

# **LECTURE PLAN**

**B.Com(H)**

**SEMESTER II**

**FOR PRIVATE CIRCULATION**

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# **LECTURE PLAN**

## **BUSINESS MATHEMATICS**

### **B.COM - 102**

**COURSE OUTLINE**  
**BUSINESS MATHEMATICS - B.COM 102**  
**B.COM(H) - II**

**OBJECTIVES:**

This course aims at equipping student with a broad based knowledge of mathematics with emphasis on business applications.

**COURSE OUTCOMES:**

After completion of this course students will be able to

- Apply the knowledge of mathematics (algebra, matrices, calculus, optimization) in solving business problems.
- Describe and demonstrate the use of mathematical techniques with emphasis on business applications. Recognize the importance and value of mathematical thinking, training, and approach to problem solving, on a diverse variety of disciplines.
- Recognize the importance and value of mathematical thinking, training, and approach to problem solving, on a diverse variety of disciplines.
- Recognize and appreciate the connections between theory and applications and understand the important role math plays in all facets of the business world.
- Demonstrate mathematical skills required in mathematically intensive areas in commerce such as Finance and Economics.

**INTERNAL ASSESSMENT AND ASSIGNMENT**

**25 marks**

1. Class Test-I - (Written Test)

10 marks

2. Class Assessment + Attendance

15 marks

**COURSE CONTENTS:**

**Unit I**

**Principle of Counting:**

- Concept of factorial
- Principle of Counting
- Permutation and Combination
- Permutation with restriction
- Circular Permutation
- Combination with Restriction

**Mathematics Induction:**

- Principle
- Sequences & Series -A.P. & G.P.

(14 Hours)

## **Unit II**

### **Matrix Algebra:**

- Definition and types
- Algebra of Matrices
- Determinants
- Adjoint of Matrix
- Inverse of Matrix using Adjoint
- Elementary transformations
- Solution of system of Linear Equations (not more than 3 variables) using:
  - Matrix Method
  - Cramer's Rule
  - Gauss Jordan Method
- Homogenous System of Linear equations
- Condition for consistency of homogenous equations
- Application to Business Problems (14 Hours)

## **Unit III**

### **Differential Calculus:**

- Concept of function
- Limit and Continuity
- Derivatives
- Rules for differentiation
- Logarithms and successive differentiation
- Partial Derivatives (upto second order)
- Homogeneous Function
- Euler's Theorem
- Maxima Minima
- Lagrangian multipliers
- Application of differentiation in Business (14 Hours)

## **Unit IV**

### **Integral Calculus**

- Integration as anti-derivative process
- Standard forms
- Methods of Integration-by substitution, by parts, partial fractions
- Definite Integrals
- Business Application
- Application to marginal analysis
- Consumer's or Producer's surplus
- Learning Curve
- Rate of Sales (14 Hours)

## STUDY MATERIAL FOR THE SUBJECT

Following will be the study material for topics of Business Mathematics and students are advised to go through the material for thorough understanding of the subject:

- **MAIN TEXT BOOK:**

- 1 **Author's Name(s):** J.K. Thukral  
**Title:** Business Mathematics  
**Edition:** III **Year:** 2018  
**Publisher:** Maximax Publishing House (ibid 1)

- **REFERENCE BOOKS:**

- 1 **Author's Name(s):** Trivedi  
**Title:** Business Mathematics  
**Edition:** I **Year:** 2012  
**Publisher:** Pearson Education (ibid 2)

- 2 **Author's Name(s):** Bhardwaj  
**Title:** Mathematics and Statistics for Business  
**Edition:** I **Year:** 2013  
**Publisher:** Excel Books (ibid 3)

- 3 **Author's Name(s):** Khan, Shadab  
**Title:** A Textbook of Business Mathematics  
**Edition:** I **Year:** 2015  
**Publisher:** Anmol Publications (ibid 4)

- **E-BOOKS:**

- **Author's Name(s):** Edward I. Edgerton, Wallace E. Bartholomew  
**Title:** Business Mathematics: A TEXTBOOK  
<https://www.topfreebooks.org/business-mathematics-a-textbook/>

- **JOURNALS:**

- 1 Journal of Mathematics Research
- 2 SIAM Journal on Applied Mathematics
- 3 International Journal of Mathematics Trend and Technology
- 4 Indian Journal of Pure and Applied Mathematics
- 5 International Journal of Mathematical Education
- 6 International Journal of Mathematics Research

## **UNIT I**

### **LECTURES 1-4**

#### **PRINCIPLE OF COUNTING**

##### **OBJECTIVE:**

The objective of these lectures is to make students understand and apply the fundamental principle of Counting and understand the concepts of Permutation and Combination.

##### **CONTENTS:**

- Introduction
- Concept of Factorial
- Fundamental Rules of Counting
- Theorems on Permutations and Combination

##### **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** Q9, 10, 14, 19, 23, 27, 30, 31, 32

**LONG ANSWER TYPE QUESTIONS :** Q1,2,3,4

##### **SUGGESTED READINGS:**

##### **TEXT BOOK:**

1 ibid 1, Page No. 1.1-1.46

##### **REFERENCE BOOK:**

1 ibid 2, Page No. 607-617

##### **ARTICLE:**

1. Mark Prendergast, Cormac Breen, Aibhin Bray, Fiona Faulkner, Brian Carroll, Dominic Quinn & Michael Carr (2018) Investigating secondary students beliefs about mathematical problem-solving, International Journal of Mathematical Education in Science and Technology, 49:8, 1203-1218, DOI: 10.1080/0020739X.2018.1440325

## **LECTURES 5-9**

### **ARITHMETIC PROGRESSION**

#### **OBJECTIVE:**

To objective is to understand the concepts of sequence and series, identify arithmetic progressions, compute any term or the sum of any number of terms of an Arithmetic progression.

#### **CONTENTS:**

- Arithmetic Progression
- Nth term of AP
- Sum of a series in AP
- Properties of an AP
- Insertion of Arithmetic Means

#### **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** Q 1, 2, 3, 4

**LONG ANSWER TYPE QUESTIONS:** Q12, 13, 14, 15, 16, 17, 18, 19, 20, 24, 25, 27

#### **SUGGESTED READINGS:**

#### **TEXT BOOK:**

1 ibid 1, Page No. 2.1-2.35

#### **REFERENCE BOOK:**

1 ibid 2, Page No. 658-659

#### **ARTICLE:**

1 Discovering the sum of an arithmetic sequence  
(<https://www.projectmaths.ie/documents/MathsCounts2016/SumOfAnArithmeticSequence.pdf>)



## **LECTURES 10-14**

### **GEOMETRIC PROGRESSION**

#### **OBJECTIVE:**

To objective is to understand the concepts of sequence and series, identify geometric progressions, compute any term or the sum of any number of terms of a Geometric progression.

#### **CONTENTS:**

- Geometric Progression
- Nth term of GP
- Mathematical Induction
- Sum of a series in GP
- Properties of an GP
- Insertion of Geometric Means

#### **ASSIGNMENTS FROM QUESTION BANK:**

**LONG ANSWER TYPE QUESTIONS:** Q 21, 22, 23, 26, 28, 34,35

#### **SUGGESTED READINGS:**

#### **TEXT BOOK:**

1 ibid 1, Page No. 2.35-2.56

#### **REFERENCE BOOK:**

1 ibid 2, Page No. 660-712

#### **ARTICLE:**

1 Geometrical Series with Multiple Reasons (IOSR Journal of Mathematics (IOSR-JM) e-ISSN: 2278-5728, p-ISSN: 2319-765X. Volume 14, Issue 4 Ver. II (Jul - Aug 2018), PP 27-31)

## **UNIT II**

### **LECTURES 15-18**

#### **MATRIX**

#### **OBJECTIVE:**

To objective of these lectures is to identify different types of Matrix, Algebra of matrices, determinants and adjoint of a matrix

## **CONTENTS:**

- Introduction
- Types of matrices
- Algebra of matrices
- Determinants
- The adjoint of a matrix

## **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** Q 5, 6, 10, 11, 12, 14, 15, 16, 17, 1, 2,30

**LONG ANSWER TYPE QUESTIONS:** Q 7, 10, 14, 15, 30, 31

## **SUGGESTED READINGS:**

### **TEXT BOOK:**

1 ibid 1, Page No. 4.1-4.35

### **REFERENCE BOOK:**

1 ibid 2, Page nos. 549-564

### **ARTICLE:**

1. Manoj Kumar, Arjit Tomar<sup>2</sup>, “A Study on the Linear Algebra & Matrix in Mathematics”, International Journal of Modern Electronics and Communication Engineering, Volume No.-4, Issue No.-3, May, 2016.

## **LECTURES 19-21**

### **MATRIX**

#### **OBJECTIVE**

To objective of these lectures is to find inverse of a system of linear equations, inverse of a matrix, perform elementary transformations and solve system of linear equations using matrix method

### **MATRICES**

#### **CONTENTS:**

- System of Linear equations
- Inverse of a matrix using adjoint
- Elementary transformations
- Solution of Linear equations using Matrix Method

**ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** Q 7, 8, 9, 13, 18, 19, 20, 22, 23, 24, 34, 35

**LONG ANSWER TYPE QUESTIONS:** Q 14, 12, 13, 15, 33,34

**SUGGESTED READINGS:**

**TEXT BOOK:**

1 ibid 1, Page No. 4.36-4.45, 4.40-4.42, 4.58-4.60

**REFERENCE BOOK:**

1 ibid 2, Page No. 566-571, 576-599

**LECTURES 22-25**

**MATRIX**

**OBJECTIVE:**

The objective is to solve system of linear equations using different methods:

**CONTENTS:**

- System of linear equations using Cramer's rule
- Gauss Jordan Method

**ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** Q 1, 2, 10, 11, 12, 14, 20, 21, 22, 25, 26, 27, 28

**LONG ANSWER TYPE QUESTIONS:** Q 1, 4, 6, 15, 21, 27, 28

**SUGGESTED READINGS:**

**TEXT BOOK:**

1 ibid 1, Page No. 4.62-4.73

**ARTICLE:**

1 Revised cramer's rule for solving linear systems ([http://www.isca.in/MATH\\_SCI/Archive/v6/i7/ISCA-RJMSS-2018-004.pdf](http://www.isca.in/MATH_SCI/Archive/v6/i7/ISCA-RJMSS-2018-004.pdf))

## **LECTURES 26-28**

### **MATRIX**

#### **OBJECTIVE:**

The objective is to study about homogeneous system of linear equations, conditions for consistency of homogeneous system and applications to business problems

#### **CONTENTS:**

- Homogeneous System of Linear equations
- Condition for consistency of homogeneous system
- Application to business problem

#### **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** Q 28, 29, 30, 34

**LONG ANSWER TYPE QUESTIONS:** Q26, 27, 28 , 35

#### **SUGGESTED READINGS:**

#### **TEXT BOOK:**

- 1 ibid 1, Page No. 4.73-4.80, 5.1- 5.32

#### **ARTICLE:**

- 1 Dr. M. Aparna, “Applications of matrix mathematics”, International education and research journal, Vol 2, No 12 (2016).

## **UNIT III**

### **LECTURES 29-35**

### **DIFFERENTIATION**

#### **OBJECTIVE:**

Derivative is a generalized expression for measuring the rate of change or slope of a function.

#### **CONTENTS:**

- Functions and Continuity
- Standard rules of Differentiation

- Some Important rules
- Differentiation of Implicit Function
- Derivatives of Trigonometric Functions
- Derivatives of Logarithmic and Exponential Functions

**ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** Q 1, 3, 5, 8, 9, 16, 17, 26, 27, 28, 29, 30

**LONG ANSWER TYPE QUESTIONS:** Q 3, 4, 6, 7, 8, 10, 11, 12, 13, 15, 16, 17, 19, 20, 21, 23, 24, 25

**SUGGESTED READINGS:**

**TEXT BOOK:**

1 ibid 1, Page No. 6.1-6.44, 7.1-7.27, 8.1-8.70

**REFERENCE BOOK:**

1 ibid 2, Page No. 211-231, 233-249

**ARTICLE:**

1 Evaluation of Fractional Integrals and Derivatives of Elementary Functions: Overview and Tutorial (Roberto Garrappa 1,2,\* , Eva Kaslik 3 and Marina Popolizio) Published: 7 May 2019

**LECTURES 36-42**

**DIFFERENTIATION**

**CONTENTS:**

- Partial Differentiation
- Homogeneous Functions
- Euler's Theorem
- Maxima Minima
- Application of Derivatives in Business

**ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** Q 12, 17, 18, 20, 21, 22, 31, 32

**LONG ANSWER TYPE QUESTIONS:** Q 8, 10, 22, 23, 24, 25, 26, 27, 28, 31, 32

**SUGGESTED READINGS:**

**TEXT BOOK:**

1 ibid 1, Page No. 9.1-9.25,10.1-10.42

**ARTICLE:**

1 Larson, Caleb (2017) "An Appreciation of Euler's Formula," Rose-Hulman Undergraduate Mathematics Journal: Vol. 18 : Iss. 1 , Article 17.

**UNIT IV**

**LECTURES 43-47**

**INTEGRAL CALCULUS**

**OBJECTIVE:**

Integral calculus deals with integration, a process which is inverse of Differentiation.

**CONTENTS:**

- Concept of Integration
- Standard Formulae
- Rules of Integration
- Integration by parts

**ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** Q 1, 2, 3, 4, 5, 6, 7, 8, 9,10, 11, 12, 26, 27, 33, 34

**LONG ANSWER TYPE QUESTIONS:** Q 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 25, 26, 32, 35

**SUGGESTED READINGS:**

**TEXT BOOK:**

1 ibid 1, Page No. 11.1-11.46

**REFERENCE BOOK:**

1 ibid 2, Page No.255-278

## ARTICLES:

- 1 F. M. S. Lima (2018) A shortcut for solving the ubiquitous integral  $\int x^n e^{ax} dx$  using only derivatives, International Journal of Mathematical Education in Science and Technology, DOI: [10.1080/0020739X.2018.1543814](https://doi.org/10.1080/0020739X.2018.1543814)
- 2 J. Vandebussche, L. Ritter & C. Scherrer (2018) An incentivized early remediation program in Calculus I, International Journal of Mathematical Education in Science and Technology, 49:8, 1235-1249, DOI: 10.1080/0020739X.2018.1458340

## LECTURES 48-52

### INTEGRAL CALCULUS

#### CONTENTS:

- Application to marginal analysis
- Consumer and Producers Surplus

#### ASSIGNMENTS FROM QUESTION BANK:

**SHORT ANSWER TYPE QUESTIONS:** Q 13, 14, 15, 28, 29, 30, 31

**LONG ANSWER TYPE QUESTIONS:** Q 11, 12, 13, 14, 27, 28, 30, 34

#### SUGGESTED READINGS:

#### TEXT BOOK:

1 ibid 1, Page No. 12.1-12.34

#### REFERENCE BOOK:

1 ibid 2, Page No. 346-347

#### ARTICLE:

1. Mohd Fadzil Shuhaimi bin Ramli , “The Application of Producer and Consumer Surplus Concept and Accounting Method in Estimating Losses Caused by Marine Pollution” OIDA International Journal of Sustainable Development, January 2016.

## LECTURES 52-56

### INTEGRAL CALCULUS

#### CONTENTS:

- The Learning Curve
- Rate of Sales

**ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** Q 13, 14, 15, 28, 29, 32

**LONG ANSWER TYPE QUESTIONS:** Q 11, 12, 13, 14, 27, 28, 30

**SUGGESTED READING:**

**TEXT BOOK:**

1 ibid 1, Page No. 12.35-12.42



**LECTURE PLAN**

**BUSINESS LAWS**

**B.COM 104**

**COURSE OUTLINE  
BUSINESS LAWS - BCOM 104  
BCOM II**

**L-4 Credits -4**

**OBJECTIVE:**

The objective of the course is to impart basic knowledge of the important business laws along with relevant case law.

**COURSE OUTCOMES:**

After completion of this course students will be able to

- Develop knowledge and skills in the understanding of the general legal framework, and of specific legal areas relating to business.
- Describe and explain how companies are managed, administered and regulated and identify the essential elements of the legal system including the main sources of law.
- Recognize the legal implications relating to companies in difficulty or in crisis.
- Interpret the contract formation and their importance while making agreement.
- Recognize the rights of buyer and seller, conditions & warranties, passing of property rules and interpret and illustrate the contract during the formation of partnership.

**INTERNAL ASSESSMENT AND ASSIGNMENT**

**25 marks**

1. Written Test	10 marks
2. Class Assignments	5 marks
3. Class Participation	5 marks
4. Attendance	5 marks

**COURSE CONTENTS:**

**UNIT-I**

**(20 Hours)**

**The Indian Contract Act, 1872: General Principle of Law of Contract**

- Contract
  - Meaning & Characteristics of Contract
  - Kinds of Contract
- Essentials of valid contract
  - Offer and acceptance
  - Consideration

- Contractual Capacity
- Free consent
- Legality of objects
- Contract of Indemnity and Guarantee
- Contract of Bailment & Pledge

## **UNIT II**

**(10 Hours)**

### **The Sales of Goods Act, 1930**

- Contract of Sale
  - Meaning and Essential Elements of Contract of Sale
  - Difference between sale and agreement to sell
- Conditions and Warranties
- Transfer of Ownership in goods including sale by non-owners
- Performance of a Contract of Sale
- Unpaid seller
  - Meaning and rights of an unpaid seller against the goods and the buyer

## **UNIT III**

**(20 Hours)**

### **The Companies Act 2013 with up-to-date Amendments (Basic Elementary Knowledge)**

- Meaning and Characteristics of Company
- Types of Companies
- Memorandum and Articles of Association
- Prospectus
- Shares
  - Kinds, Allotment & Transfer
- Debentures
- Meetings
  - Essential conditions for a valid Meeting
  - Kinds of Meetings and Resolutions
- Directors and Remuneration
- Managing Directors
  - Appointment
  - Qualifications
  - Powers and Limits on their Remuneration
  - Prevention of Oppression and Mismanagement

## **UNIT IV**

**(10 Hours)**

### **The Negotiable Instruments Act 1881**

- Negotiable Instruments Act 1881
  - Meaning and Characteristics of Negotiable Instruments
  - Promissory Note
  - Bills of Exchange
  - Cheque
  - Crossing of Cheque
  - Bouncing of Cheques
- Holder and Holder in due Course, Privileges of Holder in Due Course
- Negotiations: Types of Endorsements

## STUDY MATERIAL FOR THE SUBJECT

### MAIN TEXT BOOK

1. **Author's Name(s):** S.N Maheshwari, S.K. Maheshwari  
**Title:** A Manual of Business Laws  
**Edition:** VII **Year:** 2018  
**Publisher:** Himalaya Publishing House

### REFERENCE BOOKS

1. **Author's Name(s):** M C Kuchhal, Vivek Kuchhal  
**Title:** Business Law  
**Edition:** VII **Year:** 2018  
**Publisher:** Vikas Publishing House Pvt Ltd (ibid 2)
2. **Author's Name(s):** S.N Maheshwari, S.K. Maheshwari  
**Title:** Company Law  
**Edition:** VIII **Year:** 2016  
**Publisher:** Himalaya Publishing House (ibid 3)

### E-BOOKS:

- [http://164.100.133.129:81/econtent/Uploads/Business\\_Law.pdf](http://164.100.133.129:81/econtent/Uploads/Business_Law.pdf)
- <https://epdf.pub/queue/business-law.html>

### ACTS

1. Companies (Amendment) Act, 2013.
2. The Indian Contract Act, 1872
3. The Negotiable Instrument Act, 1881
4. Sales of Goods Act, 1930

### JOURNALS

1. Chartered Secretary
2. The Chartered Accountant
3. Indian Journal of Research
4. Journal of Economics and Finance (IOSR-JEF)
5. Journal for Corporate Professionals - Chartered Secretary
6. International Journal of Advance Research in Computer Science and Management

## **LECTURES: 1-3**

### **INDIAN CONTRACT ACT, 1872**

#### **OBJECTIVE:**

These lectures will enable students to understand the concept of law; will throw light on the formation of Indian Contract Act and essentials of a valid contract.

#### **CONTENTS:**

- Meaning of Law
- Law of Contract- The Indian Contract Act, 1872
  - Scope and Application
  - Meaning of Contract
  - Kinds of Contract
    - Enforceability
      - Valid
      - Void
      - Illegal
      - Unenforceable
    - Mode of Creation
      - Express
      - Implied
    - Extent of Execution
      - Executed
      - Executory
- Essential Elements of a Contract

#### **ASSIGNMENTS FROM QUESTION BANK**

**SHORT ANSWER TYPE QUESTIONS:** Q 1-4,30,31

**LONG ANSWER TYPE QUESTIONS:** Q 1, 2, 3,31

#### **OTHER ASSIGNMENTS:**

1 ibid 1: Page No. 1.27; Q 1,5,7 (Essay Type Questions)

2 ibid 1: Page No. 1.91; Q4 (Essay Type Question)

#### **SUGGESTED READINGS:**

##### **TEXT BOOK:**

1 ibid 1, Page 1.5-1.8

**REFERENCE BOOK:**

1 ibid 2, Page No. 5-17

**ARTICLE:**

1. <http://www.legalservicesindia.com/article/article/emails-and-contracts-communication-and-validity-2326-1.html> (May 28, 2017)

**LECTURES 5-6****OBJECTIVE:**

The objective of these lectures is to understand the essential element of valid contract i.e. Offer and Acceptance.

**CONTENTS:**

- Offers and Acceptance
  - Offer
    - Proposal or Offer
    - Types of Offer
  - Acceptance
    - Essentials of Valid Acceptance
    - Communication of Offer and Acceptance

**ASSIGNMENTS FROM QUESTION BANK**

**SHORT ANSWER TYPE QUESTION:** Q 11

**LONG ANSWER TYPE QUESTIONS:** Q 4, 5, 6,32

**SUGGESTED READINGS:****TEXT BOOK:**

1 ibid 1, Page No 1.15-1.30

**REFERENCE BOOK:**

1 ibid 2, Page No. 18-33

## **LECTURES 7-8**

### **OBJECTIVE:**

The objective of these lectures is to understand the concept, essential elements, importance of adequacy of consideration and to identify the persons who are not competent to enter into contracts.

### **CONTENTS:**

- Consideration
  - Meaning of Consideration
  - Essential Elements of Consideration
  - Adequacy of Consideration
  - Exception: No Consideration, No Contract
  
- Contractual Capacity
  - Minor
  - Person of Unsound mind
  - Person disqualified by Other Laws

## **ASSIGNMENTS FROM QUESTION BANK**

**SHORT ANSWER TYPE QUESTIONS:** Q 12, 13, 20,32,35

**LONG ANSWER TYPE QUESTIONS:** Q 13, 14, 15

### **SUGGESTED READINGS:**

#### **TEXT BOOK:**

1 ibid 1, Page No. 1.31-1.39, 1.57-1.65

#### **REFERENCE BOOK:**

1 ibid 2, Page No. 34-55

## **LECTURES 9-11**

### **OBJECTIVE:**

The objective of these lectures is to understand essential elements of a valid contract i.e. free consent and Legality of object under the law of contract

### **CONTENTS:**

- Consent
  - Free Consent



- Coercion
  - Undue Influence
  - Fraud
  - Misrepresentation
  - Mistake
- Legality of the Object
- Consideration and Object
  - Unlawful Consideration and Object
  - Public Policy

## **ASSIGNMENTS FROM QUESTION BANK**

**SHORT ANSWER TYPE QUESTIONS: Q 14-19**

**LONG ANSWER TYPE QUESTIONS: Q 7, 8**

**SUGGESTED READINGS:**

**TEXT BOOK:**

1 ibid 1, Page No 1.40-1.56, 1.66-1.71

**REFERENCE BOOK:**

1 ibid 2, Page No. 56-87

## **LECTURES 12-15**

**OBJECTIVE:**

These lectures will enable to understand the meaning of performance of contract, differentiate between actual and attempted performance. These lectures will also explain meaning and modes of discharge of contracts and remedies in case of breach.

**CONTENTS:**

- Performance of Contract
- Meaning
  - Types
    - Actual
    - Attempted
  - Responsibility of Performance
  - Demand for Performance
  - Time and Place for Performance

- Appropriation of Payments
- Discharge of Contract
  - Meaning of Discharge
  - Modes of Discharge
    - By agreement
    - By performance of contract
    - By operation of law
    - By material alteration
    - By subsequent impossibility of performance
    - By breach
      - Types
        - ✓ Actual
        - ✓ Anticipatory
      - Remedies for breach of contract
        - ✓ Rescission
        - ✓ Damages
        - ✓ Quantum Meruit
        - ✓ Specific Performance
        - ✓ Injunction

**ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS: Q 3,4**

**LONG ANSWER TYPE QUESTIONS: Q 5, 10**

**OTHER ASSIGNMENTS:**

1. ibid 1, Page No 1.95, Q 1,5
2. ibid 1, Page No 1.104, Q 10
3. Page No 1.105, Q 1,7,9

**SUGGESTED READINGS:**

**TEXT BOOK:**

- 1 ibid 1, Page No 1.87-1.95
- 2 ibid 1, Page No 1.96-1.103

**REFERENCE BOOK:**

1 ibid 4, Page No. 103-168

**LECTURES 16-18**

**OBJECTIVE:**

The objective of these lectures is to understand the special contracts under the law of contract.

**CONTENTS:**

- Contracts of Indemnity and Guarantee
  - Difference between a Contract of Indemnity and a Contract of Guarantee
  - Kinds of Guarantee
  - Nature of Surety's Liability
  - Rights of the Surety
  - Discharge of Surety

**ASSIGNMENTS FROM QUESTION BANK**

**SHORT ANSWER TYPE QUESTIONS:** Q6, 21

**LONG ANSWER TYPE QUESTIONS:** Q9, 12,33

**SUGGESTED READINGS:**

**TEXT BOOK:**

1 ibid 1, Page No 1.125-1.136

**REFERENCE BOOK:**

1 ibid 2, Page No. 146-161

**LECTURES 19-20**

**OBJECTIVE:**

The objective of these lectures is to understand the contract of Bailment and contract of Pledge

**CONTENTS:**

- Contracts of Bailment
- Contracts of Pledge

## **ASSIGNMENTS FROM QUESTION BANK**

**SHORT ANSWER TYPE QUESTIONS: Q 10, 22, 23**

**LONG ANSWER TYPE QUESTIONS: Q 10, 11, 16, 17**

### **SUGGESTED READINGS:**

#### **TEXT BOOK:**

1 ibid 1, Page No 1.137-1.150

#### **REFERENCE BOOK:**

1 ibid 2, Page No. 162-178

## **UNIT-II**

### **LECTURES 21-22**

### **THE SALE OF GOODS ACT 1930**

#### **OBJECTIVE:**

The lectures will help the students to understand the contract of sale and how is it different from agreement to sell.

#### **CONTENTS:**

- Meaning of Contract of Sale
- Essentials of Contract of Sale
- Difference between Sale and Agreement to Sell
- Formation of Contract of Sale
- Meaning of Goods
- Kinds of Goods
- Perishing of goods
- Price

## **ASSIGNMENTS FROM QUESTION BANK**

**SHORT ANSWER TYPE QUESTIONS: Q 1-5,31,32**

**LONG ANSWER TYPE QUESTIONS: Q 1-3, 24, 25,35**

## **SUGGESTED READINGS:**

### **TEXT BOOK:**

1 ibid 1, Page No 2.3-2.9

### **REFERENCE BOOK:**

1 ibid 2, Page No 209-222

### **ARTICLE:**

1. Mehra, V. "Sale of Goods Act, 1930 and Performance of The Contract (Section 32 To Section 40) In Relation to E-Commerce and Its Implications", Journal of Legal studies and Research, Vol. 2, Issue 2, April 2016, pp. 79-87.

## **LECTURES 23-24**

### **THE SALE OF GOODS ACT 1930**

#### **OBJECTIVE:**

These lectures will help the students to understand the concept of conditions and warranties under the Sale of Goods Act.

#### **CONTENTS:**

- Conditions and Warranties
  - Meaning of Condition and Warranty
  - Differences Between Condition and Warranty
  - Express and Implied Condition and Warranty
- Doctrine of Caveat Emptor

#### **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS: Q 7-13, 26, 30**

**LONG ANSWER TYPE QUESTIONS: Q 5-10, 33**

## **SUGGESTED READINGS:**

### **TEXT BOOK:**

1 ibid 1, Page No. 2.13-2.24

## **REFERENCE BOOK:**

1. ibid 2, Page No. 223-235

## **ARTICLES:**

1. Chhunna Mal Ram Nath vs. Mool Chand Ram Bhagat (1928) 30 BOMLR 837, Weblink - <https://indiancaselaws.wordpress.com/2014/05/25/chhunna-mal-ram-nath-vs-mool-chand-ram-bhagat/>
2. Kailash Sharma vs. The Patna Municipal Corporation and Ors. Citation: CWJC No. 9730 of 2006, Weblink - <https://indiancaselaws.wordpress.com/2014/01/12/kailash-sharma-vs-the-patna-municipal-corporation-and-ors/>

## **LECTURES 25-30**

### **THE SALE OF GOODS ACT 1930**

#### **OBJECTIVE:**

These lectures will help the students to understand the concept transfer of property and various rights of an unpaid seller under the Sale of Good Act 1930.

#### **CONTENTS:**

- Transfer of Ownership
  - Importance of Transfer of Ownership
  - Rules regarding Transfer of Ownership
  - Transfer of Title by Non-Owners
- Performance of Contract of Sale
  - Duties of Seller and Buyer
  - Delivery
- Unpaid Seller
  - Meaning of Unpaid Seller
  - Rights of Unpaid Seller
  - Rights of Unpaid Seller against the goods
  - Right of Lien
  - Right of Stoppage of goods in transit
  - Distinguish between Lien and Stoppage of goods in transit
  - Effect of sub-sale or Pledge by buyer upon the “Two rights of the Unpaid Seller”
  - Right of Resale
  - Rights of Unpaid Seller against the buyer Personally
- Auction Sale
  - Meaning of Auction Sale
  - Rules regarding Auction Sale
  - Implied Warranties in an Auction Sale

## **ASSIGNMENTS FROM QUESTION BANK**

**SHORT ANSWER TYPE QUESTIONS: Q 15-25, 26, 27, 29**

**LONG ANSWER TYPE QUESTIONS: Q 11-23, 30, 31,34,35**

### **SUGGESTED READINGS:**

#### **TEXT BOOK:**

1 ibid 1, Page No. 2.25-2.54

#### **REFERENCE BOOK:**

1 ibid 4, Page No. 236-264

## **UNIT III**

### **LECTURES 31-32**

#### **THE COMPANIES ACT 2013 WITH UP-TO-DATE AMENDMENTS**

#### **OBJECTIVE:**

These lectures will help students to understand about the nature of the company, its characteristics and various types of company.

#### **CONTENTS:**

##### **Companies Act 2013**

- Meaning of Company
- Essential Features of Company
  - Voluntary association
  - Independent legal entity
  - Perpetual existence
  - Common seal
  - Legal liability
  - Transferability of shares
- Lifting Up of the Corporate Veil
- Types of Companies
  - Statutory companies
  - Registered companies

- Listed and Unlisted companies
- Holding and subsidiary companies
- Government company
- Foreign company
- One-man company
- Dormant company
- Associate company
- Global company
- Multinational company
- Non-profit making company

### **ASSIGNMENTS FROM QUESTION BANK**

**SHORT ANSWER TYPE QUESTIONS: Q 1, 2, 28**

**LONG ANSWER TYPE QUESTIONS: Q 1-4**

### **SUGGESTED READINGS:**

#### **TEXT BOOK:**

1 ibid 1, Page No. 5.3-5.28

#### **REFERENCE BOOK:**

1 ibid 3, Page No. 1-35

#### **ARTICLE:**

1. Chandratre K R , “ Definition of ‘Public Company’: Effect of the Proviso to section 2(71) of the Companies Act, 2013, Chartered Secretary, Vol 47, No 01, January 2017, pp 28-31

### **LECTURES 33-36**

#### **OBJECTIVE:**

These lectures will help students to the stages involved in formation of a company. The important documents maintained by the company will also be explained in these lectures.

#### **CONTENTS:**

#### **Companies Act 2013**

- Formation of Company
  - Meaning



- Steps
  - Promotion
    - ✓ Functions and duties of promoters
    - ✓ Types
      - Professional
      - Occasional
      - Financial
      - Entrepreneurial
  - Incorporation
    - ✓ Meaning
    - ✓ Steps
      - Preliminary steps
      - Filing of documents
      - Payment of fees
      - Obtaining certificate of incorporation
    - ✓ Effects of registration
  - Commencement of Business
    - ✓ Meaning
    - ✓ Provisional contracts
    - ✓ Preliminary contracts
- Memorandum and Articles of Association
  - MOA
    - Meaning
    - Clauses of MOA
      - ✓ Name
      - ✓ Situation
      - ✓ Objects
      - ✓ Liability
      - ✓ Capital
      - ✓ Association
    - Form of MOA
    - Alteration of MOA
    - Doctrine of Ultra Vires
  - AOA
    - Meaning
    - Form of AOA
    - Contents of AOA
    - Alteration of AOA
  - Binding Effects of MOA and AOA
  - Constructive Notice of MOA and AOA

- Doctrine of Indoor Management
  - Meaning
  - Exceptions
- Prospectus
  - Meaning
  - Need
  - Requirements as to Prospectus
  - Contents of prospectus
    - Information
    - Reports
    - Declaration
    - Other matters
    - Penalty
  - Mis statements in prospectus
    - Criminal liability
    - Civil liability
  - Shelf-Prospectus
  - Red-Herring prospectus
  - Listing of securities

## **ASSIGNMENTS FROM QUESTION BANK**

**SHORT ANSWER TYPE QUESTIONS: Q 3-13, 26,34,35**

**LONG ANSWER TYPE QUESTIONS: Q 4-12,31,34**

**SUGGESTED READINGS:**

**TEXT BOOK:**

1 ibid 1, Page No. 5.29-5.73

**REFERENCE BOOK:**

1 ibid 2, Page No.49-93

**ARTICLE:**

1. Chandratre K R, “Effect of Changes regarding Objects Clause of Memorandum under Companies Act 2013”, Chartered Secretary, Vol. 47, No. 04, April 2017, pp 29-32

## **LECTURES 37-39**

### **OBJECTIVE:**

These lectures will help students to understand the general terms regarding allotment of shares.

### **CONTENTS:**

- Allotment of Shares
  - General Principles of Allotment
  - Statutory Principles of Allotment of Securities
  - Return of Allotment
  - Transfers of Shares

## **ASSIGNMENTS FROM QUESTION BANK**

**SHORT ANSWER TYPE QUESTIONS: Q 16-19**

**LONG ANSWER TYPE QUESTIONS: Q 13-16**

### **SUGGESTED READINGS:**

#### **TEXT BOOK**

1. ibid 1, Page No. 5.74-5.99

#### **REFERENCE BOOK**

1. ibid 3, Page No.142-169

## **LECTURES 40-43**

### **OBJECTIVE:**

These lectures will explain students the concept of company meetings, its types and procedure involved in the conduct of meetings.

### **CONTENTS:**

- Company Meetings
  - Meaning
  - Types
    - Statutory Meeting
    - Annual General Meeting (AGM)
    - Extraordinary General Meeting (EGM)

- Meeting by NCLT
- Class Meetings
- Other Meetings
- Procedure of Meeting
- Requisites of Valid Meeting
- Passing of Resolutions
- Minutes of Meeting (MOM)

## **ASSIGNMENTS FROM QUESTION BANK**

**SHORT ANSWER TYPE QUESTIONS: Q 20-22,31,32**

**LONG ANSWER TYPE QUESTIONS: Q 17-19**

**SUGGESTED READINGS:**

**TEXT BOOK:**

1    ibid 1, Page No. 5.114-5.130

**REFERENCE BOOK:**

1    ibid 3, Page No.142-169

## **LECTURES 44-50**

**OBJECTIVE:**

These lectures will help students to understand the meaning, legal provisions of appointment of directors, power and duties of directors.

**CONTENTS:**

- Company Directors and Managers
  - Meaning
  - Number and Composition
  - Classification
    - As per Companies Act
      - ✓ Managing Director (MD)
      - ✓ Whole Time Director (WTD)
      - ✓ Independent Director
      - ✓ Nominee Director
    - As per Listing Agreement
      - ✓ Executive
      - ✓ Non-Executive
      - ✓ According to Mode of Appointment

- Number of Directorships
- Disqualification of Directors
- Removal of Directors
- Powers and Duties of Directors
- Legal Position of Directors
- Appointment Remuneration and allied matters
- Prevention of Oppression and Mismanagement
  - Oppression
  - Mismanagement

## **ASSIGNMENTS FROM QUESTION BANK**

**SHORT ANSWER TYPE QUESTIONS: Q 23-25**

**LONG ANSWER TYPE QUESTIONS: Q 20-25, 32, 33**

**SUGGESTED READINGS:**

**TEXT BOOK:**

1    ibid 1, Page No. 5.155-5.178, 5.246-5.251

**REFERENCE BOOK:**

1    ibid 2, Page No.172-211

**ARTICLE:**

1    George Joffy. “ No More Excuses: Boards Need to have Women Directors”, Chartered Secretary, Vol 49, No. 03, May 2019, pp 41.

**UNIT-IV**

**LECTURES 51-53**

**LAW OF NEGOTIABLE INSTRUMENTS**

**OBJECTIVE:**

These lectures will help students understand the concept of negotiable instruments, its features and types. The lectures will also give an overview the special instruments and the concept of maturity of negotiable instrument.

**CONTENTS:**

- Negotiable Instruments Act, 1881
  - Meaning
  - Essential Features

- Types
  - Promissory Note
  - Bills of Exchange
    - Inland and Foreign Bill
    - Time and Demand Bill
    - Trade and Accommodation Bill
  - Cheques
- Ambiguous Instruments
- Inchoate Instruments
- Escrow
- Payment in due course
- Maturity of NI

## **ASSIGNMENTS FROM QUESTION BANK**

### **SHORT ANSWER TYPE QUESTIONS: Q 1-7**

### **LONG ANSWER TYPE QUESTIONS: Q 1-3, 5, 26, 29**

### **SUGGESTED READINGS:**

#### **TEXT BOOK:**

1   ibid 1, Page 4.3-4.20

#### **REFERENCE BOOK:**

1   ibid 3, Page No. 351-377

## **LECTURES 54-56**

### **OBJECTIVE:**

These lectures will help students understand the concept of presentment and ownership of Negotiable instrument. The students will also be explained about the endorsement of NI in detail through these lectures.

### **CONTENTS:**

- Presentment of NI
  - Meaning
  - Purpose of presentment
    - For acceptance
    - For sight
    - For payment

- Place of presentment
- Time for presentment
- Ownership of NI
  - Assignment
  - Negotiation
    - Actual
    - Constructive
    - Conditional
- Endorsement of NI
  - Rules
  - Kinds
    - General or Blank
    - Specific or Full
    - Partial
    - Restrictive
    - Conditional

## **ASSIGNMENTS FROM QUESTION BANK**

**SHORT ANSWER TYPE QUESTIONS: Q 4, 13, 14,31**

**LONG ANSWER TYPE QUESTIONS: Q 16-25,34**

## **SUGGESTED READINGS:**

### **TEXT BOOK:**

1 ibid 1, Page 4.29-4.34

### **REFERENCE BOOK:**

1 ibid 3, Page No. 351-408

## **LECTURES 57-60**

### **OBJECTIVE:**

These lectures will help students understand the concept discharge of parties and liabilities of banker of Negotiable instrument. The students will also be explained about the dishonour of NI in detail through these lectures.

## **CONTENTS:**

- Discharge of Parties
  - Meaning
  - Modes
    - By payment
    - By cancellation
    - By release
    - By default of the holder
    - By material alteration
- Dishonour
  - Meaning
  - Modes
    - By non-acceptance
    - By non-payment
  - Noting and Protesting
- Liabilities of Banker
  - Meaning of banker
    - As paying banker
    - As collecting banker
  - Crossing of cheque
    - General
    - Special
    - Restrictive

## **ASSIGNMENTS FROM QUESTION BANK**

**SHORT ANSWER TYPE QUESTIONS:** Q8-12, 27, 29, 30

**LONG ANSWER TYPE QUESTIONS:** Q11-13, 27, 30, 34, 35

## **SUGGESTED READINGS:**

### **TEXT BOOK:**

1   ibid 1, Page No 4.49-4.70.

### **REFERENCE BOOK:**

1   ibid 4, Page No. 409-436



# **LECTURE PLAN**

## **MACRO ECONOMICS**

### **B.COM - 106**

## **COURSE OUTLINE**

### **MACRO ECONOMICS - B.COM.(H) 106 B.COM II**

#### **OBJECTIVES:**

The objective of this paper is to give understanding of basic concepts and issues in business economics and their application in business decisions.

#### **COURSE OUTCOMES:**

After completion of this course students will be able to

- Identify and explain economic concepts and theories pertaining to macroeconomics and related to the behavior of economic agents, markets, industry and firm structures, legal institutions, social norms, and government policies.
- Integrate theoretical knowledge with quantitative and qualitative evidence in order to explain past economic events and to formulate predictions on future ones.
- Evaluate the consequences of economic activities and institutions for individual and social welfare.
- Define the role of Circular Flow of income and National Income and its computation.
- Understand the tools of monetary and fiscal policy and discuss the role of Government in correcting economic disturbances.

#### **1. INTERNAL ASSESSMENT AND ASSIGNMENT 25 Marks**

- |                                  |          |
|----------------------------------|----------|
| 1. Class Test-I - (Written Test) | 15 Marks |
| 2. Class Assessment + Attendance | 10 Marks |

#### **Course Contents:**

##### **UNIT I**

##### **Concepts of Macro Economics & National Income Determination**

- Definition, Importance and Limitations of Macro Economics
- Macro-Economic Variables
- Circular Flow of income in Two, Three and Four Sector Economy
- Relation between Leakages and Injections in Circular Flow
- National Income: Concepts, Definition
- Methods of Measurement of National Income
- National Income in India
- Problems in measurement of National Income
- Precautions in estimation of National Income

**(14 Hours)**

## **UNIT II**

### **Macro Economic Framework**

- Theory of Full Employment and Income
- Classical, Modern (Keynsian) Approach
- Consumption Function
- Relationship between Saving and Consumption
- Investment Function
- Concept of Marginal Efficiency of Capital
- Concept of Marginal Efficiency of Investment
- National Income determination in two sector model
- Determination of National Income in three sector model
- National Income determination in four sector model
- Concept of Multiplier in two sector model
- Multiplier in three sector model
- Multiplier in four sector model

**(14 Hours)**

## **UNIT III**

### **Analysis of Money supply & Inflation**

- Functions and Forms of Money
- Demand for money, Classical Approach of demand for money
- Quantity Theory of Money
- Fisher's Approach of demand for money
- Keynes Approach of demand for money
- Friedman Approach of demand for money
- Measures of Supply of Money
- Inflation -Types
- Causes of Inflation
- Impact of Inflation
- Remedies of Inflation
- Deflation

**(14 Hours)**

## **UNIT IV**

### **Equilibrium of Product & Money Market**

- Introduction to IS-LM Model
- Product Market Equilibrium
- Money Market Equilibrium
- Monetary Policy
- Fiscal Policy

**(14 Hours)**

## SUGGESTED READINGS FOR THE SUBJECT

Following will be the suggested readings for topics of Macro Economics and students are advised to go through the material for thorough understanding of the subject:

### TEXT BOOKS:

- 1 **Author's Name(s):** Dwivedi. D.N.  
**Title:** Macro Economics  
**Edition:** IV **Year:** 2015  
**Publisher:** McGraw Hill Education (ibid 1)
- 2 **Author's Name(s):** Agarwal, Vanita  
**Title:** Macro Economics  
**Edition:** I **Year:** 2010  
**Publisher:** Pearson Education (ibid 2)

### REFERENCE BOOKS:

- 1 **Author's Name(s):** Shapiro, E.,  
**Title:** Macroeconomic Analysis  
**Edition:** I **Year:** 2016  
**Publisher:** Galgotia Publications Pvt. Ltd. (ibid 3)
- 2 **Author's Name(s):** Dr. D.D. Chaturvedi  
**Title:** Business Economics-II  
**Edition:** III **Year:** 2017  
**Publisher:** Scholar Tech Press (ibid 4)
- 3 **Author's Name(s):** Vanita Agarwal  
**Title:** Macro Economics  
**Edition:** III **Year:** 2017  
**Publisher:** Pearsons

### E-BOOKS:

- <https://open.umn.edu/opentextbooks/textbooks/principles-of-macroeconomics>
- <https://openstax.org/details/books/principles-macroeconomics-2e>
- [https://www.researchgate.net/publication/24114971\\_Macroeconomic\\_Theory\\_and\\_Policy\\_2nd\\_Edition](https://www.researchgate.net/publication/24114971_Macroeconomic_Theory_and_Policy_2nd_Edition)

## **JOURNALS/ MAGAZINES:**

- 1 RBI Bulletin
- 2 IUP Journal of Applied Economics
- 3 International Journal of Business Policy & Economics
- 4 Harvard Business Review
- 5 Live-Mint
- 6 The economic Journal

## **UNIT I**

### **LECTURES 1-3**

### **INTRODUCTION TO MACRO ECONOMICS**

#### **OBJECTIVE:**

The objective of these lectures is to understand the nature and scope of Macro-Economics and to study the usage of economics in different sectors of economy.

#### **CONTENTS:**

- Definition of Macro Economics
- Importance of macro economics
- Limitations and growth of economics
- Macro-economic variables
- Circular Flow of Income
  - ✓ In Two Sector Economy
  - ✓ In Three Sector Economy
  - ✓ In Four Sector Economy

#### **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** Q2, 5, 26, 27,

**LONG ANSWER TYPE QUESTIONS:** Q2, 5, 7, 26, 27..

#### **SUGGESTED READINGS:**

#### **TEXT BOOK:**

1. ibid 1, Page No. 1-16

#### **REFERENCE BOOK:**

1. ibid 3, Page No.1.1-1.13

## **ARTICLES:**

- 1 Raghuram G. Rajan, “India in the Global Economy”, RBI Bulletin , April 2016, Pg.61-68.
- 2 Clark, C. (2019). National income and outlay. Routledge.
- 3 Balasubramanyam, V. N. (2019). The economy of India. Routledge.

## **LECTURES 4-6**

### **NATIONAL INCOME**

#### **OBJECTIVE:**

The objective of these lectures is to get the knowledge regarding concepts & measurement of national income by different methods in an economy.

#### **CONTENTS:**

- Concept of National Income
- Definition of National Income
- Value Added Method of National Income
- Expenditure Method of National Income
- Income Method of National Income

#### **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS: Q 4, 6, 28,29.**

**LONG ANSWER TYPE QUESTIONS: Q 9, 11, 28,29.**

#### **SUGGESTED READINGS:**

#### **TEXT BOOK:**

- 1 ibid 1, Page No. 21-28

#### **REFERENCE BOOK:**

- 1 ibid 3, Page No.2.1-2.15

#### **ARTICLE:**

- 1 Ghorbanian, A., Rashidian, A., Lankarani, K. B., & Kavosi, Z. (2019). The prevalence and determinants of catastrophic health expenditures in Iran: a systematic review and meta-analysis. Health Scope, 8(1).

## **LECTURES 7-8**

### **MEASUREMENT OF NATIONAL INCOME**

#### **OBJECTIVE:**

National Income measurement is an intricate procedure. The objective of these lectures is to provide knowledge about problems and precautions while calculating national income.

#### **CONTENTS:**

- National Income in India
- Problems in measurement of national income
- Precautions in estimation of National Income
- Limitations in measurement of National Income

#### **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS: Q 19, Q 30.**

**LONG ANSWER TYPE QUESTIONS: Q 11, 19 to 22**

#### **SUGGESTED READINGS:**

##### **TEXT BOOK:**

1 ibid 1, Page No. 27-28

##### **REFERENCE BOOK:**

1 ibid 3, Page No.2.17-2.19

##### **ARTICLE:**

1 Fixler, D., Gindelsky, M., & Johnson, D. (2019, May). Improving the measure of the distribution of Personal Income. In AEA Papers and Proceedings (Vol. 109, pp. 302-06).

## **UNIT II**

### **LECTURES 9-12**

#### **THEORY OF FULL EMPLOYMENT**

##### **OBJECTIVE:**

The objective of these lectures is to realize the concept of full employment by different approaches.

## **CONTENTS:**

- Theory of Full Employment and Income
  - ✓ Classical Approach
  - ✓ Modern (Keynesian Approach)
- Comparison of Two Approaches of Full Employment and Income

## **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTION: Q4**

**LONG ANSWER TYPE QUESTIONS: Q4, 14, 15, 16, 26**

## **SUGGESTED READINGS:**

### **TEXT BOOK:**

1 ibid 1, Page No. 33-43

### **REFERENCE BOOK:**

1 ibid 5, Page No. 3.1-3.16

### **ARTICLE:**

1 Jarsulic, M. (2019). Effective demand and income distribution: issues in alternative economic theory. Routledge.

## **LECTURES 13-16**

### **CONSUMPTION AND SAVING FUNCTION**

#### **OBJECTIVE:**

The objective of these lectures is to know the relevance of consumption function and saving function in determining equilibrium in the economy. It includes studying related to consumption and saving function.

#### **CONTENTS:**

- Law of Consumption
- Concept of Propensity to consume and save
- Determinants of propensity to consume
- Determinants of propensity to save
- Concept of Saving Function
- Significance of consumption and saving function



## **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** Q9, 10, 12 to 14

**LONG ANSWER TYPE QUESTIONS:** Q 7

## **SUGGESTED READINGS:**

### **TEXT BOOK:**

1 ibid 1, Page No. 108-115

### **REFERENCE BOOK:**

1 ibid 5, Page No.4.1-4.16

### **ARTICLES:**

- 1 Patrick Martin, “Consumption and Saving Patterns in the Households of an Urban setting: A special reference to Fishermen Community”, Centre for Public Policy Research, Working paper series 1, pp 1- 31.
- 2 Joseph, M. (2019). Economic and Demographic Determinants of the Consumption, Saving and Borrowing Behaviors of Households.

## **LECTURES 17-20**

### **INVESTMENT FUNCTION**

#### **OBJECTIVE:**

Investment refers to the value of that part of the aggregate output which may take the form of capital formation. The objective here is to have knowledge about investment function and the concept of Marginal Efficiency of Capital.

#### **CONTENTS:**

- Investment
  - ✓ Gross Investment and Net Investment
  - ✓ Financial Investment and Real Investment
  - ✓ Planned Investment and Unplanned Investment
  - ✓ Induced Investment and Autonomous Investment
  - ✓ Private
- Marginal Efficiency of Capital
  - ✓ Determinants of Investment
- Marginal Efficiency of Capital and Rate of Interest

- ✓ MEC Schedule
- ✓ Investment demand Curve
- Marginal Efficiency of Investment

### **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** Q 2, 18, 25, 27, 28, 29

**LONG ANSWER TYPE QUESTIONS:** Q 2, 3, 8, 29

### **SUGGESTED READINGS:**

#### **TEXT BOOK:**

1 ibid 1, Page No.121-130

#### **REFERENCE BOOK:**

1 ibid 5, Page No. 5.1-5.17

#### **ARTICLE:**

1 Bhat, V., & Honagannavar, D. V. (2019). A study of Investors' Attitude towards Stock market. Determinants of investment intentions. (An experimental study). International Journal of Research in Social Sciences, 9(3), 454-471.

### **LECTURES 21-24**

#### **MULTIPLIER**

#### **OBJECTIVE:**

A multiplier is a factor of proportionality that measures how much an endogenous variable change in response to a change in some exogenous variable. The objective is to provide the knowledge about the National Income determination and the concept of investment Multiplier.

#### **CONTENTS:**

- National Income Determination
  - ✓ Two Sector Model
    - Aggregate Expenditure and Aggregate Output Approach
    - Saving – Investment Approach
    - Movement Along and Shift in Aggregate Expenditure
    - Change in Slope of AE Curve

- ✓ Three Sector Model (Fiscal Policy)
  - Income determination with Government Expenditure and Tax
  - Income determination with endogenous tax revenue
  - Income determination with transfer payments
- ✓ Four sector Model (Open Economy)
  - Net Export Function
  - Income Determination
  - Four Sector Model with Endogenous tax revenue and Transfer Payment
- Concept of Multiplier
  - ✓ Multiplier Process
  - ✓ Slope of Aggregate Expenditure Curve and Multiplier
  - ✓ Derivation of Multiplier
  - ✓ Multiplier in two, three and four sector economy
- Limitations of Multiplier
- Importance of Multiplier
- Types of Multiplier

**ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** Q 19, 21, 29, 30.

**LONG ANSWER TYPE QUESTIONS:** Q 20

**SUGGESTED READINGS:**

**TEXT BOOK:**

1 ibid 1, Page No. 59-65

**REFERENCE BOOK:**

1 ibid 5, Page No. 7.1-7.25

**ARTICLE:**

1 VanderWeele, T. J., & Christakis, N. A. (2019). Network multipliers and public health. International journal of epidemiology.

**LECTURES 25- 29**

**MONEY: DEFINITION AND FUNCTIONS**

**OBJECTIVE:**

The objective is to have knowledge about the functions and classification of money. The topic is helpful to teach the students the importance of money in practical life.

## **CONTENTS:**

- Limitations of Barter System
- Concept of Money
- Functions of Money
  - ✓ Primary Functions
  - ✓ Secondary Functions
  - ✓ Contingent Functions
- Origin and Development of Money
  - ✓ Commodity Money
  - ✓ Metallic Money
  - ✓ Paper Money
  - ✓ Credit Money
- Classification of Money
  - ✓ Money on basis of accountability
  - ✓ Money on basis of legality
  - ✓ Money on basis of liquidity
- Qualities of Good Money
- Defects of Money
- Importance of Money
  - ✓ Importance of Money in a Socialist Economy

## **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** Q 2, 3

**LONG ANSWER TYPE QUESTIONS:** Q 5, 6, 7

## **SUGGESTED READINGS:**

### **TEXT BOOK:**

- 1 ibid 1, Page No. 141-146

### **REFERENCE BOOKS:**

- 1 ibid 5, Page No. 8.1-8.19.
- 2 L. Randall Wray, “Keynes after 75 Years: Rethinking Money as a Public Monopoly”, [http://www.levyinstitute.org/pubs/wp\\_658.pdf](http://www.levyinstitute.org/pubs/wp_658.pdf).

### **ARTICLE:**

- 1 Cohen, D., Shin, F., & Liu, X. (2019). Meanings and functions of money in different cultural milieus. *Annual review of psychology*, 70, 475-497.

## **LECTURES 30-33**

### **DEMAND FOR MONEY AND SUPPLY FOR MONEY**

#### **OBJECTIVE:**

The objective is to have knowledge about the concept of demand and supply of money. It elaborates the reasons of demand for money and supply of money in an economy.

#### **CONTENTS:**

- Demand for Money
  - ✓ Asset Demand for Money
  - ✓ Modern Monetary Friedman Theory
  - ✓ Elasticity of Demand for money
- Supply of Money
  - ✓ Currency Component
  - ✓ Deposit Component
- Concepts of Money Supply
- Measures of Money Supply
- High Powered Money Theory of Money Supply
- Determination of Money Supply
- Monetary Equilibrium and rate of interest

#### **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** Q 12 to 15

**LONG ANSWER TYPE QUESTIONS:** Q 13 to 15

#### **SUGGESTED READINGS:**

##### **TEXT BOOK:**

1 ibid 1, Page No. 150-197

##### **REFERENCE BOOK:**

1 ibid 5, Page No. 9.1-9.24

##### **ARTICLE:**

1 Koti and Bixho (2016), "Theories of Money Supply: The Relationship of Money Supply in a Period of Time T-1 and Inflation in Period T- Empirical Evidence from Albania", European Journal of Multidisciplinary Studies, Vol. 1, No.1, pp 294- 302.

## **LECTURES 34-37**

### **QUANTITY THEORY OF MONEY**

#### **OBJECTIVE:**

The objective is to give knowledge about different types of approaches and theories to measure supply of money.

#### **CONTENTS:**

- Cash Transaction Approach
- Fisher Equation of Exchange
  - ✓ Supply of Money (MV)
  - ✓ Demand for Money (PT)
  - ✓ Assumptions of Fisher's Equation
  - ✓ Criticism of Fisher's Theory
- Cambridge Cash Balance Approach
  - ✓ Marshall Equation
  - ✓ Pigou Equation
  - ✓ Robertson equation
  - ✓ Keynes Equation
- Evaluation of Cash Balance Approach
  - ✓ Criticism of Cash Balance approach
- Keynes' Fundamental Equations
  - ✓ First Fundamental Equation
  - ✓ Second Fundamental Equation
- Friedman's Quantity theory of Money
  - ✓ Demand for money by individual households
  - ✓ Demand for Money by business firms
  - ✓ Comparison between Friedman and Keynes Theory

#### **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** Q 11, 12

**LONG ANSWER TYPE QUESTION:** Q 4

#### **SUGGESTED READINGS:**

#### **TEXT BOOK:**

1. *ibid* 1, Page No. 176-191

## **REFERENCE BOOK:**

- 1 ibid 5, Page No. 10.1-10.19

## **ARTICLES:**

- 1 Domenico Marino, “Dynamics & Complexity in Economics”, International Journal of Business Policy & Economics, Vol IX, Jan – June 2016, Page No.1
- 2 Howard (2016), “Study of the Quantity Theory of Money”, Southern Illinois University Carbondal, accessed from [http://opensiuc.lib.siu.edu/gs\\_rp](http://opensiuc.lib.siu.edu/gs_rp)

## **LECTURES 38-41**

### **INFLATION AND DEFLATION**

#### **OBJECTIVE:**

The objective is to have knowledge about the concept of inflation and deflation. It deliberates about the different remedies to curb the situations of inflation and deflation in developing countries.

#### **CONTENTS:**

- Meaning of Inflation
- Types of Inflation
  - ✓ On Basis of Rate of Inflation
  - ✓ On Basis of Degree of Control
  - ✓ On Basis of Causes
- Causes of Inflation in India
  - ✓ Factors on Demand Side
  - ✓ Factors on Supply Side
- Impact of Inflation
  - ✓ Effects of Inflation in India
- Remedies for Inflation
  - ✓ Control of Inflation in India
  - ✓ Suggestive Control Measures in India
- Deflation
  - ✓ Causes of Deflation
  - ✓ Effects of Deflation
  - ✓ Control of Deflation
- Inflation and Deflation – A comparison

#### **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS: Q 16, 17, 20**

**LONG ANSWER TYPE QUESTIONS:** Q 21, 22, 25

**SUGGESTED READINGS:**

**TEXT BOOK:**

1 ibid 1, Page No. 272-293

**REFERENCE BOOK:**

1 ibid 5, Page No. 11.1-11.30

**ARTICLE:**

1 Deepak Mohanty, A B Chakraborty, Abhiman Das and Joice John, “Inflation Threshold in India: An Empirical Investigation”,  
<http://rbidocs.rbi.org.in/rdocs/Publications/PDFs/18WPS071011F.pdf>

**UNIT IV**

**LECTURES 42-46**

**IS-LM ANALYSIS**

**OBJECTIVE:**

The objective is to have knowledge about the meaning, features and derivation of product market and money market equilibrium with the help of IS-LM analysis.

**CONTENTS:**

- IS Curve (Product Market Equilibrium)
  - ✓ Derivation of IS Curve (Two Quadrant Approach)
  - ✓ Derivation of IS Curve (Four Quadrant Approach)
  - ✓ Slope of IS Curve
  - ✓ Shifts in IS Curve (Two Quadrant Approach)
  - ✓ Shifts in IS Curve (Four Quadrant Approach)
- LM Curve (Money Market Equilibrium)
  - ✓ Derivation of LM Curve (Two Quadrant Approach)
  - ✓ Derivation of LM Curve (Four Quadrant Approach)
  - ✓ Slope of LM Curve
  - ✓ Shifts in LM Curve (Two Quadrant Approach)
  - ✓ Shifts in LM Curve (Four Quadrant Approach)



**ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS: Q2**

**LONG ANSWER TYPE QUESTIONS: Q18, 19**

**SUGGESTED READINGS:**

**TEXT BOOK:**

1 ibid 1, Page No. 205-238

**REFERENCE BOOK:**

1 ibid 5, Page No. 13.1-13.14

**LECTURES 47-51**

**EQUILIBRIUM OF PRODUCT AND MONEY MARKET**

**OBJECTIVE:**

The objective is to have knowledge about the concept of equilibrium in product market and money market. Also analyzing the impact of introduction of government in IS-LM Model.

**CONTENTS:**

- Equilibrium in Product and Money Markets
  - ✓ General Equilibrium (A Mathematical Presentation)
  - ✓ Shift in General Equilibrium
- IS-LM and Aggregate Demand (Two Quadrant Approach)
  - ✓ Shifts in Aggregate Demand Curve
  - ✓ Monetary Policy and Aggregate Demand
  - ✓ Fiscal Policy and Aggregate Demand
  - ✓ Effectiveness of Monetary and Fiscal Policies
- Introduction of Government in IS – LM Model (Four Quadrant Approach)
  - ✓ Efficacy of Fiscal and Monetary Policy

**ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTION: Q 10**

**LONG ANSWER TYPE QUESTIONS: Q 3, 9, 11**

## **SUGGESTED READINGS:**

### **TEXT BOOK:**

1. ibid 1, Page No. 256-268

### **REFERENCE BOOK:**

1. ibid 5, Page No. 13.15-13.22.

### **ARTICLE:**

1. Nandi, A. (2019). Indian Fiscal Policy: A DSGE Primer. The Journal of Developing Areas, 54(2).

## **LECTURES 52-56**

### **MONETARY AND FISCAL POLICIES**

#### **OBJECTIVE:**

The objective is to make the students well aware about the meaning and application of monetary and fiscal policies in Indian economy.

#### **CONTENTS:**

- Monetary Policy
  - ✓ Objectives of Monetary Policy
  - ✓ Objectives of Monetary Policy in Developing Countries
  - ✓ Limitations of Monetary Policy in Developing Countries
- Demand Shocks and Supply Shocks
  - ✓ Aggregate Demand Shocks
  - ✓ Aggregate Supply Shocks
- Monetary Regulation in India
  - ✓ Bank Rate Policy
  - ✓ Open Market Operations
  - ✓ Variable Reserve Requirements
  - ✓ Selective Credit Controls
- Evaluation of Monetary Policy in India
- Fiscal Policy
  - ✓ Objectives of Fiscal Policy in developing countries
  - ✓ Limitations of Fiscal Policy in developing countries

#### **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** Q22 to 24

**LONG ANSWER TYPE QUESTIONS:** Q10, 24

**SUGGESTED READINGS:**

**TEXT BOOK:**

1 ibid 1, Page No. 355-370

**REFERENCE BOOK:**

1 ibid 5, Page No. 12.1-12.22

**ARTICLES:**

- 1 “Monetary Policy Statement for 2017-18”, RBI Bulletin, September 2017, Pg. 11-48.
- 2 Bhattacharjee, M., Mazumdar, D., & Bisai, S. (2019). Monetary Policy of RBI and Its Impact on the Financial Inclusion in Rural India. The Impacts of Monetary Policy in the 21st Century: Perspectives from Emerging Economies, Emerald Publishing Limited, 313-323.

# **LECTURE PLAN**

## **COST ACCOUNTING**

### **B.COM - 108**

**COURSE OUTLINE**  
**COST ACCOUNTING - B.COM 108**  
**B.COM(H)- II**

**OBJECTIVES:**

The primary objective of the course is to familiarize the students with the basic cost concepts, allocation and control of various costs and methods of costing.

**COURSE OUTCOMES:**

After completion of this course students will be able to

- Understand the basic concepts of cost accounting, its relevance, use of the concepts of cost in costing and pricing of products and activities and analysis of costs for decision making.
- Apply inventory management tools and techniques for effective inventory control and review of financial analysis of inventory management and control.
- Understand the need of labour cost control, various components of labour cost, labour turnover ratios and various incentive schemes.
- Prepare cost estimates for allocation and apportionment of overheads, calculate cost of products/services using overhead absorption rates to trace indirect costs to cost centres and use of cost information for decision making.
- Apply traditional and contemporary approaches to product costing in unit, job, contract process and operating (transport) costing environments.

**INTERNAL ASSESSMENT AND ASSIGNMENT**

**25 marks**

1. Class Test-I - (Written Test)

15 marks

2. Class Assessment + Attendance

10 marks

**COURSE CONTENTS:**

**UNIT 1:**

**1. Meaning and Scope of Cost Accounting:**

- Basic cost objectives and scope of Cost Accounting,
- Cost centres and cost units,
- Difference between Financial, Cost and Management accounting.
- Basic cost concepts- Cost classification and elements of cost.

**2. Material Control:**

- Meaning, Steps involved,
- Materials and Inventory,
- Techniques of Inventory/Inventory control (EOQ, FSDN, ABC, stock Levels, VED)
- Valuation of Inventory (FIFO, LIFO, Weighted average);
- Practical questions of EOQ,
- Stock levels, FIFO, LIFO.

**(14 Hours)**

## **UNIT 2:**

### **3. Labour Cost:**

- Attendance and payroll procedures,
- Overtime, idle time & incentives,
- Direct and indirect labour,
- Remuneration systems and incentives schemes (Halsey, Rowan, Merrick, Taylor, Bedaux, Emerson Plans practical examples).

### **4. Overheads: Functional Analysis**

- Factory, administration, selling, distribution, research and development
- Fixed, variable, semi-variable and step cost;
- Factory Overheads, administrative overheads and selling & distribution overheads in brief
- (Overhead rate, Machine rate, Under & over absorption practical examples to be taught) **(14 Hours)**

## **UNIT 3:**

### **5. Cost Sheet:**

- Preparation of cost sheet (Simple problems).

### **6. Process Costing:**

- Meaning & computation of normal profits, abnormal effectives, and abnormal loss. **(14 Hours)**

## **UNIT 4:**

### **7. Contract Costing:**

- Contract meaning, types,
- Job & Batch costing,
- Preparation of contract accounts,
- Escalation clause, calculation of work-in progress, accounting for material, accounting for Plant used in contracts,
- Contract profit & loss, balance sheet

### **8. Operating Costing**

- (Basic problem examples to be taught).

**(14 Hours)**

## STUDY MATERIAL FOR THE SUBJECT

Following will be the study material for topics of Cost Accounting and students are advised to go through the material for thorough understanding of the subject:

### MAIN TEXT BOOK

1. **Author's Name(s):** Maheshwari & Mittal (ibid 1)  
**Title:** Elements of Cost accounting  
**Edition:** 1<sup>st</sup> **Year:** 2017  
**Publisher:** A Mahavir Publication
2. **Author's Name(s):** Arora M N (ibid 2)  
**Title:** Cost Accounting –Principles & Practice  
**Edition:** 10<sup>th</sup> **Year:** 2009  
**Publisher:** Vikas Publication
3. **Author's Name(s):** Jain & Narang (ibid 3)  
**Title:** Practical Problems in Cost Accounting  
**Edition:** 14<sup>th</sup> **Year:** 2008  
**Publisher:** Kalyan Publications

### E-BOOK

#### 1. COST ACCOUNTING

<https://icmai.in/upload/Students/Syllabus2016/Inter/Paper-8-New.pdf>

### JOURNALS

1. The Accounting Review
2. Journal of Accounting and Finance
3. The Chartered Accountant
4. The Management Accountant
5. The IUP Journal of Accounting Research and Audit Practices
6. The International Journal of Accounting
7. The Journal of Accounting, Auditing, and Finance (JAAF)
8. Indian Journal of Accounting
9. Journal of Commerce and Accounting Research

### WEBSITES & LINKS:

- Dr. L. Kailasam, “Activity Based methods for Purely Financial items”, The Management Accountant, Volume52, No. 5, May 2017, pg. 22-27.
- Kalyani Karna, “Application of Activity Based Costing in Indian Railways-Mission Beyond Book-Keeping”, The Management Accountant, Volume52, No. 5, May 2017, pg. 28-36.
- Sreenivas Garimella, “Pivoting Business Growth with Activity Based Budgeting”, The Management Accountant, Volume52, No. 5, May 2017, pg. 37-41.
- <http://researchjournals.in/documents/published/2230.pdf>.

- <http://www.krepublishers.com/02-Journals/JSS/JSS-23-0-000-10-Web/JSS-23-2-000-10-Abst-PDF/JSS-23-2-135-10-704-Adeyemi-S-L/JSS-23-2-135-10-704-Adeyemi-S-L-Tt.pdf>
- <http://www.shrm.org/education/hrededucation/pages/thompsonstechnologyacasestudyincontrollinglaborcosts.aspx>
- <http://www.google.co.in/url?sa=t&rct=j&q=research%20article%20on%20absorption%20of%20overheads&source=web&cd=1&cad=rja&ved=0CCoQFjAA&url=http%3A%2F%2Fwww.iiste.org%2FJournals%2Findex.php%2FRJFA%2Farticle%2Fdownload%2F2396%2F2395&ei=wi68UfXAYaYrAf2j4C4Cw&usg=AFQjCNFRXplfLhaXWIEiIspFbyCeT8S4A&bvm=bv.47883778,d.bmk>
- <http://eprints.hud.ac.uk/139/>

## **LECTURES 1 -2**

### **INTRODUCTION TO COST ACCOUNTING**

#### **OBJECTIVE:**

Cost accounting is the process of accounting for cost. Cost accounting primarily deals with collection, analysis of relevant cost data for interpretation and presentation for various problems of management. This lecture aims to discuss the fundamentals of cost accounting.

#### **CONTENTS:**

- Cost accounting
- Distinction between Financial Accounting and Cost Accounting
- Costs, Expenditure or Loss
- Difference between cost accounting and management accounting

#### **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS: Q1, Q2**

**LONG ANSWER TYPE QUESTION: Q1**

#### **OTHER ASSIGNMENT:**

1. ibid 1, Page No.38 and 39, Essay Type Q 1,27, 8.

#### **SUGGESTED READINGS:**

#### **TEXT BOOKS:**

1. ibid 1, Chapter 1, Page No.2-14
2. ibid 2, Chapter-1, Page No.1.2-1.7



## **ARTICLES:**

1. David Douglass, “ A more Enlightened Approach To Cost Control,” Financial Executive, May 2012, Vol. 28, No. 4, 64-67.
2. D. K. Acharjee, “Cost Accounting Model for Pricing,” The Management Accountant, Vol 47, No. 4, April 2012, Pages 390-391.
3. Natarajan, “Cost Accounting Model for Pricing,” The Management Accountant, Vol 47, No. 4, April 2012, Pages 390-391.

## **LECTURES 3-4**

### **ELEMENTS & CLASSIFICATION OF COST**

#### **OBJECTIVE:**

Cost accounting is the process of accounting for cost. Cost accounting primarily deals with collection, analysis of relevant cost data for interpretation and presentation for various problems of management. This lecture aims to discuss the fundamentals of cost accounting.

#### **CONTENTS:**

- Cost centre
- Cost unit
- Elements of cost
- Types of Cost
  - Fixed, variable, semi variable & step costs
  - Product costs & period costs
  - Direct & Indirect costs
  - Shut down & sunk Costs
  - Controllable & uncontrollable costs
  - Escapable & inescapable costs.
  - Differential, incremental or decremental costs
  - Out of pocket cost
  - Opportunity costs
  - Conversion cost
  - Prime cost
  - Factory cost
  - Cost of production
  - Cost of sales

#### **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS: Q3, Q4, Q5**

**LONG ANSWER TYPE QUESTIONS: Q2, Q3**

## **OTHER ASSIGNMENT:**

- 1      ibid 1, Page No. 1-44, Essay Type Q 20, 7, 24.

## **SUGGESTED READINGS:**

### **TEXT BOOKS:**

- 1      ibid 1, Chapter 1, Page No.23-32
- 2      ibid 2, Chapter 1, Page No. 1.12-1.26

### **ARTICLES:**

1. D.Lalithia Rani & Fitsum Kidane . “A Study on Cost Accounting System And Pricing Policy Of Printing Companies In Ethiopia” Research Expo International Multidisciplinary Research Journal 2.2 (2012): 201-209. <<http://researchjournals.in/documents/published/2230.pdf>.>
2. Zsolt Mogyorosy, Peter Smith, “The Main Methodological Issues In Costing Health CareServices: A Literature Review”,  
[http://www.york.ac.uk/media/che/documents/papers/researchpapers/rp7\\_Methodological\\_issues\\_in\\_costing\\_health\\_care\\_services.pdf](http://www.york.ac.uk/media/che/documents/papers/researchpapers/rp7_Methodological_issues_in_costing_health_care_services.pdf)

## **LECTURES 5-8**

### **MATERIAL CONTROL**

#### **OBJECTIVE:**

Cost information is of utmost importance in analysis of profitability of consumers, products, division, regions etc. so as to advise the management on the most appropriate course of action based on the cost efficiency and capability. For this purpose, it is important to study the different material types and their behavior. This lecture deliberates upon the classification of costs on the basis of nature, relation to cost centre, functions and activities, time and managerial decision making purpose.

#### **CONTENTS:**

- Ordering Cost
- Carrying Cost
- Stock out Cost
- Material Cost Control
  - Issuing of materials
    - Materials requisition
    - Bills of materials
    - Materials returned notes
    - Materials transfer note
  - Maintenance of inventory records
  - Records by the storekeeper

- Bin cards
- Stores material control record
- Records by the costing office
  - Store ledger
- Inventory System
  - Periodic inventory system
  - Perpetual inventory system
  - Continuous stock taking

**ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** Q5, Q21, Q14

**LONG ANSWER TYPE QUESTION:** Q7

**OTHER ASSIGNMENT:**

1 ibid 1, Page No.118-119, Essay Type Q 1, 4, 19, Practical Q8-Q10

**SUGGESTED READINGS:**

**TEXT BOOKS:**

- 1 ibid 1, Chapter 2 Page No.46-54
- 2 ibid 2, Chapter-2, Page No.2.12-2.24

**ARTICLE:**

- 1 N. Narsaiah, T. Satyanarayana Chary, “Material Cost Analysis in Pharmaceutical Companies:Traditional Costing Vs. Activity Based Costing”, The Management Accountant, Volume51, Issue 3, March 2016

**LECTURES 9-15**

**MATERIAL CONTROL: TECHNIQUES**

**OBJECTIVE:**

Cost information is of utmost importance in analysis of profitability of consumers, products, division, regions etc. so as to advise the management on the most appropriate course of action based on the cost efficiency and capability. For this purpose, it is important to study the different material types and their behavior. This lecture deliberates upon the classification of costs on the basis of nature, relation to cost centre, functions and activities, time and managerial decision making purpose.

## **CONTENTS:**

- Valuation of Materials
  - Based on cost price
    - First in first out method
    - Last in first out method
  - Derived from cost price
    - Average cost method
    - Market price method
- Comparison between LIFO & FIFO
- Inventory control
  - Steps involved in inventory control
    - Purchasing of materials
    - Receiving of materials
    - Inspection of Materials
    - Storage of materials
    - Issuing of materials
    - Maintenance of inventory records
    - Stock Audit.
  - Technique of Inventory Control
- Calculation of levels
  - Maximum level
  - Maximum level
  - Minimum level
  - Reorder level
  - Danger level
- Techniques
  - EOQ
  - FSDN
  - JIT
  - VED
  - ABC
- Material losses
- Practical questions:
  - EOQ
  - Stock levels
  - FIFO
  - LIFO
  - Average price method

## **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS: Q13, Q22, Q23**

**LONG ANSWER TYPE QUESTIONS: Q6, Q17, Q18, Q19, Q20**

## **OTHER ASSIGNMENT:**

1 ibid 2, Page No.2.76-2.79, Essay Type Q 25, 27, Practical Q1,Q4,Q7,Q18

## **SUGGESTED READINGS:**

### **TEXT BOOKS:**

- 1 ibid 1, Chapter 2, Page No.51-106
- 2 ibid 2, Chapter-2, Page No. 2.33-2.72

### **ARTICLE:**

- 1 CMA Satya S Mahasuar, “Cost Excellence: An Advanced Tool”, The Management Accountant, Volume51, Issue 11, November 2016

## **LECTURES 16-18**

### **LABOUR COST: INTRODUCTION**

#### **OBJECTIVE:**

Labor is considered as an essential cost element in any manufacturing organization. Thus it becomes necessary to learn the optimum utilization of labour. These lectures aim to acquaint the students with the effective utilization of labor to reduce the manufacturing cost of the production.

#### **CONTENTS:**

- Direct and Indirect Labour
- Accounting & Control Over Labour Cost
- Five Major Departments
  - Personnel Department
    - Labour placement requisition
    - Employee’s history card
  - Engineering & Work Study Department
    - Preparation of plans & specification for each job scheduled for production.
    - Supervision of production activities
    - Initiation & supervision of research & experimental work
    - Maintaining safety & efficient working conditions
    - Making time & motion studies
    - Making job analysis
    - Setting piece rates
    - Conducting job evaluation & merit rating
  - Time-Keeping Department

- Attendance time record (handwritten records, token method, time recording clocks etc.)
- Job time records.(daily time sheet, weekly time sheet, job card, idle time card, labour cost card, piece work card record)
- Pay Master Department
  - Pay roll accounting
  - Pay slip
  - Prevention of fraud in wage payment
- Cost Accounting Department
  - Wages abstract
  - Treatment of holiday pay and overtime

### **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS: Q1, Q11**

**LONG ANSWER TYPE QUESTIONS: Q1, Q5**

### **OTHER ASSIGNMENT:**

1 ibid 1, chapter 3, Page No. 175, Essay Type Q 4, 5, 6.

### **SUGGESTED READINGS:**

### **TEXT BOOKS:**

1. ibid 1, Chapter 3, Page No. 126-154.
2. ibid 2, Chapter3, Page No.3.1-3.24.

### **ARTICLE:**

- 1 Kalyani Karna, “Vitalising MSMEs for the Success of -Make in India”, The Management Accountant, Volume52, No. 2, Feb 2017, pg. 25-29.

### **LECTURES 19-21**

### **LABOUR COST: REMUNERATION SYSTEMS AND INCENTIVES SYSTEMS**

### **OBJECTIVE:**

Labor is considered as an essential cost element in any manufacturing organization. Thus, it becomes necessary to learn the optimum utilization of labour. These lectures aim to acquaint the students with the effective utilization of labor to reduce the manufacturing cost of the production.

## **CONTENTS:**

- Casual workers
- Outworkers
- Idle time
  - Causes of idle time
- Overtime Wages
- Labour Turnover
- Incentive Plans
  - Halsey and Halsey-weir premium plan
  - Rowan Plan
    - Comparison of Halsey incentive plan and rowan plan.
  - Taylor's differential piece rate
- Some Other Plans
  - Emerson's efficiency plan
  - Merrick Plan
  - Bedeaux or points scheme

## **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** Q2, Q8, Q9

**LONG ANSWER TYPE QUESTIONS:** Q5, Q19, Q20

## **OTHER ASSIGNMENT:**

1 ibid 1, Page No.177, Essay Type Q 2, 8, 13, Practical Q2-Q7

## **SUGGESTED READINGS:**

### **TEXT BOOKS:**

- 1 ibid 1, Chapter 3 , Page No.154-174
- 2 ibid 2, Chapter 3, Page No.3.25-3.60

## **LECTURES 22-24**

## **INTRODUCTION OF OVERHEADS**

### **OBJECTIVE:**

Overheads are the indirect costs which cannot be allocated to any specific job or process. Overheads cannot be economically identified with specific saleable cost units. This lecture aims to impart the procedure of classification and allocation of overheads to its respective cost centers.

## **CONTENTS:**

- Classification of Overheads
  - According to nature
    - Indirect material
    - Indirect labour
    - Indirect Expenses
  - According to normality
    - Normal overheads
    - Abnormal overheads
  - According to controllability
    - Controllable overheads
    - Uncontrollable overheads
  - According to variability
    - Fixed overheads
    - Variable overheads
    - Semi-variable overheads
  - According to functions
    - Factory overheads
    - Administrative overheads
    - Selling & distribution overheads

## **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** Q13, Q14, Q23, Q24

**LONG ANSWER TYPE QUESTIONS:** Q6, Q7, Q8, Q9, Q17, Q18

## **OTHER ASSIGNMENT:**

1 ibid 1, Page No.242-255, Essay Type Q 1, 9, 23, Practical Q1, Q5

## **SUGGESTED READINGS:**

### **TEXT BOOKS:**

- 1 ibid 1, Chapter 4, Page No.180-200.
- 2 ibid 2, Chapter-4, Page No. 4.1-4.90

### **ARTICLE:**

- 1 Guin & Balaji, "Regulatory Requirements and Relevance in Audit of Cost Records", The Management Accountant, Volume52, No. 4, April 2017, pg. 66-77.



## **LECTURES 25-30**

### **CLASSIFICATION OF OVERHEADS**

#### **OBJECTIVE:**

The basic objective of these lectures is to provide the understanding of methods of treating over and under absorption of overheads.

#### **CONTENTS:**

- Stages of overheads distribution
  - Collection and Classification of overheads
    - Numerical method
    - Alphabetical or mnemonic method
    - Alphabetical cum numerical method
  - Departmentalization of overheads
    - Allocation of overheads
    - Apportionment of overheads
  - Absorption of overheads
- Distribution of factory overheads
  - Collection & classification of factory overheads
  - Departmentalization of factory overheads
  - Absorption of factory overheads
- Practical Questions
  - Overhead rate
  - Machine-Hour Rate
  - Under & Over absorption of overheads

#### **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** Q13, Q14, Q23, Q24

**LONG ANSWER TYPE QUESTIONS:** Q6, Q7, Q8, Q9, Q17, Q18

#### **OTHER ASSIGNMENT:**

1 ibid 1, Page No. 248-254, Essay Type Q 4,5, Practical Q10-18

#### **SUGGESTED READINGS:**

#### **TEXT BOOKS:**

- 1 ibid 1, Chapter5 Page No.201-248
- 2 ibid 2, Chapter-4, Page No. 4.1-4.88

## **LECTURES 31-36**

### **CLASSIFICATION OF COSTS& PREPARATION OF COST SHEET**

#### **OBJECTIVE:**

Cost information is of utmost importance in analysis of profitability of consumers, products, division, regions etc. so as to advise the management on the most appropriate course of action based on the cost efficiency and capability. For this purpose, it is important to study the different types of cost and their behavior. This lecture deliberates upon the classification of costs on the basis of nature, relation to cost centre, functions and activities, time and managerial decision making purpose.

#### **CONTENTS:**

- Types of Cost
  - Fixed, variable, semi variable & step costs
  - Product costs & period costs
  - Direct & Indirect costs
  - Shut down & sunk Costs
  - Controllable & uncontrollable costs
  - Escapable & inescapable costs.
  - Differential, incremental or decremental costs
  - Out of pocket cost
  - Opportunity costs
  - Conversion cost
  - Prime cost
  - Factory cost
  - Cost of production
  - Cost of sales
- Practical questions
  - Cost sheet

#### **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** Q1, Q3, Q4, Q13, Q14, Q15

**LONG ANSWER TYPE QUESTIONS:** Q20, Q21, Q22.

#### **OTHER ASSIGNMENT:**

1      ibid 1, Page No. 38-44, Essay Type Q 26, Practical Q1-Q7

## **SUGGESTED READINGS:**

### **TEXT BOOKS:**

- 1 ibid 1, Chapter 1, Page No.10-22
- 1 ibid 2, Chapter-1, Page No.1.23-1.42

### **ARTICLE:**

- 1 Kanstiya surendra, "Role of cost Accountants in Predatory Pricing Cases", The Management Accountant, Volume52, No. 8, August 2017, pg. 39-43.

## **LECTURES 37-40**

### **PROCESS COSTING**

#### **OBJECTIVE:**

The objective of these lectures is enumerating the general principles applicable to process costing and identifying the different types of processing.

#### **CONTENTS:**

- Difference between Job costing and process costing
- Process losses and wastage
- Abnormal process loss
- Abnormal effectives

#### **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** Q8, Q9, Q10, Q11

**LONG ANSWER TYPE QUESTIONS:** Q20, Q21, Q22

#### **OTHER ASSIGNMENT:**

1 ibid 1, Page No.402-412

## **SUGGESTED READINGS:**

### **TEXT BOOKS:**

- 1 ibid 1, Chapter 9, Page No.350-400
- 2 ibid 2,Chapter-9, Page No. 9.1-9.50

## **LECTURE 41-45**

### **PROCESS COSTING**

#### **OBJECTIVE:**

The objective of these lectures is enumerating the general principles applicable to process costing and identifying the different types of processing.

#### **CONTENTS:**

- Work-in progress
- Equivalent or effective production
- By product and joint product

#### **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** Q5, Q6, Q7

**LONG ANSWER TYPE QUESTIONS:** Q23, Q24, Q25

#### **OTHER ASSIGNMENT:**

1 ibid 1, Essay Type Q 1,2,4, Practical Q1-Q15

#### **SUGGESTED READINGS:**

#### **TEXT BOOKS:**

1 ibid 1, Chapter 9, Page No.350-400

2 ibid 2,Chapter-9, Page No. 9.1-9.50

## **LECTURE 46-49**

### **CONTRACT COSTING**

#### **OBJECTIVE:**

The objective of these lectures is to impart knowledge of contract costing with procedure of preparation of contract accounts.

#### **CONTENTS:**

- Special aspects of contract costing
  - Material
  - Labour
  - Plant

- Indirect expenses
- Cost plus contracts
- Extras
- Sub-contracts
- Escalation clauses
- Work certified and payments
- Work uncertified
- Material and stores at site.
- Work in progress
- Profit on incomplete contracts
- Profit on complete contracts
- Balance sheet

- Difference between Job Costing and Contract Costing:
  - Nature
  - Place of Execution
  - Time period
  - Fixation of Price

#### **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** Q10, Q21, Q22, Q23

**LONG ANSWER TYPE QUESTIONS:** Q1, Q9, Q19

#### **OTHER ASSIGNMENT:**

1 ibid 1, Page No.340-349 , Essay Type Q 1, 3, 5, Practical Q7-Q20

#### **SUGGESTED READINGS:**

#### **TEXT BOOKS:**

- 1 ibid 1, Chapter 8, Page No. 319-340
- 2 ibid 2, Chapter 8, Page No. 8.2-8.30

#### **LECTURE 50-51**

#### **JOB AND BATCH COSTING**

#### **OBJECTIVE:**

Job costing method is applied in manufacturing concerns where production is carried on demand or on order of customers. The objective of this lecture is to understand the procedure of costing for specific jobs.

## **CONTENTS:**

- Job Costing Reports
  - Report ID
  - Report dates card information.
- Job Closing and Costing
- Questions on Job Costing
- Batch Costing
- JIT (just in time)

## **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** Q11, Q2, Q3

**LONG ANSWER TYPE QUESTIONS:** Q3, Q16

## **OTHER ASSIGNMENT:**

1 ibid 1, Page No.341-342, Essay Type Q 1, 2, 7, Practical Q1-Q6

## **SUGGESTED READINGS:**

### **TEXT BOOKS:**

- 1 ibid 1, Chapter 8, Page No.310-340
- 2 ibid 2, Chapter-1, Page No. 7.1-7.22

## **LECTURE 52-56**

## **OPERATING OR SERVICE COSTING**

### **OBJECTIVE:**

Operating costing is applicable where there is mass and repetitive production conducted through different operations. The objective of these lectures is to understand the computation of operating or service cost.

## **CONTENTS:**

- Meaning of Operating Costing
- Determination of Unit of Cost
- Collecting of Costing data
- Transport Costing

- Power House Costing
- Canteen Costing
- Cinema Costing
- Illustration discussions

**ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** Q17, Q24, Q25

**LONG ANSWER TYPE QUESTIONS:** Q18, Q20, Q21, Q28

**OTHER ASSIGNMENT:**

1 ibid 1, Page No. 426-433, Essay Type Q 1, 4, 5, Practical Q1-Q10

**SUGGESTED READINGS:**

**TEXT BOOKS:**

- 1 ibid 1, Chapter 10, Page No.414-433
- 2 ibid 2, Chapter-11, Page No. 11.1-11.30.

# **LECTURE PLAN**

## **BUSINESS STUDIES**

### **B.COM-110**



**COURSE OUTLINE**  
**BUSINESS STUDIES - B. COM 110**  
**B.COM(H) - II**

**OBJECTIVES:**

**Credits: 4 (L- 4)**

The course aims at providing fundamental knowledge and exposure to concepts theories and practices in the field of management.

**COURSE OUTCOMES:**

After completion of this course students will be able to

- Describe the basic structure and key features of various business organisations namely: sole proprietors, partnerships, limited liability companies, co-operatives, franchises, public corporations, government departments, local authorities and private-public partnerships.
- Develop an understanding of business that reflects the moral responsibility of management to all relevant stakeholders and the natural environment.
- Recognize the role of the government in business activities and its implication on business decision making.
- Know the importance of various sources of finance and role of financial markets for the development of the business.
- Gain detailed knowledge of financial institutions present in India and their role for growth of business activities.

**INTERNAL ASSESSMENT AND ASSIGNMENT**

**25 Marks**

- |   |          |
|---|----------|
| 1. Class Test-I - (Written Test)                                  | 15 Marks |
| 2. Class Assessment - (Individual Presentation/Viva-Voice/Report) | 5 Marks  |
| 3. Attendance   | 5 Marks  |

**COURSE CONTENTS:**

**Unit I**

- Introduction: Concept, Nature and Scope of Business;
- Concept of Business as a System
- Business and Environment Interface
- Business Objectives; Profit Maximization vs. Social Responsibility of Business
- Scope of Business Environment Economic
- Introduction to Business Ethics and Values (14 Hours)

**Unit II**

- Entrepreneurship: Concept and Nature
- Process of setting up new business
- Forms of Business Organization
- Types of Companies
- 'Startup' as a recent trend & its future potential (14 Hours)

### **Unit III**

- Finance: concept and importance
- Sources of finance
- Financial Markets: concept and types
- Money market and its instruments
- Capital market and its types (primary and secondary)
- Capital Structure - concept and factors affecting;
- Securities and Exchange Board of India (SEBI)
- Recent trends in financing
- Venture capital, Private equity, loan syndication (14 Hours)

### **Unit IV**

- Small Business: Scope and role
- Government Policies
- Government & Business Interface: Rationale
- Forms of Government and Business Interface
- Multinationals: Concept and role
- Transactional Corporations (TNCs)
- International Business Risks
- Business Combinations: Concept and causes
- Chambers of Commerce and Industry in India (14 Hours)

## STUDY MATERIAL FOR THE SUBJECT

Following will be the study material for the subject Business Studies and students are advised to go through the material for thorough understanding of the subject.

### MAIN TEXT BOOKS:

1. **Author's Name(s):** Tulsian, P. C  
**Title:** Business Organization and Management  
**Edition:** IX **Year:** 2016  
**Publisher:** Pearson Education (ibid 1)
2. **Author's Name(s):** C.B. Gupta  
**Title:** Management Theory and Practice  
**Edition:** XVI **Year:** 2012  
**Publisher:** Sultan Chand and Sons (ibid 2)

### REFERENCE BOOKS:

1. **Author's Name(s):** Basu, C  
**Title:** Business Organization and Management  
**Edition:** I **Year:** 2010  
**Publisher:** McGraw Hill education (ibid 3)
2. **Author's Name(s):** Robert; Lawrence  
**Title:** Modern Business Organization  
**Edition:** II **Year:** 2010  
**Publisher:** McMillan India (ibid 4)

### EBOOKS:

1. <https://examupdates.in/b-com-1st-year-books/>
2. <http://download.nos.org/srsec319new/319EL5.pdf>
3. <http://download.nos.org/srsec319new/319EL6.pdf>
4. <http://download.nos.org/srsec319new/319EL3.pdf>
5. Das, A. (2019). Corporate governance in India. Routledge.

### ARTICLES:

1. The IUP Journal of Corporate Governance, Vol XV, No. 4, October, 2016
2. Effulgence, Vol. XIV, No. 2, July- December, 2016
3. The IUP Journal of Entrepreneurial Development, Vol. XIII, No. 4, December, 2016
4. Effulgence, Vol. XIV, No. 2, July-December 2015
5. Vision- The Journal of Business Perspective, Vol. 20, No. 3, September 2016
6. Harvard Business Review-South Asia, January-February 2017
7. International Journal of Business Policy and Economics, Vol. 8, No. 1-2, January-December 2015
8. The IUP Journal of Entrepreneurship Development, Vol. XIII, No.3, September 2016
9. The Journal of Entrepreneurship, Vol. 25, No. 2, September 2016

## **LECTURES 1-2**

### **CONCEPT, NATURE AND SCOPE OF BUSINESS**

#### **OBJECTIVE:**

Understanding the concept of a Business Organization provides important insights into their working and functioning, thus providing the right perspective in tackling the problem of satisfying human wants.

#### **CONTENTS:**

- Concept of business, profession and service
- Scope of business
- Industry and its types
- Role of Commerce
- Auxiliaries to trade
- Inter-relationship between Industry, Commerce and Trade

#### **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** 2, 3, 4, 5, 6

**LONG ANSWER TYPE QUESTIONS:** 1, 2, 3, 4, 5, 6

#### **OTHER ASSIGNMENTS:**

1. ibid 1 Q 1, 2, 3, 4, 5, 7, 8, 9 10 Page 1.14
2. ibid 2 Q 8, 9, 10, 11 Page 1.23-1.29

#### **SUGGESTED READINGS:**

#### **TEXT BOOKS:**

1. ibid 1 pages 1.1-1.8
2. ibid 2 pages 1.3 – 1.14

## **LECTURES 3-4**

### **BUSINESS SYSTEM AND ITS ENVIRONMENT**

#### **OBJECTIVE:**

The objective of these lectures is to help students understand the concept of business system and its constant interaction with the outside environment.

#### **CONTENTS:**

- Systems Approach
- Business as a system
- Elements of business system
- Problems of Integration
- Environment of business
- Dealing with the environment

#### **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** 7, 8, 9 10, 11, 12

**LONG ANSWER TYPE QUESTIONS:** 3, 4, 5, 6

#### **OTHER ASSIGNMENTS:**

1. ibid 2 Q 7, 8, 9 10, 11, 12, 13, 14, 15 Page 2.18-2.19

#### **SUGGESTED READINGS:**

#### **TEXT BOOK:**

1. ibid 2 Pages 2.1-2.17

## **LECTURES 5-6**

### **BUSINESS OBJECTIVES**

#### **OBJECTIVE:**

The objective of these lectures is to make students understand the various types of business objectives and the role of profit in running an organization.

#### **CONTENTS**

- Business objectives
- National objectives

- Role of profit in business
- Profit maximization

### **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** 13, 14

**LONG ANSWER TYPE QUESTIONS:** 8, 9, 10, 11, 12

### **OTHER ASSIGNMENTS:**

1. ibid 1 Q 8, 9, 10, 11 Page 1.14
2. ibid 2 Q 1, 2, 3, 4, 5, 7, Page 3.10-3.11

### **SUGGESTED READINGS:**

#### **TEXT BOOKS:**

1. ibid 1, Pages 1.9 - 1.13
2. ibid 2, Pages 3.1 - 3.11

#### **ARTICLES:**

1. Das Amrita and Sanyal Joyjit, “Corporate Social Responsibility of Banks and Public Awareness: A study in Assam”, The IUP Journal of Corporate Governance, Vol XV, No. 4, October, 2016, Page No. 37-57.
2. Dror, S. (2019). Linking operation plans to business objectives using QFD. Total Quality Management & Business Excellence, 30(1-2), 135-150.

### **LECTURES 7-9**

#### **SOCIAL RESPONSIBILITY OF BUSINESS**

#### **OBJECTIVE:**

The objective of these lectures is to make students understand the concept and applicability of social responsibility in modern day organizations.

#### **CONTENTS**

- Concept of social responsibility
- Profit maximization Vs. social responsibility
- Case for social responsibility
- Case against social responsibility
- Measures for enforcing social responsibility
- Theory of trusteeship

## **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** 13, 14, 15, 16

**LONG ANSWER TYPE QUESTIONS:** 10, 11, 12, 13, 14

## **OTHER ASSIGNMENTS:**

1. ibid 1 Q 5, 6, 7, 8, 9, 10, 11 Page 3.9
2. ibid 2 Q 1, 2, 3, 4, 5, 7, 8, 9 Page 4.14-4.15

## **SUGGESTED READINGS:**

### **TEXT BOOKS:**

1. ibid 1 Pages 3.1-3.7
2. ibid 2 Pages 4.1-4.15

### **ARTICLES:**

1. Verma Anupama and Singh Anupam, "Fostering Stakeholders Trust Through CSR Reporting: An Analytical Focus", Society Management Review, IIM Koshikode, July 2016, Vol. 5, No. 2, Page 21-29.
2. Heald, M. (2018). The social responsibilities of business: Company and community, 1900-1960. Routledge.

## **LECTURES 10-12**

### **BUSINESS ETHICS AND VALUES**

#### **OBJECTIVE:**

The concept of these lectures is to help students understand the importance of business ethics and the benefits of following the ethical code of conduct.

#### **CONTENTS**

- Meaning and scope of business ethics
- Importance of business ethics
- Social pressures on business
- Factors governing business ethics
- Code of conduct
- Benefits of ethical codes

## **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** 17, 18, 19

**LONG ANSWER TYPE QUESTIONS:** 15, 16, 17

## **OTHER ASSIGNMENTS:**

1. ibid 2 Q 1, 2, 3, 4, 5, 7, 8, 9, 10, 11 Page 5.11-5.12
2. ibid 1 Q 9, 10, 11 Page 3.9

## **SUGGESTED READINGS:**

### **TEXT BOOKS:**

1. ibid 1 Page 3.8
2. ibid 2 Pages 5.1- 5.10

### **ARTICLES:**

1. Sapra Ritu and Kaur Chanpreet, "CSR Spending and its relationship with Share Prices", *Effulgence*, Vol. XIV, No. 2, July- December 2016, Page No. 28-36.
2. Vijay Kumar Singh, Dr. Avinash D. Pathardikar, Rumki Bandyopadhyay, Influences Of Ethics And Values On Organizational Citizenship Behavior: A Review, *Journal Of Management Value & Ethics*, July-Sept. 12, Vol. II No. III. Available at: <https://www.researchgate.net/publication/265123964> *Journal of Management Value Ethics*
3. Kam C Chan, Hang Gay Fung, Jot Yau, "Business Ethics Research: A Global Perspective" available at <https://www.researchgate.net/publication/226758631> *Business Ethics Research A Global Perspective*
4. AT.Ridhima, "The impact of business ethics and corporate responsibility on Indian business growth" *International Journal of Application or Innovation in Engineering & Management (IJAIEM)*, Volume 3, Issue 11, November 2014. Available at: <http://www.ijaiem.org/Volume3Issue11/IJAIEM-2014-11-24-73.pdf>

## **LECTURES 13-14**

### **CORPORATE GOVERNANCE**

#### **OBJECTIVE:**

The objective of these lectures is to help students understand the concept of corporate governance and the significance in terms of present day scenario.



## **CONTENTS**

- Concept and significance of corporate governance
- Fundamental principles
- Mechanism for better governance
- Corporate governance in India
- CII code of governance

### **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS: 20**

**LONG ANSWER TYPE QUESTIONS: 18, 19, 20**

### **OTHER ASSIGNMENTS:**

1    ibid 2 Q 1, 2, 3, 4, 5, Page 6.15

### **SUGGESTED READINGS:**

#### **TEXT BOOK:**

1    ibid 2 Pages 6.1-6.15

#### **ARTICLES:**

1. Madhani M Pankaj, ” Ownership Concentration, Corporate Governance and Disclosure Practices: A Study of Firms Listed in Bombay Stock Exchange”, The IUP Journal of Corporate Governance, Vol. XV, No. 4, October 2016, Page No. 7-32.
2. Murwaningsari, E. (2019). The Relationship of Corporate Governance, Corporate Social Responsibilities and Corporate Financial Performance in One Continuum. Indonesian Management and Accounting Research (IMAR), 9(1), 78-98.

## **UNIT-II**

### **TYPES OF BUSINESS ENTERPRISES**

#### **LECTURES 15-16**

#### **OBJECTIVE:**

The objective of these lectures is to help students understand the various forms of business organizations and deciding the best suited form.

## **CONTENTS:**

- Sole proprietorship
  - Meaning
  - Merits
  - Demerits
  - Suitability
- Joint Hindu Family Firm
  - Meaning
  - Merits
  - Demerits
  - Suitability

## **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** 7, 8, 9

**LONG ANSWER TYPE QUESTIONS:** 5, 6, 7

## **OTHER ASSIGNMENTS:**

1. ibid 1, Q 1, 2, 3 page 5.48
2. ibid 2, Q 1, 2, 3, 4, 5, 6, 7, 8, 9, 10 pages 10

## **SUGGESTED READINGS:**

### **TEXT BOOKS:**

1. ibid 1, Pages 5.3-5.5
2. ibid 2, Pages 9.36-10.4

### **ARTICLE:**

1. Samei Hossein, "The Effect of Nurturing in Family Businesses", The Journal of Entrepreneurship, Vol. 25, No. 2, September 2016, pp 211-231.

## **LECTURES 17-18**

### **PARTNERSHIP FIRM**

### **OBJECTIVE:**

The objective of these lectures is to help students understand the concept of partnership and its difference from Joint Hindu Family concept.

## **CONTENTS**

- Test of partnership
- Distinction between partnership and Joint Hindu family business
- Requisites of ideal partnership
- Types of partnership
- Kinds of partners
- Registration of firm
- Dissolution of partnership

### **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** 10, 11, 12, 13

**LONG ANSWER TYPE QUESTIONS:** 8, 9, 10

### **OTHER ASSIGNMENTS:**

1. ibid 1 Q 4, 5, 6, Page 5.48
2. ibid 2 Q 1, 2, 3, 4, 5, 6, 7, 8, 9, 10 Page 11.19

### **SUGGESTED READINGS:**

#### **TEXT BOOKS:**

1. ibid 1, Pages 5.5-5.7
2. ibid 2, Pages 11.1-11.21

## **LECTURES 19-21**

### **JOINT STOCK COMPANY**

#### **OBJECTIVE:**

The objective of these lectures is to help students understand the concept of Joint Stock Companies and their applicability in modern day scenario.

#### **CONTENTS:**

- Meaning
- Salient features
- Distinction between company and partnership
- Distinction between private and public company
- Merits of company
- Demerits of company
- Suitability

## **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** 14, 15, 16, 17, 18

**LONG ANSWER TYPE QUESTIONS:** 11, 12, 13, 14

## **OTHER ASSIGNMENT:**

1. ibid 2 Q 1, 2, 3, 4, 5, 6, 7, 8, 9, 10 Page 12.16

## **SUGGESTED READINGS:**

### **TEXT BOOK:**

1. ibid 2 Pages 12.11-12.16

### **ARTICLE:**

1. Kumar Brajesh, "A Study of Employees in Public Sector Commercial Banks of India and Nepal", Effulgence, Vol. XIV, No. 2, July-December 2016, pp. 12-18

## **LECTURES 22-23**

### **CO-OPERATIVE ORGANIZATION**

#### **OBJECTIVE:**

The objective of these lectures is to help students understand the concept of Co-operative Organizations and their distinct features.

#### **CONTENTS**

- Co-Operative Organization
  - Meaning
  - Salient features
  - Formation
  - Management
  - Merits
  - Demerits
  - Types
  - Distinction between company and co-operative

## **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** 19, 20

**LONG ANSWER TYPE QUESTIONS:** 14, 15

**OTHER ASSIGNMENTS:**

1. ibid 1, Q 7, 13, 14 page 5.48, 5.49
2. ibid 2, Q 1, 2, 3, 4, 5, 6, 7, 8, 9, 10 pages 14.0

**SUGGESTED READINGS:**

**TEXT BOOKS:**

1. ibid 1, Pages 5.19-5.30
2. ibid 2, Pages 13.1-14.0

**LECTURES 24-26**

**CHOICE OF FORM OF BUSINESS ORGANIZATION**

**OBJECTIVE:**

The objective of these lectures is to help students understand the factors affecting the suitable choice of business organization.

**CONTENTS**

- Ideal form of ownership
- Ownership organization decision
- Factors affecting choice
- Changes in form of ownership
- Manager vs. partner
- Partnership vs. private company
- Limited Liability Partnership

**ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** 21

**LONG ANSWER TYPE QUESTIONS:** 16, 17, 18

**OTHER ASSIGNMENTS:**

1. ibid 1, Q 20 Page 5.49
2. ibid 2, Q 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11 Pages 14.16

## **SUGGESTED READINGS:**

### **TEXT BOOKS:**

1. ibid 1, Pages 5.30
2. ibid 2, Pages 14.1-14.16

## **LECTURES 27-28**

### **PROMOTION OF A COMPANY**

#### **OBJECTIVE:**

The objective of these lectures is to help students understand the concept of promotion of a company and the legal formalities associated with it.

#### **CONTENTS**

- Meaning of promoter
  - Nature
  - Functions
  - Types
- Promotion decisions
- Procedural aspects
- Legal aspects
- Memorandum of Association
- Articles of Association
- Prospectus
- Statement in lieu of Prospectus

#### **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** 22, 23, 24, 25

**LONG ANSWER TYPE QUESTIONS:** 19, 20, 21, 22, 23

#### **OTHER ASSIGNMENTS:**

1. ibid 1, Q 1, 2, 3, 4, 5, 6, 7, 8, 9 Page 7.26
2. ibid 2, Q 1, 2, 3, 4, 5, 6, 7, 8, 9, 10 Page 15.32

## **SUGGESTED READINGS:**

### **TEXT BOOKS:**

1. ibid 1, Pages 7.1-7.25
2. ibid 2, Pages 15.1-15.3

## **UNIT-III**

### **LECTURE- 29-30**

#### **FINANCING BUSINESS**

##### **OBJECTIVE:**

The objective of these lectures is to help students understand the concept of financing business from the correct sources.

##### **CONTENTS:**

- Financial Planning
- Concept and Importance
- Sources of Finance
  - Long term sources
  - Short term sources
  - Owned capital concept

##### **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** 1, 2, 3, 4

**LONG ANSWER TYPE QUESTIONS:** 1, 2, 3, 4, 5

##### **OTHER ASSIGNMENTS:**

1. ibid 2, Q 1, 2, 3, 4, 5, 7, 8, 9, 10, 11 Page 5.11-5.12
2. ibid 1, Q 9, 10, 11 Page 3.9

##### **SUGGESTED READINGS:**

##### **TEXT BOOKS:**

1. ibid 1, Page 3.8
2. ibid 2, Pages 5.1- 5.10

##### **ARTICLE:**

1. <https://www.sciencedirect.com/science/article/pii/S0378426617302819>, “Financial synergies and systemic risk in the organization of bank affiliates

## **LECTURES- 31-33**

### **FINANCING BUSINESS**

#### **OBJECTIVE:**

The objective of these lectures is to help students understand the concept of financial markets and its applicability in the present-day context.

#### **CONTENTS:**

- Money Markets
  - Meaning
  - Concept
  - Types
  - Market Instruments

#### **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** 13, 14

**LONG ANSWER TYPE QUESTIONS:** 8, 9, 10, 11, 12

#### **OTHER ASSIGNMENTS:**

1. ibid 1, Q 8, 9, 10, 11 Page 1.14
2. ibid 2, Q 1, 2, 3, 4, 5, 7, Page 3.10-3.11

#### **SUGGESTED READINGS:**

#### **TEXT BOOKS:**

1. ibid 1, Pages 1.9-1.13
2. ibid 2, Pages 3.1 – 3.11

## **LECTURES- 34-35**

### **CAPITAL MARKETS**

#### **OBJECTIVE:**

The objective of these lectures is to help students understand the concept of capital markets and its applicability in the present-day context.



## **CONTENTS:**

- Capital Markets
  - Meaning
  - Concept
  - Types
  - Market Instruments

## **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** 13, 14

**LONG ANSWER TYPE QUESTIONS:** 8, 9, 10, 11, 12

## **OTHER ASSIGNMENTS:**

1. ibid 1, Q 8, 9, 10, 11 Page 1.14
2. ibid 2, Q 1, 2, 3, 4, 5, 7, Page 3.10-3.11

## **SUGGESTED READINGS:**

### **TEXT BOOKS:**

1. ibid 1, Pages 1.9-1.13
2. ibid 2, Pages 3.1 – 3.11

## **LECTURES- 36-38**

### **CAPITAL STRUCTURE**

#### **OBJECTIVE:**

The objective of these lectures is to help students understand the concept of capital structure and its applicability in the present-day context.

#### **CONTENTS:**

- Capital Structure
  - Meaning
  - Concept
  - Types
- Factors affecting capital structure

## **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** 17, 18, 19

**LONG ANSWER TYPE QUESTIONS:** 16, 17, 18, 19

**OTHER ASSIGNMENTS:**

1. ibid 1, Q 8, 9, 10, 11 Page 1.14
2. ibid 2, Q 1, 2, 3, 4, 5, 7, Page 3.10-3.11

**SUGGESTED READINGS:**

**TEXT BOOKS:**

1. ibid 1, Pages 3.1-3.7
2. ibid 2, Pages 4.1-4.15

**LECTURE- 39-40**

**SECURITIES AND EXCHANGE BOARD OF INDIA**

**OBJECTIVE:**

The objective of these lectures is to help students understand the concept of Securities and Exchange Board of India and its applicability in the present-day context.

**CONTENTS:**

- Securities and Exchange Board of India
  - Meaning and Concept
  - Importance
  - Need

**ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** 13, 14

**LONG ANSWER TYPE QUESTIONS:** 8, 9, 10, 11, 12

**OTHER ASSIGNMENTS:**

1. ibid 1, Q 8, 9, 10, 11 Page 1.14
2. ibid 2, Q 1, 2, 3, 4, 5, 7, Page 3.10-3.11

**SUGGESTED READINGS:**

**TEXTBOOKS:**

1. ibid 1, Pages 1.9-1.13
2. ibid 2, Pages 3.1 – 3.11

## **LECTURES- 41-42**

### **RECENT TRENDS IN FINANCING**

#### **OBJECTIVE:**

The objective of these lectures is to help students understand the concept of Recent Trends in Financing and its Applicability in the present-day context.

#### **CONTENTS:**

- Recent trends in financing
- Venture capital
- Private equity
- Loan syndication

#### **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** 13, 14, 15, 16

**LONG ANSWER TYPE QUESTIONS:** 10, 11, 12, 13, 14

#### **OTHER ASSIGNMENTS:**

1. ibid 1 Q 5, 6, 7, 8, 9, 10, 11 Page 3.9
2. ibid 2 Q 1, 2, 3, 4, 5, 7, 8, 9 Page 4.14-4.15

#### **SUGGESTED READINGS:**

#### **TEXTBOOKS:**

1. ibid 1, Pages 3.1-3.7
2. ibid 2, Pages 4.1-4.15

#### **ARTICLES**

1. <https://www.sciencedirect.com/science/article/pii/S0378426617302820>, Monthly cyclicalities in retail Investors' liquidity and lottery-type stocks at the turn of the month.
2. DeFilippis, E. M., Vaduganathan, M., Machado, S., Stehlik, J., & Mehra, M. R. (2019). Emerging trends in financing of adult heart transplantation in the United States. *JACC: Heart Failure*, 7(1), 56-62.
3. Jenkinson, T., Landsman, W. R., Rountree, B., & Soonawalla, K. (2019). Private equity net asset values and future cash flows. Available at SSRN 2636985.

## **UNIT-IV**

### **LECTURE- 43-44**

#### **SMALL BUSINESS**

##### **OBJECTIVE:**

The objective of these lectures is to help students understand the concept of small business.

##### **CONTENTS**

- Definition of small business
- Qualitative criteria
- Small business in India
- Characteristics of small business
- Scope of small business

##### **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** 1, 2, 3

**LONG ANSWER TYPE QUESTIONS:** 1, 2, 3

##### **OTHER ASSIGNMENTS:**

1. ibid 2, Q 1, 2, 3 pages 16.22

##### **SUGGESTED READINGS:**

##### **TEXTBOOKS:**

1. ibid 1, Pages 8.1-8.2
2. ibid 2, Pages 16.4-16.8

##### **ARTICLES:**

1. Mamun A Abdullah, "Access to credit, education and entrepreneurial competencies: A Study of Women Micro Enterprises in Malaysia", Vision- The Journal of Business Perspective, Vol. 20, No. 3, September 2016, pp159-168
2. Robert A. Blackburn, "Small business performance: business, strategy and owner-manager characteristics" available at <https://www.emeraldinsight.com/doi/abs/10.1108/14626001311298394>

## **LECTURES 45-46**

### **ROLE OF SMALL BUSINESS**

#### **OBJECTIVE:**

The objective of these lectures is to help students understand the rationale of small business in the Indian context.

#### **CONTENTS:**

- Rationale of small business
- Role of small business in Indian economy
- Small business and balanced regional development
- Small business: seedbed of entrepreneurship

#### **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** 4, 5, 6

**LONG ANSWER TYPE QUESTIONS:** 4, 5, 6, 7

#### **OTHER ASSIGNMENTS:**

1. ibid 2, Q 4, 5, 6 Pages 16.22

#### **SUGGESTED READINGS:**

#### **TEXTBOOKS:**

1. ibid 1, Pages 8.2-8.3
2. ibid 2, Pages 16.8-16.11

#### **ARTICLES:**

1. Sharma Shweta, "Pricing Strategies Adopted by Small Scale Entrepreneurs", The IUP Journal of Entrepreneurship Development, Vol. XIII, No.3, September 2016, pp7-24
2. Pontus Braunerhjelm, "Entrepreneurship, Innovation and Economic Growth" available at: [https://entreprenorskapsforum.se/wp-content/uploads/2013/03/WP\\_02.pdf](https://entreprenorskapsforum.se/wp-content/uploads/2013/03/WP_02.pdf)

## **LECTURES 47-48**

### **MANAGEMENT PROBLEMS OF SMALL BUSINESS**

#### **OBJECTIVE:**

The objective of these lectures is to help students understand the problems faced by small business in India and the steps taken by government to tackle with them.

#### **CONTENTS**

- Management problems of small business
- Measures taken by the government
- Government policy towards small business
- Policy guidelines
- Small Industries Development Bank of India

#### **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** 7, 8, 9, 10, 11, 12

**LONG ANSWER TYPE QUESTIONS:** 8, 9, 10, 11, 12

#### **OTHER ASSIGNMENTS:**

1. ibid 1, Q 1, 2, 3, 4 pages 8.13
2. ibid 2, Q 8, 9, 10, 11 pages 16.22

#### **SUGGESTED READINGS:**

##### **TEXTBOOKS:**

1. ibid 1, Pages 8.3-8.12
2. ibid 2, Pages 16.12-16.22

##### **ARTICLE:**

1. Fisher Marshall, "Can acquisitions re-ignite growth?", Harvard Business Review-South Asia, January-February 2017, pp 68-72.

## **LECTURES 49-50**

### **GOVERNMENT AND BUSINESS INTERFACE**

#### **OBJECTIVE:**

The objective of these lectures is to help students understand the role played by the government in ensuring the smooth interface between the businesses in India and the outside world.

## **CONTENTS**

- Regulatory role of government
- Public enterprise
- Departmental undertakings
- Government company
- Public company
- Choice of form of organization
- Operational autonomy and public accountability

### **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** 13, 14, 15, 16, 17, 18

**LONG ANSWER TYPE QUESTIONS:** 13, 14, 15, 16, 17, 18, 19

### **OTHER ASSIGNMENTS:**

1. ibid 1, Q 5, 6, 7, 8, 9, 10, 11, 12 pages 6.19
2. ibid 2, Q 15, 16, 17, 18, 19, 20 pages 17.46

### **SUGGESTED READINGS:**

#### **TEXTBOOKS:**

1. ibid 1, Pages 6.7-6.12
2. ibid 2, Pages 17.9-17.22

#### **ARTICLE:**

1. Charumathi B. and Karpagam K., “Public Sector Enterprises and Socio-Economic Uplift in India”, International Journal of Business Policy and Economics, Vol. 8, No. 1-2, January-December 2015, pp 21-33

## **LECTURES 51-52**

### **GOVERNMENT AND BUSINESS INTERFACE**

#### **OBJECTIVE:**

The objective of these lectures is to help students understand the problems faced by public enterprises and ways of improving their performance.

## **CONTENTS**

- Growth of public enterprises in India
- Problems of public enterprises
- Joint sector
- Privatization of public enterprises
- Industrial policy, 1991

### **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** 19, 20, 21, 22, 23, 24, 25

**LONG ANSWER TYPE QUESTIONS:** 20, 21, 22, 23, 24, 25

### **OTHER ASSIGNMENTS:**

1. ibid 1, Q 1, 2, 3, 4, 5 pages 6.19
2. ibid 2, Q 21, 22, 23, 24, 25, 26 pages 17.46

### **SUGGESTED READINGS:**

#### **TEXTBOOKS:**

1. ibid 1, Pages 6.3-6.7
2. ibid 2, Pages 17.23-17.46

### **LECTURES 53-54**

## **MULTINATIONALS AND TRANSNATIONALS**

### **OBJECTIVE:**

The objective of these lectures is to help students understand the concept of multi-nationals and transnationals.

### **CONTENTS**

- Concept of multinational
- Transnationals
- MNC Vs. TNC
- Role of multinationals
- International Business Risks

### **ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** 1, 2, 3, 4, 5, 6, 7, 8

**LONG ANSWER TYPE QUESTIONS:** 1, 2, 3, 4



**OTHER ASSIGNMENTS:**

1. ibid 2, Q 1, 2, 3, 4, 5 pages 18.13

**SUGGESTED READINGS:****TEXTBOOK:**

1. ibid 2, Pages 18.3-18.6

**ARTICLE:**

1. Singh Sima, "Globalization: Challenges and Opportunities", Delhi Business Review, Vol. 15, No. 1, January-June 2014, pp103-106

**LECTURES 55-56****CHAMBERS OF COMMERCE AND INDUSTRY****OBJECTIVE:**

The objective of these lectures is to help students understand the concept and importance of the Chambers of Commerce and Industry in the Indian context.

**CONTENTS**

- Chambers of Commerce and Industry
- FICCI
- ASSOCHAM
- CII

**ASSIGNMENTS FROM QUESTION BANK:**

**SHORT ANSWER TYPE QUESTIONS:** 9, 10, 11, 12, 13, 14

**LONG ANSWER TYPE QUESTIONS:** 9, 10, 11, 12

**OTHER ASSIGNMENT:**

1. ibid 2 Q 6, 7, 8, 9, 10 pages 18.14

**SUGGESTED READING:****TEXTBOOK:**

1. ibid 2, Pages 18.7-18.13

