S”, Export Marketing”, Himalaya Publication

- House, Mumbai, Edition 1, 2010.
2. Francis Cherunilam, "International Trade & Export Management", Himalaya Publication House, Mumbai, Edition 1, 2012.

REFERENCES BOOKS :

1. Veera Reddy.P, "Import made Easy", Commercial Law Publication, New Delhi", Edition 5, 2001.
2. Mahajan.M.I, "Export Policy Procedure & Documentation", Snow White Publication, Mumbai, Edition 24, 2011.
3. A Nabhi : "How to Import 2005-2006", A Nabhi Publications, 1st Edition 2006.

LOGISTICS AND SUPPLYCHAIN MANAGEMENT

Sub Code : 2022ECC035

No. of Credits: 2

Objective: The objective of the subject is to explore

- The interlinking between Logistics and supply chain management.
- The course seeks to provide the key concepts and solution in the design, operation, control and management of supply chain as integrated systems.
- The impact of supply chain in gaining competitive advantage.

UNIT I

Introduction to logistics – Business logistics – marketing logistics – objectives – importance – logistics and customer services – physical supply and distribution – elements and evolution of purchasing and integrated logistics – Integrated logistical activities – strategic integrated logistics management.

UNIT II

Transportation – types – transportation decision making service selection – sea transport, Air, Courier, road and pipe lines – infrastructure – vehicle routing and scheduling – MTO / Intermodal transportation – regulation.

UNIT III

Warehousing – concepts & development – types – operations location analysis – storage – need – functionality and principles – materials handling considerations – packaging – perspectives – purposes – functions – design and costs – Traffic inventory management models – pull and push methods – EOQ – assumptions – policies and control – methods of improved inventory management.

UNIT IV

Logistics information system – system design – Information functionality and principles of information architecture – application of new information technology – EDI standards.

UNIT V

Future management of logistics – logistics and outsourcing – Benefits – third party logistics – value added services – reverse logistics.

TEXT BOOKS:

Recent editions of the following books only are recommended

1. Donald J. Bowersox & David J. Closs, Supply Chain Logistics Management, McGraw Hill Education, 3rd Edition 2016.

REFERENCE BOOKS:

1. Raghuram, Logistics And Supply Chain Management: Cases and Concepts, Laxmi Publications, Edition 2015.
2. Janat Shah, Supply Chain Management, Pearson Education, 1st Edition 2009
3. Ballou, Business Logistics/Supply Chain Management, Pearson Education India, 5th Edition 2007
4. Chopra & Kalra, Supply Chain Management, Pearson Education India; 6th Edition 2016.

QUALITY MANAGEMENT

Sub Code : 2022ECC036

No. of Credits: 2

Objective: On successful completion of the course the students should have understood

- ✓ To introduce the fundamental concepts of total quality management, statistical process control, six sigma and the application of these concepts
- ✓ To provide a basic understanding of "widely-used" quality analysis tools and techniques.

UNIT I

Definitions – TOM framework, benefits, awareness and obstacles. Quality – vision, mission and policy statements. Customer Focus – customer perception of quality, Translating needs into requirements, customer retention. Dimensions of product and service quality. Cost of quality.

UNIT II

Overview of the contributions of Deming, Juran Crosby, Masaaki Imai, Feigenbaum, Ishikawa, Taguchi techniques – introduction, loss function, parameter and tolerance design, signal to noise ratio. Concepts of Quality circle, Japanese 5S principles and 8D methodology.

UNIT III

Meaning and significance of statistical process control (SPC) – construction of control charts for variables and attributed. Process capability – meaning, significance and measurement – Six sigma concepts of process capability. Reliability concepts – definitions, reliability in series and parallel, product life characteristics curve. Total productive maintenance (TMP) – relevance to TQM, Terotechnology. Business process re-engineering (BPR) – principles, applications, reengineering process, benefits and limitations.

UNIT IV

Quality functions development (QFD) – Benefits, Voice of customer, information organization, House of quality (HOQ), building a HOQ, QFD process. Failure mode effect analysis (FMEA) – requirements of reliability, failure rate, FMEA stages, design, process and documentation. Seven old (statistical) tools. Seven new management tools. Bench marking and POKA YOKE.

UNIT V

Introduction to IS/ISO 9004:2000 – quality management systems – guidelines for performance improvements. Quality Audits. TQM culture, Leadership – quality council, employee involvement, motivation, empowerment, recognition and reward.

TEXT BOOK:

Recent editions of the following books only are recommended

1.R. Janakiraman and R,K Gopal, Total Quality Management, PHI Learning, 1st Edition 2009.

REFERENCE BOOKS:

1. Howard S.Taylor and Francis, Quality Management Systems, New century Publications, Edition 2000
2. L.Suganthi Anand Samuel, Total Quality Management,PHI learing, 1st Edition 2009,
- 3.Joseph M.Juran, Quality Handbook, Mc Grawhill,6th Edition .
- 4.Bell Desmond Heivemann, Managing Quality,Butterworth Publications, Edition 1994.

MANAGEMENT OF SMALL AND NEW ENTERPRISES

Sub Code : 2022ECC037

No. of Credits: 2

Objective: On successful completion of the course the students should have understood
.Identification, organization and building of new enterprise
.To prepare, analyze and execute business plan
.The logical decision making in business

UNIT I

Entrepreneurship: Small Scale Introduction Institutional- Small scale Enterprises –Infrastructure-
Entrepreneurial Competencies for Small Scale Enterprises -Institutional Interface

UNIT II

Establishing small scale enterprises -opportunities scanning—choice of enterprise - market assessment for
sse - choice of technology and selection of site

UNIT III

Small scale enterprises — getting organized- financing the new/small enterprise - preparation of the
business plan - ownership structure and organization framework

UNIT IV

Operating the small scale enterprise - financial management issues in SSE -operations management issues in
SSE- Marketing management issues in SSE - organizational relations in SSE

UNIT V

Performance appraisal and growth strategies - management performance lessons growth and Assessment
and control from stabilization - strategies for stabilization and successful strategies Growth entrepreneurs of
small - managing family enterprises

TEXT BOOK:

Recent editions of the following books only are recommended

- 1.Prof.Nirali Pandt, Management of new and small Enterprise, Dotcom Publications, 5th Edition,2016.

REFERENCE BOOKS:

- 1.C.S.Prasad, Small and Mdiom Enterprise in global Perspective, New Century Publications, I Edition, 2009
- 2.Taxmann, Small and Medium Enterprises in India, Tax mann Publication, Edition

2013.

3.Karen Patten Ayman, Information Technology for small business, Sprnger publications, Edition 2012.

4.Sarika Lohana, Medium, Micro and Small Enterprises, New century Publications, 1st Edition 2014.

TOURISM MANAGEMENT

Sub Code : 2022ECC038

No. of Credits: 2

Objective: On successful completion of the course the students should have understood

- The handling of human resource in the context of complex work situations of the tourism industry.
- The complexities of marketing the tourism product
- The challenges and rewards of Tourism industry

UNIT I

1. History of Tourism both International and National, Definition, nature, importance, components and typology of tourism.

UNIT II

Concepts of domestic and international tourism, recent trends. Organization of both national and international in world in promotion and development – WTO, IATA, UPTAA, AI, IATO, etc.

UNIT III

Growth and development of tourism in India, National Action Plan 1992.

UNIT IV

Impacts of tourism-economics, social, physical and environmental, Tourism trends world over and its futuristic study.

UNIT V

Emerging trends in tourism—health tourism, adventure tourism, ecotourism .

TEXT BOOKS:

Recent editions of the following books only are recommended

1. Rajan chauhan, Tourism Management, APH Publishing Corporation- Edition-2012.

REFERENCE BOOKS:

- 1.David Weaver Laura Lawton, Tourism Management, Jhon Wiley & Sons Inc., Edition-2, 2006.
2. Ratandeep Singh, Tourism and Transport Management, Kanishka Publishiners, Edition-1,

2008.

3. Atul Shrivastava, Tourism Planning & Management, Anmol Publications Pvt., Ltd., Edition-2010.

4. Vandhana Joshi, Achana Biwal, Tourism Operations & Management, Oxford University Press, Edition-1, 2009.

EVENT MANAGEMENT

Sub Code: 2022ECC039

No. of Credits: 2

Objective: On successful completion of the course the students should have understood

- Organization and management of events
- The management of accounting and financial aspects in organizing an event
- Planning the logistics and coordinating the technical aspects

UNIT I

Why Event Management, Requirement of Event Manager, Analyzing the events, Scope of the Event, Decision-makers, Technical Staff, Developing Record-Keeping Systems, Establishing Policies & Procedures

UNIT II

Preparing a Planning Schedule, Organizing Tasks, Assigning Responsibility, and Communicating, Using the Schedule Properly, The Budget, Overall Planning tips, Checklists, Expert Resources, Computer Software Required.

UNIT III

Who are the people on the Event, Locating People, Clarifying Roles, Developing content Guidelines, Participant Tips, Reference Checks, Requirement Forms, Introduction, Fees & Honorariums, Expense Reimbursement, Travel Arrangements, Worksheets.

UNIT IV

Types of Events, Roles & Responsibilities of Event Management in Different Events, Scope of the Work, Approach towards Events

UNIT V

Introduction to PR – Concept, Nature, Importance, Steps, Limitations, Objectives Media – Types of Media, Media relations, Media Management PR strategy and planning – identifying right PR strategy, Brain Storming sessions, Event organization, writing for PR

TEXT BOOKS:

Recent editions of the following books only are recommended

1. Sita Ram Singh, Event Management, Aph Publishing Corporation, Edition 2009.

REFERENCE BOOKS:

1. Wagen, Event Management, Pearson, 1st edition 2005.
2. C.P. Harichandan, Event Management, Global Vision Publishing House, 1st edition 2010.
3. Tony Rogers, A Global Industry (Events Management), S.Chand (G/L) & Company Ltd, 3rd Edition 2013.
4. D. G. Conway, The Event Manager's Bible: The Complete Guide to Planning and Organising a Voluntary or Public Event, Viva Books 1st Edition 2010.

HOSPITALITY MANAGEMENT

Sub Code: 2022ECC040

No. of Credits: 2

Objective : On successful completion of the course the students should have understood

- To plan and execute hospitality events in coordination with back-of-the-house managers
- To Design and evaluate a hospitality operations plan, employing control systems and technologies, with guest preferences
- To Supervise and coordinate personnel, demonstrating clear communication and cultural sensitivity

UNIT I

1. The World of Hospitality: Introduction to Hotel, Travel and tourism Industry - Nature of Hospitality: Communication, Turnover, Demands and Rewards - Economic and Other Impacts of Hotel, Tourism, and Travel Industry - Early History of Lodging - Globalization of the Lodging Industry - Franchising

UNIT II

The Organization and Structure of Lodging Operations : Size and Scope of the Industry - Classifications of Hotels - Hotel Market Segments - Organization of Hotels - Food Service Industry : Composition and Size of Food Service Industry - Organization of Hotel and Restaurant Food Service - Management and Operation of Food Services

UNIT III

2. The Rooms Division: The Front Office Department - The Reservation Department - The Telecommunications Department - The Uniformed Service Department

UNIT IV

3. Functional areas: Engineering and Maintenance Division - Marketing and Sales Division - Accounting Division - Human Resources Division - Security Division

UNIT V

4. Hospitality Marketing: Distinctive characteristics - Seven Ps of Marketing – Segmentation., Targeting and Positioning - Future trends in Hospitality Industry: Usage of CRS in Hotel Industry, Chain of hotels- Role of Associations in hospitality management

TEXT BOOKS:

Recent editions of the following books only are recommended

1.Jhon R.Walker, Introduction to Hospitality Management, Pearson India, Edition-2, 2008.

REFERENCE BOOKS:

- 1.Teason.D, Principles of Management for Hospitality Industry, Routledge, Edition 2009.
2. Dr.Saurabh Dixit, Tourism & Hospitality Management, APH Publishing Corporation, Edition-2013.
3. Gajanan Shirke, Hospitality Management, Shorff Publishers, Edition-2011.
4. Aadesh Sinha, Hospitality Operation Management, Centrum Press, Edition-2012

CONSUMER BEHAVIOUR

Sub Code : 2022ECC041

No. of Credits: 2

Objective: On successful completion of the course the students should have understood

- Consumer motivation and perception
- Learning and attitude
- Consumer decision making

UNIT-I

Introduction - Consumer Behaviour — definition - scope of consumer behaviour — Discipline of consumer behaviour — Customer Value Satisfaction — Retention — Marketing ethics.

UNIT –II

Consumer research — Paradigms — The process of consumer research - consumer motivation — dynamics — types — measurement of motives — consumer perception

UNIT – III

Consumer Learning — Behavioural learning theories — Measures of consumer learning — Consumer attitude — formation — Strategies for attitude change

UNIT – IV

Social class Consumer Behaviour — Life style Profiles of consumer classes — Cross Cultural Customers Behaviour Strategies.

UNIT-V

Consumer Decision Making — Opinion Leadership — Dynamics — Types of consumer decision making — A Model of Consumer Decision Making

TEXT BOOKS

Recent editions of the following books only are recommended

1. Leon G. Schiffman, Joseph Wisenblit, Consumer Behaviour, Pearson publication, 11th Edition, 2015.

REFERENCE BOOKS

1. Sathis K Batra, Shhkazmi, Consumer Behaviour, Excel publication, 2nd Edition, 2008.
2. Suja R.Nair, Consumer Behaviour, Himalaya publication, 1st Edition, 2016.

3. Majumdar, Ramanuj, Consumer Behaviour, Prentice Hall India Learning Pvt Ltd, 7th Edition, 2009.
4. Rajneesh Krishna, Consumer Behaviour, Oxford University Press, 1st Edition, 2014.

HUMAN RESOURCE MANAGEMENT

Subject Code : 2022ECC042

No. of Credits: 2

Objectives:

- ✓ To understand the nature of human resources and its significance to the organization
- ✓ To familiarise students with the various techniques in HRM that contribute to the overall effectiveness of an organization.
- ✓ To bring the attention of the students on the latest trends in managing human resources in an organization.

UNIT I

Human Resource Management: Definition – Objectives – Functions - Evolution And Growth Of HRM – Qualities Of A Good HR Manager – Changing Roles of a HR Manager – Problems And Challenges of a HR Manager.

UNIT II

Planning The Human Resources : definitions Of Human Resource Planning – Objectives – Steps In Human Resources Planning – Dealing With Surplus And Deficient Man Power - Job Analysis – Job Description – Job Specification.

UNIT III

Recruitment & Selection : Recruitment And Selection – Objectives of Recruitment – sources – Internal And External Recruitment – Application Blank – Testing – Interviews.

UNIT IV

Training & Development : Training and development – Principles of Training – Assessment Of Training Needs – on the Job Training methods - off the Job Training Methods – Evaluation of Effectiveness of Training Programmes.

UNIT V

Performance Appraisal : Performance Appraisal – process – Methods of Performance Appraisal – Appraisal Counseling – Motivation process – Theories of motivation – Managing Grievances and Discipline.

TEXT BOOKS:

Recent editions of the following books only are recommended

1. Tripathi: "Personnel Management", Sultan Chand & Sons, New Delhi, 2000.
2. L M Prasad: "Human Resource Management", Sultan Chand & Sons, New Delhi, 2005.

REFERENCES BOOKS:

1. Aswathappa: "Human Resource Management", Tata Mc Graw Hill Publishing Company, New Delhi, 1999.
2. Davis and Werther: "Human Resource Management", Tata Mc Graw Hill Publishing Company, New Delhi, 2000

PRINCIPLES AND PRACTICE OF MARKETING SERVICES

Subject Code: 2022ECC043

No. of Credits: 2

Objectives:

- To enable the students to gain knowledge on marketing of various services.
- To enlighten the students' knowledge on marketing services.
- To make the students understand about practice of marketing services.

UNIT I

Meaning of Services Marketing – Definitions – Its importance – characteristics of services – Growth of Services Marketing – Types of services – Comparative analysis between services and products.

UNIT II

Concept of services marketing – Societal concept – Buyer behaviour concept – Factors influencing buyer behaviour – Decision making process of buyer.

UNIT III

Services Marketing Mix – Product Strategy – Product Life Cycle concept – Strategic during the P.L.C. – Product Planning Strategy – Development of new products – its simplification – Diversification and elimination.

UNIT IV

Services Marketing – I : Bank Marketing – Insurance Marketing – Transport Marketing.

UNIT V

Services Marketing – II: Tourism and Hotel Marketing - Education Marketing – Communication Services Marketing.

REFERENCE BOOKS:

1. S.M.Jha, "Services Marketing", Himalaya Publication House, Mumbai, Sixth Edition, 2003.

2. Christopher love lock: “Services Marketing”, Person Education Chennai, Sixth Edition, 2010.
3. Philip Kotler: “Marketing Management”, Person Education Chennai, Sixth Edition, 2013
4. S.Sherlekar: “Marketing Management”, Himalaya Publication House, Mumbai, Sixth Edition, 1997.

CONSUMER MARKETING

Subject code: 2022ECC044

No. of Credits: 2

Objectives:

- To make the students to understand the concepts of consumer marketing and the motivation theories.
- To understand the customer value chain and their demography.
- To understand market segmentation and their uses.

UNIT I

Introduction- Definition of Consumer Marketing- Need and importance- Scope- Consumer Needs- Theories of Motivation and their application- Process Theories— Content theories- Personality and Self Concept- Theries of Personality – Trait Theory

UNIT II

Building Customer Value and Satisfaction- Delivering Customer Value- Value Chain – Value Delivery Network- Attracting and Retaining Customer Retention- Relationship Marketing- Customer Demand- Demography- Market Segmentation- Benefits- Criteria for Market Segmentation.

UNIT III

Learning Theories and their application- Brand Loyalty- Brand Extention- Conditioning Theories- Cognitive Learning Theory- Attitude and Attitribute theory- Cognitive Dissonance- Self Concept- Development of Self- Fashion – Cosmetics- and Conspicuous Consumption

UNIT IV

Perception- Thershold of perception- Sublinieal of Perception- Perception- Perceptual Process- Dynamics- Positioning Methods- and Measurement- Perceptual Mapping- Multidimensional Scaling- Consumer Imaginaries

UNIT V

Advertising- Role in Marketing Process- Legal and Ethical Process- Social Aspects- Function and Types of Advertising- Integrated Marketing Communication- Brand Management- Brand Equity- Image in Brand Equity Buiding- Ethics in Advertisement

TEXT BOOKS:

Recent editions of the following books only are recommended

1. Schiffman L.G and Kanuk L: "Relationship Marketing", Tata MC Graw Hill, Twelfth Edition 2009.
2. R.S.N Pillai and Bhavathi : "Modern Marketing Principles and Practices", S.Chand & Co., Ltd., New Delhi, Seventh Edition, 2011.
3. Paul green Berg: "Customer Relationship Management", Tata MC Graw Hill, Seventh Edition, 2009.

REFERENCE BOOKS:

1. Philip Kotler and Gray Armstrong: "Principles of Marketing", Pearson Education Pvt Ltd., Seventh Edition, Reprinted 2011.
2. Dr.Rajan Nair: "Marketing Management", Sulthan Chand & Sons, Eleventh Edition, NewDelhi

MARKETING OF HEALTH SERVICES

Subject Code: 2022ECC045

No. of Credits: 2

Objectives:

- ✓ To enable the students understand about health services.
- ✓ To make the students aware of different marketing mix in health industry.
- ✓ To confer knowledge about online health services .

UNIT – I

Marketing plans for services: process, strategy formulation, resource allocation and monitoring services communications- customer focused services- service quality- SERV QUAL model

UNIT – II

Hospital services- Selecting Health Care Professionals- Emerging trends in Medicare- Marketing Medicare – Thrust areas for Medicare services.

UNIT – III

Marketing Mix for Hospitals- Product Mix- Promotion Mix- Price Mix- Place Mix- Strategic Marketing for Hospitals.

UNIT – IV

Online Health Services- Organization of Online Health Care Business- On-line Marketing and On-line financial & clinical transaction.

UNIT – V

Legal system: Consumer Rights & Protection, medicine safety rules- Food & Nutrition Security in India - Health Promotion Agencies

Note: Question paper shall cover 100% Theory

REFERENCE BOOKS:

1. Richard K. Thomas, Health Services Marketing, A Practitioner's Guide, Edition-2, 2008.
2. Zeithaml, Services Marketing, Mcgraw Hill Education, Edition-6, 2013.

3. Lovelock, Services Marketing, Pearson India, Edition-7, 2011.
4. Er.I.C. N.Berkowitz, Essentials of Health care Marketing , Jones & Bartlett Learning, Edition-3, 2010.

INTERNATIONAL BANKING

Subject Code: 2022ECC046

No. of Credits: 2

Objectives:

The course aims to provide the students with

- ✓ a sound grasp of the practices of modern international banking
- ✓ the central themes and issues will be examined in an international and comparative context.

UNIT-I

Global trends and development in international banking – Outline of international banking and finance. Wholesale banking – Retail banking – Private banking – Interbank business – Regulatory framework – BASEL-II.

UNIT-II

International financial centers – Offshore banking units – Special Economic Zones – Foreign exchange management control – International loan agreements – International debt management.

UNIT-III

Asset liability management – Profitability of international banking operations – Investment banking – Correspondent banking – Bank Regulation: Regulation and prudential supervision of banks in the UK and EU. International regulatory and supervisory convergence. Regulating the multifunctional bank.

UNIT-IV

International financial institutions – IMF, IBRD, BIS, IFC, ADB, WTO – international competitiveness – implications and effectiveness and country risk.

UNIT-V

Treasury and risk management – bank risk management – letters of credit mechanism – buyers and sellers credit – bilateral and counter trade.

TEXT BOOKS:

Recent editions of the following books only are recommended

1. Indian Institute of Banking and Finance, International Banking, Macmillan, Edition-2011.

REFERENCE BOOKS:

1. Ruonaryan Bose, Fundamentals of International Banking, Laxmi Publications, Edition-2014.
2. Indaian Institute of Banking and Finance, International Banking Operations, Macmillan, Edition-2017.
3. Yoon S. Park, International Banking and Financial Centers, Springer Publications, Edition-2011.
4. Emmanuel N Roussakis, International Banking, Greenwood Press, Edition-1983.

E-COMMERCE

Subject Code: 2022ECC047

No. of Credits: 2

Objectives:

- To provide knowledge about Electronic Commerce.
- To enable the students understand the technology of e-Commerce for Business Application.
- To make the student aware of the Techniques in the Application of e-Commerce.

UNIT I

E-commerce – framework – classification of electronic commerce – Anatomy of E-Commerce Applications – components of the I way – network access equipment – internet terminology.

UNIT II

Electronic Data Interchange – Benefits – EDI Legal, Security & privacy issues – DEI software implementation – value added networks – internal information systems – work flow atomization and coordination – customization and internal commerce.

UNIT III

Network security and firewalls – client server network security – emerging client server security threats – firewalls and network security – data and message security – encrypted documents and electronic mail – hypertext publishing – technology behind the web – security and the web.

UNIT IV

Consumer oriented electronic commerce: consumer oriented applications – mercantile process models – mercantile models from the consumer's perspective – mercantile models from the merchant's perspective.

UNIT V

Electronic payment systems – types – digital token based electronic payment system – smart cards & credit card electronic payment systems – risk designing electronic payment.

TEXT BOOKS:

Recent editions of the following books only are recommended

1. Ravi Kalakota and Andrew B. Whinston: "Frontiers of Electronic Commerce", Pearson Education, First Edition, 2006.
2. Elias M Awand: "Electronic Commerce", Phi Learning Pvt Ltd, Third Edition, 2007.

REFERENCE BOOKS:

1. Daniel Minoli and Emma Minoli: "Web Commerce Technology Handbook", Tata McGraw Hill Publishing, New Delhi, First Edition, 2006.
2. Efrain Turban and David King: "Electronic Commerce", Pearson Education, First Edition 2009.
3. Pete Loshin: "Electronic Commerce", Firewall Media, Fourth Edition, 2005.

INTERNATIONAL ACCOUNTING

Subject Code: 2022ECC048

No. of Credits: 2

Objective: To make the students understand

- the concept and nuances of international accounting standards and practices for international business firms
- the importance of financial reporting in international environment.

UNIT-I

Objective of International Financial Reporting – Concept International Accounting Practices, introduction to inter corporate investments – inter company transaction – Global Joint Venture Accounting, Foreign Currency Translation accounting

UNIT-II

Financial instruments – Presentation and disclosure – Convertible securities – recognition and measurement of financial instruments – comprehensive income – settlement Date Vs Trade Date Accounting.

UNIT-III

Inter corporate investment – Temporary and Portfolio investments – Business combination and reporting methods – consolidation procedures – Financial statements disclosure.

UNIT-IV

Global mergers & acquisitions accounting – consolidating wholly, non wholly owned subsidiary under equity and cost recording – Inter company revenue, expenses & inter company profit & expenses.

UNIT-V

Financial reporting in an international environment – Integrated Vs Self Sustaining foreign subsidiary – GAAP for public sector organizations.

TEXT BOOKS:

Recent editions of the following books only are recommended

1. A. K. Das Mohapatra, International Accounting, Prentice Hall India Learning Private Limited, Edition 2, 2012.

REFERENCE BOOKS:

1. Med ,Accounting and Finance for Bankers,Macmillan Education Edition 3, 2012.
2. Timothy Douppnik,International Accounting,McGraw-Hill Higher Education; Edition 3, 2011
3. Frederick D.S. Choi,International Accounting,Pearson Education; Edition 5, 2007
4. Shirin Rathore ,International Accounting,PHI, Edition 2,2011.

CORPORATE SOCIAL RESPONSIBILITY AND GOVERNANCE

Subject Code: 2022ECC049

No. of Credits: 2

Objectives:

- To make the students to understand the concepts of corporate governance
- To gain knowledge on legislative framework of corporate governance and Corporate Social Responsibility and good corporate citizenship.
- To understand the Business Ethics and Genesis.

UNIT-I:

Evolution -Concept-Principles and development-Management structure for corporate governance-Board structure-Stake holder's relationship committee-Appraisal of Board performance-Transparency and disclosure.

UNIT-II:

Legislative framework of corporate governance:UK,USA,India-Corporate communication-Art and Craft of investors relation-Shareholders activism-Investor protection-changing role of Institutional Investors

UNIT-III:

Corporate social responsibility and good corporate citizenship: Various governance forums-Common Wealth Association for Corporate Governance-Organization for Economic Cooperation Development (OECD)-International Corporate Governance Network (ICGN)-National Foundation for Corporate Governance(NFCG)

UNIT-IV:

Business Ethics-Business dilemma versus decision-Dilemma resolution process-Business ethics as a strategic management tool-stakeholders protection-corporate leadership

UNIT-V:

Genesis-Meaning-Nature-Objectives-Scope of Corporate Sustainability. Legal framework -conventions and treaties on environmental- Health and safety-Social security issues.

TEXT BOOKS:

1. Corporate Governance in India : An Evaluation by Das,Subash Chandra.
2. Baxi CV-Corporate Social Responsibility And Governance – Excel books 2006.

ENTERPRISE RESOURCE PLANNING

Subject Code: 2022ECC050

No.of Credits: 2

Objectives:

- To enable the students understand about the different organizational processes and work flows in ERP.
- To bestow knowledge on ERP services and Business Process Re-engineering .
- To give knowledge on ERP project and its implementation.

UNIT 1

ERP: Introduction : Define – Functional Module in ERP System – Evolution of ERP Systems - Characteristics of ERP – Process Integration With ERP Systems. Benefits of ERP Applications – Technology Behind ERP Systems.

ERP Market and Vendors: ERP Market – ERP Vendors – Service Oriented Architecture - ERP Package features.

UNIT II

Extended ERP Services: Defining Extended ERP – SCM and ERP – ERP and BI – ERP and E-Commerce. **Business Process Re-engineering And ERP:** Defining Business Process Reengineering-Enterprise redesign principles – Business process reengineering - BPR and Change Management – Different Approaches BPR Implementation – Methodology for BPR Implementation – Role of IT in BPR – BPR and ERP Systems – BPR success / failure factors.

UNIT III

Planning for ERP – Planning for ERP Implementation – Understanding Organizational Requirements. - Understanding Economic and Strategies Justification – Analysing Project Scope – Determine Resources – Creating Budget for ERP Implementation – Selecting the Right ERP Package- Preparing Organizations for ERP Implementation. Implementation of ERP: Designing for ERP systems – ERP implementation approaches – ERP implementation Life cycle.

UNIT IV

Managing ERP Projects: Risk Failure factors in ERP Implementation – Examples of ERP Failure- Mitigating implementation risks – Management and complexity of Large scale ERP Projects- Training users to use ERP Systems. - Evaluating ERP Projects.

UNIT V

ERP Going live and post implementation: Preparing to go live – Strategies for migration – to new ERP systems – Go live performance surprises – Managing ERP after go live – Maintenance of ERP Systems.

