

UNIVERSITY OF MUMBAI

No. UG/86 of 2016-17

CIRCULAR:-

A reference is invited to the Syllabi relating to the B. A. degree course vide this office Circular No.UG/159 of 2011 dated 20th June, 2011 and the Principals of affiliated Colleges in Arts Colleges are hereby informed that the recommendation made by Board of Studies in History & Archaeology at its meeting held on 25th May, 2016 has been accepted by the Academic Council at its meeting held on 24th June, 2016 vide item No. 4.21 and that in accordance therewith, the revised syllabus as per the Choice Based Credit System for the F.Y.B.A. in History & Archaeology (Sem.I & II), which is available on the University's web site (www.mu.ac.in) and that the same has been brought into force with effect from the academic year 2016-17.

MUMBAI – 400 032
October, 2016


(Dr.M.A.Khan)
REGISTRAR

To,

The Principals of affiliated Colleges in Arts.

A.C/4.21/24/06/2016

No. UG/86 -A of 2016-17

MUMBAI-400 032 25th October, 2016

Copy forwarded with compliments for information to:-

- 1) The Dean, Faculty of Arts,
- 2) The Chairman, Board of Studies in History,
- 3) The Director, Board of College and University Development,
- 4) The Controller of Examinations,
- 5) The Co-Ordinator, University Computerization Centre.
- 6) The Professor-cum-Director, Institute of Distance and Open Learning (IDOL)


(Dr.M.A.Khan)
REGISTRAR

PTO...

AC 24 / 06 / 2016
Item no.4.21

UNIVERSITY OF MUMBAI



Revised syllabus for Sem I and II

Program: B. A.

Course: History & Archaeology

(Choice Based Credit System with effect from the Academic
year 2016-17)

F.Y.B.A. (History)
History of Modern India (1857-1947)
Semester - I

Objectives:-

The course is designed to make the student aware about the making of modern India and the struggle for independence.

Module I: Growth of Political Awakening

- (a) Revolt of 1857 – Causes and Consequences
- (b) Contribution of the Provincial Associations
- (c) Foundation of Indian National Congress.

Module II: Trends in Indian Nationalism

- (a) Moderates
- (b) Extremists
- (c) Revolutionary Nationalists

Module III: Gandhian Movements

- (a) Non Co-operation Movement
- (b) Civil Disobedience Movement
- (c) Quit India Movement

Module IV: Towards Independence and Partition

- (a) The Indian Act of 1935
- (b) Attempts to Resolve the Constitutional Deadlock -The Cripps Mission, The Cabinet Mission and the Mountbatten Plan
- (c) Indian Independence Act and Partition

Semester –II
History of Modern India: Society and Economy.

Module I: Socio Religious Reform Movements: Reforms and Revival

- (a) Brahmo Samaj, Arya Samaj and Ramakrishna Mission
- (b) Satyashodhak Samaj, Aligarh movement and Singh Sabha Movement.
- (c) Impact of Reform Movements

Module II: Education, Press and Transport

- (a) Introduction of Western Education and its Impact
- (b) Development of Press
- (c) Transport and Communications

Module III: Impact of the British Rule on Indian Economy.

- (a) Revenue Settlements, Commercialisation of Agriculture
- (b) Drain Theory
- (c) Deindustrialisation and Growth of Large Scale Industry

Module IV: Nationalism and Social Groups: interfaces.

- (a) Women
- (b) Dalits
- (c) Peasants and Tribals

References:

Aloysius G., *Nationalism Without Nation in India*, OUP, New Delhi, 1998.

Bandyopadhyay Sekhar, *From Plassey to Partition, A History of Modern India*, Orient Longman, New Delhi, 2004.

Bhattachaterjee Arun, *History of Modern India (1707 – 1947)*, Ashish Publishing House, New Delhi 1976.

Chakravarti Aroop, *The History of India (1857 – 2000)*, Pearson, New Delhi 2012.

Chandra Bipan et al., *India's Struggle for Independence*, Penguin, New Delhi,

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Chandra Bipan, *Rise and Growth of Economic Nationalism in India*, Delhi, 1966.

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Chopra P.N.,Puri B.N, Das M.N,Pradhan A.C, *A Comprehensive History of Modern India*, Sterling Publishers 2003.

Desai A.R., *Social Background of Indian Nationalism*, 5th Edition,Popular Prakashan, Bombay, 1976.

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Grover B.L, Grover S., *A New Look at Modern Indian History (1707 – present day)*, S. Chand and Company, New Delhi 2001.

Keswani K.B., *History of Modern India (1800 – 1964)*, Himalaya Publishing House, Bombay 1996.

Majumdar R.C., *Comprehensive History of India*, Vol.3 (Part III), People's Publishing House.

Mehrotra S.R., *Emergence of Indian National Congress*, Vikas Publication, Delhi, 1971.

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Pannikar K.N. (ed). *National and Left Movement in India*, Vikas Publishing House Pvt. Ltd.. New Delhi. 1980.

Pawar Jaisingh Rao, *Aadhunik Hindustanacha Itihas*, Vidya Publications, Nagpur.

Ray Rajat, *Industrialization of India: Growth and Conflict in the Private Corporate Sector, 1914-47*, OUP, Delhi, 1982.

Sarkar Sumit, *Aadhunik Bharat*, Rajkamal Publication, New Delhi, 2009.

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Shukla Ramlakhan, *Aadhunik Bharat ka Itihas*, Hindi Madhyam Karyalay Nideshalay, Delhi.

B.A.
HISTORY

Question Paper Pattern For F.Y.B.A. History
Semester I & II

As per University rules and guidelines.

UNIVERSITY OF MUMBAI

No. UG/189 of 2017-18

CIRCULAR:-

A reference is invited to the syllabi relating to the Bachelor of Arts (B.A.) Programme **vide** this office Circular No.UG/50 of 2012-13, dated 28th June, 2012 and the Principals of the affiliated Colleges in Arts are hereby informed that the recommendations made by the Board of Studies in History & Archaeology at its meeting held on 23rd February, 2017 has been accepted by the Academic Council at its meeting held on 11th May, 2017 **vide** item No.4.66 and that in accordance therewith, the revised syllabus as per the (CBCS) of S.Y.B.A. History (History & Archaeology) (Sem III & IV), which is available on the University's website (www.mu.ac.in) and that the same has been brought into force with effect from the academic year 2017-18, accordingly.

MUMBAI – 400 032

9th August, 2017

To

(Dr.M.A.Khan)
REGISTRAR

The Principals of the affiliated Colleges in Arts.

A.C/4.66/11/05/2017

No. UG/189 -A of 2017

MUMBAI-400 032

9th August, 2017

Copy forwarded with Compliments for information to:-

- 1) The Co-ordinator, Faculty of Arts and Humanities,
- 2) The Chairman, Board of Studies in History & Archaeology,
- 3) The Offg. Director, Board of Examinations and Evaluation,
- 4) The Director, Board of Students Development,
- 5) The Professor-cum-Director, Institute of Distance and Open Learning (IDOL),
- 6) The Co-Ordinator, University Computerization Centre,

(Dr.M.A.Khan)
REGISTRAR

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AC / /2017
Item no.

UNIVERSITY OF MUMBAI



Revised Syllabus for Sem III and Sem IV

Program: B. A.

Course: History and Archaeology

(Choice Based Credit System with effect from the Academic
year 2017-2018)

SYBA – History Paper-II
Landmarks in World History, 1300 A.D.-1945 A.D.

SEMESTER–III

Objectives: To enable the students to comprehend the transition of Europe from medieval to modern times and its impact on the world. To provide accurate knowledge of the most significant events and personalities of the period under study and encourage understanding of the making of the modern world

Module I: The Modern Age

- (a) Renaissance
- (b) Geographical Discoveries
- (c) Reformation

Module II: Age of Revolutions

- (a) American Revolution
- (b) French Revolution
- (c) Industrial Revolution

Module III: Nationalism and Imperialism

- (a) Formation of Nation-States in Europe
- (b) Nationalist Movements in Italy and Germany
- (c) Imperialist Expansion in Asia

Module IV: World in Transition (1914-1919)

- (a) World War I
- (b) Russian Revolution
- (c) League of Nations

SEMESTER-IV

Module I: Inter War Period

- (a) Kemal Pasha and Modernization of Turkey
- (b) Reza Shah and Reforms in Iran
- (c) Birth of Israel

Module II: Rise of Dictatorships

- (a) Fascism
- (b) Nazism
- (c) Militarism in Japan

Module III: World War II and Efforts for Peace

- (a) World War II
- (b) The Atlantic Charter
- (c) United Nations Organization.

Module IV: Nationalist Movements in Asia

- (a) Dr. Sun-Yat-Sen and China
- (b) Mahatma Gandhi and India
- (c) Dr. Sukarno and Indonesia

References:

English Books

- Benns F.L. *European History since 1870*, Appleton Century Gofts, New York, 1950.
- Carrie Albercht R.A., *Diplomatic History of European since the Congress of Vienna*, Harper, New York, 1958.
- Chatterjee N.C. *History of Modern Middle East*, Abhinav Publication, New Delhi, 1987.
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- David M.D., *Landmarks in World History*, Himalaya Publishing House, Mumbai, 1999.
- David M.D *Rise and Growth of Modern Japan*- Himalaya Publications House, Mumbai 1999.
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- Hayes C.J.H. *Contemporary Europe since 1870-1955*,Macmillan,New York.
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- MahmoodShamma Ed.,*An Introduction to the History of the World*, Pearson, Delhi 2012.
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- Taylor A. J.P.*The struggle for Mastery in Europe (1848-1918)* , Oxford 1954.
- Thomson David: *Europe Since Napoleon-* 1962, Longman. (Indian Ed. Jain PushpakMandir Jaipur 1977).

Marathi Books:

- Jain Hukumchand and Krishna Mathur, *AdhunikJagachaItihas*, K SagarPublication ,Pune 2006.
- Kadam,Y.N. *VisavyaShatkalinJagachaItihas*,PhadkePrakashan, Kolhapur, 2005.

Kulkarni A.R. and Deshpande, *Adhunik Jagacha Itihas*, Vol. I and II, Snehvardhan Publishing House, Pune, 1996.

Sakure Vijaya and Anil Kathare, *Jagti Itihasatil Stithantre*, Chinmey Prakasan, Aurangabad, 2011.

Udgaokar M. N. and Ganesh Raut, *Adhunik Jag*, Diamond Publication, Pune 2008.

Vaidya Suman and Shanta Kothekar, *Adhunik Jag*, Vol. I and II, Shri Sainath Prakashan, Nagpur 2000.

SYBA History- Paper- III
Ancient India from Earliest Times to 1000 A.D.

SEMESTER-III

Objectives: To acquaint the students with different sources of Ancient Indian History. To enable the students to understand the political, socio-economic and cultural developments in the period under study and appreciate the rich cultural heritage in India

Module I: Sources of Ancient India and their Importance

- (a) Archaeological
- (b) Literary
- (c) Foreign Travellers

Module II: Indus Valley Civilization

- (a) Social and Economic Life
- (b) Religious Life
- (c) Town Planning and Decline of the Civilization

Module III: Vedic Age

- (a) Janapada
- (b) Social and Economic Life
- (c) Religion

Module IV: India after 6th Century B.C.

- (a) Administration of Mahajanapadas
- (b) Jainism and Buddhism
- (c) Persian and Greek Invasions

SEMESTER-IV

Module I: Mauryan and Post- Mauryan Period (322 B.C. to 320 A.D.)

- (a) Chandragupta and Ashoka
- (b) Mauryan Administration
- (c) Post Mauryan Dynasties- Sungas, Kushanas and Satavahanas

Module II: Gupta Age (320 A.D. to 600 A.D.)

- (a) Imperial Expansion: Chandragupta I, Samudragupta and Chandragupta II
- (b) Administration
- (c) Classical Age

Module III: Post Gupta Period (600A.D. to 1000A.D.)

- (a) The Age of Harshavardhan
- (b) The Rise of Rajputs
- (c) Arab Invasion of Sind

Module IV: Major Dynasties of Deccan and South India

- (a) Chalukyas of Badami and Rashtrakutas
- (b) Pallavas and Cholas
- (c) Spread of Indian Culture in South-East Asia

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English Books

- Agarwal D.P., *The Archaeology of India*, (Delhi Select Book Services) Syndicate, 1984.
- Allichin –B-Zidget and F. Raymond, *Origin of a Civilization – The History and early Archaeology of South Asia*, (Delhi Oxford and IBH), 1994.
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- Bhattacharya N.N., *Ancient Indian Rituals and their Social Contents*, Manohar Publications, Delhi, 1996.
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- Jha, D.N., *Ancient India in Historical Outline*, Motilal Banarasidas, New Delhi, 1974
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- Majumdar, R.C., *Ancient India*, Motilal Banarasidas Publishers Pvt. Ltd. New Delhi, 1974.
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Possell G.L.ed., *Ancient Cities of the Indus*, Vikas, Delhi, 1979.

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Sharma, L.P., *Ancient History of India, Pre- Historic Age to 1200 A.D.*, Vikas Publishing House, New Delhi, 1981.

Sharma, S.R., *Ancient Indian History and Culture*, Hind Kitab Ltd., Mumbai 1956.

Thapar Romila, *Ashoka and decline Mauryas*, Oxford University Press, London, 1961.

Tripathi R.S. *History of Ancient India-* Motilal, Banarasidas- Varanasi- 198

Marathi Books:

Gayedhani R.N. and Raurkar, *PrachinBharatachaItihas*, Continental Prakashan, Pune.

Joshi, P.G., *PrachinBharatachaSanskritikItihas*, VidhyaPrakashan, Pune.

KhabdeDinkar, *Prachin Bharat*, KailashPrakashan, Aurangabad.

Kosambi, D.D., *PrachinBharatiyeSanskritibhaSabhyata*, Diomond Pub, Pune, 2006.

Kulkarni, A.R., *Prachin Bharat*, SnehvardhanPrakashan, Pune.

Morbanchikar, R.S., *Sathvahanakalin Maharashtra*, KailashPrakashan, Aurangabad.

Singre, Anil, *DakshinBharatachaItihas*, KailashPrakashan, Aurangabad.

B.A. HISTORY

Question Paper Pattern for S.Y.B.A. History

Semester III and Semester IV

As per University rules and guidelines

UNIVERSITY OF MUMBAI

No. UG/ 74 of 2018-19

CIRCULAR:-

Attention of the Principals of the Affiliated Colleges and Directors of the recognized Institutions in Humanities Faculty is invited to this office circular No. UG/17 of 2005, dated 13th January, 2005 relating to syllabus of Bachelor of Arts.

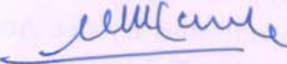
They are hereby informed that the recommendations made by the Board of Studies in History and Archaeology at its meeting held on 25th May, 2018 have been accepted by the Academic Council at its meeting held on 14th June, 2018 **vide** item No. 4.1 and that in accordance therewith, the revised syllabus as per the (CBCS) for the T.Y.B.A. in History & Archaeology – Sem V & VI has been brought into force with effect from the academic year 2018-19, accordingly. (The same is available on the University's website www.mu.ac.in).

MUMBAI – 400 032

6th June, 2018

To

July


(Dr. Dinesh Kamble)
I/c REGISTRAR

The Principals of the affiliated Colleges and Directors of the recognized Institutions in Humanities Faculty. (Circular No. UG/334 of 2017-18 dated 9th January, 2018.)

A.C./4.1/14/06/2018


No. UG/ 74 -A of 2018

MUMBAI-400 032

6th June, 2018
July

Copy forwarded with Compliments for information to:-

- 1) The I/c Dean, Faculty of Humanities,
- 2) The Chairman, Board of Studies in History & Archaeology,
- 3) The Director, Board of Examinations and Evaluation,
- 4) The Director, Board of Students Development,
- 5) The Professor-cum-Director, Institute of Distance and Open Learning (IDOL),
- 6) The Co-Ordinator, University Computerization Centre,


(Dr. Dinesh Kamble)
I/c REGISTRAR

AC / /2018
Item no.

UNIVERSITY OF MUMBAI



Revised Syllabus for Sem V and Sem VI

Program: B. A.

Course: History and Archaeology

(Choice Based Credit System with effect from the
Academic year 2018-2019)

Revised Syallbus

Semester V and Semester VI
Programme: B.A.
Course: History and Archaeology

(Choice Based Credit System with effect from the Academic year 2018-2019)

As per University rules and guidelines for Faculty of Humanaities

Faculty of Humanities
TYBA
(Choice Based Credit System, CBCS)
Semester V and Semester VI
Guidelines
With Effect From 2018-2019

Syllabus Structure:

1. In TYBA (CBCS) in Sem V and Sem VI, the Core Courses will be Core Courses IV, V, VII and VIII.
2. The Elective Courses will be Elective Courses VI and IX which will be partially Project Based Courses. The Boards of Studies may offer choices in the Elective Courses VI and IX.
3. In Sem V and Sem VI, each Course namely Core Courses IV, V, VII and VIII and Elective Courses VI and IX will carry 4 Credits per Course per Semester.

Evaluation:

1. **Core Courses:** The Core Courses IV, V, VII and VIII will be theory based Core Courses. The University of Mumbai will conduct the Sem V and Sem VI examinations of 100 marks per Core Course. In Sem V and Sem VI for all the above Core Courses, the student will have to secure a minimum of 40% marks in aggregate per Core Course.
2. **Elective Courses:** The Elective Courses VI and IX will be Electives and Choices of Electives may be offered by the various Board of Studies. The University of Mumbai will conduct the Sem V and Sem VI examination for Elective Courses VI and IX of 80 marks per Elective Course. The Elective Courses namely Elective Courses VI and IX will be partially Project Based Courses. In Sem V and VI, for Elective Course VI and for Elective Course IX, the Colleges will conduct the evaluation of a Project of 20 marks

each and will send the marks to the University of Mumbai as per University of Mumbai guidelines.

3. The total marks of the Elective Course VI and Elective Course IX will be 100 marks each that is 80 marks for Theory Examination conducted by University of Mumbai and 20 marks for Project evaluated by the concerned college Faculty in the subject.
4. In Sem V and Sem VI, the student will have to submit a Project for Elective Course VI and Elective Course IX in the College before appearing for the University Examination. The last date of submission of the Project will be officially declared by the College.
5. In Sem V and Sem VI, the Project topic will be based on the Syllabus of the respective Elective Courses that is Elective Course VI and Elective Course IX. The students will be given the choice of choosing the topic of the project in consultation with the Faculty Member teaching the respective Elective Course. The list of students along with the topics chosen by the students will be displayed by the College in the beginning of the Semester.
6. The Project work will be carried out by the student with the guidance of the concerned Faculty Member who will be allotted to the student as the Guide for the Project.
7. In Sem V and Sem VI, for Elective Courses VI and IX, the student will have to secure a minimum of 40% marks in aggregate and a minimum of 40% in each component of assessment i.e. 08 out of 20 marks in Internal Evaluation of Project in Elective Course VI and Elective Course IX and 32 out of 80 marks in University Examination of Elective Course VI and Elective Course IX.

Note: All other rules regarding Standard of Passing, ATKT, etc., will be as per those decided by the Faculty of Humanities passed by the Academic Council from time to time.

Faculty of Humanities
TYBA
(Choice Based Credit System, CBCS)
Semester V and Semester VI
Question Paper Pattern for T.Y.B.A (CBCS)
for Core Courses IV, V, VII and VIII
As per University rules and guidelines
With Effect From 2018-2019

(Time: 3 Hours)

Note: 1. Attempt **all** questions

(Total = 100 marks)

2. All questions carry **equal** marks

Q.1 (Based on Module I)

(20 marks)

a.

or

b.

Q.2 (Based on Module II)

(20 marks)

a.

or

b.

Q.3 (Based on Module III)

(20 marks)

a.

or

b.

Q.4 (Based on Module IV)

(20 marks)

a.

or

b.

Q.5 Attempt **any two** short notes. (Based on Module I, II, III and IV)

(20 marks)

a.

b.

c.

d.

[The Question paper Pattern for the Revised Syallbus for Semester V and Semester VI, Programme: B.A; Course: History and Archaeology (Choice Based Credit System with effect from the Academic year 2018-2019) will be as per University rules and guidelines for the Faculty of Humanaities].

Faculty of Humanities
TYBA
(Choice Based Credit System, CBCS)
Semester V and Semester VI
Question Paper Pattern for T.Y.B.A (CBCS)
for Elective Courses VI and IX
As per University rules and guidelines
With Effect From 2018-2019

(Time: 2 & 1/2 Hours)

Note: 1. Attempt all questions

(Total = 80 marks)

2. All questions carry equal marks

Q.1 (Based on Module I)

(20 marks)

a.

or

b.

Q.2 (Based on Module II)

(20 marks)

a.

or

b.

Q.3 (Based on Module III)

(20 marks)

a.

or

b.

Q.4 (Based on Module IV)

(20 marks)

a.

or

b.

[The Question paper Pattern for the Revised Syallbus for Semester V and Semester VI, Programme: B.A; Course: History and Archaeology (Choice Based Credit System with effect from the Academic year 2018-2019) will be as per University rules and guidelines for the Faculty of Humanaities].

SYLLABUS

SEMESTER – V		
Course	Title of the Course	Credits
Core Course IV	History of Medieval India (1000 CE – 1526 CE)	4 Credits
Core Course V	History of Modern Maharashtra (1818 CE-1960 CE)	4 Credits
Elective Course VI. A (With Project)	Introduction to Archaeology	4 Credits
Elective Course VI B (With Project)	Media and Communication	4 Credits
Core Course VII	History of the Marathas (1630 CE -1707 CE)	4 Credits
Core Course VIII	History of Contemporary World (1945 CE -2000 CE)	4 Credits
Elective Course IX A (With Project)	Research Methodology and Sources of History	4 Credits
Elective Course IX B (With Project)	Introduction to Heritage Tourism	4 Credits
		Total 24 Credits

SEMESTER – VI

Course	Title of the Course	Credits
Core Course IV	History of Medieval India (1526 CE – 1707 CE)	4 Credits
Core Course V	History of Contemporary India (1947 CE- 2000 CE)	4 Credits
Elective Course VI A (With Project)	Introduction to Museology and Archival Science	4 Credits
Elective Course VI B (With Project)	Media and Communication	4 Credits
Core Course VII	History of the Marathas (1707 CE - 1818 CE)	4 Credits
Core Course VIII	History of Asia (1945 CE -2000 CE)	4 Credits
Elective Course IX A (With Project)	Research Methodology and Sources of History	4 Credits
Elective Course IX B (With Project)	Heritage Tourism in Maharashtra	4 Credits
		Total 24 Credits

T.Y.B.A. History

SEMESTER -V

Core Course IV- History of Medieval India (1000 CE-1526CE)

Objectives:

1. To acquaint the students with the history of early Medieval India that laid the foundation of the Sultanate in India.
2. To study the contribution of Vijayanagar and Bahamani kingdoms to Medieval Indian History.
3. To examine the administrative, socio-economic and cultural aspects of Medieval India.

Module I: Foundation, Expansion and Decline of Delhi Sultanate

- (a) Socio-economic and political conditions on the eve of the Turkish Invasion
- (b) Rise and Decline of Slave dynasty, Khilji Dynasty
- (c) Tughlaq, Sayyid and Lodi Dynasty

Module II: Administrative Structure of the Sultanate

- (a) Central Administration and Iqta system
- (b) Administrative and Military Reforms of Ala-ud-din Khilji
- (c) Reforms of Firozshah Tughlaq and Mohammed bin Tughlaq

Module III: Emergence of Vijaynagar and Bahamani Kingdoms

- (a) Rise, Growth and Decline of Vijaynagar and Bahamani Kingdoms
- (b) Administration, Socio-Economic and Cultural conditions of Vijayanagar Empire
- (c) Administration, Socio-Economic and Cultural conditions of Bahamani Kingdom

Module IV: Society, Economy, Religion and Culture of Delhi Sultanate

- (a) Socio-economic and religious life
- (b) Education and Literature
- (c) Art and Architecture

References:

- Banerjee A. C. *New History of Medieval India*, S. Chand & Company, New Delhi, 1990.
- Bhattacharya N. N., *Medieval Bhakti Movement in India*, South Asia Books, Columbai, 1990.
- Burton Stein, *New Cambridge History of India: Vijayanagara*, Cambridge University Press, New Delhi, 1993.
- Burton, Stein: *Peasant State and Society in Medieval South India*; Oxford Paperback, New Delhi 1980.
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SEMESTER -V

Core Course V- History of Modern Maharashtra (1818 CE-1960 CE)

Objectives:

1. To acquaint students with regional history.
2. To understand political and socio-economic developments during the 19th and 20th centuries.
3. To create understanding of the movement that led to the formation of Maharashtra.

Module I: Beginning of the British Rule

- (a) Socio-Economic conditions of Maharashtra in 19th Century
- (b) Administration and Judiciary
- (c) Tribal and Peasant Uprisings

Module II: Socio- Economic Awakening

- (a) Mahatma Jotirao Phule - Satya Shodhak Samaj and Universal Humanism
- (b) Prarthana Samaj
- (c) Contribution of thinkers of Maharashtra to Economic Nationalism

Module III: Political Developments in Maharashtra (1885-1960)

- (a) Moderates, Extremists and Revolutionaries in Maharashtra
- (b) Response to Gandhian Movements in Maharashtra
- (c) Samyukta Maharashtra Movement

Module IV: Emergence of New Forces

- (a) Contribution of Reformers in Education
- (b) Contribution of Reformers towards Emancipation of Women
- (c) Contribution of Reformers towards Upliftment of Depressed Classes: V. R. Shinde, Rajarshi Shahu Maharaj and Dr. B.R. Ambedkar

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SEMESTER -V

Core Course VI A – Introduction to Archaeology

Objectives:

1. To understand the basic facets of Archaeology.
2. To evaluate the importance of Epigraphy.
3. To study the importance of Numismatics as an important source of history.

Module I: Aims and Methods of Archaeology

- (a) Definition, Aims and Development of Archaeology in India
- (b) Archaeology and History; Archaeology and Other Sciences
- (c) Field Archaeology: Methods of Exploration, Excavation and Dating Antiquities; Significance of Archaeology

Module II: Pre-Historic, Proto-Historic and Early Historical Periods

- (a) Palaeolithic and Mesolithic Periods
- (b) Neolithic and Chalcolithic Periods
- (c) Megalithic and Early Historical Periods

Module III: Epigraphy

- (a) Definition and History of Indian Epigraphy
- (b) Types of Inscriptions and their significance
- (c) Evolution of Brahmi and Kharosthi Scripts; Edicts of Ashoka

Module IV: Numismatics

- (a) Definition and History of Indian Numismatics
- (b) Ancient Indian Coinage: Punch-Marked, Satavahana, Western Kshatrapas, Kushana and Gupta Coins
- (c) Contribution of Numismatics to Indian History

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SEMESTER -V

Elective Course: Paper VI B –Media and Communication

Objectives:

1. To inform students about the Fundamentals of Communication.
2. To introduce students to Oral Traditions in Communication and the field of Journalism.
3. To familiarize students with the various types of Audio-Visual Media.

Module I: Fundamentals of Communication

- (a) Definition, Evolution and Significance of Communication
- (b) Process, Types, Importance and Need of Communication
- (c) Barriers to Communication

Module II: Oral Traditions in Communication

- (a) Folk Theatre – Importance, Marathi Theatre
- (b) Major Dance Forms – Folk and Classical
- (c) Folk Expression – Songs, Stories and Puppetry

Module III: Journalism

- (a) Definition, Evolution and Types of Journalism
- (b) Role and Functions of Reporters, Sub-Editor and Editor
- (c) Freedom of Press – Importance, Ethics and Current Trends

Module IV: Audio-Visual Media

- (a) Photography – Types, Scope and Limitations
- (b) Cinema – Growth, Development and Technical Aspects
- (c) Types of Films and Global Indian Cinema

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SEMESTER -V

Core Course VII- History of the Marathas (1630 CE – 1707CE)

Objectives:

1. To introduce the students to the regional history of Maharashtra.
2. To familiarize students with the literary sources of the history of the Marathas.
3. To help students to understand the forces leading to the establishment of Maratha power under Chhatrapati Shivaji Maharaj.

Module I: Introduction to Maratha History

- (a) Marathi, Persian and European Sources
- (b) Deccan in the 17th century – Geo-Political and Economic conditions
- (c) Socio-Cultural conditions; Maharashtra Dharma

Module II: Establishment of Swarajya

- (a) Shivaji's relations with Bijapur
- (b) Shivaji's relations with the Mughals
- (c) Shivaji's relations with the Europeans

Module III: Period of Consolidation and Crisis

- (a) Coronation and its significance; Shivaji's Karnatak Campaign
- (b) Sambhaji, Rajaram and Tarabai
- (c) Civil War : Tarabai and Shahu

Module IV: Administration during the Royal Period

- (a) Civil Administration
- (b) Revenue and Judicial Administration
- (c) Military Administration

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SEMESTER -V

Core Course VIII: History of Contemporary World (1945 CE – 2000 CE)

Objectives:

1. To trace some of the major events of post-World War II period.
2. To understand the significance of these events.
3. To comprehend the ways in which events of the latter half of the twentieth century have influenced the present.

Module I: Cold War (1945-1985)

- (a) Meaning, Causes of Cold War and Security Pacts
- (b) Conflicts in Cold War: Germany, Korea and Cuba
- (c) Economic Revival of Western Europe; Soviet Union's Relations with Eastern Europe

Module II: Europe, U.S.S.R and U.S.A. (1985-2000)

- (a) Disintegration of U.S.S.R
- (b) Re-drawing of political borders of Germany, Yugoslavia and Czechoslovakia;
Emergence of the European Union (EU) in Western Europe
- (c) U.S.A as the dominant world power

Module III: Movements for Equal Rights and Challenging the Bipolar World (1945-2000)

- (a) Campaigns within and outside South Africa against Apartheid
- (b) Civil Rights Movement in U.S.A
- (c) Non-Aligned Movement

Module IV: Major Trends

- (a) Globalisation
- (b) Sustainable Development
- (c) Women's Liberation Movement

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SEMESTER -V

Elective Course IX A - Research Methodology and Sources of History

Objectives:

1. To teach students basics of research methodology in history with a view to promote historical research.
2. To understand the various kinds of sources of history and its interpretation.
3. To acquaint students with the new trends and approaches in history writing.

Module I: History: Definition and Scope

- (a) History: Meaning, Scope and Nature
- (b) Importance of History
- (c) History and Auxiliary Sciences

Module II: Sources of History

- (a) Sources: Nature and Types
- (b) Authenticity and Credibility of Sources
- (c) Importance of Archival Sources

Module III: Research Methods in History

- (a) Methods of Data Collection
- (b) Interpretation and Generalisation of Sources
- (c) Footnotes and Bibliography

Module IV: Sources for Writing Indian History

- (a) Sources for Ancient Indian History
- (b) Sources for Medieval Indian and Maratha History
- (c) Sources for Modern and Contemporary Indian History

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SEMESTER -V

Elective Course IX B - Introduction to Heritage Tourism

Objectives:

1. To develop an understanding of Heritage Tourism amongst students.
2. To introduce the students to new trends in Heritage Tourism.
3. To prepare the students for careers in Tourism industry.

Module I -Understanding Heritage Tourism

- (a) Meaning and Historical Perspective of Tourism
- (b) Concept, Scope and Significance of Heritage Tourism
- (c) National Policies to promote Heritage Tourism and World Heritage Sites in India

Module II - Forms of Heritage Tourism in India

- (a) Natural: Beaches and Sanctuaries
- (b) Built Heritage: Forts, Monuments and Public Buildings
- (c) Cultural: Pilgrimage Sites, Fairs and Festivals

Module III - New Trends in Heritage Tourism

- (a) Entertainment: Performing Arts and Cinema
- (b) Eco-tourism and Adventure Tourism
- (c) Public Private Partnership in Heritage Tourism

Module IV - Heritage Management

- (a) Heritage Legislation
- (b) Role of Tourism Industry
- (c) Role of Museums and Heritage Conservation Societies

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SEMESTER -VI

Core Course: IV- History of Medieval India (1526 CE-1707CE)

Objectives:

1. To acquaint the students with the history of India since the emergence of the Mughal rule.
2. To understand administration of the Mughal Empire.
3. To study the rise of the Maratha Power.

Module I: Foundation, Expansion and Decline of the Mughal Rule

- (a) India on the eve of Mughal Rule; Invasion of Babur
- (b) Humayun, Shershah and Akbar
- (c) Jahangir, Shahjahan and Aurangzeb

Module II: Administrative Structure of the Mughals

- (a) Central and Provincial Administration
- (b) Mansabdari System
- (c) Revenue and Judicial system

Module III: Rise of the Maratha Power

- (a) Shivaji and Foundation of Swarajya
- (b) Administration of Shivaji
- (c) Sambhaji, Rajaram and Tarabai

Module IV: Society and Economy, Religion and Culture of the Mughal Rule

- (a) Society and Economy
- (b) Religion, Education and Literature
- (c) Art and Architecture

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SEMESTER -VI

Core Course V – History of Contemporary India (1947 CE- 2000 CE)

Objectives:

1. To understand the process of making the Constitution and the Integration and Reorganization of Indian States.
2. To acquaint the students with the political developments in India after Independence.
3. To comprehend the socio-economic changes and progress in science and technology in India.

Module I: The Nehru Era (1947 CE – 1964 CE)

(a) Features of Indian Constitution

- (b) Integration and Reorganization of Indian States
- (c) Socio- Economic Reforms and Foreign Policy

Module II: Political, Social and Economic Developments (1964 CE – 1984 CE)

- (a) Political Developments after Nehru Era; Green Revolution.
- (b) Abolition of Privy Purses and Titles; Nationalization of Banks; The Emergency
- (c) Janata Government; Return of Congress to power ; Foreign Policy

Module III: Political, Social and Economic Developments (1984 CE – 2000 CE)

- (a) Political Developments
- (b) Relations with Neighboring Countries
- (c) Liberalization, Privatization and Globalization

Module IV: Emerging Trends

- (a) Communalism and Separatist Movements
- (b) Women Empowerment and Policy of Reservation**
- (c) Science, Technology and Education

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SEMESTER -VI

Elective Course VI A - Introduction to Museology and Archival Science

Objectives:

1. To inform the students about the role of Museums in the preservation of Heritage.
2. To understand the importance of Archival Science in the study of History.
3. To encourage students to pursue careers in various Museums and Archives in India and abroad.

Module I: Museology

- (a) Definition of Museology, Museum Movement in India
- (b) Role of the Curator
- (c) Types of Museums

Module II: Museums

- (a) Methods of Collection and Conservation of Objects in Museums
- (b) Preservation Techniques and Types of Exhibitions
- (c) Changing Role of Museums: In-house and Out-reach activities of Museums

Module III: Archival Science

- (a) Meaning, Scope, Objectives and Classes of Archives
- (b) Importance of Archives: Value of Records as Sources of History
- (c) Classification of Records

Module IV: Management of Archives

- (a) Appraisal and Retention of Records
- (b) Conservation and Preservation of Records
- (c) Digital Archives

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SEMESTER -VI

Elective Course VI B - Media and Communication

Objectives:

1. To acquaint students with the various types of Media and Communication.
2. To inform students of the developments in Information Technology.
3. To understand the impact of Media on Society.

Module I: Radio and Television

- (a) Radio - History and Current Trends
- (b) Television - History and Current Trends
- (c) Careers in Radio and Television

Module II: Advertising and Public Relations

- (a) Definition, Functions and Responsibilities of Public Relations Officer
- (b) Advertising – Definitions and Types
- (c) Careers and Opportunities in Advertising and Public Relations

Module III: Revolution in Information Technology

- (a) Social Media
- (b) Electronic Gadgets – Uses and Misuses
- (c) Cyber Crimes and Cyber Laws

Module IV: Impact of Media

- (a) Impact on Society - Children, Women, Youth
- (b) Challenges – Privatization, Global Competition, Moral Issues, Public Censorship
- (c) Media and Global Issues – Human Rights, Environment

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SEMESTER -VI

Core Course VII: History of the Marathas (1707 CE – 1818 CE)

Objectives:

1. To enable the students to understand the processes that led to the expansion of the Maratha Power.
2. To appreciate the contribution of the Marathas in the national politics of the 18th century.
3. To develop an understanding of the society and culture in Maharashtra in the 18th century.

Module I: Expansion of the Maratha Power

- (a) Rise of the Peshwas: Balaji Vishwanath
- (b) Peshwa Bajirao I
- (c) Maratha Confederacy

Module II: Consolidation of the Maratha Power

- (a) Peshwa Balaji Bajirao (Nanasaheb)
- (b) Third Battle of Panipat: causes and consequences
- (c) Defeat of the Marathas and significance of the Third Battle of Panipat

Module III: Post Panipat Revival and Downfall

- (a) Peshwa Madhavrao I
- (b) Barbhai Council
- (c) Downfall of the Maratha Power

Module IV: Administrative and Socio-Cultural Developments

- (a) Peshwa Administration: Civil, Revenue and Military
- (b) Society under the Peshwas – Religion, Caste and Position of Women
- (c) Cultural Developments: Literature, Art and Architecture

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T.Y.B.A. History

SEMESTER -VI

Core Course VIII - History of Asia (1945 CE-2000 CE)

Objectives:

- 1.To acquaint the students with some of the major changes that occurred in Asia after World War II.
- 2.To understand the ways in which Asian nations resisted and defied the control of the West.
- 3.To comprehend some of the trends that emerged in Asia.

Module I: Transformation of China

- (a) Domestic Policy in People's Republic of China under Mao Zedong
- (b) Economic Progress in China under Deng Xiaoping
- (c) Foreign Policy of China with USSR

Module II: Reconstruction of Japan

- (a) American Occupation of Japan
- (b) Economic Miracle in Japan
- (c) Foreign Policy of Japan with USA

Module III: South East Asia

- (a) Cold War and Vietnam
- (b) Guided Democracy in Indonesia
- (c) Association of South East Asian Nations (ASEAN)

Module IV: Conflicts in West Asia

- (a) Arab- Israel Conflict (1948-2000)
- (b) Iranian Revolution of 1979
- (c) Oil Politics and OPEC

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T.Y.B.A. History

SEMESTER -VI

Elective Course IX A - Research Methodology and Sources of History

Objectives:

1. To teach students basics of research methodology in history with a view to promote historical research.
2. To understand the various kinds of sources of history and its interpretation.
3. To acquaint students with the new trends and approaches in history writing.

Madule I: Historical Research: Methods and Presentation

- (a) Steps in Historical Research
- (b) Methods of Critical Enquiry
- (c) Presentation of Historical Research

Madule II: New Trends in History

- (a) Local History
- (b) Oral History
- (c) Digital and E-Sources

Madule III: Approaches to History

- (a) Subaltern
- (b) Feminist
- (c) Post-Modern

Madule IV: Indian Historiography

- (a) Imperialist
- (b) Nationalist
- (c) Marxist

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T.Y.B.A. History

SEMESTER -VI

Elective Course IX B - Heritage Tourism in Maharashtra

Objectives:

1. To introduce students to the Cultural Heritage of Maharashtra
2. To understand various resources of Heritage Tourism in Maharashtra
3. To acquaint the students with the relevance and scope of Heritage Tourism

Module I: Understanding Heritage Tourism of Maharashtra

- (a) Government Policies and Role of Government Agencies
- (b) Heritage Sites and Precincts
- (c) Careers in Heritage Tourism

Module II: Natural Heritage

- (a) Biodiversity of Sahyadri Range
- (b) National Parks
- (c) Beaches and Hill Stations

Module III: Architectural Heritage

- (a) Caves
- (b) Forts
- (c) Monuments and Public Buildings

Module IV: Cultural Heritage

- (a) Pilgrimage Sites
- (b) Fairs and Festivals
- (c) Folk and Tribal Culture

References:

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University of Mumbai



No. UG/124 of 2019-20

CIRCULAR:-

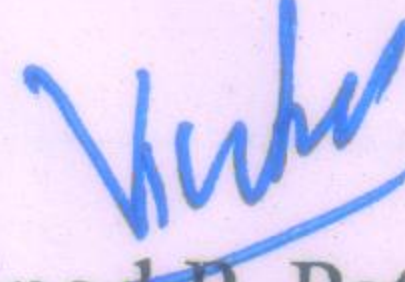
Attention of the Principals of the Affiliated Colleges, Directors of the recognized Institutions in Humanities Faculty is invited to this office Circular No. UG/151 of 2016-17 dated 16th November, 2016 relating to the revised syllabus as per (CBCS) for F.Y.B.A. degree program in Micro Economics (Sem. I).

They are hereby informed that the recommendations made by the Board of Studies in Economics at its meeting held on 7th June, 2019 have been accepted by the Academic Council at its meeting held on 26th July, 2019 vide item No.4.19/ & 4.20 and that in accordance therewith, the revised syllabus as per the (CBCS) for the F.Y. B.A. (Sem. I) Microeconomics – I in Economics and F.Y. B.A. (Sem. II) Microeconomics – II in Economics has been brought into force with effect from the academic year 2019-20, accordingly. (The same is available on the University's website www.mu.ac.in).

MUMBAI – 400 032

26th September, 2019

To


(Dr. Vinod P. Patil)
I/c REGISTRAR

The Principals of the affiliated Colleges, and Directors of the recognized Institutions in Humanities Faculty. (Circular No. UG/334 of 2017-18 dated 9th January, 2018.)

A.C/4.19/ & 4.20/26/07/2019

No. UG/124 -A of 2019-20

MUMBAI-400 032

26th September, 2019

Copy forwarded with Compliments for information to:-

- 1) The I/c Dean, Faculty of Humanities,
- 2) The Chairman, Board of Studies in Economics,
- 3) The Director, Board of Examinations and Evaluation,
- 4) The Professor-cum-Director, Institute of Distance and Open Learning (IDOL),
- 5) The Director, Board of Students Development,
- 6) The Co-ordinator, University Computerization Centre,


(Dr. Vinod P. Patil)
I/c REGISTRAR

AC. 26107/2019
Item No. 4.19

UNIVERSITY OF MUMBAI



Syllabus for Approval

Sr. No.	Heading	Particulars
1	Title of the Course	F.Y.B.A. Semester- I Microeconomics - I
2	Eligibility for Admission	HSC (Arts)
3	Passing Marks	40 Percentage (Pass Class)
4	Ordinances / Regulations (if any)	-
5	No. of Years / Semesters	2 Semesters
6	Level	U.G
7	Pattern	Semester
8	Status	Revised
9	To be implemented from Academic Year	From Academic Year: 2019 - 20

Date:

Signature :

Chairman/ Chairperson : _____

Dean Faculty of Humanities : _____

UNIVERSITY OF MUMBAI



Revised Syllabus for the F.Y.B.A. (Sem I)

Microeconomics – I

Course: Economics

(As Per Choice Based Credit System with effect from the academic
year 2019-20)

F.Y.B.A.
Subject: Economics
Microeconomics – I
Semester – I

(Academic Year: 2019 - 20)

Preamble: This course is designed to expose the students to the basic principles of microeconomic theory. The emphasis will be on the development of analytical thinking with the help of statistical tools among the students and develop the skill of application of microeconomics concepts to analyze the real life situations.

Module - I: Introduction to Microeconomics (12 Lectures)

Microeconomics: Meaning, Scope, Nature, Importance and Limitations; Basic Economic Problems; Role of Price Mechanism in a Market Economy; Positive Economics and Normative Economics; Concepts of Equation, Functions, Graphs, Diagrams, Line, Slope and Intercept

Module - II: Ten Principles of Economics (12 Lectures)

Trade-Off Faced by the Individuals; Significance of Opportunity Cost in Decision Making; Thinking at the Margin; Responses to incentives; Benefits from Exchange; Organization of Economic Activities through Markets and its Benefits; Role of Government in improving Market Outcomes; Dependence of Standard of Living on Production; Growth in Quantity of Money; Inflation and Unemployment Trade Off

Module - III: Markets, Demand and Supply (12 Lectures)

What is a Market; What is Competition; Demand Curves: Market Demand versus Individual Demand, Movements along the Demand Curve, Shifts in the Demand Curve; Supply Curves: Market Supply and Individual Supply, Shifts in Supply Curve; Market Equilibrium - Three Steps to Analyze Changes in Equilibrium; Price Elasticity of Demand, Methods of Measuring Price Elasticity of Demand – Total Outlay Method, Percentage Method and Point Method; Concepts of Income Elasticity of Demand, Cross Elasticity of Demand and Promotional Elasticity of Demand

Module IV: Consumer's Behavior (12 Lectures)

Introduction to Cardinal and Ordinal Approaches; Indifference Curve Analysis - Properties of Indifference Curves, Budget Line, and Consumer's Equilibrium; Income, Price and Substitution Effect; Derivation of Demand Curve; Consumer's Surplus: Strong Ordering and Weak Ordering

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5. H.L.Ahuja, (2016) "Advance Economics Theory" S.Chand & Company Ltd.
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UNIVERSITY OF MUMBAI



Revised Syllabus for the F.Y.B.A. (Sem II)

Microeconomics – II

Course: Economics

(As Per Choice Based Credit System with effect from the
academic year 2019-20)

F.Y.B.A.
Subject: Economics
Microeconomics – II
Semester – II

(Academic Year: 2019 - 20)

Preamble:

As a logical sequence to Microeconomics Paper I, this paper is aimed at giving supply side knowledge of Economics to the learner which will enhance their knowledge about aspects of production, cost and revenue analysis, theories of distribution and understanding about the market structure.

Module I: Production Analysis **(12 Lectures)**

Production Function: Concept And Types; Concepts of Total, Average and Marginal Product; Law of Variable Proportion and Returns to Scale, **Isoquant and Producer's Equilibrium**

Module II: Cost & Revenue Analysis **(12 lectures)**

Concepts of Costs: Money and Real Cost, Social Cost, Private Cost, Explicit and Implicit Cost, Opportunity Cost; Relationship between Average, Marginal and Total Cost; Derivation of Short Run and Long Run Cost Curves; Concepts of Revenue: Types and Interrelationship

Module III: Factor Pricing **(12 lectures)**

Marginal Productivity Theory of Distribution; Rent: Ricardian Theory of Rent, Modern Theory of Rent, Quasi Rent; Wages: Modern Theory of Wages; Collective Bargaining; Supply Curve of Labour; Interest: Classical Theory of Interest, Loanable Funds Theory of Interest; Profit: Risk and Uncertainty Theory, Innovation Theory

Module IV: Equilibrium in Different Market Structure **(12 Lectures)**

Concept Of Equilibrium: TR - TC And MR - MC Approach; **Features of Perfect Competition; Monopoly and Monopolistic Competition**, Short Run and Long Run Equilibrium of Firm and Industry under each Market Condition; Selling Cost and Wastages under Monopolistic Competition

Note: we may include case studies and numerical examples for modules 1, 2 and 4 from examination point of view.

Reference

1. A. Koutsoyannis, (2015), Modern Microeconomics, 2nd edition, Palgrave Macmillan.
2. Paul Samuelson and W. Nordhaus, (2009), Economics, 19th edition: Economics, McGrawHill Publications.
3. Mankiw M.G (2015), Principles of Micro economics 7th edition - Cengage Learning.
4. Anindya Sen, (2006), Microeconomics, OUP India Publisher.
5. M.L.Jhingan, (2006), “Microeconomics Theory”, 5th edition, Vrinda Publication (P) Ltd.
6. H.L.Ahuja, (2016), “Advance Economics Theory” S.Chand & Company Ltd.

University of Mumbai



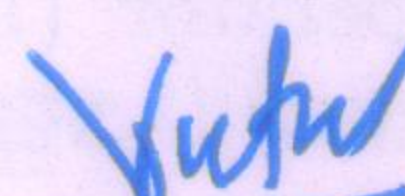
No. UG/125 of 2019-20

CIRCULAR:-

Attention of the Principals of the Affiliated Colleges and Directors of the recognized Institutions in Humanities Faculty is invited to syllabus uploaded by Academic Authority Unit which was accepted by the Academic Council at its meeting held on 19th March, 2012 vide item No. 4.5 relating to the revised syllabus as per the (CBSGS) for the S.Y.B.A. Programme – B.A. Course – Economics Paper – II & III (Semester – III & IV).

They are hereby informed that the recommendations made by the Board of Studies in Economics at its meeting held on 07th June, 2019 have been accepted by the Academic Council at its meeting held on 26th July, 2019 vide item No.4.25 and that in accordance therewith, the revised syllabus as per the (CBCS) for the S.Y.B.A. (Sem. III) Macro Economics – I in Economics has been brought into force with effect from the academic year 2020-21, accordingly. (The same is available on the University's website www.mu.ac.in).

MUMBAI – 400 032
26th September, 2019


(Dr. Vinod P. Patil)
I/c REGISTRAR

To

The Principals of the affiliated Colleges and Directors of the recognized Institutions in Humanities Faculty. (Circular No. UG/334 of 2017-18 dated 9th January, 2018.)

A.C/4.25/26/07/2019

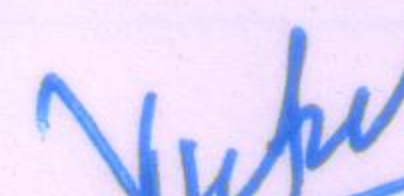
No. UG/125-A of 2019-20

MUMBAI-400 032

26th September, 2019

Copy forwarded with Compliments for information to:-

- 1) The I/c Dean, Faculty of Humanities,
- 2) The Chairman, Board of Studies in Economics,
- 3) The Director, Board of Examinations and Evaluation,
- 4) The Professor-cum-Director, Institute of Distance and Open Learning (IDOL),
- 5) The Director, Board of Students Development,
- 6) The Co-ordinator, University Computerization Centre,


(Dr. Vinod P. Patil)
I/c REGISTRAR

AC. 28/07/2020

Item No. 4.25
✓**UNIVERSITY OF MUMBAI****Syllabus for Approval**

Sr. No.	Heading	Particulars
1	Title of the Course	S.Y.B.A. Semester- III Economics- Paper- III Macroeconomics – I
2	Eligibility for Admission	HSC (Science)
3	Passing Marks	40 Percentage (Pass Class)
4	Ordinances / Regulations (if any)	-
5	No. of Years / Semesters	2 Semesters
6	Level	U.G
7	Pattern	Semester
8	Status	Revised
9	To be implemented from Academic Year	From Academic Year: 2020-21

Date:

Signature :

Chairman/ Chairperson : _____

Dean Faculty of Humanities : _____

AC- 26/07/2019

Item No.- 4.25

UNIVERSITY OF MUMBAI



Revised Syllabus for the S.Y.B.A. (Sem III) **Paper III** **Macro Economics – I**

Course: Economics

(As Per Choice Based Credit System with effect from the
academic year 2020-21)

Macro Economics - I

S.Y.B.A. Semester – III Paper III (Academic Year: 2020 - 21)

Preamble: This course is designed to provide an introduction to the students about the basic building blocks of Macro Economics which will serve as a foundation throughout their career.

Module – I: Introduction to Macro Economics and National Income (12 Lectures)

Introduction: Meaning and Scope of Macro Economics; Concepts of National Income: GNP, NNP, NDP, Per Capita Income, Personal Income and Disposal Income; Methods and Difficulties in Measurement of National Income; **Circular Flow of National Income: Closed Economy (Two and Three Sector) and Open Economy Models (Four Sector Model)**

Module – II: Consumption and Investment (12 Lectures)

Consumption and Investment; Says Law of Market; Theory of Effective Demand; Consumption Function; Investment Function; Marginal Efficiency of Capital and Rate of Interest- Investment Multiplier

Module – III: Supply of Money and Demand for Money (12 Lectures)

Supply of Money; Determinants of Money Supply; Velocity of Circulation of Money; RBI's Approach to Measurement of Money Supply; Demand for Money: Classical, Keynesian and Friedman's Approaches

Module – IV: Banking (12 Lectures)

Banking: Commercial Bank, Functions of Commercial Banks, Multiple Credit Creation, Balance Sheet of Commercial Bank; Development in Commercial Banking Sector Since 1990-91; Central Bank: Functions of Central Bank - Traditional, Developmental, Promotional

Reference

- 1) N. Gregory Mankiw, (2015), Principle of Macroeconomics, 7th edition, Cengage Learning.
- 2) Abel A. B. B. S. Beranake and D. Croushore (2011), Macroeconomics, Pearson, New Delhi.
- 3) Ahuja H. L., (2008), Macroeconomics theory and Policy, S. Chand and company Ltd. New Delhi.
- 4) Dwivedi D.N., (2007), Macroeconomics theory and Policy, TATA Mcgraw - Hill Publication company Ltd. Delhi.
- 5) Dornbusch Rudiger, Fischer, Stanley and Startz, (2017) (Indian Edition), Macroeconomics Delhi: Mcgraw Hill Publication.
- 6) Paul Samuelson and William Nordhaus, (2010), Economics, Mcgraw Hill Publication.

University of Mumbai



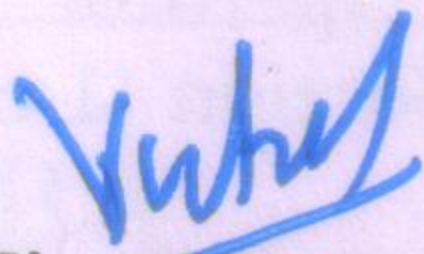
No. UG/126 of 2019-20

CIRCULAR:-

Attention of the Principals of the Affiliated Colleges and Directors of the recognized Institutions in Science & Technology, Humanities Faculties is invited to this office Circular No. UG/258 of 2011, dated 18th August, 2011 relating to the revised syllabus as per the (CBSGS) for First Year of B.Sc. programme and for Second Year of S.Y.B.A. programme in Economics (paper II).

They are hereby informed that the recommendations made by the Board of Studies in Economics at its meeting held on 7th June, 2019 have been accepted by the Academic Council at its meeting held on 26th July, 2019 vide item No.4.26 and that in accordance therewith, the revised syllabus as per the (CBCS) for the S.Y.B.A. (Sem. III) Public Finance – Paper IV in Economics has been brought into force with effect from the academic year 2020-21, accordingly. (The same is available on the University's website www.mu.ac.in).

MUMBAI – 400 032
26th September, 2019


(Dr. Vinod P. Patil)
I/c REGISTRAR

To

The Principals of the affiliated Colleges and Directors of the recognized Institutions in Humanities Faculty. (Circular No. UG/334 of 2017-18 dated 9th January, 2018.)

A.C/4.26/26/07/2019

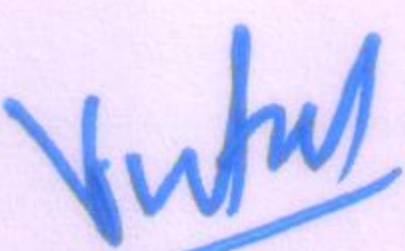
No. UG/126 -A of 2019-20

MUMBAI-400 032

26th September, 2019

Copy forwarded with Compliments for information to:-

- 1) The I/c Dean, Faculty of Humanities,
- 2) The Chairman, Board of Studies in Economics,
- 3) The Director, Board of Examinations and Evaluation,
- 4) The Professor-cum-Director, Institute of Distance and Open Learning (IDOL),
- 5) The Director, Board of Students Development,
- 6) The Co-ordinator, University Computerization Centre,


(Dr. Vinod P. Patil)
I/c REGISTRAR

UNIVERSITY OF MUMBAI**Syllabus for Approval**

Sr. No.	Heading	Particulars
1	Title of the Course	S.Y.B.A. Semester- III Economics- Paper- III Macroeconomics – I
2	Eligibility for Admission	HSC (Science)
3	Passing Marks	40 Percentage (Pass Class)
4	Ordinances / Regulations (if any)	-
5	No. of Years / Semesters	2 Semesters
6	Level	U.G
7	Pattern	Semester
8	Status	Revised
9	To be implemented from Academic Year	From Academic Year: 2020-21

Date:

Signature :

Chairman/ Chairperson :

Dean Faculty of Humanities :

AC- 26/07/2019

Item No.- 4.26

UNIVERSITY OF MUMBAI



Revised Syllabus for the S.Y.B.A. (Sem III) Paper IV

Public Finance

Course: Economics

(As Per Choice Based Credit System with effect from the
academic year 2020-21)

SYBA - SEMESTER III
Economics – Paper IV
Public Finance

Preamble

Public Finance is the study of government policy from the point of economic efficiency and equity. The role and functions of the government have been changing throughout time. The existence of externalities, acceleration of economic growth, raising the level of employment, the need and concern for adjustment in the distribution of income and wealth etc. require the use of package of policies which require tax systems, expenditure programmes, rising of debt, issues of deficit etc. This paper deals with basic concepts which explain the need for government intervention. It exposes the student to public budget through issues of taxation, expenditure, debt and concepts of deficit. The last Unit is related to topics concerning Indian Public Finance.

Unit – I Introduction **(12 Lectures)**

Meaning and Scope of Public Finance; Public Finance versus Private Finance; Market Failure: Public Goods and Private Goods, Externalities, Efficiency versus Equity; Principles of Sound Finance and Functional Finance; Allocation, Distribution, Stabilisation and Growth Functions of the Government

Unit - II Fiscal Policy: Budget and Taxation **(12 Lectures)**

Dalton's and Musgrave Versions of the Law of Maximum Social Advantage; Role of Government in a Modern Economy; Types of Public Budget; Structure of Public Budget; Role of Taxation; Merits and Demerits of Direct and Indirect Tax Policy; Features of Good Tax System; Concept of Impact, Incidence and Shifting of Taxation; Elasticity and Determination of Tax Burden

Unit III Fiscal Policy: Public Expenditure and Debt **(12 Lectures)**

Canons of Public Expenditure; Classification of Public Expenditure; Wagner's Law of Public Expenditure; Public Expenditure as an Instrument of Fiscal Policy; Meaning and Types of **Public Debt;** Burden of Public Debt; Principles of Public Debt Management; Concepts of Deficits

Unit IV Indian Public Finance **(12 Lectures)**

Budget of The Government of India (Previous Financial Year); Sources of Public Receipts (Tax And Non-Tax, Introduction To GST); Components of Public Expenditure; Sources of Public Borrowing and Debt Liabilities; Deficits; Appraisal of FRBM Act 2004; Fiscal Federalism: Fourteenth Finance Commission Recommendations

References:

1. J. Hindriks, G. Myles, (2006), Intermediate Public Economics, MIT Press.
2. Harvey Rosen, (2005), Public Finance, Seventh Edition, McGraw Hill Publications.

3. KaushikBasu and Maertens (ed), (2013), The New Oxford Companion to Economics in India, Oxford University Press.
4. Sury M.M., (1990), Government Budgeting in India, Commonwealth Publishers.
5. Bhatia H.L., (2012), Public Finance, Vikas Publications.
6. Report of the Fourteenth Finance Commission, Government of India.

University of



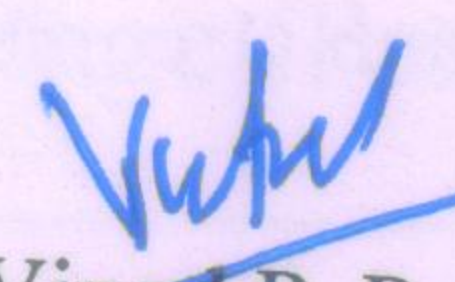
No. UG/127 of 2019-20

CIRCULAR:-

Attention of the Principals of the Affiliated Colleges and Directors of the recognized Institutions in Humanities Faculty is invited to syllabus uploaded by Academic Authority Unit which was accepted by the Academic Council at its meeting held on 19th March, 2012 vide item No. 4.5 relating to the revised syllabus as per (CBSGS) for the S.Y.B.A. Programme – B.A. Course – Economics Paper – II & III (Semester – III & IV).

They are hereby informed that the recommendations made by the Board of Studies in Economics at its meeting held on 07th June, 2019 have been accepted by the Academic Council at its meeting held on 26th July, 2019 vide item No.4.27 and that in accordance therewith, the revised syllabus as per the (CBCS) for the S.Y.B.A. (Sem. -IV) Macro Economics - II in Economics has been brought into force with effect from the academic year 2020-21, accordingly. (The same is available on the University's website www.mu.ac.in).

MUMBAI – 400 032
26th September, 2019


(Dr. Vinod P. Patil)
I/c REGISTRAR

To

The Principals of the affiliated Colleges and Directors of the recognized Institutions in Humanities Faculty. (Circular No. UG/334 of 2017-18 dated 9th January, 2018.)

A.C/4.27/26/07/2019

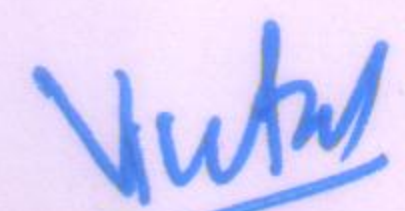
No. UG/127-A of 2019-20

MUMBAI-400 032

26th September, 2019

Copy forwarded with Compliments for information to:-

- 1) The I/c Dean, Faculty of Humanities,
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- 5) The Director, Board of Students Development,
- 6) The Co-ordinator, University Computerization Centre,


(Dr. Vinod P. Patil)
I/c REGISTRAR

UNIVERSITY OF MUMBAI



Syllabus for Approval

Sr. No.	Heading	Particulars
1	Title of the Course	S.Y.B.A. Semester- IV Economics- Paper- V Macroeconomics – II
2	Eligibility for Admission	HSC (Science)
3	Passing Marks	40 Percentage (Pass Class)
4	Ordinances / Regulations (if any)	-
5	No. of Years / Semesters	2 Semesters
6	Level	U.G
7	Pattern	Semester
8	Status	Revised
9	To be implemented from Academic Year	From Academic Year: 2020-21

Date: _____

Signature :

Chairman/ Chairperson : _____

Dean Faculty of Humanities : _____

AC- 26/07/2019

Item No.- 4.27

UNIVERSITY OF MUMBAI



Revised Syllabus for the S.Y.B.A. (Sem IV) Paper V

Macro Economics – II

Course: Economics

(As Per Choice Based Credit System with effect from the academic
year 2020-21)

Macro Economics - II

S.Y.B.A. Semester – IV Paper V (Academic Year: 2020 - 21)

Preamble: This course is designed to make students aware of macroeconomic terminologies and make them familiar with macroeconomic terms and concepts in order to understand economics at aggregate level. It also aims to make the students aware about recent developments in macroeconomic literature.

Module - I: Inflation (12 Lectures)
The Economics of Depression, Hyper Inflation; Inflation: Features and Causes, Demand Pull Inflation and Cost Push Inflation, Effects of Inflation; Nature of Inflation in Developing Economy; Phillips Curve; Stagflation: Meaning, Causes and Consequences

Module – II: Economic Policy (12 Lectures)
Monetary Policy: Objectives, Instruments, Limitations, Role of Monetary Policy in Developing Economies; Fiscal Policy - Objectives, Instruments, Limitations and Role of Fiscal Policy in Developing Economies

Module – III: Post Keynesian Economics (12 Lectures)
The IS-LM Model of Integration of Commodity and Money Market; IS Curve: Derivation of IS Curve, Shift in IS Curve, Equilibrium in Goods Market; LM Curve: Derivation of LM Curve, Shift in LM Curve, Equilibrium in Money Market; Simultaneous Equilibrium in Goods and Money Market

Module – IV: External Sector (12 Lectures)
Balance of Payment: Structure, Disequilibrium in Balance of Payment, Types, Causes and Measures to Correct Balance of Payment Disequilibrium; Foreign Exchange Market: Determination of Exchange Rate: Fixed and Flexible Exchange Rate; Spot and Forward Exchange Rate; Exchange Rate Policy

Reference

- 1 Richard Froyan, (2012), Macroeconomics: Theories and policies, Pearson Education.
- 2 Eroll D'Souza, (2008), Macroeconomics, Pearson Education.
- 3 Suman Kalyan Chakravarty, (2010), Macroeconomics, Himalaya Publishing House.
- 4 N. Gregory Mankiw, (2015), Principle of Macroeconomics Cengage Learning.
- 5 Francis Cherunilam, (1999), International Economics, Tata McGraw-Hill.
- 6 Bo Soderstein, (1994), International Economics, Palgrave Macmillan.

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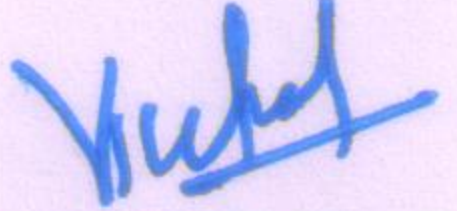
No. UG/128 of 2019-20

CIRCULAR:-

Attention of the Principals of the Affiliated Colleges and Directors of the recognized Institutions in Humanities Faculty is invited to this office Circular No. UG/40 of 2012-13, dated 25th June, 2012 relating to the revised syllabus as per the (CBSGS) of Paper II & III in Semester III & Semester IV of B.A. programme in the course of Economics.

They are hereby informed that the recommendations made by the Board of Studies in Economics at its meeting held on 7th June, 2019 have been accepted by the Academic Council at its meeting held on 26th July, 2019 vide item No.4.28 and that in accordance therewith, the revised syllabus as per the (CBCS) for the S.Y.B.A. (Sem. IV) Indian Economy – Paper VI in Economics has been brought into force with effect from the academic year 2020-21, accordingly. (The same is available on the University's website www.mu.ac.in).

MUMBAI – 400 032
26th September, 2019


(Dr. Vinod P. Patil)
I/c REGISTRAR

To

The Principals of the affiliated Colleges and Directors of the recognized Institutions in Humanities Faculty. (Circular No. UG/334 of 2017-18 dated 9th January, 2018.)

A.C/4.28/26/07/2019

No. UG/128 -A of 2019-20

MUMBAI-400 032

26th September, 2019

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- 1) The I/c Dean, Faculty of Humanities,
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- 5) The Director, Board of Students Development,
- 6) The Co-ordinator, University Computerization Centre,


(Dr. Vinod P. Patil)
I/c REGISTRAR

UNIVERSITY OF MUMBAI**Syllabus for Approval**

Sr. No.	Heading	Particulars
1	Title of the Course	S.Y.B.A. Semester IV Economics- Paper VI Indian Economy
2	Eligibility for Admission	FYBA
3	Passing Marks	40
4	Ordinances / Regulations (if any)	
5	No. of Years / Semesters	2 Semesters
6	Level	U.G
7	Pattern	Semester
8	Status	Revised
9	To be implemented from Academic Year	From Academic Year 2020-21

Date:

Signature :

Chairman/ Chairperson : _____

Dean Faculty of Humanities : _____

AC- 26/07/2019

Item No.- 4.28

UNIVERSITY OF MUMBAI



Revised Syllabus for the S.Y.B.A. (Sem IV) Paper VI

Indian Economy

Course: Economics

(As Per Choice Based Credit System with effect from the
academic year 2020-21)

Economics
S.Y.B.A. Semester IV
Paper VI
Indian Economy

Preamble

This paper deals with the nature and sector wise composition of Indian economy. The learners shall be able to understand the problems and prospects of Indian Economy. The content has also intended to orient the learners about the recent developments in the economy.

Module- I: Introduction (12 Lectures)

Trends in India's National Income and PCI Since 1990; Structural Changes In Indian Economy; Brief Overview of the Employment Generation and Poverty Alleviation Programmes; Regional Inequalities; Measures to Reduce Regional Inequalities in India

Module - II: Agricultural Sector (12 Lectures)

Role of Agriculture in Economic Development; Causes of Low Productivity; Agricultural Inputs; Agricultural Price Policy: Recent Minimum Support Price Policy; Income Support for Farmers; Sources of Agricultural Finance; Micro Finance; NABARD: Role and Function; Agricultural Marketing: Structure and Problems; National Policy for Farmers, 2007; Organic Farming Policy; Food Security in India

Module -III: Industrial Sector (12 Lectures)

Infrastructure for Industrial Development; Industrial Policies in India; Industrial Policy of 1991; Micro, Small and Medium Enterprises (MSMEs): Classification, Role and Policy Measures; Growth of Large Scale Industries and Economic Development; Recent Policies and Programs for Industrial Development: Start Up India, Make in India, Skill India; Role and Trends of FDI in Industrial Sector Development

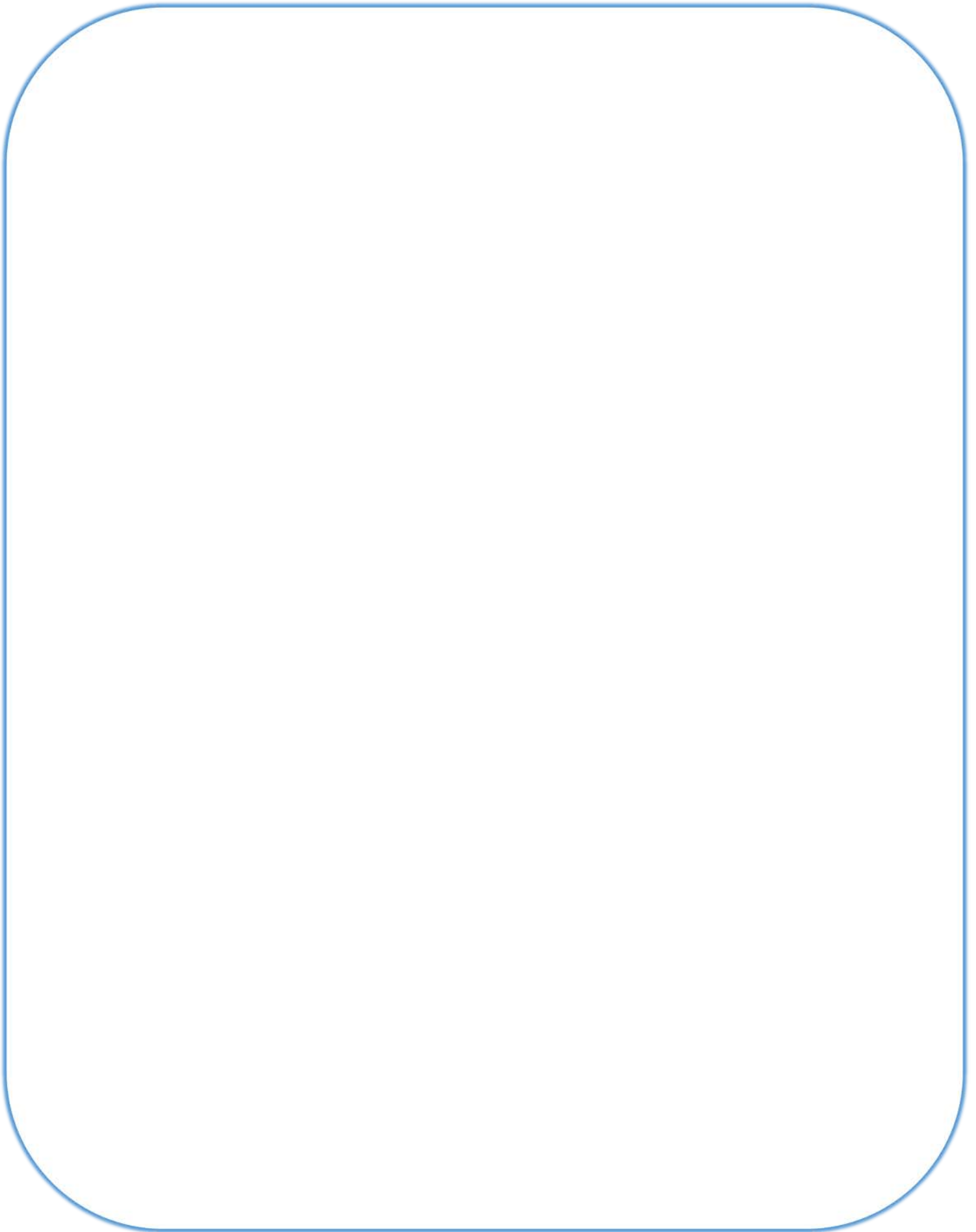
Module -IV: Service Sector (12 Lectures)

Role of Service Sector in Indian Economy; Growth and Performance of Healthcare; Performance of Trade and Tourism, Information Technology and IT - Enabled Services; Research and Development Services With Reference to Education and Skill Development in Employment Generation in India; Performance of Service Sector during XIIth Five Year Plan

Reference

- 1) Ashwini Mahajan, Gaurav Datt, (2018) 'Indian Economy', S. Chand and Company, New Delhi.
- 2) Brahmananda, P.R. and V.R. Panchmukhi (Eds.), (2001), 'Development Experience in the Indian Economy: Inter-State Perspectives', Bookwell, New Delhi.
- 3) Datt, Ruddra and K.P.M, Sundaram, (2017), 'Indian Economy', S. Chand & Company Ltd., New Delhi.
- 4) Misra, S. K. and V. K. Puri, (2018) 'Indian Economy', Himalaya Publishing House, Mumbai.

- 5) Gaurav Datt and Ashwani Mahajan, (2016) 'Indian Economy', S Chand Publishing House, New Delhi.
- 6) Uma Kapila, (2018), ' Indian Economy: Performance and Policies, 2018-19', Academic Foundation, New Delhi.



PREAMBLE:

The syllabus has been revised in view to understand recent trends in the subject of economics .The Board of Studies in Economics has revised the syllabi of papers at the TYBA which will be made effective from the Academic Year 2018-19. In this revision, some of the existing optional papers have been replaced by new papers. A broad overview of the structure, followed by the syllabi of individual papers, is given below.

DURATION:

- The course shall be a full time course.
- The duration of B.A. course shall be of Three years /Six Semesters.

FYBA: SEMESTER – I & II (One paper each semester)

SYBA: SEMESTER – III & IV (Two papers each semester)

TYBA: SEMESTER – V & VI (Six papers each semester)

PATTERN:

The T.Y.B. A. [Entire Economics] Course shall have 12 papers. Every semester shall have six papers, each carrying 100 marks. However students can opt combination of any two subjects (Economics and any other subject). Every semester shall have three papers of each subject, carrying 100 marks.

SCHEME OF EXAMINATION:

- **Duration – Three Hours** for each paper.
- There shall be five questions each of 20 marks.
- All questions shall be compulsory with internal choice within the questions.
- Questions may be subdivided into sub-questions a, b, c and the allocation of marks shall depend on the weightage given to the topic.

Questions	Modules	Marks
Qu.1	Unit I	20
Qu.2	Unit II	20
Qu.3	Unit III	20
Qu.4	Unit IV	20

Qu.5	4 sub-questions from Unit I, II, III & IV	20
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COURSE STRUCTURE (APPLICABLE FROM ACADEMIC YEAR 2018 – 2019)

TYBA (SEMESTER – V)

COURSE CODE		REVISED PAPER	CREDIT	MARKS
GROUP-I		COMPULSORY PAPERS		
ECOMIC501	VII	MICROECONOMICS III	4	100
ECODEV502	VIII	ECONOMICS OF DEVELOPMENT	4	100
GROUP-II		ELECTIVE PAPERS		
ECOFEA503	IX	FINANCIAL ECONOMICS	3	100
		OR		
ECOEHIB503	IX	ECONOMIC HISTORY OF INDIA:1857-1947	3	100
		OR		
ECOILEC503	IX	INDUSTRIAL AND LABOUR ECONOMICS	3	100
ECOMSEAA504	X	MATHEMATICAL AND STATISTICAL TECHNIQUES FOR ECONOMIC ANALYSIS	4	100
		OR		
ECOMMEB504	X	MATHEMATICAL METHODS IN ECONOMICS	4	100
		OR		
ECOREMC504	X	RESEARCH METHODOLOGY	4	100
		OR		
ECOEACD504	X	ECONOMICS OF AGRICULTURE AND COOPERATION	4	100
ECOITEA505	XI	INTRODUCTION TO ECONOMETRICS	4	100

OR				
ECOENVEB505	XI	ENVIRONMENTAL ECONOMICS	4	100
OR				
ECOPROA506	XII	PROJECT	3	100

TYBA (SEMESTER –VI)

COURSE CODE		REVISED PAPER	CREDIT	MARKS
GROUP-I				
COMPULSORY PAPERS				
ECOMAE601	XIII	MACROECONOMICS III	4	100
ECOINE602	XIV	INTERNATIONAL ECONOMICS	4	100
OR				
GROUP-II				
ELECTIVE PAPERS				
ECOIFSA603	XV	INDIAN FINANCIAL SYSTEM	3	100
OR				
ECOIETB603	XV	INDIAN ECONOMIC THOUGHT	3	100
OR				
ECOILEC603	XV	INDUSTRIAL AND LABOUR ECONOMICS	3	100
OR				
ECOMSEA604	XVI	MATHEMATICAL AND STATISTICAL TECHNIQUES FOR ECONOMIC ANALYSIS	4	100
OR				
ECOAEB604	XVI	APPLIED ECONOMETRICS	4	100
OR				
ECOREMC604	XVI	RESEARCH METHODOLOGY	4	100
OR				
ECOEACD604	XVI	ECONOMICS OF AGRICULTURE AND COOPERATION	4	100
OR				
ECOITEA605	XVII	INTRODUCTION TO ECONOMETRICS	4	100

OR				
ECOPUEB605	XVII	DEVELOPMENT THEORY AND EXPERINENCE	4	100
OR				
ECOPEG605	XVII	POLITICAL ECONOMY OF GLOBALIZATION	4	100
ECOPROA606	XVIII	PROJECT	3	100

MICROECONOMICS III: PAPER VII

Preamble:

The course is designed to provide sound training in microeconomic theory. Since students have already studied the perfect competition, the focus of this course is on the study of imperfect completion and general equilibrium and welfare economics.

SEMESTER –V

COURSE CODE	PAPER TITLE	CREDITS	MARKS
GROUP - I	COMPULSORY PAPERS		
ECOMIC501	MICROECONOMICS III: PAPER VII	4	100

Module I: Monopoly – sources of monopoly - Profit maximising monopoly – calculation of price, output and profit for a monopoly – price discrimination: First and third degree-public policy towards monopoly.

Module II: Basics of Game theory – Prisoner’s dilemma – dominant strategy equilibrium – Battle of sexes game – Nash equilibrium – Extensive form games – game tree - Solving finite extensive form game.

Module III: Oligopoly – the Cournot model – the Bertrand model - the Edgeworth model – the Chamberlin model – the Kinked demand curve model – Collusion and Cartels – Price Leadership.

Module IV: General Equilibrium and Welfare Economics – Interdependence in the Economy – General Equilibrium and its Existence -The Pareto Optimality Condition of Social Welfare,

Marginal Conditions for Pareto Optimal Resource Allocation, Perfect Competition and Pareto Optimality - Kaldor- Hicks Compensation Criterion - Arrow's Impossibility Theorem.

References:

1. Koutsoyannis, Modern Microeconomics, Macmillan Press Ltd., London.
2. Mankiw, N. Gregory, Principles of Microeconomics, 7th edition, Cengage Learning, 2015
3. Mansfield, Edwin; Micro-economics: Theory & Applications, 5th edition, W.W. Norton & Company, New York, 1985.
4. Sen Anindya (2007), Microeconomics: Theory and Applications, Second edition Oxford University Press, New Delhi, 2007.
5. Salvatore, D.; Microeconomics : Theory and Applications , New Delhi Oxford, New Delhi, Oxford University Press 2006.
6. R.Gibbons (1992) : A Primer in Game Theory, Harvester Wheatsheaf.

MACROECONOMICS III: PAPER XIII

Preamble:

This course introduces the students to formal modelling of a macroeconomic theory with analytical tools. It discusses goods market with fixed exchange rate, the money market, uncovered interest rate parity and the benefits and costs of fixed and flexible exchange rate

SEMESTER –VI

COURSE CODE	PAPER TITLE	CREDITS	MARKS
GROUP - I	COMPULSORY PAPERS		
ECOMAE601	MACROECONOMICS III: PAPER XIII	4	100

Module 1: The Goods Market in the Open Economy

Trade Balance and its implications for GDP calculations; Export and Import Functions; The Real Exchange Rate and why it matters; Why equilibrium GDP is consistent with a trade imbalance; Fiscal and Exchange Rate Policy with a Fixed Exchange Rate

Module 2: Money/Financial Markets and Mundell-Fleming

The LM equation for the open economy; Uncovered Interest Parity and its implications for exchange rate determination; The combined IS/LM/UIP model; Fiscal and Monetary Policy under Fixed and Flexible Exchange Rates; The Mundell-Fleming trilemma

Module 3: Exchange Rate Regimes & Exchange Rate Crises

The choice of regime, Fixed or Flexible; The spectrum of arrangements from Hard Peg at one end to Fully Floating at the other; Why the Balance of Payments must always balance under Floating Exchange Rates but need not balance under a Fixed or Managed Exchange Rate regime; The operational aspects of fixing; How a fix might come apart; Exchange Rate crises; The relation between Exchange Rate crises and other kinds of crises (banking crises, financial crises, etc.)

Module 4: International Monetary History, 1900-present

The Gold Standard; The Inter-War Period and the Great Depression; The key issues debated at Bretton Woods and the system that emerged as a result of those debates; 1971 and the collapse of the Bretton Woods system; Fixing in Europe via ERM, and the Dollar Standard elsewhere; The Maastricht Treaty and preparations for the Euro; The Global Financial Crisis and its consequences for the Euro; The Euro Crisis; Chinese ambitions in the present day

References:

1. Blanchard, Oliver; *Macroeconomics* (4th edition, 9th impression), Pearson education, New Delhi, India.
2. Dornbusch R S, Fischer and R Startz; Macroeconomics, 8e Tata Mc Grow Hill, New Delhi 2004.
3. Froyen, R. T.; Macroeconomics : Theory and Policy, Pearson Education Asia, Delhi 2001.
4. Mankiw, Gregory; Macroeconomics, 6e, Worth Publishers, New York, 2003.
5. Salvatore, D.; International Economics, Printice Hall, New York, 1997 .
6. Robert Feenstra & Alan Taylor, *International Macroeconomics*, 2nd ed.
7. Yannis Varoufakis, *The Global Minotaur*

ECONOMICS OF DEVELOPMENT: PAPER VIII

SEMESTER –V

COURSE CODE	PAPER TITLE	CREDITS	MARKS
GROUP - I	COMPULSORY PAPERS		
ECODEV502	ECONOMICS OF DEVELOPMENT: PAPER VIII	4	100

Module 1: Concepts of Economic Growth and Development

Meaning of Growth and Development, Distinction between growth & development, Concept of human development, HDI, GDI, Sustainable development, Green GDP, Three core values of development, Capabilities & functioning

Module 2: Structural Issues in Development Process

Big push theory, Theory of human capital, Role of Education, health & nutrition in economic development, Schumpeter's theory of development, dual economy models of growth, Solows growth model

Module 3: Inequality, Poverty and Development

Measures of poverty and inequality, Kuznets inverted U-hypothesis, Policy options for poverty alleviation, Inclusive growth, Rural credit institutions.

Module 4: Technology and Economic Development

Role of Infrastructure in economic development, Role of technology in economic development, types of technical progress, Intermediate/ Appropriate technology, Green technology,

References:

- 1 Todaro, Michael P. and Stephen C. Smith. Economic Development, 8e. Delhi: Pearson Education, 2003.
2. Thirlwall, A.P. Growth and Development 8e. New York: Palgrave MacMillan, 2005.
3. Meier, Gerald M. and James E. Rauch. Leading Issues in Economic Development, 8e. New Delhi: Oxford Univ. Press, 2006.

INTERNATIONAL ECONOMICS: PAPER XIV

Preamble

This course develops a systematic exposition of models that try to explain the composition, direction, and consequences of international trade, and the determinants and effects of trade policy. It then builds on the models of open economy macroeconomics developed in courses 08 and 12, focusing on national policies as well as international monetary systems. It concludes with an analytical account of the causes and consequences of the rapid expansion of international financial flows in recent years. Although the course is based on abstract theoretical models, students will also be exposed to real-world examples and case studies.

SEMESTER –VI

COURSE CODE	PAPER TITLE	CREDITS	MARKS
GROUP - I	COMPULSORY PAPERS		
ECOINE602	INTERNATIONAL ECONOMICS: PAPER XIV	4	100

Module 1: Introduction

What is international economics about? An overview of world trade.

Module 2: Old Theories of International Trade

The Ricardian, specific factors, neoclassical trade theory and Heckscher-Ohlin models, Stolper-Samuelson theorem.

Module 3: New trade theories of International Trade

Monopolistic competition and trade-firm heterogeneity, FDI and the global supply chain

Module 4: Trade Policy

Instruments of trade policy; Why countries cooperate and GATT, GATS, Regional Trade Agreements-controversies in trade policy (labor standards, IPR and environment)

References:

1. Paul Krugman, Maurice Obstfeld, and Marc Melitz, *International Economics: Theory and Policy*, Addison-Wesley (Pearson Education Indian Edition), 9th edition, 2012.
2. Dominick Salvatore, *International Economics: Trade and Finance*, John Wiley International Student Edition, 10th edition, 2011.

3 Gordon Hanson, “The Rise of Middle Kingdoms: Emerging Economies in Global Trade”, *Journal of Economic Perspectives*, Spring 2012.

4 Melitz M. and Trefler D., “Gains from Trade When Firms Matter”, *Journal of Economic Perspectives*, Spring 2012.

FINANCIAL ECONOMICS: PAPER IX

Preamble:

The course introduces students to the economics of Finance. It aims at imparting knowledge about the basic models of investment and portfolio analysis, including the CAPM. The valuation of assets, derivatives & options is to be studied in addition to patterns of corporate financing.

SEMESTER – V

COURSE CODE	PAPER TITLE	CREDITS	MARKS
GROUP - II	ELECTIVE PAPERS		
ECOFEA503	FINANCIAL ECONOMICS: PAPER IX	3	100

Module1: Investment & portfolio Analysis

Basic theory of interest, discounting & present value; internal rate of return, evaluation criteria , fixed income securities; bonds prices & yields. Structure of interest rate, yield curves, spot & forward rates. Portfolio of assets, random asset returns, Mean variance portfolio analysis, The Markowitz Model & two fund theorem.

Module 2: CAPM

The capital Market line, the CAP Model, the beta of an asset & of a portfolio, security market line, CAPM model in investment & pricing formula.

Module 3: Options & Derivatives

Meaning & types of derivatives: forward contracts, futures - forward & future prices, stock index futures, interest rate futures, future for hedging. Options & Swaps and their types- Option market: call & put options, option trading strategies- spreads, straddles, strips & straps, strangles, the principle of arbitrage. Participants of derivatives market- hedgers, speculators, arbitrageurs.

Module 4: Corporate Finance

Patterns of corporate financing: stock, debt, preferences, convertibles. Capital structure & the cost of capital, corporate debt & dividend policy, the Modigliani –Miller theorem.

Readings:

1. David Luenberger (1997); Investment Science, Oxford University Press.
2. Hull John C. (2005); Options, Futures and other derivatives, Pearson Education 6th Edition.
3. Thomas Copeland, J. Fred Weston and Kuldeep Shastri (2003); Financial Theory and Corporate Policy, Prentice Hall 4th Edition.
4. Richard Brealey and Stewart Myers (2002); Principles of Corporate Finance, McGraw Hill 7th Edition.
5. Stephen Ross and Bradford Jordan (2005); Fundamentals of Corporate Finance, McGraw Hill 7th Edition.
6. William Sharpe, Gordon Alexander and J. Bailey (2003); Investment, Prentice Hall of India 6th Edition.

INDIAN FINANCIAL SYSTEM: PAPER XV

Preamble: The basic purpose of this paper is to acquaint students with various components of the Indian financial system, its working and the trends and turns that have taken place over the years especially since financial sector reforms.

SEMESTER – VI

COURSE CODE	PAPER TITLE	CREDITS	MARKS
GROUP - II	ELECTIVE PAPERS		
ECOIFSA603	INDIAN FINANCIAL SYSTEM : PAPER:XV	3	100

Module I: Indian Financial System: Structure, Trends and Turns (10 lectures)

Meaning and components of the Financial System - Financial System and Economic Development - Indicators of Financial Development: FR, FIR, NIR and IR. – Overview of financial sector reforms since 1990s – Trends and turns in Indian financial sector: 1950-2017.

Module II: Banking in India since 1990s (10 lectures)

Developments in Commercial banking sector since 1990s – Management of Non-Performing Assets (NPAs); Capital Adequacy Norms - Basel Accord III.- Monetary policy of the RBI –Changes in RBI monetary policy since 1990s - Transmission Channels of Monetary policy.

Module III: Money and Capital Markets in India (10 lectures)

Money Market: Components of organized money market – Reforms in the money market - Features of Indian Money Market.

Capital Market: Structure of the Indian Capital Market – Recent Developments in the Capital Market – Role of SEBI - Interlink between Money Market and Capital Market - Overview of Debt Market in India.

Module IV: Non-Banking sector of the Financial System (10 lectures)

Non-Bank Finance Companies (NBFCs) in India and their progress - Developments in India's Insurance sector – Progress of Mutual Funds industry in India - Credit Rating Agencies in India.

References:

1. Pathak, Bharati (2008): The Indian Financial System –Markets, Institutions, and Services, (2nd Edition), Pearson Education, New Delhi.
2. Bhole, L. M. (2008): Financial Institutions and Markets, Growth and Innovation, Tata McGraw-Hill, New Delhi.
3. Khan, M.Y. (2007): Financial Services, Tata McGraw Hill, New Delhi.
4. Reserve Bank of India (various issues) Report on Currency and Finance, RBI, Mumbai.
5. Rakesh Mohan & Partha Ray (2017), Indian Financial Sector: Structure, Trends & Turns; IMF Working Paper (WP/17/7). (<https://www.imf.org> > Issues > 2017/01/20).

ECONOMIC HISTORY OF INDIA: 1857-1947: PAPER IX

Preamble:

This course analyses key aspects of Indian economic development during the second half of British colonial rule. It investigates the place of the Indian economy in the wider colonial context, and the mechanisms that linked economic development in India to the colonial rule.

SEMESTER – V

COURSE CODE	PAPER TITLE	CREDITS	MARKS
GROUP - II	ELECTIVE PAPERS		
ECOEHIB503	ECONOMIC HISTORY OF INDIA: 1857-1947 : PAPER IX	3	100

Module1: Growth and Structural Change 1857-1947

Measuring Change-Explaining Change-Globalisation and patterns of trade-Saving and Investment-
Public Finance -Balance of Payments

Module 2: Agriculture and the Commons

Trends in Production and Income-Resources, Regional dimensions of agriculture- land, labour and
credit markets- forests and forest-dependent peoples-village commons and pastures-land use
patterns

Module 3: Industry

Long term patterns of small scale industrialisation and its interpretation- handloom, weaving and
other industries- labour and capital in traditional small scale industry- modern small scale industry-
statistical outline of large scale industry- stages of industrialisation and major industries- labour,
finance, entrepreneurship and management in large scale industry

Module 4: Infrastructure, Fiscal and Monetary systems:

Impetus- Irrigation- Railways- Roads and Internal Waterways- Ports- Post and Telegraph- Power-
Legal- systems Economic policy and policy making-Trade policy- Fiscal systems- Monetary
system- prices.

References:

1. Tirthankar Roy, *The Economic History of India 1857-1947*, Oxford University Press, 3rd edition,2011.
2. S.Sivasubramonian, *National Income of India in the Twentieth Century*, Oxford University Press,2000
3. Sumit Guha (ed.), *Growth, Stagnation or Decline?*, Delhi , Oxford University Press,1993
4. A.K. Banerji, *India's Balance of Payments*, Bombay: Asia Publishing House,1962.

5. George Blyn, *Agricultural Trends in India, 1891-1947: Output, Availability and Productivity*, Philadelphia: University of Pennsylvania press, 1966
6. M.Gadgil and R. Guha, *The Fissured Land: An Ecological History of India*, Delhi: Oxford University Press, 1992.
7. Alice Thorner, 'The Secular Trend in the Indian Economy, 1881-1951', *Economic Weekly*, vol.14, 1962.
8. Dharma Kumar, "The Fiscal System" in *The Cambridge Economic History of India*, Dharma Kumar (ed.), vol. 2, pp.905-46, Cambridge, 1983.
9. M.J.K.Thavaraj, 'Capital Formation in the Public Sector in India: A Historical Study, 1898-1938', in *Papers on National Income and Allied Topics*, V.K.R.V.Rao(ed.), Delhi: Allied Publishers, 1962.

INDUSTRIAL AND LABOUR ECONOMICS: PAPER IX

Preamble:

There has been a paradigm shift in the structure of the Indian industrial sector and the policies governing it ever since the new era of globalisation and liberalisation has ushered in. This paper intends to equip the students with the knowledge about the fundamentals of Industrial Economics and also the latest policies relating to the Indian industry.

SEMESTER V

COURSE CODE	PAPER TITLE	CREDITS	MARKS
GROUP - II	ELECTIVE PAPERS		
ECOILEC503	INDUSTRIAL AND LABOUR ECONOMICS: PAPER IX	3	100

Module 1: Introduction

Meaning and Scope of Industrial Economics, Industrial Profile : Private sector - Performance and Problems; Cooperatives - features, types, merits and demerits; Public Sector - Role, Performance and Problems, Diversification and Industrial Combinations - Motives for Mergers and Acquisitions

Module 2: Industrial Location and Problem of Regional Imbalance

Determinants of Industrial Location, Theories of Industrial Location - Weber's and Sargent Florence's Theories, Dispersion of Industries and the Problem of Regional Imbalance

Module 3: Industrial Productivity and Industrial Sickness

Concept and Measurement of Industrial Productivity, Factors Affecting Industrial Productivity, Industrial Sickness - Causes, Effects and Remedial Measures, Rationalisation - Concept, Aspects and Impact

Module 4: Industrial Development in India

New Industrial Policy, 1991; Disinvestment Policy; Micro, Small and Medium Enterprises Development Act, 2006; National Manufacturing Policy, 2011, Recent Trends in India's Industrial Growth, Role of MNCs in the Indian Economy - Merits and Demerits, Issues in Industrial Proliferation and Environment Preservation; Pollution Control Policies

References:

- Agrawal A.N. (2011), Indian Economy, New Age International Publishers, New Delhi
- Barthwal R.R. (2007), Industrial Economics, New Age International Publishers, New Delhi
- Cherunilam, F. (1994), Industrial Economics: Indian Perspective, Himalaya Publishing House, Mumbai
- Datt R. and Sundaram K.P.M. (2009), Indian Economy, S.Chand & Co., New Delhi
- Desai S.S.M. and Bhalerao N (2008), Industrial Economy of India, Himalaya Publishing House, Mumbai
- Ekbote Vidya and Ekbote Vilas (1999), Industrial Economics, Anmol Publication, Pune
- Kuchhal S.C. (1980), Industrial Economy of India, Chaitanya Publishing House, Allahabad
- Mishra S.K. and Puri V.K.(2008), Indian Economy, Himalaya Publishing House, Mumbai
- Ranjana Seth, Industrial Economics (2010), Ane Books Pvt. Ltd., New Delhi
- Reasons Behind Mergers
- National Manufacturing Policy, 2011 - Department Of Industrial ...

- The Micro, Small and Medium Enterprises Development Act, 2006 .
- Micro, Small and Medium Enterprises (MSMEs) in India: An Appraisal
- Industrial Growth and the Environment - of Planning Commission

PREVENTION AND CONTROL OF POLLUTION - Ministry of ...

- Sinha V.C., Sinha P. and Sinha V. (2001), Industrial Economics, Lokbharati Publication, 15 - A, Mahatma Gandhi Marg, Elahabad
- Raykhelkar A.R. and Damji B.H. (2011), Industrial Economics, Vidya Books Publication, Aurangabad, Maharashtra

INDIAN ECONOMIC THOUGHT: PAPER XV

Preamble:

The history of Indian economic thought provides rich insights into both economic issues and the workings of the Indian mind. It will give the student an introduction to major Indian thinkers and their ideas on Indian economic policy.

SEMESTER VI

COURSE CODE	PAPER TITLE	CREDITS	MARKS
GROUP - II	ELECTIVE PAPERS		
ECOIETB603	INDIAN ECONOMIC THOUGHT: PAPER XV	3	100

Module 1: The Modernists

Naoroji:-Drain theory, criticism and long run relevance, Ranade's views on railway investment and the methodology of Indian economics, Gokhale:-Gokhale and the economics of education, the rupee ratio debate , Dr. Ambedkar's contribution to the rupee debate

Module 2: Agriculture, Poverty and Famines

Why famines occur, famine policy, criticism of famine policy, Ranade's views on Poverty and Industrialisation, agrarian policy, contribution of Dr. Ambedkar

Module 3: Economic Policy after Independence

Nehruvian economics –Mahalonobis model and planning, industrial stagnation, industry and trade, agriculture and the wage goods model , reappraisal of Nehru’s economics

Module 4: Economic Thought in Contemporary India

Measurement of poverty, liberalisation, privatisation and globalisation, Human development and Amartya Sen’s contribution, Jagadish Bhagawati’s contribution.

References:

1. Jadhav Narendra (2015) : AMBEDKAR : An Economist Extraordinaire , Konark Publishers, New Delhi
2. Dasgupta A.K.(1993) : A History of Indian Economic Thought , Routledge.
3. Balkrishnan P. (2007) : The Recovery of India: Economic Growth in the Nehru Era, Economic and Political Weekly, Vol. 42, No. 45/46 (Nov. 10 - 23, 2007), pp. 52-66
4. A.Sen : Development as capabilities Expansion, http://morgana.unimore.it/Picchio_Antonella/Sviluppo%20umano/svilupp%20umano/Sen%20development.pdf
5. A.Pangariya: Why Growth Matters: How India’s Growth Acceleration has Reduced Poverty, http://www.cde.org.za/wp-content/uploads/2013/09/Prof%20Arvind%20Panagariya_Why%20growth%20matters_%20How%20Indias%20growth%20acceleration%20has%20reduced%20poverty.pdf
6. Deaton Angus(2013) : What is Going on in India, https://scholar.princeton.edu/sites/default/files/deaton/files/deaton_book_review_sen_dreze_etc_lancet_2013_0.pdf
7. A. Pangariya (2013): Indian Economy: Retrospect and Prospect, <http://www.pc.gov.au/news-media/lectures/arvind-panagariya/snape-2013-panagariya.pdf>

INDUSTRIAL AND LABOUR ECONOMICS: PAPER XV

Preamble:

Issues pertaining to the labour market, wage policy, trade unions and amicable solutions to industrial disputes have become vital for developing countries, especially for India, where the bulk of the labour force is employed in the unorganised sector, and the organized sector is witnessing a phenomenon of ‘jobless’ growth. This paper intends to provide knowledge of the same and also discusses the importance of labour welfare and social security measures for the growing labour force in India.

SEMESTER – VI

COURSE CODE	PAPER TITLE	CREDITS	MARKS
GROUP - II	ELECTIVE PAPERS		
ECOILEC603	INDUSTIRAL AND LABOUR ECONOMICS: PAPER XV	3	100

Module I – Introduction – Indian Labour Market

- Characteristics of the Indian Labour Market
- Child Labour and Female Labour – Problems and Measures
- Globalisation and Indian Labour Market
- Labour Market Reforms – Exit Policy and Need for Safety Nets
- Second National Commission on Labour

Module II – Trade Unionism

- Definition and Functions of Trade Unions
- Historical Evolution of Trade Unions in India and Their Present Status
- Problems of Trade Unions in India
- Role of Outside Leadership

Module III – Industrial Relations

- Causes of Industrial Disputes and Their Settlement Mechanism
- Collective Bargaining – Concept, Features, Importance and Pre-requisites for Successful Collective Bargaining
- Collective Bargaining in India
- Workers’ Participation in Management – Concept, Objectives and Forms of Workers’ Participation in India

Module IV – Labour Welfare and Social Security

- Concept, Theories and Principles of Labour Welfare
- Agencies for Labour Welfare
- Role of the Labour Welfare Officer
- Social Security – Concept; Social Assistance and Social Insurance
- Social Security Measures in India
- International Labour Organisation and Its Impact on Indian Labour Legislations

References:

- Agrawal A.N. (2011), Indian Economy, New Age International Publishers, New Delhi
- Datt R. and Sundaram K.P.M. (2009), Indian Economy, S.Chand & Co., New Delhi
- Mamoria C.B. and Mamoria S. (2002), Dynamics of Industrial Relations, Himalaya Publishing House, Mumbai
- Mishra S.K. and Puri V.K.(2008), Indian Economy, Himalaya Publishing House, Mumbai
- Monappa A, (2006), Industrial Relations, Tata McGraw Hill Publishing Company Ltd., New Delhi
- Punekar S.D., Deodhar S.B. and Sankaran Saraswathi (2004), ‘Labour Welfare, Trade Unionism and Industrial Relations’, 2004
- Ratna Sen, Industrial Relations in India - Shifting Paradigms (2005), Macmillan, New Delhi
- Singh J.K. (1998), Labour Economics – Principles, Problems and Practices, Deep andDeep Publications Pvt. Ltd., New Delhi
- Sinha P.R.N., Sinha I.B. and Shekar S.P. (2006), Industrial Relations, Trade Unions and Labour Legislation, Pearson Education, New Delhi
- Sarma A.M. (2002), Industrial Relations, Himalaya Publishing House, Mumbai

MATHEMATICAL AND STATISTICAL TECHNIQUES FOR ECONOMIC ANALYSIS:

PAPER X

Preamble

A plethora of data has emerged at an exponential rate and it is the description, interpretation and understanding of these data and drawing of accurate conclusions that is imperative for a student of Economics. The aim of this paper is to provide students with the mathematical and statistical skills and understanding needed for ‘knowing why’ and ‘when’ to apply these techniques.

SEMESTER V

COURSE CODE	PAPER TITLE	CREDITS	MARKS
GROUP - II	ELECTIVE PAPERS		
ECOMSEAA504	MATHEMATICAL AND STATISTICAL TECHNIQUES FOR ECONOMIC ANALYSIS: PAPER X	4	100

Module 1:

(Lectures 13)

A: Microeconomic applications of equations and graphs

- Linear and non-linear relationships in economic analysis
- Market demand and supply models, taxes, elasticity

B: Derivatives and their applications in various areas of economic analysis

- Derivatives
- Higher order derivatives
- Increasing and decreasing functions; Necessary and sufficient conditions for maxima and minima
- Optimisation of economic functions

Module 2: Linear Algebra

(Lectures 10)

- Matrices and basic operations on matrices
- Rank of a matrix
- Inverse of a matrix
- Cramer’s rule
- Input-Output Analysis and policy implications
- Linear Programming Problem: Formulation and graphical solution

Module 3:

(Lectures 12)

A: Descriptive Statistics and graphing techniques for presenting data

- Concept of primary and secondary data along with tabulation and graphs

- Measures of central tendency (only arithmetic-mean, median, and mode).
- Absolute and relative measures of dispersion (range, quartile deviation, mean deviation and standard deviation) with simple applications.
- Measures of skewness and kurtosis.
- Lorenz Curve

B: Commercial Statistics

- Brokerage, Commission and Insurance

Module 4: Elementary Probability Theory

(Lectures 10)

- Sample space and events
- Mutually exclusive, exhaustive and complimentary events
- Conditional probability
- Binomial probability distribution
- Nature and Properties of the Normal Probability Distribution; Standard Scores and the Normal Curve; The Standard Normal Curve: Finding Areas when the Score is Known, Finding Scores when the Area is Known

References:

1. Dowling Edward T: Introduction to Mathematical Economics, Schaum Outline Series in Economics, Tata McGraw -Hill, New Delhi, 2004.
2. Dowling Edward T: Theory and Problems of Mathematical Methods for Business and Economics, McGraw –Hill, 1993.
3. Gupta S.P.: Statistical Methods, S. Chand, New Delhi.
4. Lerner Joel J and P.Zima: Theory and Problems of Business Mathematics, McGraw Hill, New York, 1986.
5. Pfitzner Barry C.: Mathematical Fundamentals of Microeconomics, Biztantra, New Delhi, 2003.
6. Sancheti D.C. and V.K. Kapoor: Statistics-Theory, Methods and Applications, S. Chand, New Delhi
7. V. K. Kapoor and S. C. Gupta: Fundamentals of Mathematical Statistics, Sultan Chand & Sons, New Delhi.

8. Wisniewski Mik: Mathematics for Economics-An integrated approach, Palgrave Macmillan, 2013.

MATHEMATICAL AND STATISTICAL TECHNIQUES FOR ECONOMIC ANALYSIS:

PAPER XVI

SEMESTER VI

COURSE CODE	PAPER TITLE	CREDITS	MARKS
GROUP - II	ELECTIVE PAPERS		
ECOMSEA604	MATHEMATICAL AND STATISTICAL TECHNIQUES FOR ECONOMIC ANALYSIS: PAPER XVI	4	100

Module1: Techniques and applications of partial derivatives (Lectures 13)

- Functions of several variables and partial derivatives
- Second order partial derivatives
- Optimisation of multivariable functions
- Constrained optimisation with Lagrange multiplier and its economic interpretation.
- Marginal productivity, Income and price elasticities of demand
- Homogeneous production functions and returns to scale
- Cobb-Douglas production function

Module 2: Integral Calculus (Lectures 12)

- Integration and Definite integral; area under the curve
- Economic applications
- Present value of cash flows (present value of a sum to be received in future and present value of a stream of future income)
- Consumer's and Producer's Surplus
- Learning curve

Module 3: Correlation and Regression (Lectures 10)

- The meaning and significance of Correlation; Scatter plot of Bivariate Distributions; Correlation and Causation

- Karl Pearson's coefficient of correlation
- Spearman's rank correlation coefficient
- Simple regression analysis- Method of Least Squares and Regression Lines
- Regression Coefficients
- Relationship between correlation coefficients and regression coefficients.

Module 4: Index Numbers and Time Series

(Lectures 10)

- Simple and composite index numbers
- Construction, uses and problems of index numbers
- Laspeyre's, Paasche's and Fisher's Index numbers
- Cost of living index numbers-real income – wholesale price index number
- Splicing of index numbers
- Components of time series
- Estimation and forecasting of trend by the Least Squares Method

References:

1. Dowling Edward T: Introduction to Mathematical Economics, Schaum's Outline Series in Economics, Tata McGraw Hill, New Delhi, 2004
2. Lerner Joel J and P. Zima: Theory and Problems of Business Mathematics, McGraw Hill, New York, 1986.
3. Dowling Edward T: Theory and Problems of Mathematical methods for Business and Economics, McGraw –Hill, 1993
4. Gupta S.P.: Statistical Methods, S. Chand, New Delhi.
5. Sancheti D. C. and V. K. Kapoor: Statistics-Theory, Methods and Applications, S. Chand, 4New Delhi

MATHEMATICAL METHODS IN ECONOMICS: PAPER X

Preamble:

The objective of this paper is to transmit the body of basic mathematics that enables the study of economic theory at the undergraduate level, specifically the courses on microeconomic theory,

macroeconomic theory, statistics and econometrics set out in this syllabus. In this course, particular economic models are not the ends, but the means for illustrating the method of applying mathematical techniques to economic theory in general. The level of sophistication at which the material is to be taught is indicated by the contents of the prescribed textbook.

SEMESTER V

COURSE CODE	PAPER TITLE	CREDITS	MARKS
GROUP - II	ELECTIVE PAPERS		
ECOMMEB504	MATHEMATICAL METHODS IN ECONOMICS: PAPER X	4	100

Module 1: Functions of one real variable

Graphs; elementary types of functions: quadratic, polynomial, power, exponential, logarithmic; sequences and series: convergence, algebraic properties and applications; continuous functions: characterizations, properties with respect to various operations and applications; differentiable functions: characterizations, properties with respect to various operations and applications; second and higher order derivatives: properties and applications.

Module 2: Single-variable optimization

Geometric properties of functions: convex functions, their characterizations and applications; local and global optima: geometric characterizations, characterizations using calculus and applications.

Module 3: Integration of functions

Areas under curves; indefinite integrals; the definite integral.

Module 4: Difference equations

First order difference equations.

References:

1. K. Sydsaeter and P. Hammond, *Mathematics for Economic Analysis*, Pearson Educational Asia, Delhi, 2002.

APPLIED ECONOMETRICS: PAPER XVI

Preamble:

The aim of this course is to provide a foundation in applied econometric analysis and develop skills required for empirical research in economics. Topics include specification and selection of regression models, dynamic econometric models, advanced methods in regression analysis and panel data models. Since the emphasis is on application of methods, this course requires understanding of econometric software and computing skills.

SEMESTER VI

COURSE CODE	PAPER TITLE	CREDITS	MARKS
GROUP - II	ELECTIVE PAPERS		
ECOAE604	APPLIED ECONOMETRICS: PAPER XVI	4	100

Module 1: Violations of Assumptions in the Linear Regression model

Heteroscedasticity, implications, testing and remedy, autocorrelation, implications, testing and remedy, multicollinearity

Module 2: Regression Diagnostics and Specification

Misspecification; functional forms; model selection, endogeneity and instrumental variables

Module 3: Advanced Topics in Regression Analysis

Dynamic Econometric Models: distributed lag models; autoregressive models; simultaneous equation models.

Module 4: Introduction to R

Running a regression in R, diagnostic tests in R, plotting graphs in R, writing a function in R

Readings:

1. Jeffrey M. Wooldridge, Econometrics, Cengage Learning, India Edition, 2009.
2. Dimitrios Asteriou and Stephen Hall, Applied Econometrics: A Modern Approach, Palgrave Macmillan, 2007.
3. Damodar Gujarati, Econometrics by Example, Palgrave Macmillan, 2011.
4. Kleiber C and Zeilis A (2008) : Applied Econometrics with R, Springer, UseR1

RESEARCH METHODOLOGY: PAPER X

Preamble

The central focus of this course is an introductory study of the concepts, principles and methods of economic research. The course focuses on the logic of social science research and on practical problems of applying quantitative and qualitative methods in the process of formulating research questions. The primary goal is to strengthen student's critical thinking and reasoning skills at planning economic research and to enable them to communicate research results competently.

The study equips the students with the basic understanding of the research methodology and provides an insight into the application of modern analytical tools and techniques for the purpose of economic decision making. The course will provide students an opportunity to learn how to collect and analyze primary and secondary data. Methods covered include interview design and technique, case study method and also a study of secondary data sources. Computer Applications to research analysis and tools commonly used in research are introduced to sharpen the analytical and presentation skills of the learner.

The course is to be taught in two parts in the fifth and sixth semester of final year B.A. degree course in Economics. The entire course is to be conducted from an interdisciplinary perspective. The first part covers the structure of research and theory construction, types of research as well as the main issues of data gathering and data quality and learning of basic statistical tools. The second part provides an overview of the main methodological problems of quantitative and qualitative analysis, an introduction to hypothesis formulation, testing of hypotheses and illustrates the usage of different approaches and application of computers in recent empirical social research.

The course work of this paper will be taught in each semester. There are four units in each semester and each unit will be taught in 10 contact hours. The contact hours allotted to individual unit are notional and are adjustable to the total contact hours. In addition, a learner is expected to undertake practice on quantitative techniques and carry out computer practical exercise to grasp the nuance of fundamental statistical analysis using computers. The contact tools like discussion, group work, seminar, use of web resources and library resources are to be extensively used for teaching this paper. Hands on experience on web search, Practical sessions in the computer laboratory and Library sessions and are inbuilt requisites of this course.

The course in each Semester is categorized into three components;

- (a) Conceptual clarity on Research Methodology with 40 marks weightage
- (b) Numerical problems on Quantitative Techniques with 20 marks' weightage and

(c) Conduct of a case study, framing of schedule and questionnaire and field visit report as a project and/or Computer Application and Practical on Quantitative Techniques with 40 marks' weightage (for internal assessment.) Also an introduction to presentation tool is to be imparted with Training on Creating presentation, Customizing presentation and showing presentation as integral part of internal assessment.

SEMESTER V

COURSE CODE	PAPER TITLE	CREDITS	MARKS
GROUP - II	ELECTIVE PAPERS		
ECOREMC504	RESEARCH METHODOLOGY: PAPER X	4	100

Module 1: Introduction to Concept of Research

(10 lectures)

- Nature, Scope & Purpose of social research
- Basic assumptions of research
- Significance of social sciences research
- Objectivity in social sciences research
- Types of research: pure & applied research; formulative or exploratory research; descriptive research, historical research, experimental research, survey research
- Ethical issues relating to research
- Major Difficulties in the Area of economic research

Module 2: Elements of Research Methodology

(15 lectures)

I. Steps in Research process:

- Identification, selection and formulation of research problem – sources of research problem – criteria of a good research problem
- Review of literature
- Formulation of hypothesis
- Preparing Research Design: Definition, Concepts, and types– exploratory, descriptive and diagnostic, experimental and Analytical research designs
- Collecting and analysing the data
- Interpretation and report writing

II. Use of web search in research process- introduction to Internet and WWW, Using search engine like Google, Yahoo etc. Use of advanced search techniques

Module 3: Sources of Data for Research

(15 lectures)

I. Types of data sources: Primary and Secondary, choice between primary and secondary data

- Primary data-Meaning and Collection methods
 - i. Observational method
 - ii. Interview technique
 - iii. Design of Schedule and Questionnaire
 - iv. Survey method and Field Visits
 - v. Case Study as a method
- Major Sources of Secondary data: Meaning, advantages, Relevance, limitations and cautions of secondary data.

II. Sampling Technique: Census and sample survey- Essentials of a good Sampling - Advantages and limitations of sampling, Methods of sampling:

- i. random sampling : simple or unrestricted random sampling- mixed or stratified random sampling, systematic or quasi random sampling – multistage or cluster random sampling - sequential random sampling
- ii. non random sampling : judgement or purposive sampling–convenience sampling accidental sampling – quota sampling

Sampling and Non-sampling errors - Sample size – selecting an appropriate sampling technique

Module 4: Processing and Analysis of Data

(10 lectures)

- Classification, Tabulation and Graphical presentation of socio-economic data
- An introduction to Statistical Analytical Tools – Measures of Central Tendency – Measures of Variation: absolute and relative measures – Quartile deviation, standard deviation, coefficient of variation- Skewness: meaning and Measurement (Karl Pearson's and Bowley's methods)
- Preliminaries of Computer Applications in Data organization & Data Processing Introduction to spreadsheet application, features and functions, Using formulas and functions, Data storing, Features for Statistical data analysis, Graphical representation of data, Generating charts/ graph and other features.

SEMESTER – VI

COURSE CODE	PAPER TITLE	CREDITS	MARKS
GROUP - II	ELECTIVE PAPERS		
ECOREMC604	RESEARCH METHODOLOGY: PAPER XVI	4	100

Module 1: Statistical applications in research (15 lectures)

- Methods of studying Correlation- measurement of simple correlation: graphic method: scatter diagram - coefficient of correlation - Karl Pearson and rank correlation interpretation of $r = \pm 1$
- Linear Regression analysis: meaning, regression lines, regression coefficients, regression equations, relationship between correlation and regression
- Analysis of Time Series – components –trend analysis- moving averages (3, 4 and 5 yearly)- method of least square

Module 2: Index numbers (15 lectures)

Meaning – classification – problems encountered while constructing index numbers- uses and limitation of index numbers

Methods of constructing index numbers:

- Simple index: i) aggregate method ii) simple average of relatives method
- Weighted index: Laspeyer's, Paache's and Fisher's index – weighted average of relatives method
- Chain based index – concepts of Base shifting, splicing, and deflating
- Consumer price index: meaning, need and construction – methods: aggregate expenditure method and family budget method

Module 3: Hypothesis formulation and Hypothesis Testing (10 lectures)

- Definition and functions of hypothesis –Criteria of workable hypothesis – forms and sources of hypothesis
- Concepts in Testing of Hypothesis: Universe / Population, parameter and statistic, Null and Alternative Hypotheses, Levels of Significance, critical region, Type I and type II errors - Point and Interval Estimates

Module 4: Research Report Writing (10 lectures)

Types of Research Report: Technical, Popular, Interim, Summary, Article

- Format of a Research Report
- Principles of writing the Research Report: Organization and Style - Contents-Styles of reporting- Steps in drafting Reports- Editing the final draft-Evaluating the final draft - Organization of the Research Report: Preliminaries, Contents of Report, Structuring the Report: Chapter format- Pagnation- Identification- Using quotations- Presenting footnotes – abbreviations- Presentation of tables and figures- Referencing- Documentation-Use and format of appendices- Indexing - Bibliography, Appendices

References:

1. Gopal, M.H (1970) An Introduction to Research Procedures in Social Sciences, Bombay, Asia Publishing House.
2. Goode J.Willium & Hatt K. Paul, Methods of social Research, New York, McGraw –Hill.
3. Kothari, C.R (2004) Research Methodology: An Introduction, Delhi, New Age
4. Krishnaswami, O.R &, M.Ranganatham (2011) Methodology of Research in Social Sciences, Himalaya Publishing House, Mumbai. .(Unit 1,2, 3,4)
5. Kumar, Renjith (2009) Research Methodology: A Step by Step Guide for Research, Delhi, Pearson Education
6. P.Saravanavel ((1987) Research Methodology, Kitab Mahal, Allahabad .(Unit 1,2, 3,4)
7. Gupta S P tatistical Methods Sultan Chand and Sons, New Delhi. .(Unit 3,4,)
8. Gupta S.C, Fundamentals of Statistics, Himalaya Publication House, Bombay. (Unit 4,)9. Rajaram V. (1996), Fundamentals of computers, Prentice Hall of India, New Delhi

ECONOMICS OF AGRICULTURE AND COOPERATION: PAPER X

SEMESTER V

COURSE CODE	PAPER TITLE	CREDITS	MARKS
GROUP - II	ELECTIVE PAPERS		
ECOEACD504	ECONOMICS OF AGRICULTURE AND COOPERATION: PAPER X	4	100

Module 1: Agricultural Productivity

(12 lectures)

Role of agriculture in economic development - Cropping Pattern Agricultural Productivity, Causes of Low Productivity in Agriculture - Measures taken to improve the Agricultural Productivity in India - Water Management and agricultural development - Agricultural labour: Problems and suggestions.

Module 2: Agricultural Credit

(12 lectures)

Institutional and Non-Institutional Sources of Credit - Co-operative Credit and Agriculture, Rural Indebtedness - Commercial Banks and Regional Rural Banks, micro finance - NABARD - Role and Performance.

Module 3: Agricultural Marketing

(12 lectures)

Types of Marketing - Corporate, Commodity and Global Problems and Measures of Agricultural Marketing - WTO and Indian Agriculture. Problems of Agricultural Marketing and its measures.

Module 4: Agricultural Price and Policy

(12 lectures)

New Agricultural Policy – 2007 - Food Security in India - Price Policy of CACP Evaluation, Agricultural Crisis and Farmers' Suicide. Agro-Tourism and its policy

References:

1. Carl Eicher and Lawrence wit (1964), Agriculture in Economic Development McGraw Hill Book Company, New York
2. Bilgram, S.A.R,(1966), Agricultural Economics, Himalaya Publication House, Delhi.
3. Ghatak S. and K. Ingerscent, (1964), Agriculture and Economic Development, Select Books, New Delhi
4. Raj K.N. (1988) Essays in Commercialization of Indian Agriculture, Oxford University Press, New Delhi
5. Thamarajalaxmi R. (1994), Intersectoral Relationship in Developing Economy, Academic Foundation, Delhi
6. Papola T.S. (1982), Rural Industrilization in India, Himalaya Publication House, Delhi.
7. Sadhu A.N. & Singh Amarjit (1966):” Fundamentals of Agricultural Economics, Himalaya Publication House, Delhi.

8. Soni R.N.(1955), Leading Issues in Agricultural Economics, Arihant Press, Jalandhar
9. Wanmali S. and C. Ramasamy (Ed.)(1995), Developing Rural Infrastructure, McMillan, New Delhi
10. Govt. of India, (1976), Report of National Commission on Agriculture, New Delhi
11. Memoria C. B. (), Agricultural Problems of India
12. Lekhi R.K. (), Agricultural Problems in India
13. Datt and Sundaram (2012), Indian Economy, S.Chand & Company, New Delhi
14. Mishra & Puri, (2012), Indian Economy, Himalaya Publishing House, New Delhi
15. Vaidhanathan, A. (1995), Indian Economy: Crisis, Response and Prospects, Orient Longmans, New Delhi.
16. John W. Penson, Oral Capps, C.Parr Rosson, (1999), Introduction to Agricultural Economics, Prentice Hall, New Jersey.
17. Agrawal A.N. & Kundan K.L. Agricultural Problems of India, Vikas Publication House, New Delhi
18. Khusro A.M. (1968) Leading issues in Agricultural Development, Allied Publishers, Bombay.

ECONOMICS OF AGRICULTURE AND COOPERATION: PAPER XVI

SEMESTER VI

COURSE CODE	PAPER TITLE	CREDITS	MARKS
GROUP - II	ELECTIVE PAPERS		
ECOEACD604	ECONOMICS OF AGRICULTURE AND COOPERATION: PAPER XVI	4	100

Module 1: Co-operation

(12 lectures)

Meaning, features of Co-operation - Principles of Co-operation (Manchester-1995) – Role of Co-operation in Economic development - Globalization and Co-operation-Importance and Benefits of Co-operation.

Module 2: Co-operative Finance in India

(12 lectures)

Co-Operative Finance: Need, Structure, Progress and Problems - National Co-operative Development Corporation (N.C.D.C.) - Farmers service societies and urban Co-operative banks.

Module 3: Agricultural Co-operatives

(12 lectures)

Role and Types of Agro-Industries - Problems and Measures of Agro-Industries – Sugar and Dairy Co-operatives - Food and Fruits Processing Industry - Co-Operative Farming.

Module 4: Co-operative Organizations in India

(12 lectures)

Consumer Co-operatives - Co-Operative Marketing - Housing Co-operative societies - Labour Co-operative societies - Agricultural Marketing societies-Leadership in Cooperative development.

References:

1. R. D. Bedi () Theory, History and Practice of Co-Operation, Loyal Book Depot, Meerut (U.P.)
2. Mathur B. S, () Co-Operation in India, Sahitya Bhavan, Agra
3. John Matthai, () Agricultural Co-Operation in India , Reliance Publishing House, New Delhi
4. Krishnaswami,() Fundamentals of Co-Operation, S. Chand and Company Ltd, New Delhi
5. Hajela T.N, () principles, problem and practice of Co-operation, Agarwal publication.
6. Government of Maharashtra - Co-operative movement at a Glance (latest annual report).

INTRODUCTION TO ECONOMETRICS: PAPER XI**Preamble:**

The objective of this course is to impart a basic understanding of econometrics. The student will be able to appreciate the theoretical basis of the subject. At the same time, it will enhance the student's ability to apply the theoretical techniques to the problems of the real world. Topics like forecasting have been introduced to impart this practical orientation.

SEMESTER V

COURSE CODE	PAPER TITLE	CREDITS	MARKS
GROUP - II	ELECTIVE PAPERS		
ECOITEA505	INTRODUCTION TO ECONOMETRICS: PAPER XI	4	100

Module 1: Idea of a random variable

(10 Lectures)

- Concept of a random variable: Discrete and continuous
- Expected values of a random variable
- Variance of a random variable
- Discrete random variables: Bernoulli, Binomial, Poisson
- Continuous random variables: The normal distribution

Module 2: Jointly distributed Random variables

(10 Lectures)

- Joint and marginal distributions for bivariate random variables
- Conditional probability
- Conditional mean and variance
- Covariance
- Correlation and Partial correlation
- Central limit theorem (without proof)

Module 3: Statistical Inference

(12 Lectures)

- Point and interval estimation
- The Z distribution
- The Null and Alternate hypotheses and significance testing for mean using Z distribution when population variance is known
- The chi-square distribution and testing for sample variance with known population variance
- The F distribution and comparing sample variances
- The t distribution and hypothesis tests when population variance is unknown.

Module 4: Regression Analysis

(13 Lectures)

- Two variable regression model
- The concept of the PRF
- Classical assumptions of regression
- Derivation of the OLS estimators and their variance
- Properties of OLS estimators under classical assumptions, Gauss-Markov Theorem (without proof)

- Tests of Hypothesis, confidence intervals for OLS estimators
- Measures of goodness of fit: R square and its limitations, adjusted R square and its Limitations.

INTRODUCTION TO ECONOMETRICS: PAPER XVII

SEMESTER VI

COURSE CODE	PAPER TITLE	CREDITS	MARKS
GROUP - II	ELECTIVE PAPERS		
ECOITEA605	INTRODUCTION TO ECONOMETRICS: PAPER XVII	4	100

Module 1: Econometric Model Specification

(10 Lectures)

- Identification: Structural and reduced form
- Omitted Variables Bias
- Errors in measurement
- Endogeneity and Bias

Module 2: Failure of Classical Assumptions

(10 Lectures)

- Multi-collinearity and its implications
- Auto-correlation: Consequences and Durbin-Watson test
- Heteroskedasticity: Consequences and the Goldfeld -Quandt test

Module 3: Forecasting

(13 Lectures)

- Forecasting with a) moving averages b) linear trend c) exponential trend- CAGR
- Forecasting with linear regression
- Classical time series decomposition
- Measures of forecast performance: Mean Square Error and Root Mean Square Error
- Limitations of econometric forecasts

Module 4: Linear Programming

(12 Lectures)

- Linear programming
- Dual of a linear programming problem

- Simplex method
- Transportation

References:

1. Gujarati Damodar, Basic Econometrics.
2. Hatekar Neeraj (2009), Econometrics: The First Principles A Friendly Introduction.
3. Kapoor V. k. (2011), Operations Research Problems & Solutions, Sultan Chand & sons.
4. Lipschutz (Schaum Series), Theory and Problems of Statistics.

ENVIRONMENTAL ECONOMICS: PAPER XI

Preamble:

This course focusses on economic causes of environmental problems. In particular, economic principles are applied to environmental questions and their management. Economic implications of environmental policy are addressed as well as valuation of environmental improvements.

SEMESTER V

COURSE CODE	PAPER TITLE	CREDITS	MARKS
GROUP - II	ELECTIVE PAPERS		
ECOENVEB505	ENVIRONMENTAL ECONOMICS: PAPER XI	4	100

Module 1: Introduction to Environmental Economics

What is environmental economics, review of microeconomics and welfare economics, Pareto optimality and market failure in the presence of externalities; property rights and Coase theorem

Module 2: The design and implementation of Environmental Policy

Overview-Criteria for evaluating environmental policies; Standards, Pigovian taxes and effluent fees, tradable permits, choice between taxes and quotas, implementation of environmental policy

Module 3: Measuring benefits of environmental improvements

Economic value of Environment- Use and Non-use values-Measurement method:-market based and non-market based methods, contingent valuation, travel cost method, hedonic price method, risk assessment and perceptions

Module 4: Environmental problems

The global environment- Trans-boundary environmental problems, economics of climate change, International environmental Agreements - , sustainable development: Concepts and measures

References:

1. Barry C. Fields (1997) : Environmental Economics : An Introduction, McGraw Hill International Edition
2. Charles Kolstad (2000): Environmental Economics, Oxford University Press, New York.

DEVELOPMENT THEORY AND EXPERIENCE: PAPER XVII

Preamble:

This is the second paper of economic development sequence. The course begins with demographic concepts and their evolution during the process of development. Then it focuses on the theory migration and discusses the link between migration and development. The structure of markets and contracts is linked to the particular problems of enforcement experienced in poor countries. The course ends with the issues related to environment and development.

SEMESTER VI

COURSE CODE	PAPER TITLE	CREDITS	MARKS
GROUP - II	ELECTIVE PAPERS		
ECOPUEB605	DEVELOPMENT THEORY AND EXPERIENCE: PAPER XVII	4	100

Module I: Demography and Development

Demographic concepts; birth and death rates, age structure, fertility and mortality; demographic transitions during the process of development; gender bias in preferences and outcomes and evidence on unequal treatment within households; connections between income, mortality, fertility choices and human capital accumulation.

Module II: Structural Transformation

The Lewis model –Clark-Fisher model of structural change , Urbanization: Trends and Projections with reference to India, Urbanization and Development, Causes of urbanization, Urban informal sector, Policies for the urban informal sector, Migration and development, Economic theory of rural-urban migration: Harris-Todaro migration model

Module III: Land, Labor and Credit Markets

Role of Agriculture in Economic Development, Market Failure and Agriculture, The distribution of land ownership; Land reform and its effects on productivity; contractual relationships between tenants and landlords; Land Acquisition; Nutrition and Labor Productivity; Rural Credit Market; Microfinance; Inter-linkages between Rural Factor Markets.

Module IV: The Environment and Development

The core of environmental problems-Rural poverty and environmental destruction-industrialization and environmental pollution-Economic models of environmental issues: privately owned resources, common property resources, public goods and bads: regional environmental degradation and the free rider problem, limitations of public good framework.

References:

1. Debraj Ray, *Development Economics*, Oxford University Press, 2009.
2. Partha Dasgupta, *Economics: A Very Short Introduction*, Oxford University Press, 2007.
3. Abhijit Banerjee, Roland Benabou and Dilip Mookerjee, *Understanding Poverty*, Oxford University Press, 2006.
4. Kaushik Basu, 2012, editor, *The New Oxford Companion to Economics in India*, Oxford University Press.
5. Amartya Sen, *Development as Freedom*, Oxford University Press, 2000.

6. Daron Acemoglu and James Robinson, *Economic Origins of Dictatorship and Democracy*, Cambridge University Press, 2006.
7. Robert Putnam, *Making Democracy Work: Civic Traditions in Modern Italy*, Princeton University Press, 1994.
8. Michael Todaro and Stephen Smith : *Economic Development*, 11th edition, Pearson

POLITICAL ECONOMY OF GLOBALISATION: PAPER XVII

Preamble:

This course explores changes in the organisation of production, labour market institutions and corporate structure. It goes on to study the consequences of globalization, especially of financial flows, for the role of the state, economic performance, gender issues, environment, human welfare and development.

SEMESTER VI

COURSE CODE	PAPER TITLE	CREDITS	MARKS
GROUP - II	ELECTIVE PAPERS		
ECOPEG605	POLITICAL ECONOMY OF GLOBALISATION: PAPER XVII	4	100

Module 1: Changing Dynamics of Capitalist Production, Organisational Form and Labour Process

Perspective on political economy with a historical overview: capitalist development in the pre-second world war period, the 'golden age' and later, Fordist and post-fordist production; changing dynamics of organisation of production, markets and labour process; the changing nature of job security and labour rights.

Module 2: The State in the Era of Globalisation: Welfare, Development and Autonomy

Globalisation and the limits of the welfare state, development and state autonomy.

Module 3: The Changing Role of Finance

The changing role of finance in capital accumulation and corporate structure; finance and globalisation - financialisation, financial liberalisation and financial crisis.

Module 4: The Social Dimensions

Globalisation and uneven development – growth, inequality and exclusion, Gender in work, accumulation and globalisation; issues in environment and sustainability; alternatives ahead.

References:

1. Michel Beaud, *A History of Capitalism, 1500-2000*, trans. by Tom Dickman and Anny Lefebvre, New York: Monthly Review Press, 2001.
2. Ash Amin (ed.), *Post-Fordism: A Reader*, Blackwell, 1994.
3. Fran Tonkiss, *Contemporary Economic Sociology: Globalisation, Production, Inequality*, Chapter 4 (Fordism and After), Routledge India 2008 reprint, 2006.
4. S. Hymer, 1975, "The Multinational Corporation and the Law of Uneven Development", in H. Radice (ed.) *International Firms and Modern Imperialism*, Penguin Books.
5. G. Gereffi, J. Humphrey and T. Sturgeon, 2005, "The Governance of Global Value Chains", *Review of International Political Economy*, Volume 12, pp. 78–104.
6. Narasimha Reddy, 2003, "Economic Globalisation, Past and Present – The Challenges to Labour" in Jomo K.S. & Khoo Khay Jin (ed.) *Globalization and Its Discontents, Revisited*, Sepsis -Tulika Books.
7. David Harvey, *A Brief History of Neoliberalism*, Oxford University Press, 2005.
8. Andrew Glyn, 2006, "Challenges to Capital", in *Capitalism Unleashed: Finance, Globalization and Welfare*, Oxford: Oxford University Press, (Ch. One, pp. 1-24).
9. G Dumenil and D Levy, *The Crisis of Neoliberalism*, Harvard University Press, 2011.
10. K.S. Jomo (ed.), *The Long Twentieth Century: The Great Divergence: Hegemony, Uneven Development and Global Inequality*, Oxford University Press, 2006.
11. Gary Dymisky, 2005, "Financial Globalization, Social Exclusion and Financial Crisis",
12. *International Review of Applied Economics*, Vol. 19, pp. 439–457.
13. E. Stockhammer, 2010, "Financialization and the Global Economy", in G. Epstein and
14. M.H. Wolfson (ed.) *The Political Economy of Financial Crises*, Oxford University Press. [Also in Working Paper Series, No. 240, Political Economy Research Institute, University of Massachusetts Amherst]
15. J.P. Smith and M.P. Ward, 1989, "Women in the Labour Market and in the Family",

16. Journal of Economic Perspectives, Volume 3, pp. 9-23.
17. Marilyn Power, 2004, "Social Provisioning as a Starting Point for Feminist Economics",
18. Feminist Economics, Volume 10, pp. 3-19.
19. John Bellamy Foster, Ecology against Capitalism, Monthly Review Press, 2002.

PROJECT: PAPER XII

SEMESTER V

COURSE CODE	PAPER TITLE	CREDITS	MARKS
GROUP - II	ELECTIVE PAPERS		
ECOPROA506	PROJECT: PAPER XII	3	100

PROJECT: PAPER XVIII

SEMESTER VI

COURSE CODE	PAPER TITLE	CREDITS	MARKS
GROUP - II	ELECTIVE PAPERS		
ECOPROA606	PROJECT: PAPER XVIII	3	100

FYBA – MAR – Comp

(To be implemented from 2019-20)

SEM – 1 (UAMAR 1 C 1)

प्रथम वर्ष बी.ए. मराठी अनिवार्य

प्रथम वर्ष बी.ए. मराठी अनिवार्य या विषयासाठी २०१९-२० या शैक्षणिक वर्षापासून नेमलेला अभ्यासक्रम

सत्र - पहिले - एकूण व्याख्याने - ४० श्रेयांकने - ०२ गुण ५०

घटक - १ निवडक कथांचा अभ्यास

- १) भूताळया : नजुबाई गावित
- २) मी मेलोच नायी : माधव सुरकुंडे
- ३) उद्ध्वस्त : कमल गाडगीळ
- ४) पूर : विलास सारंग
- ५) वि-हार : प्रज्ञा दया पवार
- ६) भूक : बाबूराव बागूल
- ७) चौथी भिंत : उर्मिला पवार
- ८) बुद्धाची शपथ : अण्णाभाऊ साठे
- ९) पाणबळी : भास्कर चंदनशीव
- १०) लचांड : सदानंद देशमुख
- ११) राखीव सावल्यांचा खेळ : किरण गुरव
- १२) नवीन गोष्ट शिकण्यासाठीची गोष्ट : कृष्णा किंबहुने
- १३) झूमची दांडी : कुमार अनिल
- १४) सातबान्याचा गर्भ : दिनकर कुटे
- १५) मोराची बायको : किरण येले

घटक - २ व्यावहारिक मराठी - (घटकविषय)-(२० तासिका)- श्रेयांकन १ गुण ५०

व्यावहारिक मराठी या विषयासाठी घटकविषय

- १) मराठी लेखनाचे नियम व विरामचिन्हे
- २) वर्तमानपत्रासाठी वृत्तलेखन
- ३) वृत्तांतलेखन
- ४) अर्जलेखन
- ५) भाषांतर (इंग्रजीतून मराठीत)

सत्रांत परीक्षा

प्रथम सत्रान्त परीक्षा - गुण १००

वरील अभ्यासपत्रिकेचे प्रथम सत्रान्त प्रश्नपत्रिकेचे स्वरूप पुढीलप्रमाणे ठरविण्यात आले आहे.

प्रथम वर्ष बी.ए. मराठी (अनिवार्य)

- | | |
|----------|--|
| प्रश्न १ | घटक क्र. १ वर आधारित पर्याय देऊन एक प्रश्न - गुण २०. |
| प्रश्न २ | घटक क्र. १ वर आधारित पर्याय देऊन एक प्रश्न - गुण २०. |
| प्रश्न ३ | घटक क्र. १ वर आधारित चार पैकी दोन टिपा - गुण १०. |
| प्रश्न ४ | मराठी लेखनाचे नियम व विरामचिन्हे या उपघटकावर आधारित अंतर्गत पर्यायांसह प्रत्येकी ५ गुणांचे २ प्रश्न एकूण गुण १०. |
| प्रश्न ५ | वर्तमानपत्रासाठी वृत्तलेखन या उपघटकावर अंतर्गत पर्यायांसह १ प्रश्न गुण १० |
| प्रश्न ६ | वृत्तांतलेखन या उपघटकावर अंतर्गत पर्यायांसह १ प्रश्न गुण १० |
| प्रश्न ७ | अर्जलेखन या उपघटकावर अंतर्गत पर्यायांसह १ प्रश्न गुण १० |
| प्रश्न ८ | भाषांतर (इंग्रजीतून मराठीत) या उपघटकावर अंतर्गत पर्यायांसह १ प्रश्न १० गुण |

SEM – 2 (UAMAR 2 C 1)

सत्र - दुसरे - एकूण व्याख्याने ४०, श्रेयांकने - ०२

सत्रांत परीक्षा :

प्रथम सत्रान्त परीक्षा - गुण १००

वरील अभ्यासपत्रिकेचे प्रथम सत्रान्त प्रश्नपत्रिकेचे स्वरूप पुढीलप्रमाणे ठरविण्यात आले आहे.

घटक - १ निवडक कवितांचा अभ्यास (२० तासिका) - श्रेयांकन - १ गुण ५०

१) चार शब्द - नारायण सुर्वे

२) आता - नामदेव ढसाळ

३) इराणी - अरूण कोलटकर

४) हया नभाने हया भुईला दान ध्यावे - ना.धो. महानोर

५) ते वर्ष होत की कोळयाचं जाळ - भालचंद्र नेमाडे

६) तुकारामाचा अंत - दिलीप पुरूषोत्तम चित्रे

७) शोकगीत - ग्रेस

८) स्वागत - त्र्यंबक सपकाळे

९) मायबोली - सुरेश भट

१०) बळीराजासाठी गाणं - नारायण कुलकर्णी कवठेकर

११) वाण - अनुपमा उजगरे

१२) रांगोळी - रजनी परुळेकर

१३) घरटयासाठी शिजतो कुडतो मरतो माझा बाप - ए.के. शेख

१४) युनोत पाणी - भुजंग मेश्राम

१५) ताळमेळ - माया पंडित

१६) नफिसा - लोकनाथ यशवंत

- १७) ओवी - प्रकाश घोडके
- १८) नाही फिरलो माघारी - मोहन शिरसाट
- १९) आसक्तीच्या मनाला - शशिकांत हिंगोणेकर
- २०) हिराबाई जाफरमीया - संतोष पद्माकर पवार
- २१) वासनाकांड - भगवान ठाकूर
- २२) उजळमाथ्यानं कुणीबबीपण - श्रीकांत देशमुख
- २३) सुरूवात - मौहमद शकील जाफरी
- २४) दारासमोरचे देव - अरूण काळे
- २५) आयडियल स्टेटच्या हद्दीबाहेरून - सिद्धार्थ तांबे
- २६) मातीचे पाय - रमेश इंगळे उत्रादकर
- २७) बायका खोळंबून आहेत काठावर - प्रवीण दशरथ बादिकर
- २८) मेलं नाही अजून अभाळ... - बालाजी मदन इंगळे
- २९) आई, तू नको करू चिंता - एकनाथ पाटील
- ३०) मनाच्या कॅनव्हासवरचं बुजगावणं - मोहन कुंभार
- ३१) तुझ्या सरंजामी भुवईने - सत्यपालसिंग आधासिंग राजपूत
- ३२) मृत्यूचं प्रार्थना गीत - पी. विठ्ठल
- ३३) वर्तमानाचा इतिहास भूगोल - वीरा राठोड
- ३४) सोळा - महादेव गोरख कांबळे
- ३५) कबुतरखाना - बाळासाहेब लबडे
- ३६) बेसावध - शेषराव पिराजी धांडे
- ३७) तृष्णेची कविता - सुनील अभिमान अवचार
- ३८) उन्हाच्या कटाविरूद्ध - नागराज मंजुळे

- ३९) मी पण शिकतलय - उत्तम पवार
 ४०) स्त्री हाच तुझा समाज ? - कविता मोरवणकर
 ४१) माझी पाच सहा वर्षांची पोरगी - संध्या रंगारी
 ४२) नोबल द्रुथ - केतन पिंपळापुरे
 ४३) मातीचं भंड पडो - अविनाश गायकवाड
 ४४) कविता तर रक्ताचीच गोष्ट असते ना दोस्ता ! - सुदाम राठोड
 ४५) माडया - विनोद कुमरे
 ४६) विचारावा अर्थ - रोहिदास पोटे
 ४७) गोंगलू - प्रभू राजगडकर
 ४८) गोंडवन माझे - कुसुम आलाम
 ४९) स्टेज - वाहरू सोनवणे
 ५०) भोग - वा.ना. आंधळे

घटक - २ व्यावहारिक मराठी - (मराठी) - (४ घटकविषय) - (२० तासिका) - श्रेयांकन १

- १) इतिवृत्तलेखन
- २) वर्तमानपत्रासाठी जाहिरातलेखन
- ३) उताऱ्यावरील प्रश्न
- ४) सारांशलेखन
- ५) निबंधलेखन

- प्रश्न १ घटक क्र. १ वर आधारित पर्याय देऊन एक प्रश्न - गुण २०.
 प्रश्न २ घटक क्र. १ वर आधारित पर्याय देऊन एक प्रश्न - गुण २०.
 प्रश्न ३ घटक क्र. १ वर आधारित चार पैकी दोन टिपा - गुण १०.
 प्रश्न ४ इतिवृत्तलेखन या उपघटकावर आधारित अंतर्गत पर्यायासह १ प्रश्न गुण १०

- प्रश्न ५ वर्तमानपत्रासाठी जाहिरातलेखन या उपघटकावर अंतर्गत पर्यायांसह १ प्रश्न गुण १०
- प्रश्न ६ उताऱ्यावरील या उपघटकावर अंतर्गत पर्यायांसह १ प्रश्न गुण १०
- प्रश्न ७ सारांशलेखन या उपघटकावर अंतर्गत पर्यायांसह १ प्रश्न गुण १०
- प्रश्न ८ निबंधलेखन या उपघटकावर अंतर्गत पर्यायांसह १ प्रश्न गुण १०

संदर्भ ग्रंथ

- १) अदवंत म.ना. : प्रदक्षिणा खंड पहिला
- २) जोशी सुधा : कथा : संकल्पना आणि समीक्षा, मौजे प्रकाशन, मुंबई
- ३) सुरवाडे मनोहर : १९८० नंतरची ग्रामीण कथा, बळीवंश प्रकाश, नांदेड
- ४) ललित : कथा विशेषांक, ऑगस्ट २०१३
- ५) अर्वाचीन मराठी काव्यदर्शन : डॉ. अक्षयकुमार काळे
- ६) नव्वदोत्तर आंबेडकरी कवितेची मीमांसा : डॉ. अशोक रा. इंगळे

SYBA – PAPER NO. III
(To be implemented from 2017-2018)

व्दितीय वर्ष, कला, मराठी अभ्यासपत्रिका क्र. ३

व्दितीय वर्ष, कला (मराठी) अभ्यासपत्रिका क्र. ३ च्या अभ्यासक्रमातील तिस-या व चौथ्या सत्रासाठी एकूण चार नव्या अभ्यासपत्रिका – “३०१ भाषा आणि भाषाभ्यास”, ४०१ “मराठीच्या बोलीचा अभ्यास: आगरी बोली”, ४०२ “मराठीच्या बोलीचा अभ्यास: मालवणी बोली”, ४०३ “मराठीच्या बोलीचा अभ्यास: वाडवळी बोली ” नेमण्यात आल्या आहेत. यापैकी तिसऱ्या सत्रासाठी अभ्यासपत्रिका क्र. “३०१ भाषा आणि भाषाभ्यास” ही सर्व महाविद्यालयांसाठी अनिवार्य असून, चौथ्या सत्रासाठी तीन पर्यायी स्वरूपाच्या अभ्यासपत्रिका नेमल्या आहेत; या अभ्यासपत्रिकांपैकी कोणतीही एक अभ्यास पत्रिका संबंधित महाविद्यालयाने निवडायची असून आगामी तीन वर्षांसाठी संबंधित महाविद्यालयाने विशिष्ट अभ्यासपत्रिकेची केलेली निवड अपरिहार्य राहिल, त्यांना आपल्या निवडीत बदल करता येणार नाही. या अभ्यासक्रमाची श्रेयांकन पद्धतीनुसार रचना करण्यात आली आहे. वरील अभ्यासक्रम दोन सत्रांत विभागलेला असून, नेमलेल्या विशिष्ट तासिकांमध्ये तो शिकविला जाणे आवश्यक आहे.

सत्र चारसाठी महाविद्यालयांना ४०१ मराठीच्या बोलीचा अभ्यास: आगरी बोली; ४०२ मराठीच्या बोलीचा अभ्यास: मालवणी बोली किंवा ४०३ मराठीच्या बोलीचा अभ्यास: वाडवळी बोली या चार अभ्यासपत्रिकांपैकी कोणत्याही एकाच अभ्यासपत्रिकेची निवड करावी लागेल. संबंधित महाविद्यालयाच्या यापूर्वी निर्धारित व मान्य झालेल्या तासिकांमध्ये कोणत्याही प्रकारची वाढ करता येणार नाही.

सत्र ३, अभ्यासपत्रिका क्र. ३, एकूण व्याख्याने ४५, श्रेयांकने ३

भाषा आणि भाषाभ्यास

घटक १ (अ) मानवी भाषेचे स्वरूप , एकूण व्याख्याने १५, श्रेयांकने १

संप्रेषण – मानवी आणि मानवेतरांचे, मानवांचे भाषिक व भाषेतर संप्रेषण, मानवी भाषेची लक्षणे किंवा स्वरूप विशेष (ध्वन्यात्मकता, चिन्हात्मकता, यादृच्छिकता, सर्जनशीलता, प्रत्यक्षातीतता, सामाजिकता, परिवर्जनशीलता इ.) मानवी भाषेच्या व्याख्या

(आ) भाषेची विविध कार्ये – रोमान याकबसनचे संप्रेषणाचे नमुनारूप व ६ भाषिक कार्ये

(निर्देशात्म, आविष्कारात्म, परिणामनिष्ठ, सौंदर्यात्म, संपर्कनिष्ठ, अतिभाषात्म)

घटक २ (अ) भाषा, समाज आणि संस्कृती - एकूण व्याख्याने १५, श्रेयांकने १

भाषा – एक सांस्कृतिक संचित, सांस्कृतिक जडणघडणीचे, संक्रमणाचे माध्यम एडवर्ड सपीर-बेंजामीन वॉर्फ यांचा भाषिक सापेक्षतावादाचा अभ्युपगम भाषेकडे पाहण्याचा समाज भाषावैज्ञानिक दृष्टिकोण, समाजातील भाषावैविध्य आणि भाषेचा बहुजिनसीपणा, भाषिक-सांस्कृतिक विविधता परस्परसंबंध

(आ) भाषेचा विकास आणि -हास – संकल्पनाविचार : एकूण व्याख्याने १५, श्रेयांकने १

जागतिकीकरण आणि भाषिक-सांस्कृतिक विविधता- परिणाम, भाषिक ध्रुवीकरणाचे धोके, भाषेच्या 'विकासा'ची संकल्पना, भाषेच्या प्रगतीचे निकष किंवा मापदंड, भाषिक -हासाची संकल्पना, भाषिक -हासाच्या विविध अवस्था किंवा टप्पे, भाषिक -हासाची कारणे, भाषानियोजन आणि भाषेचा विकास

घटक ३ (अ) भाषा, प्रमाण भाषा आणि बोली- संकल्पना विचार : एकूण व्याख्याने १५, श्रेयांकने १

'प्रमाण भाषा' म्हणजे काय, प्रमाण भाषेची आवश्यकता, प्रमाण भाषा व बोली यांच्यातील संबंध, त्यांचे वापरक्षेत्र, बोलीवैविध्य- उपबोली, स्थानिक बोली-प्रादेशिक बोली- जातिनिष्ठ बोली-सामाजिक बोली इ., बोलीविषयीचे गैरसमज (शुद्धाशुद्धता, श्रेष्ठकनिष्ठता, अंगभूत क्षमता इ.) व तथ्ये, मराठीच्या विविध बोली

(आ) बोलींच्या अभ्यासाची गरज व महत्त्व

बोलीविज्ञान (Dialectology), बोलींच्या अभ्यासाची दिशा – बोलींचा विजनात्मक अभ्यास, सामाजिक-सांस्कृतिक अभ्यास, बोलींच्या अभ्यासाची साधने, क्षेत्रीय कार्य (Field Work), बोलींची व्याकरणे व कोशरचना यांचे महत्त्व, बोलींसमोरील आव्हाने व त्यांचे जतन व संवर्धन यांसाठी करावयाच्या प्रयत्नांची दिशा

तृतीय सत्रांत परिक्षेचे स्वरूप

प्रश्न क्र. १ घटक १ वर अंतर्गत पर्यायासह एक प्रश्न (गुण २०)

प्रश्न क्र. २ घटक २ वर अंतर्गत पर्यायासह एक प्रश्न (गुण २०)

प्रश्न क्र. ३ घटक ३ वर अंतर्गत पर्यायासह एक प्रश्न (गुण २०)

प्रश्न क्र. ४ घटक १, २ व ३ यांवर अंतर्गत पर्यायासह तीन टिपा (गुण ३०)

प्रश्न क्र. ५ घटक १, २ व ३ यांवर वस्तुनिष्ठ स्वरूपाचे ९ पैकी कोणतेही ५ प्रश्न सोडविणे (गुण १०)

SEM - 4 (UAMAR 401)

सत्र - ४ (चौथे) एकूण व्याख्याने ४५, श्रेयांकने ३

व्दितीय वर्ष बी.ए. मराठी अभ्यासपत्रिका क्र. 401 : मराठीच्या बोलींचा अभ्यास: आगरी बोली

घटक १ एकूण व्याख्याने १५, श्रेयांकने १

अ)आगरी बोलीची वैशिष्ट्ये- व्युत्पत्ती आणि विकास, व्याकरणिक वैशिष्ट्ये, उच्चार प्रक्रिया-
म्हणी, वाक् प्रचार, शब्दसंग्रह इ.

आ) आगरी लोकसंस्कृती, आगरी बोलीचे प्रभाव क्षेत्र, आगरी साहित्याचा इतिहास

घटक २ एकूण व्याख्याने १५, श्रेयांकने १

आगरी बोलीतील निवडक कवितांचा अभ्यास: १) सारेबाराचा पलाट, मायच्यं सुरक्याची
गोदरी- प्रा. एल्. बी. पाटील, २) आगरी-कोळी, आय-चंद्रकांत मढवी, ३) आबचा आगोर-
डॉ. संजीव म्हात्रे, ४) मीठ, नवी मुंबई- रामनाथ म्हात्रे, ५) इनकूरी, आमी जातीच हाव
आगरी- पुंडलिक म्हात्रे, ६) जमिनीचा तुकरा - म. वा. म्हात्रे, ७) बंदर, खोपट- मुकेश
कांबळे, ८) आलं कंपनीवालं आलं सौ. सुनंदा मोडखरकर, ९) पायंडा- सौ. शोभना रामकृष्ण
पाटील, १०) एस्. ई. झेड नवरा- गणपत म्हात्रे, ११) खलाटी- अविनाश पाटील, १२)
दिप्तीला गाव सारा धावला- दिनानाथ वेदू पाटील, १३) आमचेकरं आता परकल्प आयलंय-
विश्वास ठाकूर, नेरुळ, १४) भाकरी, शून्य- सौ. दमयंती भोईर

घटक ३ एकूण व्याख्याने १५, श्रेयांकने १

आगरी बोलीतील निवडक कथांचा अभ्यास: १) साकव- परेन जांभळे, २) मौल- शंकर
सखाराम, ३) म्हारत्याचा तेरावा-मोहन भोईर, ४) बेमट्याचा बेरा- चंद्रकांत पाटील, ५)
हरिभाऊ घरत- भगताचा उतारा ६) वादळ- सौ. वासंती ठाकूर, ७) निवरणुका- ए. डी.
पाटील, ८) जोल- अविनाश पाटील, ९) जाण- गजानन म्हात्रे, १०) शालन जावाचा हाय-
प्रा. जयवंत पाटील

चतुर्थ सत्रांत परीक्षेचे स्वरूप

प्रश्न क्र. १ घटक १ वर अंतर्गत पर्यायासह एक प्रश्न (गुण २०)

प्रश्न क्र. २ घटक २ वर अंतर्गत पर्यायासह एक प्रश्न (गुण २०)

प्रश्न क्र. ३ घटक ३ वर अंतर्गत पर्यायासह एक प्रश्न (गुण २०)

प्रश्न क्र. ४ घटक १, २ व ३ यांवर अंतर्गत पर्यायासह तीन टिपा (गुण ३०)

प्रश्न क्र. ५ घटक १, २ व ३ यांवर वस्तुनिष्ठ स्वरूपाचे ९ पैकी कोणतेही ५ प्रश्न सोडविणे (गुण १०)

संदर्भ ग्रंथ: १) भारतीय भाषांचे लोकसर्वेक्षण: सर्वेक्षण मालिका मुख्य संपादक- डॉ. गणेश देवी, महाराष्ट्र खंड संपादन: अरुण जाखडी, पद्मगंधा प्रकाशन, २०१३

SEM - 4 (UAMAR 402)

सत्र - ४ (चौथे) एकूण व्याख्याने ४५ श्रेयांकने ३

व्दितीय वर्ष बी.ए. मराठी अभ्यासपत्रिका क्र. 402 : मराठीच्या बोलींचा अभ्यास: मालवणी बोली

घटक १: एकूण तासिका १५, श्रेयांकन १

अ) मालवणी बोलीची वैशिष्ट्ये- व्युत्पत्ती आणि विकास, व्याकरणिक वैशिष्ट्ये, उच्चार प्रक्रिया-म्हणी, वाक् प्रचार, शब्दसंग्रह इ.

आ) मालवणी लोकसंस्कृती, मालवणी बोलीचे प्रभाव क्षेत्र, मालवणी साहित्याचा इतिहास

घटक २: एकूण तासिका १५, श्रेयांकन १

नाटक: चाकरमानी- सुंदर तळाशीकर, मॅजेस्टीक प्रकाशन- आशय, पात्रचित्रण, अवकाश, संवादभाषा, बोली वैशिष्ट्ये इ.

घटक ३: एकूण तासिका १५, श्रेयांकन १

मालवणी बोलीतील कवितांचा अभ्यास

१) ठेव झिला घराची आठव रे, चल चेडवा पडावात्सून आगबोटीत- विठ्ठल कृष्ण नेरूरकर

२) आज्ञान माझान, आराड गे बेडके सांन जांवदे- वसंत सावंत

३) व्हनीबाय जुन्यार दी गे, बाळगो आणि मालग्या- महेश केळुसकर

४) वाडवाळ, झेटलीमन- नारायण परब

५) नया घराचो पावो खनताना, वारूळ- प्रवीण बांदेकर

६) वांगड, शबय- सई लळीत

७) नामू कुळकार, मालवण मेवो- अविनाश बापट

८) जत्रा, पावस इलो पावस- दादा मडकईकर

९) खेळे, भातलय- नामदेव गवळी

१०) शेताभातातलो शिरवान, तांबेट पसरलेल्या माटवात- अजय कांडर

११) दर्या राजा, माय- रुजारिओ पिंटो

१२) तावडन आजी, गटारी- सुनंदा कांबळे

चतुर्थ सत्रांत परीक्षेचे स्वरूप

प्रश्न क्र. १ घटक १ वर अंतर्गत पर्यायासह एक प्रश्न (गुण २०)

प्रश्न क्र. २ घटक २ वर अंतर्गत पर्यायासह एक प्रश्न (गुण २०)

प्रश्न क्र. ३ घटक ३ वर अंतर्गत पर्यायासह एक प्रश्न (गुण २०)

प्रश्न क्र. ४ घटक १, २ व ३ यांवर अंतर्गत पर्यायासह तीन टिपा (गुण ३०)

प्रश्न क्र. ५ घटक १, २ व ३ यांवर वस्तुनिष्ठ स्वरूपाचे ९ पैकी कोणतेही ५ प्रश्न सोडविणे (गुण १०)

संदर्भ ग्रंथ: १) भारतीय भाषांचे लोकसर्वेक्षण: सर्वेक्षण मालिका मुख्य संपादक- डॉ. गणेश देवी, महाराष्ट्र खंड संपादन: अरुण जाखडी, पद्मगंधा प्रकाशन, २०१३

SEM - 4 (UAMAR 403)

सत्र – ४ (चौथे) एकूण व्याख्याने ४५, श्रेयांकने ३

द्वितीय वर्ष बी.ए. मराठी अभ्यासपत्रिका क्र. 403 : मराठीच्या बोलींचा अभ्यास: वाडवळी बोली

घटक १: एकूण तासिका १५, श्रेयांकन १

अ) वाडवळी बोलीची वैशिष्ट्ये- व्युत्पत्ती आणि विकास, व्याकरणिक वैशिष्ट्ये, उच्चार प्रक्रिया-म्हणी, वाक् प्रचार, शब्दसंग्रह इ.

आ) वाडवळी लोकसंस्कृती, वाडवळी बोलीचे प्रभाव क्षेत्र, वाडवळी साहित्याचा इतिहास

घटक २: एकूण तासिका १५, श्रेयांकन १

कादंबरी- कोपात- रेमंड मच्याडो, शब्दालय प्रकाशन, २०१७: आशय, पात्रचित्रण, अवकाश, संवादभाषा, बोली वैशिष्ट्ये इ.

घटक ३: एकूण तासिका १५, श्रेयांकन १

वाडवळी बोलीतील कथा:

१) नट-नटी आल्यात पालिया फेस्त्यात- दीपक मच्याडो, मुंबई

२) आगीही रेग- स्मिता पाटील, केळवे-माहीम

३) दोन हेपटीई गोष्ट- स्टीफन परेरा, वसई

४) मेंढरं- स्टॅन्ली गोन्सालवीस, वसई

५) माणुसकीहा साक्षात्कार- धोंडू पेडणेकर, वसई

निवडक वाडवळी कविता

१) लोकगीते: धरतरी फोडूनशी, साफा, शीसेशे पाखुरले, गुलाबाशा फुलाला, ताडा रे माडा

२) राटाहा पाणी, कपाळाहं वाणं- कवी आरेम् (रघुनाथ माधव पाटील)

३) जमीन, एकाकी- रिचर्ड नुनीस

४) तुया गावात, समजावणी- डॉ. सिसिलिया कार्वालो

चतुर्थ सत्रांत परीक्षेचे स्वरूप

प्रश्न क्र. १ घटक १ वर अंतर्गत पर्यायासह एक प्रश्न (गुण २०)

प्रश्न क्र. २ घटक २ वर अंतर्गत पर्यायासह एक प्रश्न (गुण २०)

प्रश्न क्र. ३ घटक ३ वर अंतर्गत पर्यायासह एक प्रश्न (गुण २०)

प्रश्न क्र. ४ घटक १, २ व ३ यांवर अंतर्गत पर्यायासह तीन टिपा (गुण ३०)

प्रश्न क्र. ५ घटक १, २ व ३ यांवर वस्तुनिष्ठ स्वरूपाचे ९ पैकी कोणतेही ५ प्रश्न सोडविणे

(गुण १०)

संदर्भ ग्रंथ: १) हिंदोळा - डॉ. सिसिलिया कार्वालो, मुद्रा प्रकाशन, विरार

२) भारतीय भाषांचे लोकसर्वेक्षण: सर्वेक्षण मालिका मुख्य संपादक- डॉ. गणेश देवी,

महाराष्ट्र खंड संपादन: अरुण जाखडी, पद्मगंधा प्रकाशन, २०१३

UNIVERSITY OF MUMBAI

No. UG/10 of 2018-19

CIRCULAR:-

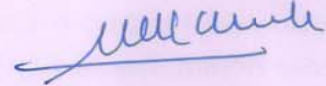
Attention of the Principals of the Affiliated Colleges and Directors of the recognized Institutions in Humanities Faculty is invited to this office circular No.UG/181 of 2011, dated 28th June, 2011 relating to syllabus of Bachelor of Arts.

They are hereby informed that the recommendations made by the Board of Studies in Marathi at its meeting held on 17th April, 2018 have been accepted by the Academic Council at its meeting held on 5th May, 2018 **vide** item No. 4.11 and that in accordance therewith, the revised syllabus as per the (CBCS) for the T.Y.B.A. in Marathi – Sem V & VI has been brought into force with effect from the academic year 2018-19, accordingly. (The same is available on the University's website www.mu.ac.in).

MUMBAI – 400 032

14th June, 2018

To



(Dr. Dinesh Kamble)

I/c REGISTRAR

The Principals of the affiliated Colleges and Directors of the recognized Institutions in Humanities Faculty. (Circular No. UG/334 of 2017-18 dated 9th January, 2018.)

A.C/4.11/05/05/2018

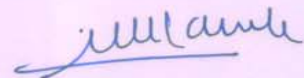
No. UG/10 -A of 2018

MUMBAI-400 032

14th June, 2018

Copy forwarded with Compliments for information to:-

- 1) The I/c Dean, Faculty of Humanities,
- 2) The Chairman, Board of Studies in Marathi,
- 3) The Director, Board of Examinations and Evaluation,
- 4) The Director, Board of Students Development,
- 5) The Professor-cum-Director, Institute of Distance and Open Learning (IDOL),
- 6) The Co-Ordinator, University Computerization Centre,



(Dr. Dinesh Kamble)

I/c REGISTRAR

अकॅडमिक ऑथॉरिटी
महोदय,

१७ एप्रिल २०१८ रोजी Board of Studies (BOS) च्या झालेल्या सभेसाठी पुढील सभासद
(तदर्थ) आणि निवडून आलेले असे उपस्थित होते.

निमंत्रक	-	प्राचार्य डॉ. सिसिलिया कार्वालो (वसई)
सदस्य	-	प्राचार्य डॉ. धनाजी गुरव (महाड)
	-	प्रभारी प्राचार्य डॉ. नीलकंठ शेरे (अलिबाग)
	-	डॉ. विनोद कुमरे (मराठी विभाग, मुंबई विद्यापीठ)
	-	डॉ. भट्ट वाघ (पेजारी)
	-	डॉ. नानासाहेब यादव (तळा)
	-	डॉ. आजगावकर (खालसा कॉलेज)
	-	प्रा. गोकुळ शिखरे (तलासरी)

या सभेत तृतीय वर्ष कला शाखेच्या पत्रिका क्रमांक ६ आणि ८ यांच्या काही भागांची पुनर्रचना केली .
तो अभ्यासक्रम सोबत जोडलेला आहे.

- १) आयत्या वेळी आलेल्या विषयानुसार - अविनाश बिनीवाले यांच्या D.Litt साठीचा प्रबंध, डॉ. सुमन, बेलवलकर यांना परीक्षक म्हणून नेमल्याने त्यांच्याकडे पाठविण्यात आला होता. परंतु गेल्या आठ-दहा महिन्यांपासून त्यांच्याकडून काहीच संपर्क झालेला नसल्याने व विद्यापीठाकडूनही संपर्क साधला असता काही ठावटिकाणा सापडत नसल्याने D.Litt चा सदर प्रबंध डॉ. भा. व्यं. गिरधारी यांच्याकडे पाठविण्याचे ठरले. डॉ. गिरधारींचा पत्ता - ४०१, शुक्रतारा अपार्टमेंट, सिंहगड रोड, नवश्या मारुती मंदिराजवळ, पुणे-३०, मो. नं. ९८२३०९२३०९.
- २) डॉ. भालचंद्र नेमाडे यांनी she & he (तो आणि ती) या पुस्तकाची अभ्यासक्रमासाठी शिफारस केल्याने त्यांच्या पत्रावर चर्चा केली त्यातून असे ठरले; की, आताच्या अभ्यासक्रमात चरित्र-आत्मचरित्र असा वाङ्मयप्रकार नसल्याने त्याचा पुढच्या वेळी विचार व्हावा.

- ३) आग्री बोली संदर्भात काही पत्रं आल्याने त्याचेही वाचन केले. आगरी बोली संदर्भातील अनंत पाटील यांच्या पत्रावर चर्चा झाली. बोलीभाषांचा अंतर्भाव प्रथमच अभ्यासक्रमात केलेला असल्याने बोलींचा शैलीदृष्ट्या व सखोल विचार द्वितीय वर्ष कला शाखेच्या (SYBA) विद्यार्थ्यांना पेलणारा नसल्याने फक्त परिचयात्मक अभ्यासक्रम लावलेला आहे. अभ्यासक्रमात कथा-कविता घेताना मर्यादा येतात त्यामुळे आगरी बोलीचा सखोल अभ्यास म्हणून समावेश करावयाचा झाल्यास तसा विचार करता येईल.
- ४) Ph.D. कोर्स वर्कसाठी अभ्यासक्रम आहे तोच ठीक असल्याने तयार करून द्यावा असे ठरले. पी.एच.डी. कोर्स वर्कसाठी जो आधीचा अभ्यासक्रम आहे तोच योग्य असल्याने पुढील शैक्षणिक वर्षासाठी चालू ठेवण्यात यावा असे सर्वानुमते मंजूर करण्यात आले.

या सभेवेळी अभिनंदनाचा ठराव करण्यात आला.

डॉ. धनाजी गुरव सिनेटवर आल्याबद्दल आणि अभ्यास मंडळावर निवडून आलेले डॉ. नानासाहेब यादव, डॉ. नीलकंठ शिरे आणि डॉ. सूर्यकांत आजगावकर तसेच तदर्थ मंडळावर निवड झालेले सदस्य, डॉ. भटू वाघ, प्रा. गोकुळ शिखरे, डॉ. विनोद कुमरे, प्रा. जगदीश राणे यांचे ही सभा अभिनंदन करित आहे.

सदर ठराव सर्वानुमते संमत झाला.

सूचक - डॉ. भटू वाघ
अनुमोदक - डॉ. विनोद कुमरे
डॉ. सिसिलिया कार्वालो
निमंत्रक
अभ्यास मंडळ, (मराठी)

अभ्यासपत्रिका क्र. ४. मध्ययुगीन मराठी वाङ् मयाचा इतिहास.
सत्र - ५वे (श्रेयांकने-४) व्याख्याने -६०

घटक -१ मराठी साहित्याची सुरुवात व महानुभावीय वाङ् मय

- अ) मराठी साहित्याची सुरुवात - मराठी : देशीभाषा म्हणून ८, ९वे अनेक परिचय, मराठीतील
आद्यग्रंथ : चर्चा, शिवालेख, ताम्रपट यावरील मराठी लेखन. - थोडक्यात परिचय
ब) महानुभाव संप्रदायाची ठळक वैशिष्ट्ये : खैनी तत्त्वज्ञान, पंचकृष्ण, चक्रधराचे व्यक्तिमत्त्व, मराठीचा
स्वीकार व आग्रह, सांकेतिक लिपी.
महानुभावीय वाङ् मय : चरित्रग्रंथ, तत्त्वज्ञानग्रंथ, सातीग्रंथ, स्फुट राद्य-पद्य-ध्रुवळे, टीकाग्रंथ,
व्याकरणग्रंथ.

घटक -२ वारकरी पंथीयांचे वाङ् मय - (१)

- अ) सादवकालीन महाराष्ट्रात वारकरी पंथाची प्रस्थापना, पंढरीचा भक्तीसंप्रदाय हा महाराष्ट्रातील प्रमुख
वारकरी संप्रदाय म्हणून तेंगव्या शतकात धार्मिक, सामाजिक व साहित्यिक दृष्ट्या प्रभावी.
ब) ज्ञानदेव-नामदेव व त्यांच्या प्रभावळीतील इतरांचे वाङ् मय.

घटक ३ वारकरी पंथीयांचे वाङ् मय - (२)

- अ) बह्मणी राजवट, एकनाथकालीन महाराष्ट्र, तमोयुग, एकनाथ, एकनाथपंचक यांचे वाङ् मय
ब) शिवकालीन महाराष्ट्र - स्वराज्य प्रेरणा, तुकाराम, तुकारामाचे शिष्य यांचे वाङ् मय

घटक ४ पंडिती काव्य

- अ) पंडिती काव्याची स्वरूपवैशिष्ट्ये, पंडिती काव्याचे गुणदोष चर्चा
ब) पंडित कवी- मुक्तेश्वर, मोरोपंत, रघुनाथ पंडित, सत्सराज, निरजनमाधव, वामनापंडित,
नागेश, विठ्ठल

सत्रान्त परीक्षा (गुण १००)

प्रश्न १. घटक १ वर आधारित प्रश्न (पर्यायासह)	गुण: २०
प्रश्न २. घटक २ वर आधारित प्रश्न (पर्यायासह)	गुण २०
प्रश्न ३. घटक ३ वर आधारित प्रश्न (पर्यायासह)	गुण २०
प्रश्न ४. घटक ४ वर आधारित प्रश्न (पर्यायासह)	गुण २०
प्रश्न ५. सर्व घटकांवर आधारित बन्वृत्तित प्रश्न	गुण २०

सत्र - ६वे (श्रेयांकने-४) व्याख्याने -६०

घटक -१ शाहिरी वाङ् मय

- अ) नावणी, पोवाडे, या काव्य प्रकारांची स्वरूप वैशिष्ट्ये.
ब) काही नावणीकार- होनाबी वाळा, रामजोशी, प्रभाकर, अनंत फदी, परशुराम या शाहिरीना व
त्यांच्या साहित्याचा परिचय.

घटक -२ महानुभाव व वारकरी यांखेरीज इतर पंथीयांचे वाङ् मय

- अ) नाथ, दत्त या पंथातील वाङ् मयाचे स्वरूप.
ब) समर्थ, लिंगायत या पंथातील वाङ् मयाचे स्वरूप

घटक - ३ हिंदू धर्माखेरीज इतर धर्मियांनी केलेली वाङ् मयनिर्मिती

अ) ख्रिस्ती धर्मियांनी केलेली वाङ् मयनिर्मिती

(ख्रिस्ती - फादर स्टीफन्स, क्रुअ, मालंदाव, पात्री अल्मैद)

ब) इस्लामी धर्मियांनी केलेली वाङ् मयनिर्मिती

(इस्लामी - मुताजी (मृत्युंतय), हुसेन अब्दरखान, शेख महमंद, शहामुनी)

प्रश्नक - ४ बखर गद्याची स्वरूप वैशिष्ट्ये

अ) बखरी- शिवपूर्वकालीन - सहिकावलीची उर्फ माहीमची बखर, राधसतागडीची लढाई.

बखरी- शिवकालीन- शिवछत्रपतींचे चरित्र-

कृष्णाजी अतंत सभासद, चित्रगुप्तविरचित शिवाजी महाराजांची बखर, श्री छत्रपतींनी २१ कालमी बखर - दत्तोत्रिमल वाकेतिस, मल्हार रामराव छिटणीस विरचित श्री शिव छत्रपतींचे समप्रकरणात्मक चरित्र.

ब) बखरी - पेशवेकालीन- कार्या फडणवीसाचे आत्मचरित्र, श्री रामदास स्वामींचे चरित्राची बखर यांचे हनुमंत स्वामींची बखर, पेशव्यांची बखर, बाणाजी विनायक सोडमी, पानिपतची बखर- रघुनाथ यादव, बा. ब्राम्हिणीची बखर- कृष्णाजी शामराव, खड्याच्या स्वामींची बखर.

संदर्भ ग्रंथ-

- १) जोग, रा. श्री. व इतर (संपा.) मराठी वाङ् मयाचा इतिहास- खंड ३, महाराष्ट्र साहित्य परिषद, पुणे, प.आ. १९७३.
- २) तुळेंपुळे, शं.गो., पाच मलकपी, सुविचार प्रकाशन मंडळ, पुणे, १९८४. (ति.आ.)
- ३) तुळेंपुळे, शं. गो. व इतर (संपा.) मराठी वाङ् मयाचा इतिहास- खंड १, महाराष्ट्र साहित्य परिषद, पुणे, प.आ. १९८४.
- ४) मानशे, सं.गं. व इतर (संपा.) मराठी वाङ् मयाचा इतिहास- खंड २ भाग १ व भाग २, महाराष्ट्र साहित्य परिषद, पुणे, प.आ. १९८२.
- ५) भावे, वि.न. महाराष्ट्र सारस्वत, पांप्युनर, मुंबई, आ. ५ वि १९६३.
- ६) धोंड, म. वा., (संपा.) मराठी लावणी, मोज, मुंबई १९५६.
- ७) शेंगोलीकर, द. श्री., प्राचीन मराठी वाङ् मयाचे स्वरूप, भावे प्रकाशन, कोल्हापूर, १९७१.
- ८) महलखबुद्धे, म. ना., मराठी शाहिरी वाङ् मय, ठोकळ पुणे, १९६१.
- ९) सरदार गं.वा., संत साहित्याची सामाजिक फलश्रुती, सं. सा.प., पुणे १९७० (ति.आ.)

अ) छिन्ती धर्मियांनी केलेली वाङ् मयनिर्मिती

(छिन्ती - फादर स्टीफन्स, कुर्बो, गालंदाज, पाद्री बल्गेद)

ब) इस्लामी धर्मियांनी केलेली वाङ् मयनिर्मिती

(इस्लामी - मुंताजी (मृत्युंजाय), हुसैन अंबरखान, शेख महमंद, शहासुनी)

घटक - ४ बखर गद्याची स्वरूप वैशिष्ट्ये

अ) बखरी- शिवपूर्वकालीन - महिकावतीची उर्फ माहीमची बखर, राक्षसतागडीची लढाई.

बखरी- शिवकालीन- शिवछत्रपतींचे चरित्र-

कृष्णाजी अनंत सभासद, चित्रगुप्तविरचित शिवाजी महाराजांची बखर, श्री छत्रपतींची ११ कलमी बखर - दत्तोत्रिमल वाकनिस, मल्हार रामराव चिटणीस विरचित श्री शिव छत्रपतींचे समप्रकरणान्वक्त चरित्र.

बं) बखरी - पेशवेकालीन- साता फडणवीसांचे आत्मचरित्र, श्री रामदास स्वामींचे चरित्राची बखर उर्फ इनुमत स्वामीची बखर, पेशव्यांची बखर, कृष्णाजी विनायक सोहनी, पानिपतची बखर- रघुनाथ यादव, भाऊसाहेबांची बखर-कृष्णाजी आमराव, खडग्यांच्या स्वारीची बखर.

संदर्भ ग्रंथ-

१) कोण, रा.श्री. व इतर (संपा.) मराठी वाङ् मयाचा इतिहास- खंड ३, महाराष्ट्र साहित्य परिषद, पुणे, प.आ. १९७३.

२) तुळपुजे, शं.गो., पाच सप्तकांची, मुविचार प्रकाशन मंडळ, पुणे, १९८४. (ति.आ.)

३) तुळपुजे, शं.गो. व इतर (संपा.) मराठी वाङ् मयाचा इतिहास- खंड १, महाराष्ट्र साहित्य परिषद, पुणे, प.आ. १९८४.

४) मालजे, सं.गं. व इतर (संपा.) मराठी वाङ् मयाचा इतिहास- खंड २ भाग १ व भाग २, महाराष्ट्र साहित्य परिषद, पुणे, प.आ. १९८२.

५) भावे, वि.ल. महाराष्ट्र सारस्वत, पॉप्युलर, मुंबई, आ. ५ वि १९६३.

६) धोंड, म. वा., (संपा.) मल्हाटी लावणी, मोज, मुंबई १९५६.

७) शेषोलीकर, ह. श्री., प्राचीन मराठी वाङ् मयाचे स्वरूप, मांधे प्रकाशन, कोल्हापूर, १९७१.

८) सहस्रबुद्धे, म. ना., मराठी शाहिरी वाङ् मय, टोकळ पुणे, १९६१.

९) सरदार शं.शा., संत साहित्याची सामाजिक फलश्रुती, म. सा.प., पुणे १९७० (ति.आ.)

अभ्यासपत्रिका -५

भारतीय व पाश्चात्य साहित्यशास्त्र

भारतीय साहित्यशास्त्र

सत्र - ५ वे (श्रेयांकने-४) व्याख्याने-६०

घटक-१ भारतीय साहित्यशास्त्र: संकल्पना व सिद्धांत-(१)

- १ भरताचे रससूत्र
- २ अलंकारविचार, वक्रोक्तीविचार
- ३ रितीसिद्धांत, ध्वनिसिद्धांत
- ४ औचित्य विचार

घटक-२ भारतीय साहित्यशास्त्र : साहित्याचा आस्वाद.

- रससिद्धांताचे भाष्यकार :
१. भट्टलोल्लवट
 २. धीशंकुक
 ३. भट्टनायक
 ४. अभिनवगुप्त

घटक-३ भारतीय साहित्यशास्त्र : साहित्य नापेचे स्वरूप व कार्य

१. शब्दवृत्ती - अभिधा, लक्षणा व व्यंजना
२. वृत्त, छंद, मुक्तछंद.

घटक - ४ भारतीय साहित्यशास्त्र : निर्मिती प्रक्रिया व प्रयोजन विचार

१. साहित्य निर्मिती मार्गीत कारणे, प्रतिभा, व्युत्पत्ती व अभ्यास.
२. साहित्याची प्रयोजने, भरत ते अभिनवगुप्त

सत्रान्त परीक्षा - गुण १००

प्रश्न १. घटक १ वर आधारित प्रश्न (पर्यायामह)	गुण २०
प्रश्न २. घटक २ वर आधारित प्रश्न (पर्यायामह)	गुण २०
प्रश्न ३. घटक ३ वर आधारित प्रश्न (पर्यायामह)	गुण २०
प्रश्न ४. घटक ४ वर आधारित प्रश्न (पर्यायामह)	गुण २०
प्रश्न ५. सर्व घटकांवर आधारित वस्तुनिष्ठ प्रश्न	गुण २०

सत्र -६ वे सत्र (श्रेयांकने-४) व्याख्याने-६०

घटक - १ पाश्चात्य साहित्य विचार : साहित्याचे स्वरूप

१ अनुकृती सिद्धांत : प्लेटो व अरिस्टॉटल

२ पाश्चात्यांची केलेल्या काव्यव्याख्या : वर्डस्वर्थ, कोलरीज, क्रॉर्टहॉप, एडगर अलन पो, अर्नॉल्ड.

घटक -२ पाश्चात्य साहित्य विचार : साहित्याची भाषा

१. रूपक, प्रतिक व प्रतिमा
२. अनेकार्थता, नियामोल्लघन, अपरिचीतीकरण.

घटक-३ पाश्चात्य साहित्य विचार : साहित्याची निर्मिती प्रक्रिया व प्रयोजन विचार

१ कोलरिजचा कल्पनाशक्तीचा व समतुलनीशक्तीचा सिद्धांत.

२ आत्मविष्कार, जीवनभाष्य, सामाजिक बांधिलकी (मार्क्सवादी विचारामह) ही प्रयोजने.

घटक-४ पाश्चात्य साहित्य विचार : साहित्याचा आस्वाद

१ अरिस्टॉटलच्या कॅथार्सिसचा सिद्धांत

२ रिचर्ड्सचा प्रेरणा सतुलनाचा सिद्धांत.

सत्रान्त परीक्षा - गुण १००

प्रश्न १. घटक १ वर आधारित प्रश्न (पर्यायामह)	गुण २०
प्रश्न २. घटक २ वर आधारित प्रश्न (पर्यायामह)	गुण २०
प्रश्न ३. घटक ३ वर आधारित प्रश्न (पर्यायामह)	गुण २०
प्रश्न ४. घटक ४ वर आधारित प्रश्न (पर्यायामह)	गुण २०
प्रश्न ५. सर्व घटकांवर आधारित वस्तुनिष्ठ प्रश्न	गुण २०

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- २ कणल, र.प., (संघा.) रस-भाव-विचार, महाराष्ट्र राज्य साहित्य संस्कृती मंडळ मुंबई, १९७३
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- ४ कुलकर्णी व.क., साहित्य स्वरूप आणि समीक्षा, सांस्कृत, मुंबई १९७५
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- ८ पाटणकर, रा. भा., साहित्यसमीक्षा, मौज, मुंबई (ति.आ.) २००४
- ९ पाटणकर, वसंत, साहित्यशास्त्र : स्वरूप आणि समस्या पद्मगंधा, पुणे, २००६.
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- १२ रसाळ, सुधीर, कविता आणि प्रणिगा, मौज, मुंबई १९८३
- १३ गणोरकर, प्रभा, डहाके वसंत आवाजी व इतर, (संघा.) वाङ् मयीन संजा संकल्पना कोश, ग.रा. अटकळ फाऊंडेशन, मुंबई, २००१
- १४ राजाध्यक्ष, विजया व इतर, (संघा.) मराठी वाङ् मयत्रोश, खंड ४, (समीक्षा संजा), महाराष्ट्र राज्य साहित्य संस्कृती मंडळ, मुंबई, २००२

अभ्यासपत्रिका ६. साहित्य आणि समाज
तासिका ४० श्रेयांकने ३

साहित्य आणि समाज- या अभ्यासपत्रिकेच्या अभ्यासक्रमात रचनेच्या संदर्भात आणि पाठ्यापुस्तकामध्ये बदल करण्यात आला असून, हा अभ्यासक्रम २०१८-२०१९ या शैक्षणिक वर्षापासून सुरू करण्यात येणार आहे. या अभ्यासक्रमाची श्रेयांकन पद्धतीनुसार रचना करण्यात आली आहे.

घटक १ साहित्य - समाज अन्वोन्य संबंध (तासिका १३) श्रेयांकन १

- अ) साहित्य, समाजसंस्कृती या संकल्पना व त्यांच्या परस्परसंबंधाचे स्वरूप
ब) साहित्य- समाज संबंध - लेन, मार्क्स यांचे सिद्धांत, मानवतावाद, मार्क्सवाद, ख्रीवाद, आंबेडकरवाद यांचे स्वरूप विशेष

घटक २ ख्रीवादी जाणिवेचे साहित्य (तासिका १३) श्रेयांकन १

- अ) ख्रीवादी साहित्याची संकल्पना व मराठीतील परंपरा
ब) 'भिन्न', कविता मराजन यांच्या कादंबरीचे वाचन व अभ्यास

घटक ३ महानगरी जाणिवेचे साहित्य (तासिका १४) श्रेयांकन १

- अ) महानगरी जाणिवेच्या साहित्याची संकल्पना आणि मराठीतील परंपरा
ब) 'रूप्य तमालेखा दश्यात' दितकर मनवट यांच्या कवितेचे वाचन व अभ्यास

सकल परीक्षा (गुण १००)

प्रश्न १. घटक १ वर आधारित प्रश्न (पर्यायांसह)	गुण २०
प्रश्न २. घटक २ वर आधारित प्रश्न (पर्यायांसह)	गुण २०
प्रश्न ३. घटक ३ वर आधारित प्रश्न (पर्यायांसह)	गुण २०
प्रश्न ४. घटक ४ वर आधारित प्रश्न (पर्यायांसह)	गुण २०
प्रश्न ५. सर्व घटकांवर आधारित बस्तुनिष्ठ प्रश्न	गुण २०

सत्र सहावे अभ्यासपत्रिका - ६ साहित्य आणि समाज (तासिका ४०) श्रेयांकने ३

घटक - १ सामाजिक स्थित्यंतरे आणि मराठी साहित्य (तासिका १३) श्रेयांकने १

- अ) महाराष्ट्रातील सामाजिक स्थित्यंतरे व मराठी साहित्य - मागोवा
ब) साहित्य- समाज संबंध- गं.वा. सरदार व बाबुराव दागुल यांच्या लेखाद्वारे
१) संत साहित्याची सामाजिक फलश्रुती : गं.वा. सरदार

२) दलित साहित्य हे तर माणसाचे साहित्य- बाबुराव दागुल-दलित साहित्य : आजचे क्रांतिविज्ञान, दिशा प्रकाशन, ताशिक प्र.आ. १९८१

घटक - २ ग्रामीण साहित्य

- अ) ग्रामीण साहित्य- संकल्पना व मराठीतील परंपरा
ब) एम. कुणबी भुपाळ, भरत काळ- या कादंबरीचे वाचन व अभ्यास

घटक - ३ दलित साहित्य

- अ) दलित साहित्य : संकल्पना व मराठीतील परंपरा
ब) जाता नाही जात : सिद्धार्थ तांबे, या नाटकाचे वाचन व अभ्यास

सत्रान्त परीक्षा (गुण १००)

प्रश्न १. घटक १ वर आधारित प्रश्न (पर्यायासह)	गुण २०
प्रश्न २. घटक २ वर आधारित प्रश्न (पर्यायासह)	गुण २०
प्रश्न ३. घटक ३ वर आधारित प्रश्न (पर्यायासह)	गुण २०
प्रश्न ४. घटक ४ वर आधारित प्रश्न (पर्यायासह)	गुण २०
प्रश्न ५. सर्व घटकावर आधारित वस्तुनिष्ठ प्रश्न	गुण २०

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१) मराठी वाङ्मयाचा इतिहास - खंड ५, भाग १ - संपादक - रा. श्री. जोश प्र. मी. प्रतिष्ठान, पुणे, १९७३.

मराठी साहित्य

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- ९) अनं आणि काठ - अनंद वादक, १९७१.
- १०) दलित साहित्य- प्रवाह व प्रतिक्रिया - गो. म. कुळकर्णी, प्रतिमा प्रकाशन, पुणे, १९८६.
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अभ्यासपत्रिका क्र. ७

भाषाविज्ञान आणि मराठी व्याकरण

भाषाविज्ञान

सत्र - ५ चे श्रेयांकने -४ व्याख्याने -६०

घटक-१ भाषाशास्त्राच्या विविध शाखा - वर्णनात्मक, ऐतिहासिक व समाजशास्त्रीय.

घटक -२ स्वनिम विन्यास (स्वन, स्वनिम, स्वनांतर, स्वनिमांचे प्रकार, स्वनिम विक्षेपणाची तत्वे - तंत्रे.

घटक -३ रूपिमविन्यास - रूपिका, रूपिम, रूपिकांतर, रूपिमांचे प्रकार, रूपिम प्रकिया.

घटक - ४ अर्थवित्यास - भाषिक अर्थाचे स्वरूप, शब्दार्थाचे प्रकार, अर्थ आणि त्याचे परस्पर

संबंध

सत्रान्त परीक्षा (गुण १००)

प्रश्न १. घटक १ वर आधारित प्रश्न (पर्यायासह)

गुण २०

प्रश्न २. घटक २ वर आधारित प्रश्न (पर्यायासह)

गुण २०

प्रश्न ३. घटक ३ वर आधारित प्रश्न (पर्यायासह)

गुण २०

प्रश्न ४. घटक ४ वर आधारित प्रश्न (पर्यायासह)

गुण २०

प्रश्न ५. सर्व घटकांवर आधारित वस्तुनिष्ठ प्रश्न

गुण २०

सत्र - ६ चे श्रेयांकने -४ व्याख्याने -६०

मराठी व्याकरण

घटक -१ शब्दांचे वर्गीकरण - पारंपरिक व आधुनिक

घटक -२ विकरण- लिंग, वाचन, विभक्ती, आख्यात.

घटक-३ शब्दसिद्धी

घटक-४ प्रयोग विचार

सत्रान्त परीक्षा (गुण १००)

प्रश्न १. घटक १ वर आधारित प्रश्न (पर्यायासह)

गुण २०

प्रश्न २. घटक २ वर आधारित प्रश्न (पर्यायासह)

गुण २०

प्रश्न ३. घटक ३ वर आधारित प्रश्न (पर्यायासह)

गुण २०

प्रश्न ४. घटक ४ वर आधारित प्रश्न (पर्यायासह)

गुण २०

प्रश्न ५. सर्व घटकांवर आधारित वस्तुनिष्ठ प्रश्न

गुण २०

संदर्भ ग्रंथ-

१) काले, कल्याण व इतर (संपा.), आधुनिक भाषाविज्ञान (संरचनावादी, सामान्य आणि सामाजिक, प्रतिमा प्रकाशन, पुणे, (इ. आ.) २००३.

२) कालेकल्याण व इतर (संपा.), वर्णनात्मक भाषाविज्ञान स्वरूप आणि पद्धती, गोखले एज्युकेशन सोसायटी, नाशिक, १९८२.

३) यजेंद्रगडकर, सी. नं., भाषा आणि भाषाशास्त्र, व्हीनिस प्रकाशन, पुणे, (इ. आ.) १९७९.

४) योदितकर सीला, वर्णनात्मक भाषाविज्ञान, आरती प्रकाशन, डोंबिवली, १९९२.

- १) घोगडे, रमेश, सामाजिक भाषाविज्ञान दिलीपराज प्रकाशन पुणे, २०१२.
- २) पुडे, व. दि. सुबभ भाषाविज्ञान, लोहवर्धन प्रकाशन, पुणे, २००५
- ३) मालशे, स. गं. व इतर (संपा.), भाषाविज्ञान: ऐतिहासिक व वर्णनात्मक, पद्मगंधा प्रकाशन, पुणे, २००५ (सि. आ.)
- ४) मालशे, स. गं. व इतर (संपा.), भाषाविज्ञान परिचय, पद्मगंधा प्रकाशन, पुणे, २००५ (दु.आ)

अभ्यासपत्रिका क्र. ८

आधुनिक मराठी साहित्य, तासिका ६० श्रेयांकने - ४

या अभ्यासपत्रिकेच्या अभ्यासक्रमात संपूर्ण बदल करण्यात आला असून, "आधुनिक मराठी साहित्य" ही नवी अभ्यास पत्रिका नेमण्यात आली आहे. हा अभ्यासक्रम २०१८-२०१९ या शैक्षणिक वर्षापासून सुरू करण्यात येणार आहे. या अभ्यासक्रमाची श्रेयांकन पद्धतीनुसार रचना करण्यात आली आहे.

घटक १ व घटक २ आधुनिक मराठी कथा

(तासिका ३०) श्रेयांकन २

१) कांदावीर - जी.के. ऐनापुरे (कथाची आशयसूत्र व कथाचे रूपबंध यांसह)

घटक ३ व घटक ४ आधुनिक मराठी कादंबरी (तासिका ३०) श्रेयांकन २

२) भर चौकातील अरण्य रुद्रत - रंगनाथ पठारे, शब्दालय प्रकाशन (आशयसूत्र व कादंबरीचा रूपबंध यांसह)

सत्रान्त परीक्षा (गुण १००)

प्रश्न १. घटक १ वर आधारित प्रश्न (पर्यायांसह)

गुण २०

प्रश्न २. घटक २ वर आधारित प्रश्न (पर्यायांसह)

गुण २०

प्रश्न ३. घटक ३ वर आधारित प्रश्न (पर्यायांसह)

गुण २०

प्रश्न ४. घटक ४ वर आधारित प्रश्न (पर्यायांसह)

गुण २०

प्रश्न ५. घटक १ व ३ वर आधारित वस्तुनिष्ठ प्रश्न

गुण २०

एव - ६वे अभ्यासपत्रिका ८ आधुनिक मराठी साहित्य (तासिका ६०) श्रेयांकन ४

घटक १ व घटक २ आधुनिक मराठी कविता

(तासिका ३०) श्रेयांकन २

१) नकाशा मंत्रालय, २) विमल दिवटे, ३) अजित चव्हाण, ४) अजीज नवाज राई, ५) समजान मुण्ठा, ६) मुंबई

घटक ३ व घटक ४ आधुनिक मराठी नाटक (तासिका ३०) श्रेयांकन २

किरवत- प्रेमानंद गजवी (आशयसूत्र व नाटकाचा आकृतिबंध यांसह)

सत्रान्त परीक्षा (गुण १००)

प्रश्न १. घटक १ वर आधारित प्रश्न (पर्यायांसह)

गुण २०

प्रश्न २. घटक २ वर आधारित प्रश्न (पर्यायांसह)

गुण २०

प्रश्न ३. घटक ३ वर आधारित प्रश्न (पर्यायांसह)

गुण २०

प्रश्न ४. प्रत्येक घटकावर आधारित ०३ टीपा (पर्यायांसह)

गुण २०

प्रश्न ५. घटक १ व ३ वर आधारित वस्तुनिष्ठ प्रश्न

गुण २०

संदर्भ पुस्तके

१) मराठी कादंबरी - तंत्र व विकास, प्रा. वापट, व्हीनस प्रकाशन, पुणे १९७३

२) साहित्य : अध्यापन आणि प्रकार, मोत प्रकाशन, पॉप्युलर प्रकाशन, भागवत धी.पु. मुंबई १९८७

३) कादंबरी, मराठी कादंबरी, उषा हस्तक, साहित्यसेवा प्रकाशन औरंगाबाद, १९९३.

४) कादंबरी: एक साहित्य प्रकार, हरिश्चंद्र थोरात, शब्द पब्लिकेशन, मुंबई २०१०.

५) १९८० तंतुची मराठी कादंबरी, अविनाश सप्रे, खेळ, दिवाळी, २००७

६) कविता : संकल्पना, निर्मिती आणि समीक्षा, चमंत पाटणकर, मुंबई विद्यापीठ आणि अनुभव प्रकाशन, १९९९.

अभ्यासपत्रिका क्र. १

नवा अभ्यासक्रम- व्यवसायाभिमुख मराठी

सत्र - ५ वे श्रेयांकने - ३, ५ व्याख्याने - ४५

घटक - १ भाषांतर - सैद्धान्तिक विचार

१) भाषांतर, अनुवाद, रूपांतर, अर्वाचीनीकरण या स्वरूपभेदांची चर्चा.

२) कविते साहित्याचे भाषांतर - सांस्कृतिक भेदांचे संदर्भाचे महत्त्व.

घटक - २ भाषांतर - प्रत्यक्ष भाषांतर अभ्यास

१) इंग्रजी उताऱ्याचे मराठीत भाषांतर

२) मध्ययुगीन मराठीचे प्रमाण मराठीत भाषांतर.

घटक - ३ उताऱ्याचे आकलन, (शब्द मर्यादा किमान २०० ते ३०० शब्द)

सत्रान्त परीक्षा - गुण १००

प्रश्न १. घटक १ वर आधारित प्रश्न (पर्यायासह)

गुण २०

प्रश्न २. घटक २ वर आधारित प्रश्न (पर्यायासह)

गुण २०

प्रश्न ३. घटक ३ वर आधारित प्रश्न (पर्यायासह)

गुण २०

प्रश्न ४. प्रत्येक घटकावर आधारित ०३ टीपा (पर्यायासह)

गुण २०

प्रश्न ५. घटक १ व २ वर आधारित वस्तुनिष्ठ प्रश्न

गुण २०

सत्र - ५ वे श्रेयांकने - ३, ५ व्याख्याने - ४५

घटक - २ मुलाखत - सैद्धान्तिक विचार

नामधेय विवेचन

विचार साध्यमानाठी मुलाखत लेखन

१) आकाशवाणी, दूरचित्रवाणी

२) वर्तमानपत्र, नियतकालिक

घटक - २ ग्रंथ परीक्षण

१) माझे विद्यापीठ - (कविता), नारायण सुर्वे.

२) डेजी (नाटक), विजय तेंडुलकर.

३) जेल तपास - (कादंबरी), मधुकर वाकोडे.

घटक - ३ वाङ्मयीन निबंध

सत्रान्त परीक्षा - गुण १००

प्रश्न १. घटक १ वर आधारित प्रश्न (पर्यायासह)

गुण २०

प्रश्न २. घटक २ वर आधारित प्रश्न (पर्यायासह)

गुण २०

प्रश्न ३. घटक ३ वर आधारित प्रश्न (पर्यायासह)

गुण २०

प्रश्न ४. प्रत्येक घटकावर आधारित ०३ टीपा (पर्यायासह)

गुण २०

प्रश्न ५. घटक १ व २ वर आधारित वस्तुनिष्ठ प्रश्न

गुण २०

सत्रान्त परीक्षा -

१. तनीरावादकर, ल.रा., व्यावहारिक मराठी, फडके प्रकाशन, कोल्हापूर

२. डॉ. ओकडे, नृभाष, व्यावहारिक मराठी अध्यापनाच्या दिशा, कर्तु प्रकाशन, अहमदनगर.

२०१२.

Second Term

Unit 1: Presentation Skills

1. Presentations – (to be tested in tutorials only) 4
Principles of Effective Presentation
Effective use of OHP
Effective use of Transparencies
How to make a Power-Point Presentation

Unit 2: Group Communication

1. Interviews – 5
Group Discussion
Preparing for an Interview
Types of Interviews – Selection, Appraisal, Grievance, Exit
2. Meetings -- 4
Need and Importance of Meetings, Conduct of Meeting and Group Dynamics
Role of the Chairperson, Role of the Participants
Drafting of Notice, Agenda and Resolutions
3. Conference – 3
Meaning and Importance of Conference
Organizing a Conference
Modern Methods: Video and Tele – Conferencing
4. Public Relations – 3
Meaning
Functions of PR Department
External and Internal Measures of PR

Unit 3: Business Correspondence

1. Trade Letters – 10
Order, Credit and Status Enquiry, Collection (just a brief introduction to be given)

Only following to be taught in detail:-

Letters of Inquiry
Letters of Complaints, Claims, Adjustments
Sales Letters, promotional leaflets and fliers
Consumer Grievance Letters
Letters under Right to Information (RTI) Act

[Teachers must provide the students with theoretical constructs wherever necessary in order to create awareness. However students should not be tested on the theory.]

Unit 4: Language and Writing Skills

1. Reports – 4
Parts, Types
Feasibility Reports, Investigative Reports
2. Summarisation -- 4
Identification of main and supporting/sub points
Presenting these in a cohesive manner

Tutorial Activities:

1. Presentations
2. Group Discussion
3. Mock Interviews
4. Mock Meetings / Conferences
5. Book Reviews/Summarization
6. Reading Comprehension: Analysis of texts from the field of Literature

[Suggested Books for Book Reviews: Books from the fields of Management, Finance, and Literature
Like – Sun Tzu :The Art of War, Eliyahu M. Goldratt : The Goal , Eliyahu M. Goldratt: It's Not Luck ,
Spencer Johnson: Who Moved My Cheese, Stephen Lundin, Ph.D, Harry Paul, John Christen: Fish,
Chetan Bhagat One Night At A Call Center, Chetan Bhagat My Three Mistakes , Arindam Choudhary:
Count Your Chickens Before They Hatch ,Stephen Covey :Seven Habits of Successful People, George
Orwell: Animal Farm, Dr. Abdul Kalam: Wings of Fire]

[N.B.: The above list is only indicative and not prescriptive.]

Paper Pattern for Examinations F. Y. B. Com

Semester I Examination		Marks 60
Question 1	Short Notes (based on Chs. 1,2 and 3 from Unit 1) [3 out of 5]	15
Question 2	Essay Type / Detailed Answer Q (based on Chs. 4,5 and 6 from Unit 1) [2 out of 3]	15
Question 3	A) Job Application Letter and Resume B) Personnel Letters (2 out of 3) (Statement of Purpose Letter of Acceptance of Job Offer Letter of Resignation)	8 7
Question 4	A) Writing a paragraph (on 1 out of 2 topics) B) Editing a given paragraph (for better organization) C) Remedial Grammar	5 5 5
Semester II Examination:		Marks 60
Question 1	Short Notes (based on Chs. 1 & 2 from Unit 2) [3 out of 5]	15
Question 2	Essay Type (based on Chs. 3 & 4 from Unit 2) [2 out of 3]	15
Question 3	Letters [3 out of 5] (i) Letter of Inquiry (ii) Complaint/Claims/Adjustment Letter (iii) Sales Letter (iv) Consumer Grievance Letter	15

UNIVERSITY OF MUMBAI
No. UG/170 of 2016-17

CIRCULAR:-

A reference is invited to the Syllabi relating to the B. A. degree course vide this office Circular No.UG/237 of 2005 dated 22nd June, 2005 and the Principals of affiliated Colleges in Arts are hereby informed that the recommendation made by Board of Studies in English Literature at its meeting held on 29th June, 2016 has been accepted by the Academic Council at its meeting held on 14th July, 2016 vide item No. 4.54 and that in accordance therewith, the revised syllabus as per the Choice Based Credit System for the F.Y.B.A Communication Skills of English (Sem. I & II), which is available on the University's web site (www.mu.ac.in) and that the same has been brought into force with effect from the academic year 2016-17.

MUMBAI – 400 032
19 November, 2016
To,


(Dr.M.A.Khan)
REGISTRAR

The Principals of affiliated Colleges in Arts.


A.C/4.54/14/07/2016

No. UG/170 -A of 2016-17

MUMBAI-400 032 19 November, 2016

Copy forwarded with compliments for information to:-

- 1) The Co-ordinator, Faculty of Arts,
- 2) The Chairperson, Board of Studies in English Literature,
- 3) The Director, Board of College and University Development,
- 4) The Controller of Examinations,
- 5) The Professor-cum-Director, Institute of Distance and Opening Learning,
- 6) The Co-Ordinator, University Computerization Centre.


(Dr.M.A.Khan)
REGISTRAR

PTO...

AC 14-07-2016

Item No. 4.54

UNIVERSITY OF MUMBAI



Syllabus for F.Y.B.A

Program: B.A.

Course: Communication Skills of English (Core Paper)

(Choice Based Credit System with effect from the academic year 2016-2017)

Course: Communication Skills in English
(100 Marks Examination Pattern)

(Choice Based Credit System with effect from the academic year 2016-17)

1. Syllabus as per Credit Based Semester and Grading System:

- | | | |
|-------|---------------------------------------|------------------------------------|
| i) | Name of the Programme | : B.A. |
| ii) | Course Code | :UACS101 & UACS201 |
| iii) | Course Title | : Communication Skills in English |
| iv) | Semester-wise Course Content | : Enclosed the copy of syllabus |
| v) | References and Additional References: | Enclosed in the Syllabus |
| vi) | Credit Structure | : No. of Credits per Semester – 02 |
| vii) | No. of lectures per Unit | : 09 |
| viii) | No. of lectures per week | : 03 lectures + 01 tutorial |
-
- | | | |
|----|--|--------------------------------|
| 2. | Scheme of Examination | : 5 Questions of 20 marks each |
| 3. | Special notes, if any | : No |
| 4. | Eligibility, if any | : No |
| 5. | Fee Structure | : As per University Structure |
| 6. | Special Ordinances / Resolutions if any: | No |

Revised Syllabus for **FYBA**
Communication Skills in English Paper I and Paper II
To be implemented from June 2016 (100 Marks Examination Pattern)

Objectives of the Course

- 1) To enhance language proficiency by providing adequate exposure to reading and writing skills
- 2) To orient the learners towards the functional aspects of language
- 3) To increase the range of lexical resource through a variety of exercises

Periods: 45 lectures + 15 Tutorials (3 lectures + 1 tutorial per week) per semester

Semester I		
Communication Skills in English – Paper I	(2 Credits)	45 lectures
Unit 1: Basic Language Skills: Grammar		09 lectures
<ul style="list-style-type: none">a. Articles, prepositions, conjunctionsb. Transformation of Sentences (Simple, Compound, Complex)c. Tensesd. Subject-Verb agreemente. Question Tagsf. Direct and Indirect Speechg. Voice		
Unit 2: Reading Skills: Comprehension (unseen passage)		09 lectures
<p>The following skills to be acquired:</p> <ul style="list-style-type: none">• Reading with fluency and speed• Skimming and scanning• Identifying relevant information• Isolating fact from opinion• Understanding concepts and arguments• Identifying distinctive features of language <p>(Passage should be of 250-350 words of Level I. The passage may be taken from literary/scientific/technical writing as well as from the fields of journalism, management and commerce.)</p>		
Unit 3: Writing Skills (Formal Correspondence): Letters		09 lectures
<ul style="list-style-type: none">a. Job Application Letter (without Resume)b. Statement of Purposec. Request for Recommendation Letterd. Request for information under Right to Information Act (RTI)		

Unit 4: Interpretation of Technical Data**09 lectures**

Students should be taught to read and interpret maps, pie charts, tables, line and bar graphs and flow charts and express the same in paragraph format.

Unit 5: Writing Skills: Essay**09 lectures**

- a. Expository
- b. Persuasive
- c. Analytical
- d. Reflective/Descriptive

Semester II**Communication Skills in English – Paper II****(2 Credits)****45 lectures****Unit 1: Basic Language Skills: Vocabulary building****09 lectures**

- Antonyms, Synonyms
- Suffixes, Prefixes, Root words
- Homophones, homonyms
- Collocation
- Changing the Class of Words

Unit 2: Editing and Summarization:**09 lectures**

a) Editing:

- Heading/ Headlines/ Title/Use of Capital Letters
- Punctuation: full stop, comma, colon, semi-colon, dash, ellipsis, exclamation and question marks
- Spelling
- Substitution of words
- Use of link words and other cohesive devices
- Removing repetitive or redundant elements

b) Summarization

The following skills to be acquired:

- Discern the main/central idea of the passage
- Identify the supporting ideas
- Eliminate irrelevant or extraneous information
- Integrate the relevant ideas in a precise and coherent manner

Unit 3: Writing Skills: e mails**09 lectures**

- Inquiry
- Invitation
- Thank you
- Request for permission
- Sponsorship

Unit 4: Report Writing

09 lectures

- Eye-witness Report
- Activity Report
- Newspaper Report

Unit 5: Creative Writing

09 lectures

This unit attempts to cover those aspects of writing that go beyond the boundaries of technical or professional forms of writing and encourage the learner to explore the artistic and imaginative elements of writing.

- Story writing
- Dialogue writing
- Blogging: fashion, travel, food, culture, personal blogs

Suggested Topics for Tutorials: (for both semesters)

1. Group Discussions
2. Mock Interviews
3. Fundamentals of Grammar
4. Debates / Speeches
5. Book / Film Reviews
6. Vocabulary and Language Games
7. Picture Composition
8. Tweets

Paper Pattern

Semester I: Communication Skills in English – Paper I

Duration: 3 hours Marks: 100

Q.1. Grammar:

- a) Articles, prepositions, conjunctions (to be tested in the form of a paragraph, not individual sentences)
(Unit 1: a) 10 marks
- b) Do as Directed: (Unit 1: b-g) 10 marks

- Q.2 Comprehension of an unseen passage (Unit 2) 20 marks
- Q.3 Letters (2 out of 3) (Unit 3) 20 marks
- Q.4. Interpretation of technical data based on the model given (Unit 4) 20 marks
- Q.5. Essay (250-350 words) (1 out of 3) (Unit 5) 20 marks

Semester II: Communication Skills in English – Paper II

Duration: 3 hours Marks: 100

- Q.1 Vocabulary (Unit 1) 20 marks
- Q.2 a) Editing: one passage of 100-200 words to be given (Unit 2) 10 marks
b) Summary: one passage of 250-300 words to be given (Unit 2) 10 marks
- Q.3. Emails (2 out of 3) (Unit 3) 20 marks
- Q. 4. Report writing (1 out of 2) (Unit 4) 20 marks

Recommended Resources:

1. Bellare, Nirmala *Reading Strategies*. Vols. 1 and 2. New Delhi. Oxford University Press, 1998.
2. Bhasker, W. W. S & Prabhu, N. S.: *English through Reading*, Vols. 1 and 2. Macmillan, 1975.
3. Blass, Laurie, Kathy Block and Hannah Friesan. *Creating Meaning*. Oxford: OUP, 2007.
4. Brown, Ralph: *Making Business Writing Happen: A Simple and Effective Guide to Writing Well*. Sydney: Allen and Unwin, 2004.
5. Buscemi, Santi and Charlotte Smith, *75 Readings Plus*. Second Edition New York: McGraw-Hill, 1994.
6. Doff, Adrian and Christopher Jones. *Language in Use (Intermediate and Upper Intermediate)*. Cambridge: CUP, 2004.
7. Doughty, P. P., Thornton, J. G, *Language in Use*. London: Edward Arnold, 1973.
8. Freeman, Sarah: *Written Communication*. New Delhi: Orient Longman, 1977.
9. Glendinning, Eric H. and Beverley Holmstrom. Second edition. *Study Reading: A Course in Reading Skills for Academic Purposes*. Cambridge: CUP, 2004
10. Grellet, F. *Developing Reading Skills*, Cambridge: Cambridge University Press, 1981.
11. Hamp-Lyons, Liz and Ben Heasley. Second edition. *Study Writing: A Course in Writing Skills for Academic Purposes*. Cambridge: CUP, 2006
12. Jakeman, Vanessa and Clare McDowell. *Cambridge Practice Test for IELTS 1*. Cambridge: CUP, 1996.
13. Maley, Alan and Alan Duff. Second Edition. *Drama Techniques in Language Learning*. Cambridge: CUP, 1983.
14. Mohan Krishna & Banerji, Meera: *Developing Communication Skills*. New Delhi: Macmillan India, 1990.
15. Mohan Krishna & Singh, N. P. *Speaking English Effectively*. New Delhi: Macmillan India, 1995.
16. Narayanaswami, V. R. *Organised Writing*, Book 2. New Delhi: Orient Longman.
17. *Reading & Thinking in English*, Four volumes, (vol. 1 for the lowest level, vol. 4 for the highest level). The British Council Oxford University Press, 1979-1981.
18. Sasikumar, V., Kiranmai Dutt and Geetha Rajeevan. *A Course in Listening and Speaking I & II*. New Delhi: Foundation Books, Cambridge House, 2006.
19. Savage, Alice, et al. *Effective Academic Writing*. Oxford: OUP, 2005.
20. Widdowson, H. G.: *English in Focus. English for Social Sciences*. Oxford University Press.

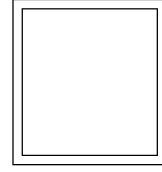
Webliography:

- 1) <http://www.onestopenglish.com>
- 2) www.britishcouncil.org/learning-learn-english.htm
- 3) <http://www.teachingenglish.org.uk>
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- 7) <http://www.pearsoned.co.uk/AboutUs/ELT/>
- 8) <http://www.howisay.com/>
- 9) <http://www.thefreedictionary.com/>

Syllabus Sub-Committee:

1. Dr. Mahendra Kamat : Convener, S.H. Kelkar College, Devgad

2. Ms. Michelle Philip : Member, Wilson College, Mumbai
3. Dr. Laxmi Muthukumar : Member, SIES College, Mumbai
4. Ms. Saradha B. : Member, K.C. College, Mumbai
5. Ms. June Dias : Member, Jai Hind College, Mumbai



F.Y.B.COM.
BUSINESS COMMUNICATION
SEMESTER - I
SUBJECT CODE : UBCOMFSI.4

Dr. Suhas Pednekar

Vice-Chancellor
University of Mumbai, Mumbai

Dr. Kavita Laghate

Professor cum Director,
Institute of Distance & Open Learning,
University of Mumbai, Mumbai

Anil R Bankar

Associate Prof. of History & Asst. Director &
Incharge Study Material Section,
IDOL, University of Mumbai, Mumbai

Programme Co-ordinator : Priya Pawaskar

Asst. Professor in English
IDOL, University of Mumbai.

Course Co-ordinator & Course Writer : Dr. Savita Patil

Head, Department of English,
Elephistone College, Mumbai

Course Writers

: Dr. K. H. Pawar

Department of English
M.D. College, Parel,
Mumbai - 400012

: Prof. Yogesh Anvekar

Head of Department of English
G.N. Khalsa College,
Matunga, Mumbai - 400019

: Dr. Ambreen Kharbe

Department of English
G.M. Momin College,
Bhinwandi, Dist. Thane

: Dr. Vijay Patil

Department of English,
Nalanda Nitya Kala Mahavidyalay
Vile Parle (W), Mumbai - 400049

: Dr. S. D. Sargar

Head, Department of English
Veer Wajekar Arts, Science &
Commerce College,
Phunde, Dist - Raigad - 400702

: Prof. Kalpana N. Shelke

Head, Department of English,
Barns College of Arts,
Science & Commerce,
Panvel, Navi Mumbai

Course Writer & Editor

: Dr. Shikha Dutta

Head, Department of English
"Vivekanand Education Society's College of
Arts, Science, and Commerce,
Sindhi Society,"Chembur, Mumbai-400071

December, 2020 F.Y.B.COM. Business Communication

Published by : Professor cum Director
Institute of Distance and Open Learning ,
University of Mumbai,
Vidyanagari, Mumbai - 400 098.

DTP Composed : Ashwini Arts
Gurukripa Chawl, M.C. Chagla Marg, Bamanwada,
Vile Parle (E), Mumbai - 400 099.

Printed by :

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Unit No.	Title	Page No.
SEMESTER - I		
1.	The Concept of Communication	01
2.	Channels and Objectives of Communication	18
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4.	Barriers to Communication	51
5.	Listening	56
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7.	Theory of Business Letter Writing	75
8.	Personnel Corresponding	94



**Syllabus for Business Communication
F.Y.B.COM.**

Course Objectives:

1. To develop awareness of the complexity of the communication process
2. To develop effective listening skills in students so as to enable them to comprehend instruction and become a critical listener
3. To develop effective oral skills so as to enable students to speak confidently interpersonally as well as in large groups
4. To develop effective writing skills so as to enable students to write in a clear, concise, persuasive and audience centered manner
5. To develop ability to communicate effectively with the help of electronic media

SEM - I

Unit 1: Theory of Communication

- i. Concept of Communication 3
Meaning Definition Process Need Feedback
Emergence of Communication as a key concept in the Corporate and Global world
Impact of technological advancements on Communication
- ii. Channels and Objectives of Communication 3
Channels--
Formal and Informal—Vertical. Horizontal. Diagonal Grapevine
Objectives of Communication -- 3
Information. Advice. Order and Instruction. Persuasion, Motivation, Education, Warning. and Boosting the Morale of Employees
(A brief introduction to these objectives to be given)
- iii. **Methods and Modes of Communication**
Verbal and Nonverbal
Characteristics of Verbal Communication
Characteristics of Non-verbal Communication
Landline. Wireless and Cellular Phones
Facsimile Communication [Fax]

II

Computers and E- communication

Video and Satellite Conferencing

- iv. **Problems in Communication / Barriers to Communication -- 3**
Physical Semantic / language Socio-Cultural Psychological
/ Barriers
Ways to Overcome these Barriers
- v. Listening— 2
Importance of Listening Skills
Cultivating good Listening Skills

Unit 2: Business Correspondence

- i. **Theory of Business Letter Writing -- 2**
Parts, Structure, Layouts full Block. Modified Block, Semi -
Block
Principles of Effective Letter Writing
- ii. **Personnel Correspondence — 10**
Statement of Purpose
Job Application Letter and Resume
Letter of Acceptance of Job Offer, Letter of Resignation
[Letter of Appointment, Promotion and Termination, Letter of
Recommendation (to be taught but not to be tested in the
examination)]

Unit 3: Language and Writing Skills

- i. **Paragraph Writing -- 8**
Developing an idea, using appropriate linking devices,
etc
Cohesion and Coherence, self-editing, etc. Interpretation of
technical data.
Composition on a given situation, a short informal report etc.
- ii. **Commercial Terms used in Business Communication**



III

Question Paper Pattern Semester I

Maximum Marks : 100

Question to be set : 06

Duration : 3 Hours

Question No.	Particular	Marks
Q.1	A) Explain the terms in 02-03 sentences (05 out of 08) (From all units)	10 Marks
	B) Match the following	05 Marks
	C) Multiple Choice Questions	05 Marks
Q.2	Short notes (04 out of 06) : Unit I - Chapter 1, 2, 3	20 Marks
Q.3	Essay Type (02 out of 03) : Unit I - Chapter 4, 5, 6	20 Marks
Q.4	Job Application Letter and Resume 05 + 05	10 Marks
Q.5	Personnel Letters (04 out of 05) Statement of Purpose, Letter of Recommendation, Letter of Acceptance of Job Offer, Letter of Resignation, Letter of Appreciation	20 Marks
Q.6	A) Paragraph Writing (01 out of 02)	05 Marks
	B) Situation based Case Study (from Unit I - Chapter 03 Channels and Chapter 05 Barriers)	05 Marks



UNIVERSITY OF MUMBAI

No. UG/ 84 of 2018-19

CIRCULAR:-

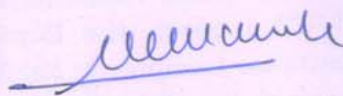
Attention of the Principals of the Affiliated Colleges and Directors of the recognized Institutions in Humanities Faculty is invited to this office circular No. UG/115 of 2016-17, dated 25th October, 2016 relating to syllabus of Bachelor of Arts.

They are hereby informed that the recommendations made by the Board of Studies in Psychology at its meeting held on 8th June, 2018 have been accepted by the Academic Council at its meeting held on 14th June, 2018 vide item No. 4.56 and that in accordance therewith, the revised syllabus as per the (CBCS) for the F.Y.B.A. in Psychology – Sem I & II has been brought into force with effect from the academic year 2018-19, accordingly. (The same is available on the University's website www.mu.ac.in).

MUMBAI – 400 032

19th July, 2018

To


(Dr. Dinesh Kamble)
I/c REGISTRAR

The Principals of the affiliated Colleges and Directors of the recognized Institutions in Humanities Faculty. (Circular No. UG/334 of 2017-18 dated 9th January, 2018.)

A.C./4.56/14/06/2018

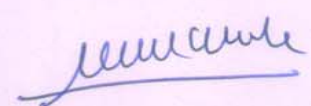
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MUMBAI-400 032

19th July, 2018

Copy forwarded with Compliments for information to:-

- 1) The I/c Dean, Faculty of Humanities,
- 2) The Chairman, Board of Studies in Psychology,
- 3) The Director, Board of Examinations and Evaluation,
- 4) The Director, Board of Students Development,
- 5) The Professor-cum-Director, Institute of Distance and Open Learning (IDOL),
- 6) The Co-Ordinator, University Computerization Centre,


(Dr. Dinesh Kamble)
I/c REGISTRAR

**Revised Syllabi for Psychology Core Courses (Major Elective) at the F.Y.B.A.
Choice Based Credit System (CBCS)
Brought into force with effect from the academic year 2018-2019**

Code	Sem.	Course Title	Credits	Marks
UAPSY 101	1	Fundamentals of Psychology- Part I	3	100
UAPSY201	2	Fundamentals of Psychology- Part II	3	100

Objectives: -

1. To impart knowledge of the basic concepts and modern trends in Psychology.
2. To foster interest in the subject of Psychology and to create a foundation for further studies in Psychology.
3. To make the students aware of the applications of Psychological concepts in different areas of day to day life.

Semester 1. Fundamentals of Psychology: Part I (Credits = 3)

4 lectures per week

Unit 1. The science of Psychology

- a) The history of Psychology.
- b) The Fields of Psychology Today.
- c) Scientific research.
- d) **Ethics of Psychological Research.**
- e) Applying Psychology to Everyday life.

Unit 2. The Biological Perspective.

- a) Neurons and Nerves : Building the Network.
- b) An overview of the Nervous System.
- c) Distant connections: The Endocrine Glands.
- d) Looking inside the Living Brain.
- e) From the Bottom up : The structures of the Brain.
- f) Classic studies in Psychology.
- g) Applying Psychology to Everyday life.

Unit 3. Learning.

- a) Definition of Learning.
- b) Classical conditioning, and Operant conditioning
- c) Cognitive learning Theory.
- d) Observational Learning.

Unit 4. Memory

- a) What is memory?
- b) The Information Processing Model: Three Memory Systems.
- c) Retrieval of Long –term Memories.

- d) Forgetting.
- e) Neuroscience of memory.
- f) Applying Psychology to Everyday life.

Semester 2. Fundamentals of Psychology: Part II (Credits = 3)

4 lectures per week

Unit 1. Cognition: Thinking, Intelligence, and Language.

- a) How People think.
- b) Intelligence.
- c) Language
- d) **Applying Psychology to Everyday life.**

Unit 2. Motivation and Emotion.

- a) **Approaches to understanding Motivation.**
- b) What, Hungry again? Why People Eat.
- c) Emotion.
- d) Culture and Emotions.
- e) Applying Psychology to Everyday life.

Unit 3. Theories of Personality.

- a) Psychodynamic Perspective.
- b) Psychoanalysis in the East.
- c) The Behavioural and Social Cognitive View of Personality.
- d) The Third Force: Humanism and Personality.
- e) Trait Theories: Who are you?
- f) Modern Trait Theories: The Big Five and current thoughts on the trait Perspective.
- g) **Personality: Genetics and Culture.**
- h) Assessment of Personality.
- i) Applying Psychology to Everyday life.

Unit 4. Statistics in Psychology.

- a) What are Statistics?
- b) Descriptive Statistics.
- c) Inferential Statistics.

Book for Study

Ciccarelli, S.K., White, J.N., & Mishra, G. (2018). Psychology. 5th Edition; Indian Adaptation. Pearson India Education Services Pvt. Ltd.

Additional Books for Reference

- 1) Baron, R. A., & Kalsher, M. J. (2008). Psychology: From Science to Practice. (2nd ed.). Pearson Education inc., Allyn and Bacon
- 2) Ciccarelli, S. K. & Meyer, G. E. (2008). Psychology. (Indian sub-continent adaptation). New Delhi: Dorling Kindersley (India) pvt ltd.
- 3) Ciccarelli, S. K., & White, J. N. (2017). Psychology. 4th edi. New Jersey: Pearson education
- 4) Feist, G.J, & Rosenberg, E.L. (2010). Psychology: Making connections. New York: McGraw Hill publications

- 5) Feldman, R.S. (2013). Psychology and your life. 2nd edi. New York: McGraw Hill publications
- 6) Feldman, R.S. (2013). Understanding Psychology. 11th edi. New York: McGraw Hill publications
- 7) King, L.A. (2013). Experience Psychology. 2nd edi. New York: McGraw Hill publications
- 8) Lahey, B. B. (2012). Psychology: An Introduction. 11th edi. New York: McGraw-Hill Publications
- 9) Myers, D. G. (2013). Psychology. 10th edition; International edition. New York: Worth Palgrave Macmillan, Indian reprint 2013
- 10) Schachter, D. L., Gilbert, D. T., & Wegner, D. M. (2011). Psychology. New York: Worth Publishers.
- 11) Wade, C. & Tavris, C. (2006). Psychology. (8th ed.). Pearson Education inc., Indian reprint by Dorling Kindersley, New Delhi

Modified Pattern of Question Paper for Semester End Assessment implemented from 2018-2019 For Psychology courses at F.Y.B.A.

Duration of examination = **3 hours**

Total Marks = **100 (per semester)**

All 5 questions carry **20** marks and are compulsory.
There will be internal choice in each Question.

Q1. Attempt any two questions (unit 1) 20marks

- A
- B
- C

Q2. Attempt any two questions (unit 2) 20marks

- A
- B
- C

Q3. Attempt any two questions (unit 3) 20marks

- A
- B
- C

Q4. Attempt any two questions (unit 4) 20marks

- A
- B
- C

Q5. Attempt any two questions (unit 1, 2, 3, 4 one from each unit) 20 marks

- A
- B
- C
- D

Semester II

Use of simple calculator shall be permitted. (instruction to be included in the question paper).

Question 4 and Question 5 (D) will be based on unit 4 Statistics in Psychology. One Theory question from the contents of the chapter carrying 10 marks and 03 questions for calculations.

Frequency distribution table to be made with 30-35 scores given and a theory question

Calculation of the Mean Median and the Mode with the help of 10 -12 scores given and a theory question.

Calculation of the Range, Standard deviation and Z Score with the help of 10 -12 scores given.

University of Mumbai



No. UG/27 of 2019-20

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
Attention of the Principals of the Affiliated Colleges and Directors of the recognized Institutions in Humanities Faculty is invited to this office Circular No. UG/299 of 2017-18, dated 7th November, 2017 relating to the revised syllabus as per (CBCS) of S.Y.B.A. Social Psychology Development Psychology and General Applied Component Option A Health Psychology, B Psychology of Adjustment, C Stress Management (Part I) (Sem. III) and (Part II) (Sem.IV).

They are hereby informed that the recommendations made by the Board of Studies in Psychology at its meeting held on 26th March, 2019 have been accepted by the Academic Council at its meeting held on 15th April, 2019 vide item No. 4.13 and that in accordance therewith, the revised syllabus as per the (CBCS) for the S.Y.B.A.(Sem.III & IV) Paper II Social Psychology, Paper III Development Psychology, Applied Components (a) Health Psychology, (b) Psychology of Adjustment, (c) Stress Management has been brought into force with effect from the academic year 2019-20, accordingly. (The same is available on the University's website www.mu.ac.in).

MUMBAI – 400 032

1st June, 2019

To


(Dr. Ajay Deshmukh)
REGISTRAR

The Principals of the affiliated Colleges and Directors of the recognized Institutions in Humanities Faculty. (Circular No. UG/334 of 2017-18 dated 9th January, 2018.)

A.C./4.13/15/04/2019

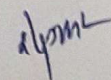
No. UG/ 27 -A of 2019

MUMBAI-400 032

1st June, 2019

Copy forwarded with Compliments for information to:-

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- 3) The Director, Board of Examinations and Evaluation,
- 4) The Professor-cum-Director, Institute of Distance and Open Learning (IDOL),
- 5) The Director, Board of Students Development,
- 6) The Co-ordinator, University Computerization Centre,


(Dr. Ajay Deshmukh)
REGISTRAR

Choice Based Credit System (CBCS)
S.Y.B.A. Psychology Syllabi to be implemented from 2019-2020
Social Psychology - Paper II: Part I and Part II

Code	Sem.	Course Title	Credits	Marks
UAPSY 301	3	Social Psychology: Part I	3	100
UAPSY 401	4	Social Psychology: Part II	3	100

Objectives: -

1. To help students in building knowledge of the basic concepts and modern trends in Social Psychology.
2. To foster interest in Social Psychology as a field of study and research among students.
3. To make the students aware of the applications of the various concepts in Social Psychology in the Indian context.

Semester III Social Psychology: Part I (3 lectures per week)

Unit 1: Social Psychology: The Science of the Social Side of Life

- a) Social Psychology: What it is and is not
- b) Social psychology: Advances at the boundaries
- c) How social psychologists answer the questions they ask: Research as the route to increased knowledge
- d) The role of theory in social psychology
- e) The quest for knowledge and the rights of individuals: Seeking an appropriate balance

Unit 2: Social Perception: Seeking to Understand Others

- a) **Nonverbal communication: An unspoken language**
- b) Attribution: Understanding the causes of behavior
- c) Impression formation and management: Combining information about others
- d) **What research tells us about the role of nonverbal cues in job interviews?**
- e) What research tells us about why some people conclude they are superior to others?

Unit 3: Attitudes: Evaluating and responding to the social world

- a) Attitude formation: How attitudes develop
- b) When and why do attitudes influence behavior?
- c) How do attitudes guide behavior?
- d) The science of persuasion: How attitudes are changed
- e) Resisting persuasion attempts
- f) Cognitive dissonance: What it is and how do we manage it?
- g) What research tells us about culture and attitude processes?

Unit 4: Liking, Love and Other close relationships.

- a) Internal sources of liking others: The role of needs and emotions
- b) External sources of attraction: The effects of proximity, familiarity and physical beauty
- c) Sources of liking based on social interaction
- d) Close relationships: Foundations of social life
- e) What research tells us about dramatic differences in appearance between partners: Is love really blind?
- f) What research tells us about two factors that may destroy love—jealousy and infidelity

Semester IV Social Psychology: Part II (3 lectures per week)

Unit 1: Causes, and Cures of Stereotyping, Prejudice and Discrimination

- a) How members of different groups perceive inequality
- b) The nature and origins of stereotyping

- c) Prejudice: Feelings toward social groups
- d) Discrimination: Prejudice in action
- e) Why prejudice is not inevitable: Techniques for countering its effects
- f) What research tells us about the role of existential threat in prejudice

Unit 2: Social Influence: Changing Others' Behavior

- a) Conformity: How groups – and norms – influence our behavior.
- b) Compliance: To ask – sometimes – is to receive
- c) Obedience to authority: Would you harm someone if ordered to do so?
- d) Unintentional social Influence: How others change our behaviors even when they are not trying to do so
- e) What research tells us about how much we really conform?
- f) What research tells us about using scarcity to gain compliance?

Unit 3: Aggression: Its Nature, Causes and Control

- a) Perspectives on aggression: In search of the roots of violence
- b) Causes of human aggression: Social, cultural, personal and situational
- c) Aggression in the classroom and workplace
- d) The prevention and control of violence: some useful techniques
- e) What research tells us about the role of emotions in aggression?
- f) What research tells us about workplace aggression?

Unit 4: Prosocial Behavior: Helping Others

- a) Why people help: Motives for prosocial behaviour
- b) Responding to an emergency: Will bystanders help
- c) Factors that increase or decrease the tendency to help
- d) Crowdfunding: A new type of prosocial behaviour
- e) Final thoughts: Are prosocial behaviour and aggression opposites?
- f) What research tells us about paying it forward: Helping others because we have been helped
- g) What research tells us about how people react to being helped

Book for Study:

Branscombe, N. R. & Baron, R. A., Adapted by PreetiKapur (2017). *Social Psychology*. (14th Ed.). New Delhi: Pearson Education; Indian reprint 2017

Books for Reference-

Aronson, E., Wilson, T. D., Akert, R. M., & Sommers, S.A. adapted by Veena Tucker (2016). *Social Psychology*. (9th Ed), New Jersey: Pearson Education Prentice Hall. Indian subcontinent adaptation .Pearson India Education Pvt.Ltd.

Crisp ,R.J.,&Turner,R.N.(2014).*Essential Social Psychology*. Sage Publication.South Asia adaptation (2017).

Mercer, J. & Clayton, D. (2014). *Social Psychology*. New Delhi: Dorling Kindersley India pvt ltd. 8)

Myers, D. G., Sahajpal, P., & Behera, P. (2017). *Social psychology* (10th ed.). McGraw Hill Education.

Taylor, S. E., Sears, D. O., & Peplau, L. A. (2017). *Social psychology* (10th ed.). Pearson Education.

UNIVERSITY OF MUMBAI

No. UG/21 of 2018-19

CIRCULAR:-

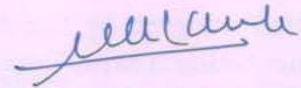
Attention of the Principals of the affiliated Colleges and Directors of the recognized Institutions in Commerce & Management Faculty is invited to this office Circular No.UG/105 of 2016-17, dated 25th October, 2016 relating to syllabus of Bachelor of Commerce (B.Com.) degree course.

They are informed that the recommendations made by the Board of Studies in Commerce at its meeting held on 28th February, 2018 have been accepted by the Academic Council at its meeting held on 5th May, 2018 vide item No. 4.48 and that in accordance therewith, the revised syllabus as per the (CBCS) for the T.Y.B.Com. (Sem. V & VI), has been brought into force with effect from the academic year 2018-19, accordingly. (The same is available on the University's website www.mu.ac.in).

MUMBAI – 400 032

14th June, 2018

To



(Dr. Dinesh Kamble)
I/c REGISTRAR

The Principals of the affiliated Colleges and Directors of the recognized Institutions in Commerce & Management Faculty. (Circular No. UG/334 of 2017-18 dated 9th January, 2018.)

A.C./4.48/05/05/2018

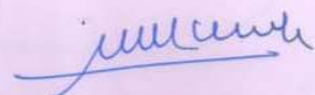
No. UG/21 -A of 2018

MUMBAI-400 032

14th June, 2018

Copy forwarded with Compliments for information to:-

- 1) The I/c Dean, Faculty of Commerce & Management,
- 2) The Chairman, Board of Studies in Commerce,
- 3) The Director, Board of Examinations and Evaluation,
- 4) The Director, Board of Students Development,
- 5) The Professor-cum-Director, Institute of Distance and Open Learning (IDOL),
- 6) The Co-Ordinator, University Computerization Centre,



(Dr. Dinesh Kamble)
I/c REGISTRAR

University of Mumbai



**Revised Syllabus
and
Question Paper Pattern
of Courses of
Bachelor of Commerce Programme
at
Third Year
Semester V and VI
Under Choice Based Credit, Grading and
Semester System**

To be implemented from Academic Year 2018-2019

Faculty of Commerce

**Revised Syllabus of Courses of B.Com. Programme at Semester V
with effect from the Academic Year 2018-2019**

Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

18. Psychology of Human Behavior at Work Paper - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	What is Organizational Behaviour?	11
2	Attitudes and Job Satisfaction	11
3	Motivation Concepts	12
4	Leadership	11
Total		45

Sr. No.	Modules / Units
1	What is Organizational Behaviour?
	<ul style="list-style-type: none"> a) The importance of interpersonal skills b) What managers do - management functions, roles, and skills c) Defining organizational behaviour; Disciplines that contribute to the OB field d) Challenges and Opportunities for OB - Responding to globalization; managing work force diversity; coping with “temporariness”; helping employees balance work–life conflicts; creating a positive work environment; improving ethical behaviour
2	Attitudes and Job Satisfaction
	<ul style="list-style-type: none"> a) Attitudes - Main components of attitudes; Major Job Attitudes b) Job Satisfaction - Measuring job satisfaction. What causes job satisfaction? The impact of satisfied and dissatisfied employees on the workplace
3	Motivation Concepts
	<ul style="list-style-type: none"> a) Defining Motivation; 4 early theories of motivation b) Contemporary theories of motivation - Goal Setting Theory, Equity Theory/ Organizational justice, Expectancy Theory
4	Leadership
	<ul style="list-style-type: none"> a) What is Leadership? Trait theories, Behavioural theories b) Contingency Theory – The Fiedler Model c) Charismatic Leadership and Transformational Leadership - Key characteristics of a charismatic leader; characteristics of transactional leaders; characteristics of transformational leaders d) Leading for the future: Mentoring

**Revised Syllabus of Courses of B.Com. Programme at Semester VI
with effect from the Academic Year 2018-2019**

Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

18. Psychology of Human Behavior at Work Paper-II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Understanding Work Teams	11
2	Conflict and Negotiation	11
3	Emotions and Moods	12
4	Organizational Change and Stress Management	11
Total		45

Sr. No.	Modules / Units
1	Understanding Work Teams
	a) Differences between groups and teams; Types of teams b) Creating effective teams
2	Conflict and Negotiation
	a) Defining Conflict; transitions in conflict thought b) The Conflict Process c) Negotiation: Bargaining strategies; the negotiation process
3	Emotions and Moods
	a) What are Emotions and Moods? The basic emotions; sources of emotions and moods b) Emotional Intelligence c) Organizational Behaviour applications of emotions and moods
4	Organizational Change and Stress Management
	a) a Forces for Change b) Work Stress and its Management

University of Mumbai



**Bachelor of Commerce (B.Com)
Programme
Three Year Integrated Programme-
Six Semesters
*Course Structure***

**Under Choice Based Credit, Grading and
Semester System**

**To be implemented from Academic Year- 2016-2017
Progressively**

Faculty of Commerce

B.Com Programme

Under Choice Based Credit, Grading and Semester System

Course Structure

F.Y.B.Com

(To be implemented from Academic Year- 2016-2017)

No. of Courses	Semester I	Credits	No. of Courses	Semester II	Credits
1	Elective Courses (EC)		1	Elective Courses (EC)	
1A	Discipline Specific Elective(DSE) Courses		1A	Discipline Specific Elective(DSE) Courses	
1	Accountancy and Financial Management - I	03	1	Accountancy and Financial Management - II	03
1B	Discipline Related Elective(DRE) Courses		1B	Discipline Related Elective(DRE) Courses	
2	Commerce - I	03	2	Commerce - II	03
3	Business Economics - I	03	3	Business Economics - II	03
2	Ability Enhancement Courses (AEC)		2	Ability Enhancement Courses (AEC)	
2A	Ability Enhancement Compulsory Courses (AECC)		2A	Ability Enhancement Compulsory Courses (AECC)	
4	Business Communication - I	03	4	Business Communication II	03
5	Environmental Studies I	03	5	Environmental Studies II	03
2B	*Skill Enhancement Courses (SEC)		2B	**Skill Enhancement Courses (SEC)	
6	Any one course from the following list of the courses	02	6	Any one course from the following list of the courses	02
3	Core Courses (CC)		3	Core Courses (CC)	
7	Mathematical and Statistical Techniques - I	03	7	Mathematical and Statistical Techniques - II	03
Total Credits		20	Total Credits		20

*List of Skill Enhancement Courses (SEC) for Semester I (Any One)		**List of Skill Enhancement Courses (SEC) for Semester II (Any One)	
1	Foundation Course - I	1	Foundation Course - II
2	Foundation Course in NSS - I	2	Foundation Course in NSS - II
3	Foundation Course in NCC - I	3	Foundation Course in NCC - II
4	Foundation Course in Physical Education - I	4	Foundation Course in Physical Education - II
Note: Course selected in Semester I will continue in Semester II			

S.Y.B.Com

(To be implemented from Academic Year- 2017-2018)

No. of Courses	Semester III	Credits	No. of Courses	Semester IV	Credits
1	Elective Courses (EC)		1	Elective Courses (EC)	
1A	Discipline Specific Elective(DSE) Courses		1A	Discipline Specific Elective(DSE) Courses	
1	Accountancy and Financial Management III	03	1	Accountancy and Financial Management IV	03
2	Financial Accounting and Auditing V - Introduction to Management Accounting	03	2	Financial Accounting and Auditing VI - Auditing	03
1B	Discipline Related Elective(DRE) Courses		1B	Discipline Related Elective(DRE) Courses	
3	Commerce III	03	3	Commerce IV	03
4	Business Economics III	03	4	Business Economics IV	03
2	Ability Enhancement Courses (AEC)		2	Ability Enhancement Courses (AEC)	
2A	*Skill Enhancement Courses (SEC) Group A		2A	**Skill Enhancement Courses (SEC) Group A	
5	*Any one course from the following list of the courses	03	5	*Any one course from the following list of the courses	03
2B	*Skill Enhancement Courses (SEC) Group B		2B	**Skill Enhancement Courses (SEC) Group B	
6	Any one course from the following list of the courses	02	6	Any one course from the following list of the courses	02
3	Core Courses (CC)		3	Core Courses (CC)	
7	Business Law I	03	7	Business Law II	03
Total Credits		20	Total Credits		20

*List of Skill Enhancement Courses (SEC) Group A for Semester III (Any One)		*List of Skill Enhancement Courses (SEC) Group A for Semester IV (Any One)	
1	Advertising I	1	Advertising II
2	Field Sales Management I	2	Field Sales Management II
3	Public Relations I	3	Public Relations II
4	Mass Communication I	4	Mass Communication II
5	Travel & Tourism Management Paper I	5	Travel & Tourism Management II
6	Journalism I	6	Journalism II
7	Company Secretarial Practice I	7	Company Secretarial Practice II
8	Rural Development I	8	Rural Development II
9	Co-operation I	9	Co-operation II
10	Mercantile Shipping I	10	Mercantile Shipping II
11	Indian Economic Problem I	11	Indian Economic Problem II
12	Computer Programming I	12	Computer Programming II
13	Logistic and Supply Chain Management I	13	Logistic and Supply Chain Management I
14	Direct & Indirect Taxation I	14	Direct & Indirect Taxation II
Note: Course selected in Semester III will continue in Semester IV			

*List of Skill Enhancement Courses (SEC) Group B for Semester III (Any One)		** List of Skill Enhancement Courses (SEC) Group B for Semester IV (Any One)	
1	Foundation Course - III	1	Foundation Course - IV
2	Foundation Course in NSS - III	2	Foundation Course in NSS - IV
3	Foundation Course in NCC - III	3	Foundation Course in NCC - IV
4	Foundation Course in Physical Education - III	4	Foundation Course in Physical Education - IV
Note: Course selected in Semester III will continue in Semester IV			

T.Y.B.Com

(To be implemented from Academic Year- 2018-2019)

No. of Courses	Semester V	Credits	No. of Courses	Semester VI	Credits
1	<i>Elective Courses (EC)</i>		1	<i>Elective Courses (EC)</i>	
1A	<i>Discipline Specific Elective(DSE) Courses</i>		1A	<i>Discipline Specific Elective(DSE) Courses</i>	
1 & 2	*Any one group of courses from the following list of the Groups (A/B/C/D/E/F)	04+04	1 & 2	*Any one group of courses from the following list of the Groups (A/B/C/D/E/F)	04+04
1B	<i>Discipline Related Elective(DRE) Courses</i>		1B	<i>Discipline Related Elective(DRE) Courses</i>	
3	Commerce V	03	3	Commerce VI	03
4	**Any one course from the following list of the courses	03	4	**Any one course from the following list of the courses	03
5	Business Economics V	03	5	Business Economics VI	03
2	<i>*Project Work</i>		2	<i>*Project Work</i>	
6	Project Work I	03	6	Project Work II	03
Total Credits		20	Total Credits		20

Note: Project work is considered as a special course involving application of knowledge in solving/analyzing/exploring a real life situation/ difficult problem. Project work would be of 03 credits. A project work may be undertaken in any area of discipline specific courses/ discipline related elective courses

*List of groups of Discipline Specific Elective(DSE) Courses for Semester V (Any One Group)		*List of groups of Discipline Specific Elective(DSE) Courses for Semester VI (Any One Group)	
Group A: Advanced Accountancy			
1	Financial Accounting and Auditing VII - Financial Accounting	1	Financial Accounting and Auditing IX - Financial Accounting
2	Financial Accounting and Auditing VIII - Cost Accounting	2	Financial Accounting and Auditing X - Cost Accounting
Group B: Business Management			
1	Business Studies Paper I	1	Business Studies Paper III
2	Business Studies Paper II	2	Business Studies Paper IV
Group C: Banking and Finance			
1	Banking and Finance Paper I	1	Banking and Finance Paper III
2	Banking and Finance Paper II	2	Banking and Finance Paper IV
Group D: Commerce			
1	Commerce Paper I	1	Commerce Paper III
2	Commerce Paper II	2	Commerce Paper IV
Group E: Quantitative Techniques			
1	Quantitative Techniques Paper I	1	Quantitative Techniques Paper III
2	Quantitative Techniques Paper II	2	Quantitative Techniques Paper IV
Group F: Economics			
1	Economics Paper I	1	Economics Paper III
2	Economics Paper II	2	Economics Paper IV
Note: Group selected in Semester V will continue in Semester VI			

**List of Discipline Related Elective(DRE) Courses for Semester V (Any One)		**List of Discipline Related Elective(DRE) Courses for Semester VI (Any One)	
1	Trade Unionism and Industrial Relations Paper I	1	Trade Unionism and Industrial Relations. Paper II
2	Computer system & Applications Paper I	2	Computer system & Applications Paper II
3	Export Marketing Paper I	3	Export Marketing Paper II
4	Marketing Research Paper I	4	Marketing Research Paper II
5	Investment Analysis Portfolio Paper I	5	Investment Analysis Portfolio Paper II
6	Transport Management Paper I	6	Transport Management Paper II
7	Entrepreneurship& M.S.S.I. Paper I	7	Entrepreneurship& M.S.S.I. Paper II
8	International Marketing Paper I	8	International Marketing Paper II
9	Merchant Banking Paper I	9	Merchant Banking Paper II
10	Direct & Indirect Taxation Paper I	10	Direct & Indirect Taxation Paper II
11	Labour Welfare & Practice Paper I	11	Labour Welfare & Practice Paper II
12	Purchasing & Store keeping Paper I	12	Purchasing & Store keeping Paper II
13	Inventory Management & Cost Reduction Paper I	13	Inventory Management & Cost Reduction Paper II
14	Insurance Paper I	14	Insurance Paper II
15	Banking Law & Practice Paper I	15	Banking Law & Practice Paper II
16	Regional Planning Paper I	16	Regional Planning Paper II
17	Rural Marketing Paper I	17	Rural Marketing Paper II
18	Elements of Operational Research Paper I	18	Elements of Operational Research Paper II
19	Psychology of Human Behaviour at work Paper I	19	Psychology of Human Behaviour at work Paper II
Note: Course selected in Semester V will continue in Semester VI			

University of Mumbai



**Revised Syllabus
and
Question Paper Pattern
of Courses of
B.Com. Programme
First Year
*Semester I and II***

**Under Choice Based Credit, Grading
and Semester System**

(To be implemented from Academic Year- 2016-2017)

Faculty of Commerce

B.Com. Programme

Under Choice Based Credit, Grading and Semester System

Course Structure

F.Y.B.Com.

(To be implemented from Academic Year- 2016-2017)

No. of Courses	Semester I	Credits	No. of Courses	Semester II	Credits
1	Elective Courses (EC)		1	Elective Courses (EC)	
1A	Discipline Specific Elective(DSE)Courses		1A	Discipline Specific Elective(DSE)Courses	
1	Accountancy and Financial Management I	03	1	Accountancy and Financial Management II	03
1B	Discipline Related Elective(DRE)Courses		1B	Discipline Related Elective(DRE)Courses	
2	Commerce I	03	2	Commerce II	03
3	Business Economics I	03	3	Business Economics II	03
2	Ability Enhancement Courses (AEC)		2	Ability Enhancement Courses (AEC)	
2A	Ability Enhancement Compulsory Courses (AECC)		2A	Ability Enhancement Compulsory Courses (AECC)	
4	Business Communication I	03	4	Business Communication II	03
5	Environmental Studies I	03	5	Environmental Studies II	03
2B	*Skill Enhancement Courses (SEC)		2B	**Skill Enhancement Courses (SEC)	
6	Any one course from the following list of the courses	02	6	Any one course from the following list of the courses	02
3	Core Courses (CC)		3	Core Courses (CC)	
7	Mathematical and Statistical Techniques I	03	7	Mathematical and Statistical Techniques II	03
Total Credits		20	Total Credits		20

*List of Skill Enhancement Courses (SEC) for Semester I (Any One)		**List of Skill Enhancement Courses (SEC) for Semester II (Any One)	
1	Foundation Course - I	1	Foundation Course - II
2	Foundation Course in NSS - I	2	Foundation Course in NSS - II
3	Foundation Course in NCC - I	3	Foundation Course in NCC - II
4	Foundation Course in Physical Education - I	4	Foundation Course in Physical Education - II
Note: Course selected in Semester I will continue in Semester II			

B.Com. Programme
Under Choice Based Credit, Grading and Semester System
Course Structure

(To be implemented from Academic Year- 2016-2017)

Semester I

No. of Courses	Semester I	Credits
1	Elective Courses (EC)	
1A	Discipline Specific Elective(DSE)Courses	
1	Accountancy and Financial Management I	03
1B	Discipline Related Elective(DRE)Courses	
2	Commerce I	03
3	Business Economics I	03
2	Ability Enhancement Courses (AEC)	
2A	Ability Enhancement Compulsory Courses (AECC)	
4	Business Communication I	03
5	Environmental Studies I	03
2B	*Skill Enhancement Courses (SEC)	
6	Any one course from the following list of the courses	02
3	Core Courses (CC)	
7	Mathematical and Statistical Techniques I	03
Total Credits		20

*List of Skill Enhancement Courses (SEC) for Semester I (Any One)	
1	Foundation Course - I
2	Foundation Course in NSS - I
3	Foundation Course in NCC - I
4	Foundation Course in Physical Education - I

**Revised Syllabus of Courses of B.Com. Programme at Semester I
with Effect from the Academic Year 2016-2017**

Elective Courses (EC)

Discipline Specific Elective(DSE) Courses

1.Accountancy and Financial Management I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Accounting standards issued by ICAI and Inventory valuation	15
2	Final Accounts	15
3	Departmental Accounts	15
4	Accounting for Hire Purchase	15
	Total	60

Sr. No.	Modules / Units
1	Accounting standards issued by ICAI and Inventory valuation
	<ul style="list-style-type: none"> • Accounting standards: Concepts, benefits, procedures for issue of accounting standards Various AS : AS – 1: Disclosure of Accounting Policies Purpose, Areas of Policies, Disclosure of Policies, Disclosure of Change in Policies, Illustrations AS–2: Valuation of Inventories (Stock) Meaning, Definition, Applicability, Measurement of Inventory, Disclosure in Final Account, Explanation with Illustrations. AS – 9: Revenue Recognition Meaning and Scope, Transaction excluded, Sale of Goods, Rendering of Services, Effect of Uncertainties, Disclosure, Illustrations. • Inventory Valuation Meaning of inventories Cost for inventory valuation Inventory systems : Periodic Inventory system and Perpetual Inventory System Valuation: Meaning and importance Methods of Stock Valuation as per AS – 2 : FIFO and Weighted Average Method Computation of valuation of inventory as on balance sheet date: If inventory is taken on a date after the balance sheet or before the balance sheet
2	Final Accounts
	Expenditure: Capital, Revenue Receipts: Capital, Revenue Adjustment and Closing Entries Final accounts of Manufacturing concerns (Proprietary Firm)
3	Departmental Accounts
	Meaning Basis of Allocation of Expenses and Incomes/Receipts Inter Departmental Transfer : at Cost Price and Invoice Price Stock Reserve Departmental Trading and Profit & Loss Account and Balance Sheet
4	Accounting for Hire Purchase
	Meaning Calculation of interest Accounting for hire purchase transactions by asset purchase method based on full cash price Journal entries, ledger accounts and disclosure in balance sheet for hirer and vendor (excluding default, repossession and calculation of cash price)

**Revised Syllabus of Courses of B.Com. Programme at Semester I
with Effect from the Academic Year 2016-2017**

**Elective Courses (EC)-
Discipline Related Elective (DRE) Courses**

2.Commerce I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Business	12
2	Business Environment	11
3	Project Planning	12
4	Entrepreneurship	10
	Total	45

Sr. No.	Modules / Units
1	Business
	<p>Introduction:Concept, Functions, Scope and Significance of business. Traditional and Modern Concept of business.</p> <p>Objectives of Business:Steps in setting business objectives, classification of business objectives, Reconciliation of Economic and Social Objectives.</p> <p>New Trends in Business: Impact of Liberalization, Privatization and Globalization, Strategy alternatives in the changing scenario, Restructuring and turnaround strategies</p>
2	Business Environment
	<p>Introduction:Concept and Importance of business environment, Inter-relationship between Business and Environment</p> <p>Constituents of Business Environment:Internal and External Environment, Educational Environment and its impact, International Environment – Current Trends in the World, International Trading Environment – WTO and Trading Blocs and their impact on Indian Business.</p>
3	Project Planning
	<p>Introduction:Business Planning Process; Concept and importance of Project Planning; Project Report; feasibility Study types and its importance</p> <p>Business Unit Promotion:Concept and Stages of Business Unit Promotion, Location – Factors determining location, and Role of Government in Promotion.</p> <p>Statutory Requirements in Promoting Business Unit:Licensing and Registration procedure, Filing returns and other documents, Other important legal provisions</p>
4	Entrepreneurship
	<p>Introduction: Concept and importance of entrepreneurship, factors Contributing to Growth of Entrepreneurship, Entrepreneur and Manager, Entrepreneur and Intrapreneur</p> <p>The Entrepreneurs:Types of Entrepreneurs, Competencies of an Entrepreneur, Entrepreneurship Training and Development centers in India. Incentives to Entrepreneurs in India.</p> <p>Women Entrepreneurs: Problems and Promotion.</p>

**Revised Syllabus of Courses of B.Com. Programme at Semester I
with Effect from the Academic Year 2016-2017**

**Elective Courses (EC)-
Discipline Related Elective (DRE) Courses**

3.Business Economics I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction	10
2	Demand Analysis	15
3	Supply and Production Decisions	10
4	Cost of Production	10
Total		45

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

**Revised Syllabus of Courses of B.Com. Programme at Semester I
with Effect from the Academic Year 2016-2017**

Ability Enhancement Courses (AEC)

4. Business Communication I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Theory of Communication	10
2	Obstacles to Communication in Business World	10
3	Business Correspondence	12
4	Language and Writing Skills	13
Total		45

Note:

*One tutorial per batch per week in addition to number of lectures stated above
(Batch size as per the University norms)*

Sr. No.	Modules / Units
1	<p>Theory of Communication</p> <p>Concept of Communication: Meaning, Definition, Process, Need, Feedback Emergence of Communication as a key concept in the Corporate and Global world Impact of technological advancements on Communication</p> <p>Channels and Objectives of Communication:Channels- Formal and Informal- Vertical, Horizontal, Diagonal, Grapevine</p> <p>Objectives of Communication: Information, Advice, Order and Instruction, Persuasion, Motivation, Education, Warning, and Boosting the Morale of Employees (A brief introduction to these objectives to be given)</p> <p>Methods and Modes of Communication: Methods: Verbal and Nonverbal, Characteristics of Verbal Communication Characteristics of Non-verbal Communication, Business Etiquette Modes: Telephone and SMS Communication 3 (General introduction to Telegram to be given) Facsimile Communication [Fax] Computers and E- communication Video and Satellite Conferencing</p>
2	<p>Obstacles to Communication in Business World</p> <p>Problems in Communication /Barriers to Communication: Physical/ Semantic/Language / Socio-Cultural / Psychological / Barriers, Ways to Overcome these Barriers</p> <p>Listening: Importance of Listening Skills, Cultivating good Listening Skills – 4</p> <p>Introduction to Business Ethics: Concept and Interpretation, Importance of Business Ethics, Personal Integrity at the workplace, Business Ethics and media, Computer Ethics, Corporate Social Responsibility Teachers can adopt a case study approach and address issues such as the following so as to orient and sensitize the student community to actual business practices: Surrogate Advertising, Patents and Intellectual Property Rights, Dumping of Medical/E-waste, Human Rights Violations and Discrimination on the basis of gender, race, caste, religion, appearance and sexual orientation at the workplace Piracy, Insurance, Child Labour</p>
3	<p>Business Correspondence</p> <p>Theory of Business Letter Writing: Parts, Structure, Layouts—Full Block, Modified Block, Semi - Block Principles of Effective Letter Writing, Principles of effective Email Writing,</p> <p>Personnel Correspondence: Statement of Purpose, Job Application Letter and Resume, Letter of Acceptance of Job Offer, Letter of Resignation [Letter of Appointment, Promotion and Termination, Letter of Recommendation (to be taught but not to be tested in the examination)]</p>

Sr. No.	Modules / Units
4	Language and Writing Skills
	<p>Commercial Terms used in Business Communication</p> <p>Paragraph Writing: Developing an idea, using appropriate linking devices, etc Cohesion and Coherence, self-editing, etc [Interpretation of technical data, Composition on a given situation, a short informal report etc.]</p> <p>Activities</p> <ul style="list-style-type: none"> ▪ Listening Comprehension ▪ Remedial Teaching ▪ Speaking Skills: Presenting a News Item, Dialogue and Speeches ▪ Paragraph Writing: Preparation of the first draft, Revision and Self – Editing, Rules of spelling. ▪ Reading Comprehension: Analysis of texts from the fields of Commerce and Management

**Revised Syllabus of Courses of B.Com. Programme at Semester I
with Effect from the Academic Year 2016-2017**

Ability Enhancement Courses (AEC)

5.Environmental Studies I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Environment and Ecosystem	13
2	Natural Resources and Sustainable Development	13
3	Populations and Emerging Issues of Development	13
4	Urbanisation and Environment	13
5	Reading of Thematic Maps and Map Filling	08
	Total	60

Sr. No.	Modules / Units
1	Environment and Ecosystem
	Environment: Meaning, definition, scope and its components; concept of an ecosystem : definition, Characteristics, components and types, functioning and structure; Food Chain and Food Web- Ecological Pyramids - Man and environment relationship; Importance and scope of Environmental Studies.
2	Natural Resources and Sustainable Development
	Meaning and definitions ; Classification and types of resources, factors influencing resource; Resource conservation- meaning and methods- I and non-conventional resources, problems associated with and management of water, forest and energy resources- resource utilization and sustainable development
3	Populations and Emerging Issues of Development
	Population explosion in the world and in India and arising concerns- Demographic Transition Theory - pattern of population growth in the world and in India and associated problems - Measures taken to control population growth in India; Human population and environment- Environment and Human Health – Human Development Index – The World Happiness Index
4	Urbanisation and Environment
	Concept of Urbanisation– Problems of migration and urban environment-changing landuse, crowding and stress on urban resources, degradation of air and water, loss of soil cover impact on biodiversity, Urban heat islands – Emerging Smart Cities and safe cities in India - Sustainable Cities
5	Reading of Thematic Maps and Map Filling
	Reading of Thematic Maps(4 Lectures) Located bars, Circles, Pie charts, Isopleths, Choropleth and Flow map, Pictograms - Only reading and interpretation. Map Filling: (4 Lectures) Map filling of World (Environmentally significant features) using point, line and polygon segment. Concept and Calculation of Ecological Footprint

**Revised Syllabus of Courses of B.Com. Programme at Semester I
with Effect from the Academic Year 2016-2017**

Skill Enhancement Courses (SEC)

6. Foundation Course - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Overview of Indian Society	05
2	Concept of Disparity- 1	10
3	Concept of Disparity-2	10
4	The Indian Constitution	10
5	Significant Aspects of Political Processes	10
Total		45

Sr. No.	Modules / Units
1	Overview of Indian Society
	Understand the multi-cultural diversity of Indian society through its demographic composition: population distribution according to religion, caste, and gender; Appreciate the concept of linguistic diversity in relation to the Indian situation; Understand regional variations according to rural, urban and tribal characteristics; Understanding the concept of diversity as difference
2	Concept of Disparity- 1
	Understand the concept of disparity as arising out of stratification and inequality; Explore the disparities arising out of gender with special reference to violence against women, female foeticide (declining sex ratio), and portrayal of women in media; Appreciate the inequalities faced by people with disabilities and understand the issues of people with physical and mental disabilities
3	Concept of Disparity-2
	Examine inequalities manifested due to the caste system and inter-group conflicts arising thereof; Understand inter-group conflicts arising out of communalism; Examine the causes and effects of conflicts arising out of regionalism and linguistic differences
4	The Indian Constitution
	Philosophy of the Constitution as set out in the Preamble; The structure of the Constitution-the Preamble, Main Body and Schedules; Fundamental Duties of the Indian Citizen; tolerance, peace and communal harmony as crucial values in strengthening the social fabric of Indian society; Basic features of the Constitution
5	Significant Aspects of Political Processes
	The party system in Indian politics; Local self-government in urban and rural areas; the 73rd and 74th Amendments and their implications for inclusive politics; Role and significance of women in politics

Topics for Project Guidance: Growing Social Problems in India:

- Substance abuse- impact on youth & challenges for the future
- HIV/AIDS- awareness, prevention, treatment and services
- Problems of the elderly- causes, implications and response
- Issue of child labour- magnitude, causes, effects and response
- Child abuse- effects and ways to prevent
- Trafficking of women- causes, effects and response

Note:

Out of the 45 lectures allotted for 5 units for Semester I, about 15 lectures may be allotted for project guidance

**Revised Syllabus of Courses of B.Com. Programme at Semester I
with Effect from the Academic Year 2016-2017**

Skill Enhancement Courses (SEC)

6.Foundation Course in NSS - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to NSS	10
2	Concept of Society and Social Issues in India	15
3	Indian Constitution and Social Justice	10
4	Human Personality and National Integration	10
Total		45

Sr. No.	Modules / Units
1	Introduction to NSS
	<p>Introduction to National Service Scheme(NSS) Orientation and structure of National Service Scheme(NSS) National Service Scheme(NSS)- its objectives The historical perspective of National Service Scheme(NSS) National Service Scheme(NSS)- Symbol and its meaning National Service Scheme(NSS)- its hierarchy from national to college level</p> <p>National Service Scheme(NSS) Regular activities Distribution of working hours- Association between issues and programs- community project- urban rural activities, Association- modes of activity evaluation</p>
2	Concept of Society and Social Issues in India
	<p>History and philosophy of social sciences in India Concept of society- Development of Indian society - Features of Indian Society- Division of labour and cast system in India</p> <p>Basic social issues in India Degeneration of value system, Family system, Gender issues, Regional imbalance</p>
3	Indian Constitution and Social Justice
	<p>Indian Constitution Features of Indian Constitution - Provisions related to social integrity and development</p> <p>Social Justice Social Justice- the concept and its features Inclusive growth- the concept and its features</p>
4	Human Personality and National Integration
	<p>Dimensions of human personality Social Dimension of Human personality- Understanding of the society Physical Dimension of Human personality- Physical Exercise, Yoga, etc.</p> <p>National integration & Communal Harmony National Integration- its meaning, importance and practice Communal Harmony- its meaning, importance and practice</p>

**Revised Syllabus of Courses of B.Com.Programme at Semester I
with Effect from the Academic Year 2016-2017**

Skill Enhancement Courses (SEC)

6.Foundation Course in NCC - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to NCC, National Integration & Awareness	10
2	Drill: Foot Drill	10
3	Adventure Training, Environment Awareness and Conservation	10
4	Personality Development and Leadership	10
5	Specialized Subject: Army/ Navy/ Air	05
Total		45

Sr. No.	Modules / Units
1	Introduction to NCC, National Integration & Awareness
	<p>Desired outcome: The students will display sense of patriotism, secular values and shall be transformed into motivated youth who will contribute towards nation building through national unity and social cohesion.</p> <ul style="list-style-type: none"> • Genesis, Aims, Objectives of NCC & NCC Song • Organisation & Training • Incentives & Benefits • Religions, Culture, Traditions and Customs of India • National Integration: Importance and Necessity • Freedom Struggle
2	Drill: Foot Drill
	<p>Desired outcome: The students will demonstrate the sense of discipline, improve bearing, smartness, turnout, develop the quality of immediate and implicit obedience of orders, with good reflexes.</p> <ul style="list-style-type: none"> • General and Words of Command • Attention, Stand at Ease and Stand Easy, Turning and Inclining at the Halt • Sizing, Forming Up in Three Ranks and Numbering, Open and Close Order March and Dressing • Saluting at the Halt, Getting On Parade, Dismissing and Falling Out • Marching, Length of Pace and Time of Marching in Quick Time and Halt, Slow March and Halt • Turning on the March and Wheeling. • Saluting on the March. • Formation of squad and Squad Drill.
3	Adventure Training, Environment Awareness and Conservation
	<p>Adventure Training</p> <p>Desired outcome: The students will overcome fear & inculcate within them the sense of adventure , sportsmanship , esprit-d-corp and develop confidence , courage , determination, diligence and quest for excellence.</p> <ul style="list-style-type: none"> • Any Two such as – Obstacle course, Slithering, Trekking, Cycling, Rock Climbing, Para Sailing, Sailing, Scuba Diving etc <p>Environment Awareness and Conservation</p> <p>Desired outcome: The student will be aware of the conservation of natural resources and protection of environment.</p> <ul style="list-style-type: none"> • Natural Resources – Conservation and Management • Water Conservation and Rainwater Harvesting

Sr. No.	Modules / Units
4	Personality Development and Leadership
	<p>Desired outcome: The student will develop an all-round personality with adequate leadership traits to deal / contribute effectively in life.</p> <ul style="list-style-type: none"> • Introduction to Personality Development • Factors Influencing /Shaping Personality: Physical, Social, Physiological, Philosophical and Psychological • Self Awareness Know yourself/ Insight • Change Your Mind Set • Communication Skills: Group Discussion / Lecturettes (Public Speaking) • Leadership Traits • Types of Leadership
5	Specialized Subject: Army Or Navy Or Air
	<p><u>Army</u></p> <p>Desired outcome: The training shall instill patriotism, commitment and passion to serve the nation motivating the youth to join the defence forces. It will also acquaint, expose & provide basic knowledge about armed, naval and air-force subjects</p> <p>A. Armed Force</p> <ul style="list-style-type: none"> • Basic organisation of Armed Forces • Organisation of Army • Badges and Ranks <p>B. Introduction to Infantry and weapons and equipments</p> <ul style="list-style-type: none"> • Characteristics of 7.62mm SLR Rifle, Ammunition, Fire power, Stripping, Assembling and Cleaning <p>C. Military history</p> <ul style="list-style-type: none"> • Biographies of renowned Generals (Carriapa / Sam Manekshaw) • Indian Army War Heroes- PVCs <p>D. Communication</p> <ul style="list-style-type: none"> • Types of Communications • Characteristics of Wireless Technologies (Mobile, Wi-Fi etc.) <p style="text-align: center;">OR</p> <p><u>Navy</u></p> <p>A. Naval orientation and service subjects</p> <ul style="list-style-type: none"> • History of the Indian Navy-Pre and Post Independence, Gallantry award winners • Organization of Navy- NHQ, Commands, Fleets, Ships and shore establishments • Types of Warships and their role • Organization of Army and Air Force- Operational and Training commands • Ranks of Officers and Sailors, Equivalent Ranks in the Three Services <p>B. Ship and Boat Modelling</p> <ul style="list-style-type: none"> • Principles of Ship Modelling • Maintenance and Care of tools

Sr. No.	Modules / Units
	<p>C. Search and Rescue</p> <ul style="list-style-type: none"> • SAR Organization in the Indian ocean <p>D. Swimming</p> <p>Floating for three minutes and Free style swimming for 50 meters</p> <p style="text-align: center;">OR</p> <p>AIR</p> <p>A. General Service Knowledge</p> <ul style="list-style-type: none"> • Development of Aviation • History of IAF <p>B. Principles of Flight</p> <ul style="list-style-type: none"> • Introduction • Laws of Motion • Glossary of Terms. <p>C. Airmanship</p> <ul style="list-style-type: none"> • Introduction • Airfield Layout • Rules of the Air • Circuit Procedure • ATC/RT Procedures • Aviation Medicine <p>D. Aero- Engines</p> <ul style="list-style-type: none"> • Introduction to Aero-engines

**Revised Syllabus of Courses of B.Com. Programme at Semester I
with Effect from the Academic Year 2016-2017**

Skill Enhancement Courses (SEC)

6.Foundation Course in Physical Education-I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to Basic Relevant concepts in Physical Education	10
2	Components of Physical Fitness	15
3	Testing Physical Fitness	10
4	Effect of Exercise on various Body System	10
Total		45

Sr. No.	Modules / Units
1	Introduction to Basic Relevant concepts in Physical Education
	<ul style="list-style-type: none"> • Dimensions and determinants of Health, Fitness & Wellness • Concept of Physical Education and its importance • Concept of Physical Fitness and its types • Concept of Physical Activity, exercise and its types & benefits
2	Components of Physical Fitness
	<ul style="list-style-type: none"> • Concept of components of Physical Fitness • Concept and components of HRPF • Concept and components of SRPF • Importance of Physical Education in developing physical fitness components.
3	Testing Physical Fitness
	<ul style="list-style-type: none"> • Tests for measuring Cardiovascular Endurance • Tests for measuring Muscular Strength & Endurance • Tests for measuring Flexibility • Tests for measuring Body Composition
4	Effect of Exercise on various Body System
	<ul style="list-style-type: none"> • Effect of exercises on Musculoskeletal system • Effect of exercises on Circulatory System • Effect of exercises on Respiratory System • Effect of exercises on Glandular System

**Revised Syllabus of Courses of B.Com. Programme at Semester I
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Core Courses (CC)

7.Mathematical and Statistical Techniques I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Shares and Mutual Funds	15
2	Permutation, Combination and Linear Programming Problems	15
3	Summarization Measures	15
4	Elementary Probability Theory	15
5	Decision Theory	15
Total		75

Note:

*One tutorial per batch per week in addition to number of lectures stated above
(Batch size as per the University norms)*

Sr. No.	Modules / Units
1	Shares and Mutual Funds
	<ul style="list-style-type: none"> • Shares: Concept of share, face value, market value, dividend, equity shares, preferential shares, bonus shares. Simple examples. • Mutual Funds: Simple problems on calculation of Net income after considering entry load, dividend, change in Net Asset Value (N.A.V.) and exit load. Averaging of price under the Systematic Investment Plan (S.I.P.)
2	Permutation, Combination and Linear Programming Problems
	<ul style="list-style-type: none"> • Permutation and Combination: Factorial Notation, Fundamental principle of counting, Permutation as arrangement, Simple examples, combination as selection, Simple examples, Relation between ${}^n C_r$ and ${}^n P_r$ Examples on commercial application of permutation and combination • Linear Programming Problem: Sketching of graphs of (i) linear equation $Ax + By + C = 0$ (ii) linear inequalities. Mathematical Formulation of Linear Programming Problems upto 3 variables. Solution of Linear Programming Problems using graphical method up to two variables.
3	Summarization Measures
	<ul style="list-style-type: none"> • Measures of Central Tendencies: Definition of Average, Types of Averages: Arithmetic Mean, Median, and Mode for grouped as well as ungrouped data. Quartiles, Deciles and Percentiles. Using Ogive locate median and Quartiles. Using Histogram locate mode. Combined and Weighted mean. • Measures of Dispersions: Concept and idea of dispersion. Various measures Range, Quartile Deviation, Mean Deviation, Standard Deviation, Variance, Combined Variance.
4	Elementary Probability Theory
	<ul style="list-style-type: none"> • Probability Theory: Concept of random experiment/trial and possible outcomes; Sample Space and Discrete Sample Space; Events their types, Algebra of Events, Mutually Exclusive and Exhaustive Events, Complimentary events. Classical definition of Probability, Addition theorem (without proof), conditional probability. Independence of Events: $P(A \cap B) = P(A) P(B)$. Simple examples. • Random Variable: Probability distribution of a discrete random variable; Expectation and Variance of random variable, simple examples on probability distributions.
5	Decision Theory
	Decision making situation, Decision maker, Courses of Action, States of Nature, Pay-off and Pay-off matrix; Decision making under uncertainty, Maximin, Maximax, Minimax regret and Laplace criteria; simple examples to find optimum decision. Formulation of Payoff Matrix. Decision making under Risk, Expected Monetary Value (EMV); Decision Tree; Simple Examples based on EMV. Expected Opportunity Loss (EOL), simple examples based on EOL.

B.Com. Programme
Under Choice Based Credit, Grading and Semester System
Course Structure

(To be implemented from Academic Year- 2016-2017)

Semester II

No. of Courses	Semester II	Credits
1	Elective Courses (EC)	
1A	Discipline Specific Elective(DSE)Courses	
1	Accountancy and Financial Management II	03
1B	Discipline Related Elective(DRE)Courses	
2	Commerce II	03
3	Business Economics II	03
2	Ability Enhancement Courses (AEC)	
2A	Ability Enhancement Compulsory Courses (AECC)	
4	Business Communication II	03
5	Environmental Studies II	03
2B	**Skill Enhancement Courses (SEC)	
6	Any one course from the following list of the courses	02
3	Core Courses (CC)	
7	Mathematical and Statistical Techniques II	03
Total Credits		20

*List of Skill Enhancement Courses (SEC) for Semester II (Any One)	
1	Foundation Course - II
2	Foundation Course in NSS - II
3	Foundation Course in NCC - II
4	Foundation Course in Physical Education - II

**Revised Syllabus of Courses of B.Com. Programme at Semester II
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**Elective Courses (EC)-
Discipline Specific Elective(DSE) Courses**

1.Accountancy and Financial Management II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Accounting from Incomplete Records	15
2	Consignment Accounts	15
3	Branch Accounts	15
4	Fire Insurance Claim	15
Total		60

Sr. No.	Modules / Units
1	Accounting from Incomplete Records
	Introduction Problems on preparation of final accounts of Proprietary Trading Concern (conversion method)
2	Consignment Accounts
	Accounting for consignment transactions Valuation of stock Invoicing of goods at higher price(excluding overriding commission, normal/abnormal losses)
3	Branch Accounts
	Meaning/ Classification of branch Accounting for Dependent Branch not maintaining full books: Debtors method Stock and debtors method
4	Fire Insurance Claim
	Computation of Loss of Stock by Fire Ascertainment of Claim as per the Insurance Policy Exclude: Loss of Profit and Consequential Loss

**Revised Syllabus of Courses of B.Com. Programme at Semester II
with Effect from the Academic Year 2016-2017**

**Elective Courses (EC)-
Discipline Related Elective(DRE) Courses**

2. Commerce II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Concept of Services	12
2	Retailing	12
3	Recent Trends in Service Sector	10
4	E-Commerce	11
Total		45

Sr. No.	Modules / Units
1	Concept of Services
	<p>Introduction:Meaning, Characteristics, Scope and Classification of Services – Importance of service sector in the Indian</p> <p>Marketing Mix Services: Consumer expectations, Services Mix, - Product, Place, Price, Promotion, Process of Services delivery, Physical evidence and people</p> <p>Service Strategies:Market research and Service development cycle, Managing demand and capacity, opportunities and challenges in service sector.</p>
2	Retailing
	<p>Introduction:Concept of organized and unorganized retailing , Trends in retailing, growth of organized retailing in India, Survival strategies for unorganized Retailers</p> <p>Retail Format: Store format, Non – Store format, Store Planning, design and layout</p> <p>Retail Scenario: Retail Scenario in India and Global context – Prospects and Challenges in India.Mall Management – RetailFranchising. FDI in Retailing, Careers in Retailing</p>
3	Recent Trends in Service Sector
	<p>ITES Sector: Concept and scope of BPO, KPO, LPO and ERP.</p> <p>Banking and Insurance Sector: ATM, Debit & Credit Cards, Internet Banking – Opening of Insurance sector for private players, FDI and its impact on Banking and Insurance Sector in India</p> <p>Logistics: Net working – Importance – Challenges</p>
4	E-Commerce
	<p>Introduction: Meaning, Features, Functions andScope of E-Commerce-Importance andLimitations of E-Commerce</p> <p>Types of E-Commerce:Basic ideas and Major activities of B2C,B2B, C2C.</p> <p>Present status of E-Commerce in India:Transition to E-Commerce in India, E-Transition Challenges for Indian Corporates; on-line Marketing Research.</p>

**Revised Syllabus of Courses of B.Com. Programme at Semester II
with Effect from the Academic Year 2016-2017**

**Elective Courses (EC)-
Discipline Related Elective(DRE) Courses**

3. Business Economics II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Market structure: Perfect competition and Monopoly	10
2	Pricing and Output Decisions under Imperfect Competition	15
3	Pricing Practices	10
4	Evaluating Capital Projects	10
Total		45

Sr. No.	Modules / Units
1	Market structure: Perfect competition and Monopoly
	Perfect competition and Monopoly models as two extreme cases - profit maximisation and the competitive firm's supply curve - Short run and long run equilibrium of a firm and of industry - monopoly - Sources of monopoly power – short run and long- run equilibrium of a firm under Monopoly
2	Pricing and Output Decisions under Imperfect Competition
	<p>Monopolistic competition: competitive and monopolistic elements of monopolistic competition - equilibrium of a firm under monopolistic competition, monopolistic competition verses perfect competition- excess capacity and inefficiency - debate over role of advertising (topics to be taught using case studies from real life examples)</p> <p>Oligopolistic markets: key attributes of oligopoly - Collusive and non collusive oligopoly market - Price rigidity - Cartels and price leadership models (with practical examples)</p>
3	Pricing Practices
	Cost oriented pricing methods: cost – plus (full cost) pricing, marginal cost pricing, Mark up pricing, discriminating pricing, multiple – product pricing - transfer pricing (case studies on how pricing methods are used in business world)
4	Evaluating Capital Projects
	Meaning and importance of capital budgeting- steps in capital budgeting - +Techniques of Investment appraisal: Payback Period Method, Net Present Value Method, and Internal Rate of Return Method (with numerical examples)

**Revised Syllabus of Courses of B.Com. Programme at Semester II
with Effect from the Academic Year 2016-2017**

Ability Enhancement Courses (AEC)

4. Business Communication II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Presentation Skills	10
2	Group Communication	15
3	Business Correspondence	10
4	Language and Writing Skills	10
Total		45

Note:

*One tutorial per batch per week in addition to number of lectures stated above
(Batch size as per the University norms)*

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

Tutorial Activities:

Presentations, Group Discussion, Mock Interviews, Mock Meetings / Conferences, Book Reviews/Summarization, Reading Comprehension: Analysis of texts from the field of Literature

[Suggested Books for Book Reviews: Books from the fields of Management, Finance, and Literature Like – Sun Tzu :The Art of War, Eliyahu M. Goldratt : The Goal , Eliyahu M. Goldratt: It's Not Luck , Spencer Johnson: Who Moved My Cheese, Stephen Lundin, Ph.D, Harry Paul, John Christen: Fish, ChetanBhagat One Night At A Call Center, ChetanBhagat My Three Mistakes , ArindamChoudhary: Count Your Chickens Before They Hatch ,Stephen Covey :Seven Habits of Successful People, George Orwell: Animal Farm, Dr. Abdul Kalam: Wings of Fire]

[N.B.: The above list is only indicative and not prescriptive.]

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Ability Enhancement Courses (AEC)

4.Environmental Studies II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Solid Waste Management for Sustainable Society	
2	Agriculture and Industrial Development	
3	Tourism and Environment	
4	Environmental Movements and Management	
5	Map Filling	
	Total	60

Sr. No.	Modules / Units
1	Solid Waste Management for Sustainable Society
	Classification of solid wastes – Types and Sources of Solid Waste ; Effects of Solid Waste Pollution- Health hazards, Environmental Impacts; Solid Waste Management – solid waste management in Mumbai- Schemes and initiatives run by MCGM – role of citizens in waste management in Mumbai
2	Agriculture and Industrial Development
	Environmental Problems Associated with Agriculture: Loss of Productivity, Land Degradation ,desertification - Uneven Food Production – Hunger, Malnutrition and Food Security – Sustainable Agricultural practices Environmental Problems Associated with Industries – pollution -Global warming, Ozone Layer Depletion , Acid rain, - Sustainable Industrial practices – Green Business and Green Consumerism, Corporate Social Responsibility
3	Tourism and Environment
	Tourism: Meaning, Nature, Scope and importance –Typology of tourism-classification; Tourism potentials in India and challenges before India; New Tourism Policy of India; Consequences of tourism : Positive and Negative Impacts on Economy, Culture and environment- Ecotourism
4	Environmental Movements and Management
	Environmental movements in India: Save Narmada Movement, Chipko Movement, Appiko Movement, Save Western Ghat and Save Jaitapur; Environmental Management: Concept, need and relevance; Concept of ISO 14000 and 16000; Concept of Carbon Bank and Carbon Credit.EIA - Environment Protection Acts – Concept and components of Geospatial Technology- Applications of GST in Environmental Management.
5	Map Filling
	Map filling of Konkan and Mumbai (Environmentally significant features and GST centers) using point, line and polygon segment. Concept and Calculation of Environmental Performance Index (EPI)

**Revised Syllabus of Courses of B.Com. Programme at Semester II
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Skill Enhancement Courses (SEC)

6. Foundation Course - II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Globalisation and Indian Society	07
2	Human Rights	10
3	Ecology	10
4	Understanding Stress and Conflict	10
5	Managing Stress and Conflict in Contemporary Society	08
	Total	45

Sr. No	Modules /Units
1	Globalisation and Indian Society
	Understanding the concepts of liberalization, privatization and globalization;Growth of information technology and communication and its impact manifested in everyday life; Impact of globalization on industry: changes in employment and increasing migration; Changes in agrarian sector due to globalization; rise in corporate farming and increase in farmers' suicides.
2	Human Rights
	Concept of Human Rights; origin and evolution of the concept; The Universal Declaration of Human Rights;Human Rights constituents with special reference to Fundamental Rights stated in the Constitution
3	Ecology
	Importance of Environment Studies in the current developmental context; Understanding concepts of Environment, Ecology and their interconnectedness; Environment as natural capital and connection to quality of human life; Environmental Degradation- causes and impact on human life;Sustainable development- concept and components; poverty and environment
4	Understanding Stress and Conflict
	Causes of stress and conflict in individuals and society; Agents of socialization and the role played by them in developing the individual; Significance of values, ethics and prejudices in developing the individual; Stereotyping and prejudice as significant factors in causing conflicts in society. Aggression and violence as the public expression of conflict
5	Managing Stress and Conflict in Contemporary Society
	Types of conflicts and use of coping mechanisms for managing individual stress; Maslow's theory of self-actualisation;Different methods of responding to conflicts in society; Conflict-resolution and efforts towards building peace and harmony in society

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Skill Enhancement Courses (SEC)

6. Foundation Course in NSS - II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Socio-economic Survey and Special Camp	10
2	Orientation of the College Unit and Communication Skills	15
3	Rapport with Community and Programme Planning	10
4	Government Organisations /Non-Government Organisations	10
Total		45

Sr. No.	Modules / Units
1	Socio-economic Survey and Special Camp
	<p>Socio economic survey Socio-economic survey- its meaning and need, Process of Socio-economic survey- design of questionnaire; data collection, data analysis and report writing</p> <p>Special camping activity Concept of camp- Identification of community problems- Importance of group living- Team building- Adoption of village- Planning for camp- pre camping, during the course of camp and post camping activities</p>
2	Orientation of the College Unit and Communication Skills
	<p>Training and orientation of the program unit in the college Leadership training – formation of need based programmes- Concept of campus to community(C to C) activities</p> <p>Communication skills and Documentation Communication skills- the concept, Verbal, Non-Verbal communication The documentation- Activity Report Writing – basics of NSS accounting – Annual Report – Press note and preparation</p>
3	Rapport with Community and Programme Planning
	<p>Working with individual group and community Ice breaking- interaction games – conflict resolution</p> <p>Program planning Programme planning- the concept and its features, requirements for successful implementation of program- program flow charting- feedback</p>
4	Government Organisations /Non-Government Organisations
	<p>Structure of Government Organisations and Non-Government Organisations Government organisations (GO)- its meaning -Legal set up, functioning, Sources of funding Non-Government organisations (NGO)- its meaning -Legal set up, functioning, Sources of funding National Service Scheme(NSS)- Government organisations (GO) and Non-Government organisations (NGO)</p> <p>Government schemes for community development Schemes os Government welfare departments for community development- provisions & examples</p>

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Skill Enhancement Courses (SEC)

6.Foundation Course in NCC - II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Disaster Management, Social Awareness and Community Development	05
2	Health and Hygiene	10
3	Drill with Arms	10
4	Weapon Training	10
5	Specialized Subject: Army Or Navy Or Air	10
Total		45

Sr. No.	Modules / Units
1	Disaster Management, Social Awareness and Community Development
	<p>Disaster Management: Desired outcome: The student shall gain basic information about civil defence organisation / NDMA & shall provide assistance to civil administration in various types of emergencies during natural / manmade disasters</p> <ul style="list-style-type: none"> • Civil Defence Organisation and Its Duties/ NDMA • Types of Emergencies/ Natural Disaster • Assistance during Natural / Other Calamities: Flood / Cyclone/ Earth Quake/ Accident etc. • 'Avan' model of NCC <p>Social Awareness and Community Development: Desired outcome: The student shall have an understanding about social service and its need, about NGOs and shall participate in community action programmes for betterment of the community.</p> <ul style="list-style-type: none"> • Basics of Social Service, Weaker Sections of Our Society and Their Needs • Social/ Rural Development Project: MNREGA, SGSY, NSAP etc. • Contribution of Youth towards Social Welfare • Civic Responsibilities • Causes & Prevention of HIV/AIDS; Role of Youth
2	Health and Hygiene
	<p>Desired outcome: The student shall be fully aware about personal health and hygiene lead a healthy life style and foster habits of restraint and self awareness.</p> <ul style="list-style-type: none"> • Structure and Functioning of the Human Body • Hygiene and Sanitation (Personal and Food Hygiene) • Infectious & Contagious Diseases & Their Prevention
3	Drill with Arms
	<p>Desired outcome: The students will demonstrate the sense of discipline, improve bearing, smartness, turnout, develop the quality of immediate and implicit obedience of orders, with good reflexes.</p> <ul style="list-style-type: none"> • Attention, Stand at Ease and Stand Easy • Getting on Parade with Rifle and Dressing at the Order • Dismissing and Falling Out • Ground / Take Up Arms • Present From the Order and Vice-versa • General Salute, Salami Shastra
4	Weapon Training
	<p>Desired outcome: The student shall have basic knowledge of weapons and their use and handling.</p> <ul style="list-style-type: none"> • Characteristics of a Rifle / Rifle Ammunition and its Fire Power • Stripping, Assembling, Care and Cleaning and Sight Setting of .22 rifle • Stripping, Assembling, Care and Cleaning of 7.62mm SLR • Loading, Cocking and Unloading • The lying position, Holding and Aiming- I • Trigger control and firing a shot • Range procedure and safety precautions • Short range firing, Aiming- II -Alteration of sight

Sr. No.	Modules / Units
5	Specialized Subject: Army Or Navy Or Air
	<p>Army Desired outcome: The training shall instill patriotism, commitment and passion to serve the nation motivating the youth to join the defence forces. It will also acquaint, expose & provide basic knowledge about armed, naval and air-force subjects</p> <p>A. Map reading</p> <ul style="list-style-type: none"> • Introduction to types of Maps and Conventional signs • Scales and Grid system • Topographical forms and technical terms • Relief, contours and Gradients • Cardinal points and Types of North • Types of bearings and use of Service Protractor • Prismatic compass and its use and GPS <p>B. Field Craft and Battle Craft</p> <ul style="list-style-type: none"> • Introduction • Judging distance • Description of ground • Recognition, Description and Indication of landmarks and targets <p style="text-align: center;">OR</p> <p>Navy</p> <p>A. Naval Communication</p> <ul style="list-style-type: none"> • Introduction to Naval Modern Communication, Purpose and Principles <ul style="list-style-type: none"> ▪ Introduction of Naval communication ▪ Duties of various communication sub-departments • Semaphore <ul style="list-style-type: none"> ▪ Introduction of position of letters and prosigns ▪ Reading of messages ▪ Transmission of messages <p>B. Seamanship</p> <ul style="list-style-type: none"> • Anchor work <ul style="list-style-type: none"> ▪ Parts of Anchor and Cable, their identification • Rigging <ul style="list-style-type: none"> ▪ Types of ropes and breaking strength- stowing, maintenance and securing of ropes ▪ Practical Bends and Hitches: Reef Knot, Half hitch, Clove Hitch, Rolling Hitch, Timber Hitch, Bow Line, Round Turn and Two half hitch and Bow line on the Bight and its basic elements and uses. ▪ Introduction to Shackles, Hooks, Blocks and Derricks, Coiling Down and Splicing of rope <p>C. Boat work</p> <ul style="list-style-type: none"> • Parts of Boat and Parts of an Oar • Instruction on boat Pulling- Pulling orders • Steering of boat under oars, Practical instruction on Boat Pulling, Precautions while pulling

Sr. No.	Modules / Units
	<p style="text-align: center;"><i>OR</i></p> <p>Air</p> <p>A. Air frames</p> <ul style="list-style-type: none"> • Aircraft Controls • Landing Gear <p>B. Instruments</p> <ul style="list-style-type: none"> • Basic Flight Instruments <p>C. Aircraft Particulars</p> <ul style="list-style-type: none"> • Aircraft Particulars (Type specific) <p>D. Aero modelling</p> <ul style="list-style-type: none"> • History of Aero modelling • Materials used in Aero modelling • Type of Aero models • Flying/ Building of Aero models

**Revised Syllabus of Courses of B.Com. Programme at Semester II
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Skill Enhancement Courses (SEC)

6.Foundation Course in Physical Education- II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Development of Fitness	10
2	Health, Fitness and Diseases	15
3	Yoga Education	10
4	Daily Schedule of Achieving Quality of Life and Wellness	10
Total		60

Sr. No.	Modules / Units
1	Development of Fitness
	<ul style="list-style-type: none"> • Benefits of physical fitness and exercise and principles of physical fitness • Calculation of fitness index level 1-4 • Waist-hip ratio Target Heart Rate, BMI and types and principles of exercise (FITT) • Methods of training – continues, Interval, circuit, Fartlek and Plyometric
2	Health, Fitness and Diseases
	<ul style="list-style-type: none"> • Definition of obesity and its management • Communicable diseases, their preventive and therapeutic aspects • Factors responsible for communicable diseases • Preventive and therapeutic aspect of Communicable and non- communicable diseases
3	Yoga Education
	<ul style="list-style-type: none"> • Meaning and history of yoga • Ashtang yoga and types of yoga • Types of Suryanamaskar and Technique of Pranayam • Benefits of Yoga
4	Daily Schedule of Achieving Quality of Life and Wellness
	<ul style="list-style-type: none"> • Daily schedule based upon one's attitude, gender, age & occupation. • Basic – module: - Time split for rest, sleep, diet, activity & recreation. • Principles to achieve quality of life:- positive attitude, daily regular exercise, control over food habits & healthy hygienic practices.

**Revised Syllabus of Courses of B.Com. Programme at Semester II
with Effect from the Academic Year 2016-2017**

Core Courses (CC)

7.Mathematical and Statistical Techniques II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Functions, Derivatives and Their Applications	15
2	Interest and Annuity	15
3	Bivariate Linear Correlation and Regression	15
4	Time series and Index Numbers	15
5	Elementary Probability Distributions	15
Total		75

Note:

*One tutorial per batch per week in addition to number of lectures stated above
(Batch size as per the University norms)*

Sr. No.	Modules / Units
1	Functions, Derivatives and Their Applications
	<p>Concept of real functions: Constant function, linear function, $x^n, e^x, a^x, \log x$. Demand, Supply, Total Revenue, Average Revenue, Total cost, Average cost and Profit function. Equilibrium Point, Break-even point.</p> <p>Derivative of functions:</p> <ul style="list-style-type: none"> ▪ Derivative as rate measure, Derivative of $x^n, e^x, a^x, \log x$. ▪ Rules of derivatives: Scalar multiplication, sum, difference, product, quotient (Statements only), Simple problems. Second order derivatives. ▪ Applications: Marginal Cost, Marginal Revenue, Elasticity of Demand. Maxima and Minima for functions in Economics and Commerce. <p>(Examination Questions on this unit should be application oriented only.)</p>
2	Interest and Annuity
	<p>Interest: Simple Interest, Compound Interest (Nominal & Effective Rate of Interest), Calculations involving upto 4 time periods.</p> <p>Annuity: Annuity Immediate and its Present value, Future value. Equated Monthly Installments (EMI) using reducing balance method & amortization of loans. Stated Annual Rate & Effective Annual Rate Perpetuity and its present value. Simple problems involving up to 4 time periods.</p>
3	Bivariate Linear Correlation and Regression
	<p>Correlation Analysis: Meaning, Types of Correlation, Determination of Correlation: Scatter diagram, Karl Pearson's method of Correlation Coefficient (excluding Bivariate Frequency Distribution Table) and Spearman's Rank Correlation Coefficient.</p> <p>Regression Analysis: Meaning, Concept of Regression equations, Slope of the Regression Line and its interpretation. Regression Coefficients (excluding Bivariate Frequency Distribution Table), Relationship between Coefficient of Correlation and Regression Coefficients, Finding the equations of Regression lines by method of Least Squares.</p>
4	Time series and Index Numbers
	<p>Time series: Concepts and components of a time series. Representation of trend by Freehand Curve Method, Estimation of Trend using Moving Average Method and Least Squares Method (Linear Trend only). Estimation of Seasonal Component using Simple Arithmetic Mean for Additive Model only (For Trend free data only). Concept of Forecasting using Least Squares Method.</p> <p>Index Numbers: Concept and usage of Index numbers, Types of Index numbers, Aggregate and Relative Index Numbers, Laspeyres's, Paasche's, Dornbusch-Bowley's, Marshall-Edgeworth and Fisher's ideal index numbers, Test of Consistency: Time Reversal Test and Factor Reversal Test. Chain Base Index Nos. Shifting of Base year. Cost of Living Index Numbers, Concept of Real Income, Concept of Wholesale Price Index Number. (Examples on missing values should not be taken)</p>

5	Elementary Probability Distributions
	<p>Probability Distributions:</p> <ul style="list-style-type: none">▪ Discrete Probability Distribution: Binomial, Poisson (Properties and applications only, no derivations are expected)▪ Continuous Probability distribution: Normal Distribution. (Properties and applications only, no derivations are expected)

Tutorial:

Two tutorials to be conducted on each unit i.e. 10 tutorials per semester. At the end of each semester one Tutorial assignment of 10 marks should be given.

**Revised Syllabus of Courses of B.Com.Programme at
Semester I and II
with effect from the Academic Year 2016-2017**

Reference Books

Reference Books
Accountancy and Financial Management
<ul style="list-style-type: none"> • <i>Introduction to Accountancy by T. S. Grewal, S. Chand and Company (P) Ltd., New Delhi Advance Accounts by Shukla & Grewal, S. Chand and Company (P) Ltd., New Delhi</i> • <i>Advanced Accountancy by R. L Gupta and M Radhaswamy, S. Chand and Company (P) Ltd., New Delhi</i> • <i>Modern Accountancy by Mukherjee and Hanif, Tata Mc. Grow Hill & Co. Ltd., Mumbai Financial Accounting by LesileChandwichk, Pentice Hall of India Adin Bakley (P) Ltd.</i> • <i>Financial Accounting for Management by Dr. Dinesh Harsalekar, Multi-Tech. Publishing Co. Ltd., Mumbai.</i> • <i>Financial Accounting by P. C. Tulsian, Pearson Publications, New Delhi Accounting Principles by Anthony, R.N. and Reece J.S., Richard Irwin Inc.</i> • <i>Financial Accounting by Monga, J.R. Ahuja, GirishAhujaandShehgal Ashok, Mayur Paper Back</i> • <i>Compendium of Statement & Standard of Accounting, ICAI.</i> • <i>Indian Accounting Standards, Ashish Bhattacharya, Tata Mc. Grow Hill & Co. Ltd., Mumbai Financial Accounting by Williams , Tata Mc. Grow Hill & Co. Ltd., Mumbai</i> • <i>Company Accounting Standards by ShrinivasanAnand, Taxman. Financial Accounting by V. Rajasekaran, Pearson Publications, New Delhi. Introduction to Financial Accounting by Horngren, Pearson Publications.</i> • <i>Financial Accounting by M. Mukherjee.M. Hanif. Tata McGraw Hill Education Private Ltd; New Delhi</i>
Commerce
<ul style="list-style-type: none"> • <i>Business Organisation Management Maheshwari, Rajendra P ,Mahajan, J.P.,International Book House</i> • <i>Business Organisation, Maheshwari, Rajendra P, Mahajan, J.P., International Book House</i> • <i>Introduction To Commerce, Vikram, Amit, Atlantic Pub</i> • <i>A Course Book On Business Environment, Cherunilam,Francis, Himalaya Pub</i> • <i>Business Environment, Cherunilam,Francis, Himalaya Pub</i> • <i>Essentials Of Business Environment, Aswathappa,K., Himalaya Pub</i> • <i>Essentials Of Business Environment, Aswathappa, Himalaya Pub</i> • <i>Strategic Management, Kapoor, Veekkas, Taxmann</i> • <i>Strategic Management, David,Fred R., Phi Leraning</i> • <i>Strategic Management, Bhutani, Kapil, Mark Pub.</i> • <i>Strategic Management, Bhutani, Kapil, Mark Pub.</i> • <i>Entrepreneurship, Hisrich, Robert D, Mc Graw Hill</i> • <i>Entrepreneurship Development, Sharma, K.C., Reegal Book Depot</i> • <i>Service Marketing, Temani, V.K., Prism Pub</i> • <i>Service Marketing, Temani, V.K., Prism Pub</i> • <i>Management Of Service Sector, Bhatia, B S, V P Pub</i> • <i>Introduction To E – Commerce, Dhawan, Nidhi, International Book House</i> • <i>Introduction To Retailing, Lusch,Robert F.,Dunne,Patrick M., Carver,James R.,Cengage Learning</i> • <i>Retailing Management, Levy Michael., Weitz Barton A,Tata Mcgraw Hill</i>

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Business Economics

- Mehta, P.L.: *Managerial Economics – Analysis, Problem and Cases* (S. Chand & Sons, N. Delhi, 2000)
- Hirschey .M., *Managerial Economics*, Thomson South western (2003)
- Salvatore, D.: *Managerial Economics in a global economy* (Thomson South Western Singapore, 2001)
- Frank Robert.H, Bernanke. Ben S., *Principles of Economics* (Tata McGraw Hill (ed.3)
- Gregory Mankiw., *Principles of Economics*, Thomson South western (2002 reprint)
- Samuelson & Nordhas.: *Economics* (Tata McGraw Hills, New Delhi, 2002)
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Business Communication

- Agarwal, Anju D(1989) *A Practical Handbook for Consumers*, IBH.
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- Graves, Harold F. (1965) *Report Writing*, Prentice Hall, New Jersey.
- Gupta, Anand Das (2010) *Ethics, Business and Society: Managing Responsibly Response Books 32*.Gupta, Dipankar (2006) *Ethics Incorporated: Top Priority and Bottom Line Response Books*
- Krevolin, Nathan (1983) *Communication Systems and Procedures for Modern Office*, Prentice Hall, New Jersey.
- Lesikar, Raymond V and Petit, John D.(1994) *Business Communication: Theory and Application* , Richard D. Irwin Inc. Illinois.

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Environmental Studies

- Singh, Savindra, 2011 : *Environmental Geography*, Prayag Pustak Bhavan, Allahabad, India
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- Odum E.P. (1971) : *Fundamentals of Ecology*, W.B. Saunders, Philadelphia
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- *Social and Economic Problems in India*, Naseem Azad, R Gupta Pub (2011)
- *Indian Society and Culture*, Vinita Padey, Rawat Pub (2016)
- *Social Problems in India*, Ram Ahuja, Rawat Pub (2014)
- *Faces of Feminine in Ancient, medieval and Modern India*, Mandakranta Bose Oxford University Press
- *National Human rights commission- disability Manual*
- *Rural, Urban Migration : Trends, challenges & Strategies*, S Rajagopalan, ICFAI- 2012
- *Regional Inequities in India* Bhat L SSSRD- New Delhi
- *Urbanisation in India: Challenges, Opportunities & the way forward*, I J Ahluwalia, Ravi Kanbur, P K Mohanty, SAGE Pub (2014)
- *The Constitution of India*, P M Bakshi 2011
- *The Problems of Linguistic States in India*, Krishna Kodesia Sterling Pub
- *Politics in India: structure, Process and Policy* Subrata Mitra, Routledge Pub
- *Politics in India*, Rajani Kothari, Orient Blackswan
- *Problems of Communalism in India*, Ravindra Kumar Mittal Pub
- *Combating communalism in India: Key to National Integration*, Kawalkishor Bhardwaj, Mittal Pub

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Foundation Course in NSS

- *National Service Scheme Manual (Revised) 2006, Government of India, Ministry of Youth Affairs and Sports, New Delhi.*
- *University of Mumbai National Service Scheme Manual 2009.*
- *Avhan Chancellor's Brigade - NSS Wing, Training camp on Disaster Preparedness Guidelines, March 2012*
- *RashtriyaSevaYojanaSankalpana - Prof.Dr.SankayChakane, Dr.Pramod\Pabrekar, Diamond Publication, Pune*
- *National Service Scheme Manual for NSS District Coordinators, National Service Scheme Cell, Dept. of Higher and Technical Education, Mantralaya,*
- *Annual report of National Service Scheme (NSS) published by Dept. of Higher and Technical Education, Mantralaya,*
- *NSS Cell, Dept. of Higher and Technical Education, Mantralaya, UTKARSHA- Socio and cultural guidelines*
- *Case material as a Training Aid for Field Workers, Gurmeet Hans.*
- *Social service opportunities in hospitals, Kapil K. Krishnan, TISS*
- *New Trends in NSS, Research papers published by University of Pune*
- *ANOOGUNJ Research Journal, published by NSS Unit C. K. Thakur college*
- *Training Manual for Field Work published by RGNIYD, Chreeperumbudur*
- *Prof.Ghatole R.N. Rural Social Science and Community Development.*
- *PurushottamSheth, Dr.Shailaja Mane, National Service Scheme*
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- <http://en.wikipedia.org/wiki/national-service-scheme> 19=<http://nss.nic.in/adminstruct>
- <http://nss.nic.in/propexpan>
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Foundation Course in NCC

- *Cadet's Hand book – Common subject..all wings, BY DG NCC, New Delhi.*
- *Cadet's Hand book – Specialised Subjects, Army, Navy, Air-force, BY DG NCC, New Delhi.*
- *NCC OTA Precise, BY DG NCC, New Delhi.*
- *“AVAN” Model of Disaster Mang., VinayakDalvie, Proceedings of Int. Conf. on Urban Plan. and EnvStrat& Challenges, Elphinstone College, Jan 2007.*
- *Humanistic Tradition of India, N.L.Gupta, Mohit Publication, New Delhi*
- *Social psychology, Baron & Byrne, Pearson Publication, 12th Edition self awareness know yourself / insight (110) Group & Individuals (374) Group discussion*
- *Chanakya's 7 Secrets of Leadership, Radhakrishnan Pillai and D.Shivnandhan, Jaico*
- *Social Psychology: Understanding Human Interaction, Baron, Robert A., (302/BAR/BYR), 7th Edition*
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- *The Habit of Winning., Iyer, Prakash, Penguin, India; 2011*
- *The Goal, Goldratt, Eliyahu, The Northriver press; 1994*
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- *SahaSoneri Pane, Vinayak D. Savarkar*
- *Environmental Biology and Toxicology, P.D. Sharma., Rastogi Publication*
- *Environmental Science, S.C. Santra, New Central Book Agency*

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- *National Cadet Corps (India)*, Lambert M. Surhone, Mariam T. Tennoe, Susan F. Henssonow, Betascript Publishing, 2011
- *National Cadet Corps, Youth in Action (Google eBook)*, National Cadet Corps (India), Lancer Publishers, 2003
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- *National Cadet Corps of India*, Man Mohan Sharma, Vision Books, 1980 Original from the University of Michigan
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- *Discovery of India*, Jawaharlal Nehru
- *Health and Hygiene*, Manoj. J.S., Agra University Publication
- *Yoga for Healing*, Venkateswaran P.S., Bombay:- Jaico Publishing House 1989
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- *Dheer, S.D.(1991). Introduction to Health Education. New Delhi : Friends Publication.*
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Mathematical and Statistical Techniques

- *Mathematics for Economics and Finance Methods and Modelling by Martin Anthony and Norman Biggs, Cambridge University Press, Cambridge low-priced edition, 2000, Chapters 1, 2, 4, 6 to 9 & 10.*
- *Applied Calculus: By Stephen Waner and Steven Constenoble, Brooks/Cole Thomson Learning, second edition, Chapter 1 to 5.*
- *Business Mathematics By D. C. Sancheti and V. K. Kapoor, Sultan Chand & Sons, 2006, Chapter 1, 5, 7, 9 &10.*
- *Mathematics for Business Economics: By J. D. Gupta, P. K. Gupta and Man Mohan, Tata Mc- Graw Hill Publishing Co. Ltd., 1987, Chapters 9 to 11 & 16.*
- *Quantitative Methods-Part-I By S. Saha and S. Mukerji, New Central Book Agency, 1996, Chapters 7 & 12.*
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- *Fundamentals of Statistics - D. N. Elhance.*
- *Statistical Methods - S.G. Gupta (S. Chand & Co.*
- *Statistics for Management - Lovin R. Rubin D.S. (Prentice Hall of India)*
- *Statistics - Theory, Method & Applications D.S.Sancheti& V. K. Kapoor.*
- *Modern Business Statistics - (Revised)-B. Pearles& C. Sullivan –Prentice Hall of India.*
- *Business Mathematics & Statistics: B Aggarwal, Ane Book Pvt. Limited*
- *Business Mathematics: D C Sancheti& V K Kapoor, Sultan Chand & Sons*
- *Business Mathematics: A P Verma, Asian Books Pvt. :Limited.*

Question Paper Pattern (Practical Courses)

Maximum Marks: 100

Questions to be set: 06

Duration: 03 Hrs.

All Questions are Compulsory Carrying 15 Marks each.

Question No	Particular	Marks
Q-1	Objective Questions A) Sub Questions to be asked 12 and to be answered any 10 B) Sub Questions to be asked 12 and to be answered any 10 (*Multiple choice / True or False / Match the columns/Fill in the blanks)	20 Marks
Q-2	Full Length Practical Question OR	15 Marks
Q-2	Full Length Practical Question	15 Marks
Q-3	Full Length Practical Question OR	15 Marks
Q-3	Full Length Practical Question	15 Marks
Q-4	Full Length Practical Question OR	15 Marks
Q-4	Full Length Practical Question	15 Marks
Q-5	Full Length Practical Question OR	15 Marks
Q-5	Full Length Practical Question	15 Marks
Q-6	A) Theory questions B) Theory questions OR	10 Marks 10 Marks
Q-6	Short Notes To be asked 06 To be answered 04	20 Marks

Note:

Practical question of 15 marks may be divided into two sub questions of 7/8 and 10/5Marks.

Question Paper Pattern (Theoretical Courses)

Maximum Marks: 100

Questions to be set: 06

Duration: 03 Hrs.

All Questions are Compulsory Carrying 15 Marks each.

Question No	Particular	Marks
Q-1	Objective Questions A) Sub Questions to be asked 12 and to be answered any 10 B) Sub Questions to be asked 12 and to be answered any 10 (*Multiple choice / True or False / Match the columns/Fill in the blanks)	20 Marks
Q-2	Full Length Question OR	15 Marks
Q-2	Full Length Question	15 Marks
Q-3	Full Length Question OR	15 Marks
Q-3	Full Length Question	15 Marks
Q-4	Full Length Question OR	15 Marks
Q-4	Full Length Question	15 Marks
Q-5	Full Length Question OR	15 Marks
Q-5	Full Length Question	15 Marks
Q-6	A) Theory questions B) Theory questions OR	10 Marks 10 Marks
Q-6	Short Notes To be asked 06 To be answered 04	20 Marks

Note:

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

University of Mumbai



**Revised Syllabus
and
Question Paper Pattern
of Courses of
Bachelor of Commerce Programme
Second Year
Semester III and IV**

**Under Choice Based Credit, Grading and
Semester System**

To be implemented from Academic Year 2017-2018

Faculty of Commerce

S.Y.B.Com

(To be implemented from Academic Year- 2017-2018)

No. of Courses	Semester III	Credits	No. of Courses	Semester IV	Credits
1	<i>Elective Courses (EC)</i>		1	<i>Elective Courses (EC)</i>	
1A	<i>Discipline Specific Elective(DSE) Courses</i>		1A	<i>Discipline Specific Elective(DSE) Courses</i>	
1Aa	<i>Discipline Specific Elective(DSE) Courses</i>		1Aa	<i>Discipline Specific Elective(DSE) Courses</i>	
1	Accountancy and Financial Management III	03	1	Accountancy and Financial Management IV	03
1Ab	<i>Discipline Specific Elective(DSE) Courses</i>		1Ab	<i>Discipline Specific Elective(DSE) Courses</i>	
2	*Any one course from the following list of the courses	03	2	*Any one course from the following list of the courses	03
1B	<i>Discipline Related Elective(DRE) Courses</i>		1B	<i>Discipline Related Elective(DRE) Courses</i>	
3	Commerce III	03	3	Commerce IV	03
4	Business Economics III	03	4	Business Economics IV	03
2	<i>Ability Enhancement Courses (AEC)</i>		2	<i>Ability Enhancement Courses (AEC)</i>	
2A	<i>*Skill Enhancement Courses (SEC) Group A</i>		2A	<i>**Skill Enhancement Courses (SEC) Group A</i>	
5	*Any one course from the following list of the courses	03	5	*Any one course from the following list of the courses	03
2B	<i>*Skill Enhancement Courses (SEC) Group B</i>		2B	<i>**Skill Enhancement Courses (SEC) Group B</i>	
6	Any one course from the following list of the courses	02	6	Any one course from the following list of the courses	02
3	<i>Core Courses (CC)</i>		3	<i>Core Courses (CC)</i>	
7	Business Law I	03	7	Business Law II	03
Total Credits		20	Total Credits		20

<i>1Ab *List of Discipline Specific Elective (DSE) Courses for Semester III (Any One)</i>		<i>1Ab *List of Discipline Specific Elective(DSE) Courses for Semester IV (Any One)</i>	
1	Financial Accounting and Auditing - Introduction to Management Accounting	1	Financial Accounting and Auditing - Auditing
2	Business Management - Marketing Management	2	Business Management- Marketing Management
3	Banking & Finance- Introduction to Banking in India	3	Banking & Finance- Introduction to Banking in India
4	Commerce- International Business Relations	4	Commerce- International Business Relations

*List of Skill Enhancement Courses (SEC) Group A for Semester III (Any One)		*List of Skill Enhancement Courses (SEC) Group A for Semester IV (Any One)	
1	Advertising I	1	Advertising II
2	Field Sales Management I	2	Field Sales Management II
3	Public Relations I	3	Public Relations II
4	Mass Communication I	4	Mass Communication II
5	Travel & Tourism Management Paper I	5	Travel & Tourism Management II
6	Journalism I	6	Journalism II
7	Company Secretarial Practice I	7	Company Secretarial Practice II
8	Rural Development I	8	Rural Development II
9	Co-operation I	9	Co-operation II
10	Mercantile Shipping I	10	Mercantile Shipping II
11	Indian Economic Problem I	11	Indian Economic Problem II
12	Computer Programming I	12	Computer Programming II
13	Logistic and Supply Chain Management I	13	Logistic and Supply Chain Management I
14	Economic System I	14	Economic System II
Note: Course selected in Semester III will continue in Semester IV			

*List of Skill Enhancement Courses (SEC) Group B for Semester III (Any One)		** List of Skill Enhancement Courses (SEC) Group B for Semester IV (Any One)	
1	Foundation Course- Contemporary Issues - III	1	Foundation Course- Contemporary Issues - IV
2	Foundation Course in NSS - III	2	Foundation Course in NSS - IV
3	Foundation Course in NCC - III	3	Foundation Course in NCC - IV
4	Foundation Course in Physical Education - III	4	Foundation Course in Physical Education - IV
Note: Course selected in Semester III will continue in Semester IV			

B.Com. Programme
Under Choice Based Credit, Grading and Semester System
Course Structure

(To be implemented from Academic Year- 2017-2018)

Semester III

No. of Courses	Semester III	Credits
1	Elective Courses (EC)	
1A	Discipline Specific Elective(DSE) Courses	
1Aa	Discipline Specific Elective(DSE) Courses	
1	Accountancy and Financial Management III	03
1Ab	Discipline Specific Elective(DSE) Courses	
2	*Any one course from the following list of the courses	03
1B	Discipline Related Elective(DRE) Courses	
3	Commerce III	03
4	Business Economics III	03
2	Ability Enhancement Courses (AEC)	
2A	*Skill Enhancement Courses (SEC) Group A	
5	*Any one course from the following list of the courses	03
2B	*Skill Enhancement Courses (SEC) Group B	
6	Any one course from the following list of the courses	02
3	Core Courses (CC)	
7	Business Law I	03
Total Credits		20

1Ab *List of Discipline Specific Elective (DSE) Courses for Semester III (Any One)	
1	Financial Accounting and Auditing - Introduction to Management Accounting
2	Business Management - Marketing Management
3	Banking & Finance- Introduction to Banking in India
4	Commerce- International Business Relations

***List of Skill Enhancement Courses (SEC) Group A
for Semester III (Any One)**

1	Advertising I
2	Field Sales Management I
3	Public Relations I
4	Mass Communication I
5	Travel & Tourism Management Paper I
6	Journalism I
7	Company Secretarial Practice I
8	Rural Development I
9	Co-operation I
10	Mercantile Shipping I
11	Indian Economic Problem I
12	Computer Programming I
13	Logistic and Supply Chain Management I
14	Economic System I

Note: Course selected in Semester III will continue in Semester IV

**** List of Skill Enhancement Courses (SEC) Group B**

1	Foundation Course – Contemporary Issues- III
2	Foundation Course in NSS - III
3	Foundation Course in NCC - III
4	Foundation Course in Physical Education - III

Note: Course selected in Semester III will continue in Semester IV

**Revised Syllabus of Courses of B.Com. Programme at Semester III
with Effect from the Academic Year 2017-2018**

Elective Courses (EC)

Discipline Specific Elective (DSE) Courses

1Aa. Accountancy and Financial Management III

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Partnership Final Accounts based on Adjustment of Admission or Retirement/Death of a Partner during the year	15
2	Piecemeal Distribution of Cash	15
3	Amalgamation of Firms	15
4	Conversion / Sale of a Partnership Firm into a Ltd. Company	15
Total		60

Sr. No.	Modules / Units
1	Partnership Final Accounts based on Adjustment of Admission or Retirement/Death of a Partner during the year
	i) Simple final accounts questions to demonstrate the effect on final Accounts when a partner is admitted during the year or when partner Retires / dies during the year. ii) Allocation of gross profit prior to and after admission / retirement / death when stock on the date of admission / retirement is not given and apportionment of other expenses based on time / Sales/other given basis. iii) Ascertainment of gross profit prior to and after admission/retirement/death when stock on the date of admission/retirement is given and apportionment of other expenses based on time / Sales / other given basis Excluding Questions where admission / retirement / death takes place in the same year.
2	Piecemeal Distribution of Cash
	i) Excess Capital Method only ii) Asset taken over by a partner iii) Treatment of past profits or past losses in the Balance sheet iv) Contingent liabilities / Realization expenses / amount kept aside for expenses and adjustment of actual v) Treatment of secured liabilities vi) Treatment of preferential liabilities like Govt. dues / labour dues etc. Excluding : Insolvency of partner and Maximum Loss Method
3	Amalgamation of Firms
	i) Realization method only ii) Calculation of purchase consideration iii) Journal / ledger accounts of old firms iv) Preparing Balance sheet of new firm v) Adjustment of goodwill in the new firm vi) Realignment of capitals in the new firm by current accounts / cash or a combination thereof Excluding Common transactions between the amalgamating firms
4	Conversion / Sale of a Partnership Firm into a Ltd. Company
	(i) Realisation method only (ii) Calculation of New Purchase consideration, Journal / Ledger Accounts of old firms. Preparing Balance sheet of new company

Reference Text :

1. Ashish K. Bhattacharyya – “Financial Accounting for Business Managers”, Prentice Hall of India Pvt. Ltd.
2. Shashi K. Gupta – “Contemporary Issues in Accounting”, Kalyani Publishers.
3. R. Narayanaswamy – “Financial Accounting”, Prentice Hall of India, New Delhi
4. Ashok Sehgal – “Fundamentals of Financial Accounting”, Taxmann’s Publishers

Question Paper Pattern (Theoretical Courses)

Maximum Marks: 100

Questions to be set: 06

Duration: 03 Hrs.

All Questions are Compulsory Carrying 15 Marks each.

Question No	Particular	Marks
Q-1	Objective Questions A) Sub Questions to be asked 12 and to be answered any 10 B) Sub Questions to be asked 12 and to be answered any 10 (*Multiple choice / True or False / Match the columns/Fill in the blanks)	20 Marks
Q-2	Full Length Question OR	15 Marks
Q-2	Full Length Question	15 Marks
Q-3	Full Length Question OR	15 Marks
Q-3	Full Length Question	15 Marks
Q-4	Full Length Question OR	15 Marks
Q-4	Full Length Question	15 Marks
Q-5	Full Length Question OR	15 Marks
Q-5	Full Length Question	15 Marks
Q-6	A) Theory questions B) Theory questions OR	10 Marks 10 Marks
Q-6	Short Notes To be asked 06 To be answered 04	20 Marks

Note:

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

***Revised Syllabus of Courses of B.Com. Programme at Semester III
with Effect from the Academic Year 2017-2018***

Elective Courses (EC)

Discipline Specific Elective (DSE) Courses

**1Ab. Financial Accounting and Auditing – Introduction
to Management Accounting**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to Management Accounting	10
2	Ratio Analysis and Interpretation	15
3	Working Capital Management	10
4	Capital Budgeting	10
Total		45

Sr. No.	Modules / Units
1	Introduction to Management Accounting
	<p>A. Introduction to Management Accounting – Meaning, Nature, Scope, Functions, Decision Making Process, Financial Accounting V/s Management Accounting</p> <p>B. Analysis and Interpretation of Financial Statements</p> <p>i) Study of Balance sheet and Income statement / Revenue statements in vertical form suitable for analysis</p> <p>ii) Relationship between items in Balance Sheet and Revenue statement</p> <p>iii) Tools of analysis of Financial Statements (i) Trend analysis (ii) Comparative Statement (iii) Common Size Statement</p> <p>Note : (i) Problems based on trend analysis (ii) Short Problems on Comparative and Common sized statements</p>
2	Ratio Analysis and Interpretation
	<p>(Based on Vertical Form of Financial statements) – Meaning, classification, Du Point Chart, advantages and Limitations)</p> <p>A. Balance Sheet Ratios :</p> <p>i) Current Ratio</p> <p>ii) Liquid Ratio</p> <p>iii) Stock Working Capital Ratio</p> <p>iv) Proprietary Ratio</p> <p>v) Debt Equity Ratio</p> <p>vi) Capital Gearing Ratio</p> <p>B. Revenue Statement Ratio:</p> <p>i) Gross Profit Ratio</p> <p>ii) Expenses Ratio</p> <p>iii) Operating Ratio</p> <p>iv) Net Profit Ratio</p> <p>v) Net Operating Profit Ratio</p> <p>vi) Stock Turnover Ratio</p> <p>A. Combined Ratio :</p> <p>i) Return on capital employed (Including Long Term Borrowings)</p> <p>ii) Return on proprietor's Fund (Shareholders Fund and Preference Capital)</p> <p>iii) Return on Equity Capital</p> <p>iv) Dividend Payout Ratio</p> <p>v) Debt Service Ratio</p> <p>vi) Debtors Turnover</p> <p>vii) Creditors Turnover</p> <p>(Practical Question on Ratio Analysis)</p>
3	Working Capital Management : (Practical Questions)
	<p>A. Concept, Nature of Working Capital , Planning of Working Capital</p> <p>B. Estimation / Projection of Working Capital Requirement in case of Trading and Manufacturing Organization</p> <p>C. Operating Cycle</p>

Sr. No.	Modules / Units
4	Capital Budgeting
	A. Introduction: B. The classification of capital budgeting projects C. Capital budgeting process D. Capital budgeting techniques - Payback Period, Accounting Rate of Return, Net Present Value, The Profitability Index, Discounted Payback. (Excluding calculation of cash flow)

Reference Text :

1. Cost and Management Accounting - Colinn Dury 7th Edition
2. Cost and Management Accounting- Dbarshi Bhattacharyya pearson Publications 2013 edition
3. Management Accounting - M.Y.Khan
4. Management Accounting - I.M.pandey

Question Paper Pattern (Theoretical Courses)

Maximum Marks: 100

Questions to be set: 06

Duration: 03 Hrs.

All Questions are Compulsory Carrying 15 Marks each.

Question No	Particular	Marks
Q-1	Objective Questions C) Sub Questions to be asked 12 and to be answered any 10 D) Sub Questions to be asked 12 and to be answered any 10 (*Multiple choice / True or False / Match the columns/Fill in the blanks)	20 Marks
Q-2	Full Length Question OR	15 Marks
Q-2	Full Length Question	15 Marks
Q-3	Full Length Question OR	15 Marks
Q-3	Full Length Question	15 Marks
Q-4	Full Length Question OR	15 Marks
Q-4	Full Length Question	15 Marks
Q-5	Full Length Question OR	15 Marks
Q-5	Full Length Question	15 Marks
Q-6	C) Theory questions D) Theory questions OR	10 Marks 10 Marks
Q-6	Short Notes To be asked 06 To be answered 04	20 Marks

Note:

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

***Revised Syllabus of Courses of B.Com. Programme at Semester III
with Effect from the Academic Year 2017-2018***

Elective Courses (EC)

Discipline Specific Elective (DSE) Courses

1Ab. Business Management-Marketing Management

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Marketing Management and Marketing Environment	10
2	Understanding Competition and Strategic Marketing	15
3	Product	10
4	Pricing	10
Total		45

Sr. No.	Modules / Units
1	Marketing Management and Marketing Environment
	<ul style="list-style-type: none"> • Marketing management : Definition, need and importance of marketing management • Functions of Marketing Management • Micro and Macro Environment with specific reference to India • Emerging Marketing opportunities in India – Marketing at the bottom of the pyramid, growing middle class • International marketing environment
2	Understanding Competition and Strategic Marketing
	<ul style="list-style-type: none"> • Marketing strategy : Definition and Features • Steps in strategic marketing planning process • SWOT Analysis • Michael Porter’s Five Forces Model • Analyzing competition
3	Product
	<ul style="list-style-type: none"> • Definition, Product Levels – Customer Value Hierarchy • Product Classification : Based on durability and tangibility, consumer goods classification and industrial goods classification • Product Life Cycle : Stages and features of each stage • Product Positioning : Meaning and Importance • Steps in Product Positioning
4	Pricing
	<ul style="list-style-type: none"> • Meaning and objective of Pricing • Factors affecting pricing decisions • Methods of pricing : Mark-up pricing, Target-return Pricing, Perceived-value Pricing, Value Pricing, Going-Rate Pricing and Auction Pricing • Steps in Pricing

Reference Books:

1. Philip Kotler (2003). Marketing Management : Eleventh Edition. New Delhi : Pearson Education
2. V. S. Ramaswani and S Namakumari (2002). Marketing : Planning, Implementation and Control (3rd Edition) New Delhi, Macmillan India
3. Michael Porter – Competitive Advantage
4. Theodore Levitt – Marketing Management
5. Fundamentals of Marketing – William Stanton
6. Customer Driven Services Management (1999) Response Books

Question Paper Pattern (Theoretical Courses)

Maximum Marks: 100

Questions to be set: 06

Duration: 03 Hrs.

All Questions are Compulsory Carrying 15 Marks each.

Question No	Particular	Marks
Q-1	Objective Questions E) Sub Questions to be asked 12 and to be answered any 10 F) Sub Questions to be asked 12 and to be answered any 10 (*Multiple choice / True or False / Match the columns/Fill in the blanks)	20 Marks
Q-2	Full Length Question OR	15 Marks
Q-2	Full Length Question	15 Marks
Q-3	Full Length Question OR	15 Marks
Q-3	Full Length Question	15 Marks
Q-4	Full Length Question OR	15 Marks
Q-4	Full Length Question	15 Marks
Q-5	Full Length Question OR	15 Marks
Q-5	Full Length Question	15 Marks
Q-6	E) Theory questions F) Theory questions OR	10 Marks 10 Marks
Q-6	Short Notes To be asked 06 To be answered 04	20 Marks

Note:

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

**Revised Syllabus of Courses of B.Com. Programme at Semester III
with Effect from the Academic Year 2017-2018**

**Elective Courses (EC)-
1B Discipline Related Elective (DRE) Courses**

3. Commerce –II

(Management: Functions and Challenges)

Course Objectives:

- To make the learners aware about conceptual knowledge and evolution of Management.
- To familiarize the learners with the functions in Management.

Sr. No.	Modules	No. of Lectures
1	Introduction To Management	11
2	Planning & Decision Making	10
3	Organising	12
4	Directing And Controlling	12
Total		45

Sr. No.	Modules
1	Introduction To Management (11)
	<ul style="list-style-type: none"> • Management- Concept, Nature, Functions, Managerial Skills & Competencies • Evolution of Management Thoughts Classical Approach: Scientific Management – F.W.Taylor’s Contribution Classical Organisation Theory: HenriFayol’s Principles Neo Classical: Human Relations Approach – EltonMayo’s Hawthorne experiments • Modern Management Approach-PeterDrucker’s Dimensions of Management, Indian Management Thoughts: Origin & Significance of Indian Ethos to Management.
2	Planning & Decision Making (10)
	<ul style="list-style-type: none"> • Planning - Steps, Importance, Components, Coordination – Importance • M.B.O -Process, Advantages, Management By Exception- Advantages; Management Information System- Concept, Components • Decision Making - Techniques, Essentials of a Sound Decision Making, Impact of Technology on Decision Making.
3	Organising (12)
	<ul style="list-style-type: none"> • Organising-Steps, Organisation Structures – Features of Line & Staff Organisation, Matrix Organisation , Virtual Organisation, Formalv/s Informal Organisation. • Departmentation -Meaning -Bases,Span of Management- Factors Influencing Span of Management, Tall and Flat Organisation. • Delegation of Authority- Process, Barriers to Delegation, Principles of Effective Delegation. Decentralisation:Factors Influencing Decentralisation, Centralization v/s Decentralisation
4	Directing And Controlling (12)
	<ul style="list-style-type: none"> • Motivation – Concept, Importance, Influencing factors. Importance of Communication, Barriers to effective Communication • Leadership- Concept,Functions, Styles, Qualities of a good leader. • Controlling – Concept, Steps, Essentials of good control system, Techniques of Controlling -PERT, CPM, Budgetary Control, Management Audit.

SEMESTER – III REFERENCE BOOKS:

REFERENCES

1. Management Today Principles & Practice- Gene Burton, ManabThakur, Tata McGraw-Hill, Publishing Co.Ltd.
2. Management – James A.F. Stoner, Prentice Hall, Inc .U.S.A.
3. Management : Global Prospective –Heinz Weihrich & Harold Koontz, Tata McGraw- Hill, Publishing Co.Ltd.
4. Essential of Database Management Systems -Alexis Leon , Mathews Leon Vijay Nicole, Imprints Pvt Ltd.
5. Management –Task ,Resp, Practices – PetaDruche “willian Heinemann LTD.

PAPER PATTERN
COMMERCE PAPER I & II
SEMESTER - III & IV
W.E.F. 2017-2018

Q.1 Multiple Choice Questions

(A) Select the most appropriate answer from the option given below 10

(Any Ten out of Twelve)

(B) State whether the following statements are True or False 10

(Any Ten out of Twelve)

Q.2 Answer **Any Two** of the following **Out of Three** questions - Module - I 15

a.

b.

c.

Q.3 Answer **Any Two** of the following **Out of Three** questions - Module - II 15

a.

b.

c.

Q.4 Answer **Any Two** of the following **Out of Three** questions - Module - III 15

a.

b.

c.

Q.5 Answer **Any Two** of the following **Out of Three** questions - Module - IV 15

a.

b.

c.

Q.6 Write notes on **Any Four out of Six**

**Revised Syllabus of Courses of B.Com. Programme at Semester III
with Effect from the Academic Year 2017-2018**

**Elective Courses (EC)-
1B Discipline Related Elective (DRE) Courses**

4. Business Economics III

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Overview of Macroeconomics	10
2	Basic concepts of Keynesian Economics	10
3	Post Keynesian developments in Macro economics	10
4	Money, prices and Inflation	15
	Total	45

BUSINESS ECONOMICS III

ELEMENTS OF MACROECONOMICS

Preamble

An overall approach to macroeconomics is to examine the economy as a whole. This course is an introduction to the basic analytical tools of macro economics to evaluate macro economic conditions such as inflation, unemployment and growth. It is designed to make system of overall economy understandable and relevant. The aim is to provide a clear explanation of many aspects of aggregate economic variables to inspire a consistent way of thinking about key macroeconomic phenomena. It intends to familiarize the commerce students with basic concepts of macroeconomics and with certain common features of economic occurrence in the real world.

Sr. No.	Modules / Units
1	INTRODUCTION
	<ul style="list-style-type: none"> • Macroeconomics: Meaning, Scope and Importance. • Circular flow of aggregate income and expenditure and its Importance- closed and open economy models • The Measurement of National Product: Meaning and Importance of National Income Accounting- conventional and Green GNP and NNP concepts -National Income and Economic Welfare. • Trade Cycles: Features and Phases • Classical Macro economics : Say's law of Markets - Features, Implications and Criticism
2	BASIC CONCEPTS OF KEYNESIAN ECONOMICS
	<ul style="list-style-type: none"> • The Principle of Effective Demand: Aggregate Demand and Aggregate Supply • Consumption Function: Properties, Assumptions and Implications • Investment function and Marginal Efficiency of capital • Investment Multiplier effect on Income and Output: Assumptions, Working, Leakages, Criticism and Importance - paradox of thrift • Relevance of Keynesian theory tools to the developing countries <p>Liquidity Preference Theory of Interest</p>
3	POST KEYNESIAN DEVELOPMENTS IN MACRO ECONOMICS
	<ul style="list-style-type: none"> • The IS-LM model of integration of commodity and money markets • Inflation and unemployment : Philips curve • Stagflation : meaning, causes, and consequences • Supply side economics
4	MONEY, PRICES AND INFLATION
	<ul style="list-style-type: none"> • Money Supply: Determinants of Money Supply - Factors influencing Velocity of Circulation of Money • Demand for Money : Classical and Keynesian approaches and Keynes' liquidity preference theory of interest - Friedman's restatement of Demand for money • Money and prices : Quantity theory of money - Fisher's equation of exchange - Cambridge cash balance approach • Inflation : Demand Pull Inflation and Cost Push Inflation - Effects of Inflation- Nature of inflation in a developing economy - policy measures to curb inflation- monetary policy and inflation targeting

Reference Books

Ackley.G (1976), Macro Economic Theory and Policy, Macmillan Publishing Co. New York

Ahuja. H.L., Modern Economics — S.Chand Company Ltd. New Delhi.

Blanchard Olivier (2000), Macro Economics, Englewood Elitt, Prentice Hall

Bouman John, Principles of Macro Economics

Dornbush , Rudiger, Fisher Stanley and Startz, Richards Macroeconomics, Nineth edition
2004 Tata-Mac Graw Hill, New Delhi.

Dwivedi, D.N. (2001), Macro Economics: Theory and Policy, Tata-Mac Graw Hill, New Delhi.

Friedman Hilton (1953) Essays in Positive Economics, University of Chicago Press, London.

Gregory .N. Mankiw, Macroeconomics, Fifth Edition (2002) New York:Worth Publishers

Jhingan, M.L., Principles of Economics — Vrinda Publications (P) Ltd.

Shapiro, E (1996), Macro-Economic Analysis , Galgotia Publication, New Delhi.

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

QUESTION PAPER PATTERN
Business Economics Semester III

Maximum Marks: 100 Marks

Time: 3 Hours

Note: 1) Attempt all Questions

2) All Questions carry equal marks

3) Attempt any two questions out of three in each of question 2, 3, 4 & 5

Question No	Particulars	Marks
Q-1	Objective Questions: A) Conceptual questions (Any Five out of Eight) (Two from each module) B) Multiple Choice Questions (10 questions at least two from each Module)	20Marks 10 Marks 10 Marks
Q-2 (from Module I)	A) Full Length Question B) Full Length Question C) Full Length Question	20Marks
Q-3 (from Module II)	A) Full Length Question B) Full Length Question C) Full Length Question	20Marks
Q-4 (from Module III)	A) Full Length Question B) Full Length Question C) Full Length Question	20Marks
Q-5 (from Module IV)	A) Full Length Question B) Full Length Question C) Full Length Question	20Marks

**Revised Syllabus of Courses of B.Com. Programme at Semester III
with Effect from the Academic Year 2017-2018**

**2 Ability Enhancement Courses (AEC)
2A * Skill Enhancement Courses (SEC) Group A**

5. Advertising - I

Course Objective:

1. To highlight the role of advertising for the success of brands and its importance within the marketing function of a company.
2. It aims to orient learners towards the practical aspects and techniques of advertising.
3. It is expected that this course will prepare learners to lay down a foundation for advanced post-graduate courses in advertising

Sr. No.	Modules	No. of Lectures
1	Introduction to Advertising	12
2	Advertising Agency	11
3	Economic & Social Aspects of Advertising	11
4	Brand Building and Spécial Purpose Advertising	11
Total		45

Sr. No.	Modules
1	Introduction to Advertising
	<ul style="list-style-type: none"> • Integrated Marketing Communications (IMC)- Concept, Features, Elements, Role of advertising in IMC • Advertising: Concept, Features, Evolution of Advertising, Active Participants, Benefits of advertising to Business firms and consumers. • Classification of advertising: Geographic, Media, Target audience and Functions.
2	Advertising Agency
	<ul style="list-style-type: none"> • Ad Agency: Features, Structure and services offered, Types of advertising agencies , Agency selection criteria • Agency and Client: Maintaining Agency–Client relationship, Reasons and ways of avoiding Client Turnover, Creative Pitch, Agency compensation • Careers in advertising: Skills required for a career in advertising, Various Career Options, Freelancing Career Options - Graphics, Animation, Modeling, Dubbing.
3	Economic & Social Aspects of Advertising
	<ul style="list-style-type: none"> • Economic Aspects: Effect of advertising on consumer demand, monopoly and competition, Price. • Social aspects: Ethical and social issues in advertising, positive and negative influence of advertising on Indian values and culture. • Pro Bono/Social advertising: Pro Bono Advertising, Social Advertising by Indian Government through Directorate of Advertising and Visual Publicity (DAVP), Self-Regulatory body- Role of ASCI (Advertising Standard Council of India)
4	Brand Building and Special Purpose Advertising
	<ul style="list-style-type: none"> • Brand Building: The Communication Process, AIDA Model, Role of advertising in developing Brand Image and Brand Equity, and managing Brand Crises. • Special purpose advertising: Rural advertising, Political advertising-, Advocacy advertising, Corporate Image advertising, Green Advertising – Features of all the above special purpose advertising. • Trends in Advertising: Media, Ad spends, Ad Agencies, Execution of advertisements

Revised Syllabus of Courses of SYB. Com
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Reference Books

Advertising

1. Advertising and Promotion : An Integrated Marketing Communications Perspective George Belch and Michael Belch, 2015, 10th Edition, McGraw Hill Education
2. Contemporary Advertising, 2017, 15th Edition, William Arens, Michael Weigold and Christian Arens, Hill Higher Education
3. Strategic Brand Management – Kevin Lane Keller, 4th Edition, 2013 – Pearson Education Limited
4. Kleppner’s Advertising Procedure – Ron Lane and Karen King, 18th edition, 2011 – Pearson Education Limited
5. Advertising: Planning and Implementation, 2006 – Raghuvir Singh, Sangeeta Sharma –Prentice Hall
6. Advertising Management, 5th Edition, 2002 – Batra, Myers and Aaker – Pearson Education
7. Advertising Principles and Practice, 2012 - Ruchi Gupta – S.Chand Publishing
8. Brand Equity & Advertising- Advertising’s role in building strong brands, 2013- David A. Aker, Alexander L. Biel, Psychology Press
9. Brand Positioning – Strategies for Competitive Advantage, Subroto Sengupta, 2005, Tata McGraw Hill Publication.
10. The Advertising Association Handbook - J. J. D. Bullmore, M. J. Waterson, 1983 - Holt Rinehart & Winston
11. Integrated Advertising, Promotion, and Marketing Communications, Kenneth E. Clow and Donald E. Baack, 5th Edition, 2012 – Pearson Education Limited
12. Kotler Philip and Eduardo Roberto, Social Marketing, Strategies for Changing Public Behaviour, 1989, The Free Press, New York.
13. Confessions of an Advertising Man, David Ogilvy, 2012, Southbank Publishing
14. Advertising, 10th Edition, 2010 - Sandra Moriarty, Nancy D Mitchell, William D. Wells, Pearson

PAPER PATTERN
ADVERTISING PAPER I & II
SEMESTER - III & IV
W.E.F. 2017-2018

Q.1 Multiple Choice Questions

(A) Select the most appropriate answer from the option given below 10

(Any Ten out of Twelve)

(B) State whether the following statements are True or False 10

(Any Ten out of Twelve)

Q.2 Answer **Any Two** of the following **Out of Three** questions - Module - I 15

a.

b.

c.

Q.3 Answer **Any Two** of the following **Out of Three** questions - Module - II 15

a.

b.

c.

Q.4 Answer **Any Two** of the following **Out of Three** questions - Module - III 15

a.

b.

c.

Q.5 Answer **Any Two** of the following **Out of Three** questions - Module - IV 15

a.

b.

c.

Q.6 Write notes on **Any Four out of Six** 20

**Revised Syllabus of Courses of B.Com. Programme at Semester III
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**2 Ability Enhancement Courses (AEC)
2A * Skill Enhancement Courses (SEC) Group A**

5. Field Sales Management – I

Course Objective:

1. To understand the concept of field sales management.
2. To Make Learners aware about practical applications of sales management.

Sr. No.	Modules	No. of Lectures
1	Field Sales Management	11
2	Sales Organisation	11
3	Sales Policies	11
4	Sales Force Management	12
Total		45

Sr. No.	Modules
1	Field Sales Management
	<ul style="list-style-type: none"> • Introduction to Sales Management – Meaning & Concept – Nature, Objectives of Salesmanship, Function of Sales Management, Sales Management as a career option. • Field Sales Management – Introduction, Concept of Personal Selling & Advertising, Difference between selling and Marketing, Difference between Advertising & Personal Selling , Changing face of Personal Selling. • Sales Manager – Qualities & Qualification of Sales Manager – Essentials for a Successful Sales Manager – Duties & Responsibilities of a Sales Manager.
2	Sales Organisation
	<ul style="list-style-type: none"> • Meaning, Nature, Characteristics of a Sales Organization, Need & Objectives of Sales Organization. • Structure of Sales Organization, Types of Sales Organizations and factors affecting structure of Sales Organization. • Centralization & Decentralization of Sales Organization, Merits and Demerits.
3	Sales Policies
	<ul style="list-style-type: none"> • Product Policies – Branding , Promotional Policies – Promotional Measure • Pricing Policies – Methods of Pricing, Factors, Strategies • Place / Distribution Policies – Channels of Distribution-Types (Consumer & Industrial Goods) , Factors affecting selection of channel of distribution
4	Sales Force Management
	<ul style="list-style-type: none"> • Recruitment and Selection of Salesforce – Concept, Sources of Recruitment Steps in selection process, Training of Salesforce -Methods • Compensating & Motivating the Sales Team -Methods of Compensation, Monetary and Non-Monetary tools of Motivation. • Evaluating Sales Force Performance, Functions, Sales records, Reporting, Performance Appraisal of Sales Force.

Reference Books

Field Sales Management

1. Philip Kotler – Marketing Management, 11th ed. Pearson Publication.
2. Porter, Michel E. Competitive Strategy, New York: The Free Press, 1980.
3. Tirodkar, Field Sales Management, Vani Publication, Pune.
4. Richard R Still, Edward W. Candiff, Sales Management.
5. M.D.Pestonjee, Motivation & Job Satisfaction.
6. Tom Reilly, Value Added Selling
7. Helen Woodruffe, Services Marketing, Macmillan Publication.
8. V.S.Ramaswamy, S.Namakumari, Marketing Management, Global Prospective – Indian Concept, Macmillan Publication

PAPER PATTERN
FIELD SALES MANAGEMENT PAPER I & II
SEMESTER - III & IV
W.E.F. 2017-2018

Q.1 Multiple Choice Questions

(A) Select the most appropriate answer from the option given below 10

(Any Ten out of Twelve)

(B) State whether the following statements are True or False 10

(Any Ten out of Twelve)

Q.2 Answer **Any Two** of the following **Out of Three** questions - Module - I 15

a.

b.

c.

Q.3 Answer **Any Two** of the following **Out of Three** questions - Module - II 15

a.

b.

c.

Q.4 Answer **Any Two** of the following **Out of Three** questions - Module - III 15

a.

b.

c.

Q.5 Answer **Any Two** of the following **Out of Three** questions - Module - IV 15

a.

b.

c.

Q.6 Write notes on **Any Four out of Six** 20

**Revised Syllabus of Courses of B.Com. Programme at Semester III
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**2 Ability Enhancement Courses (AEC)
2A * Skill Enhancement Courses (SEC) Group A**

5. Company Secretarial Practice - I

Course Objective:

- To provide the learners an insight about Company Secretarial Practices.
- To make the learners understand the role of Company Secretary towards Company's statutory provisions, rules and regulations.
- To make the learners understand the various aspects of Company Management, meetings and reports.

Sr. No.	Modules	No. of Lectures
1	Introduction to Company	12
2	Company Secretary Practices	12
3	Company Documentation and Formation	12
4	Secretarial Correspondence	10
Total		45

Sr. No.	Modules
1	Introduction to Company
	<ul style="list-style-type: none"> • Introduction to Company – Features, Types -As per Company’s Act, 2013. • Company Secretary – Qualities, Qualifications, Appointment procedure, Resignation & Removal. • Role of Company Secretary–Rights, Responsibilities, Liabilities of Company Secretary, Career options of Company Secretary.
2	Company Secretary Services
	<ul style="list-style-type: none"> • Advisory Services – Role of Company Secretary as an advisor to Chairman, Secretary as an liaison officer between the (a) Company and Stock Exchange (b) Company and Depository Participants (c) Company and Register of Companies (ROC). • Representation Services of Company Secretary at different forums- Company Law Board, Consumer Forum, SEBI, Arbitration & conciliation services, Cyber Law compliance, Secretarial Standards – Advantages, Secretarial Standards by ICSI, Secretarial Standards -1- 10. • Secretarial Audit – Procedure and Stages, Need and Importance, Scope.
3	Company Documentation and Formation
	<ul style="list-style-type: none"> • Memorandum of Association (MOA) - Clauses, Alteration of MOA, Ultra Vires. Articles of Association (AOA) – Contents, Prospectus – Statement in Lieu of Prospectus, Contents, Misleading Prospectus. • Company Formation –Stages,Secretarial Duties at each stage in public company and private company. • Conversion & Reconversion of Private and Public Company – Secretarial Procedure.
4	Secretarial Correspondence
	<ul style="list-style-type: none"> • Correspondence– Shareholders, Debenture Holders, Registrar of Companies, Stock Exchange & penalties thereon • Correspondence with SEBI, Company Law Board and penalties thereon, Role of technology in Secretarial Correspondence • Specimens– Letter to shareholders - Rights Issue, Bonus Issue, Letter toROC-Alteration of MOA/AoA, Letter to Stock Exchange –Listing of shares, Letters to Government- Reconversion/Conversion, Letter to Bank – Overdraft Facility

COMPANY SECRETARIAL PRACTICE

REFERENCES

Readings:

1. M. C.Bhandari : Guide to Company Law Procedure; Wadhwa& Company, Agra&Nagpur
2. K. V.Shanbhogue : Company Law Practice; BharatLaw House, New Delhi – 34
3. M. L.Sharma : Company Procedures and Register of Companies , Tax Publishers, Delhi
4. A. M.Chakborti, : Company Notices, Meetings and
B. P.Bhargava Resolutions, Taxmann, New Delhi
5. A.Ramaiya : Guide to the Companies Act, Wadhwa& Company, Nagpur
6. R.Suryanarayanan : Company Notices, Meetings and Resolutions, Kamal Law House, Kolkatta
7. D. K. Jain : E- Filling of Forms & returns
8. Taxmann : E-Company forms
9. V.K.Gaba : Depository Participants (Law & Practice)
10. ICSI Publications : Meetings
11. B. K.Sengupta : Company Law
12. D. K. Jain : Company Law Procedures

References:

1. M. C.Bhandari : Guide to Memorandum, Articles and
R.D.Makheeja Incorporation of Companies ; Wadhwa& Company, Agra&Nagpur
2. Taxman : Company Law, Digest

Journals:

1. Chartered Secretary : ICSI Publication
2. Student Company Secretary : ICSI Publication
3. Company Law Journal : L.M.Sharma, Post Box No. 2693, New Delhi – 110005.
4. Corporate Law Adviser : Corporate Law Advisers, Post Bag No. 3, VasantVihar, New Delhi

PAPER PATTERN

COMPANY SECRETARIAL PRACTICE - PAPER I & II

SEMESTER - III & IV

W.E.F. 2017-2018

Q.1 Multiple Choice Questions

(A) Select the most appropriate answer from the option given below 10

(Any Ten out of Twelve)

(B) State whether the following statements are True or False 10

(Any Ten out of Twelve)

Q.2 Answer **Any Two** of the following **Out of Three** questions - Module - I 15

a.

b.

c.

Q.3 Answer **Any Two** of the following **Out of Three** questions - Module - II 15

a.

b.

c.

Q.4 Answer **Any Two** of the following **Out of Three** questions - Module - III 15

a.

b.

c.

Q.5 Answer **Any Two** of the following **Out of Three** questions - Module - IV 15

a.

b.

c.

Q.6 Write notes on **Any Four out of Six** 20

**Revised Syllabus of Courses of B.Com. Programme at Semester III
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**2 Ability Enhancement Courses (AEC)
2A * Skill Enhancement Courses (SEC) Group A**

5. Computer Programming Paper I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Hardware	15
2	Software	15
3	Introduction To C Programming	15
4	C – Decision / Loop Statements	15
5	Laboratory Training	15
Total		75

Sr. No.	Modules / Units
1	UNIT – I : HARDWARE
	Evolution of Computers – Generations, Types of Computers, Computer System, Characteristics, Basic Components of a Digital Computer – Control Unit, ALU, Input / Output, Functions and Memory, Memory Addressing Capability of a CPU, Binary number system, Binary addition (1's complement, 2's Complement), Binary to decimal and Decimal to Binary Conversion, Octal Number, Hexadecimal System, World length of a computer, processing speed of a computer.
2	UNIT – II : SOFTWARE
	Software and its Need, Types of Software – System Software, Application software, System Software – Operating System, Utility Program, Algorithms, Flow Charts – Symbols, Rules for making Flow chart, Programming languages, Assemblers, Compilers and Interpreter, Computer Applications in Business.
3	UNIT – III : INTRODUCTION TO C PROGRAMMING
	Structure of C program, Keywords, identifies, constants, variables, data types, type modifier, type conversion, types of operator and expressions, Input and Output functions in C (print(), scanf(), getchar(), putchar(), gets(), puts()). Storage class specifiers Header files(stdio.h,math.j,conop.j)
4	UNIT – IV : C – DECISION / LOOP STATEMENTS
	Decision Statement – if-else statement, break, continue, goto, switch() case and nested if statement. Loop control statements – for(), while(), do-while loop() and nested loops.
5	LABORATORY TRAINING
	Lab 1 : Writing algorithms and drawing flowcharts (Input-process-output). Lab 2 : Writing algorithms and drawing flowcharts (Input-decision-process-output). Lab 3 : Writing algorithms and drawing flowcharts (Simple Loops). Lab 4 : Loading a C editor program-Entering and compiling a simple C-program. Lab 5 : C-program to input name-and sales & then print name and commission. Lab 6 : C-program to compute commission, discount etc using if() condition. Lab 7 : Computing income tax based on given criterion. Lab 8 : Printing numbers and summing number using loops. Lab 9 : Printing interest and depreciation tables.

QUESTION PAPER PATTERN

Maximum Marks : 75

Questions to be set : 05

Duration : $2\frac{1}{2}$ Hrs.

All Questions are Compulsory Carrying 15 Marks each.

Question No	Particulars	Marks
Q. 1.	Objective Questions A. Sub Questions to be asked 10 and to be solved any 08 B. Sub Questions to be asked 10 and to be solved any 07 (* Multiple choice / True or False / Match the columns)	15 Marks
Q. 2.	Full Length Question OR	15 Marks
Q. 2.	Full Length Question	15 Marks
Q. 3.	Full Length Question OR	15 Marks
Q.3.	Full Length Question	15 Marks
Q. 4.	Full Length Question OR	15 Marks
Q. 4.	Full Length Question	15 Marks
Q. 5.	Full Length Question OR	15 Marks
Q. 5.	Short Notes To be asked 05 To be answered 03	15 Marks

Note : Full length question of 15 marks may be divided into two sub questions of 08 and 07 marks.

**Revised Syllabus of Courses of B.Com. Programme at Semester III
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**2 Ability Enhancement Courses (AEC)
2B * Skill Enhancement Courses (SEC) Group B**

6. Foundation Course- Contemporary Issues- III

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Human Rights Provisions, Violations and Redressal	12
2	Dealing With Environmental Concerns	11
3	Science and Technology I	11
4	Soft Skills for Effective Interpersonal Communication	11
Total		45

Sr. No.	Modules / Units
1	<p>Human Rights Violations and Redressal</p> <p>A. Scheduled Castes- Constitutional and legal rights, Forms of violations, Redressal mechanisms. (2 Lectures)</p> <p>B. Scheduled tribes- Constitutional and legal rights, Forms of violations, Redressal mechanisms. (2 Lectures)</p> <p>C. Women- Constitutional and legal rights, Forms of violations, Redressal mechanisms. (2 Lectures)</p> <p>D. Children- Constitutional and legal rights, Forms of violations, Redressal mechanisms. (2 Lectures)</p> <p>E. People with Disabilities, Minorities, and the Elderly population- Constitutional and legal rights, Forms of violations, Redressal mechanisms. (4 Lectures)</p>
2	<p>Dealing With Environmental Concerns</p> <p>A. Concept of Disaster and general effects of Disasters on human life- physical, psychological, economic and social effects. (3 Lectures)</p> <p>B. Some locally relevant case studies of environmental disasters. (2 Lectures)</p> <p>C. Dealing with Disasters - Factors to be considered in Prevention, Mitigation (Relief and Rehabilitation) and disaster Preparedness. (3 Lectures)</p> <p>D. Human Rights issues in addressing disasters- issues related to compensation, equitable and fair distribution of relief and humanitarian approach to resettlement and rehabilitation. (3 Lectures)</p>
3	<p>Science and Technology – I</p> <p>A. Development of Science- the ancient cultures, the Classical era, the Middle Ages, the Renaissance, the Age of Reason and Enlightenment. (3 Lectures)</p> <p>B. Nature of science- its principles and characteristics; Science as empirical, practical, theoretical, validated knowledge. (2 Lectures)</p> <p>C. Science and Superstition- the role of science in exploding myths, blind beliefs and prejudices; Science and scientific temper- scientific temper as a fundamental duty of the Indian citizen. (3 Lectures)</p> <p>D. Science in everyday life- technology, its meaning and role in development; Interrelation and distinction between science and technology. (3 Lectures)</p>
4	<p>Soft Skills for Effective Interpersonal Communication</p> <p>Part A (4 Lectures)</p> <p>I) Effective Listening - Importance and Features.</p> <p>II) Verbal and Non-Verbal Communication; Public-Speaking and Presentation Skills.</p> <p>III) Barriers to Effective Communication; Importance of Self-Awareness and Body Language.</p> <p>Part B (4 Lectures)</p> <p>I) Formal and Informal Communication - Purpose and Types.</p> <p>II) Writing Formal Applications, Statement of Purpose (SOP) and Resume.</p> <p>III) Preparing for Group Discussions, Interviews and Presentations.</p> <p>Part C (3 Lectures)</p> <p>I) Leadership Skills and Self-Improvement - Characteristics of Effective Leadership.</p> <p>II) Styles of Leadership and Team-Building.</p>

References

1. Asthana, D. K., and Asthana, Meera, *Environmental Problems and Solutions*, S. Chand, New Delhi, 2012.
2. Bajpai, Asha, *Child Rights in India*, Oxford University Press, New Delhi, 2010.
3. Bhatnagar Mamta and Bhatnagar Nitin, *Effective Communication and Soft Skills*, Pearson India, New Delhi, 2011.
4. G Subba Rao, *Writing Skills for Civil Services Examination*, Access Publishing, New Delhi, 2014
5. Kaushal, Rachana, *Women and Human Rights in India*, Kaveri Books, New Delhi, 2000.
6. Mohapatra, Gaur Krishna Das, *Environmental Ecology*, Vikas, Noida, 2008.
7. Motilal, Shashi, and Nanda, Bijoy Lakshmi, *Human Rights: Gender and Environment*, Allied Publishers, New Delhi, 2007.
8. Murthy, D. B. N., *Disaster Management: Text and Case Studies*, Deep and Deep Publications, New Delhi, 2013.
9. Parsuraman, S., and Unnikrishnan, ed., *India Disasters Report II*, Oxford, New Delhi, 2013
10. Reza, B. K., *Disaster Management*, Global Publications, New Delhi, 2010.
11. Sathe, Satyaranjan P., *Judicial Activism in India*, Oxford University Press, New Delhi, 2003.
12. Singh, Ashok Kumar, *Science and Technology for Civil Service Examination*, Tata McGraw Hill, New Delhi, 2012.
13. Thorpe, Edgar, *General Studies Paper I Volume V*, Pearson, New Delhi, 2017.

Projects / Assignments (for Internal Assessment)

- i. Projects/Assignments should be drawn for the component on Internal Assessment from the topics in **Module 1 to Module 4**.
- ii. Students should be given a list of possible topics - at least 3 from each Module at the beginning of the semester.
- iii. The Project/Assignment can take the form of Street-Plays / Power-Point Presentations / Poster Exhibitions and similar other modes of presentation appropriate to the topic.
- iv. Students can work in groups of not more than 8 per topic.
- v. Students must submit a hard / soft copy of the Project / Assignment before appearing for the semester end examination.

QUESTION PAPER PATTERN (Semester III)

The Question Paper Pattern for Semester End Examination shall be as follows:

TOTAL MARKS: 75

DURATION: 150 MINUTES

QUESTION NUMBER	DESCRIPTION	MARKS ASSIGNED
1	i. Question 1 A will be asked on the meaning / definition of concepts / terms from all Modules. ii. Question 1 B will be asked on the topic of the Project / Assignment done by the student during the Semester iii. In all 8 Questions will be asked out of which 5 have to be attempted.	a) Total marks: 15 b) For 1 A, there will be 3 marks for each sub-question. c) For 1 B there will be 15 marks without any break-up.
2	Descriptive Question with internal option (A or B) on Module 1	15
3	Descriptive Question with internal option (A or B) on Module 2	15
4	Descriptive Question with internal option (A or B) on Module 3	15
5	Descriptive Question with internal option (A or B) on Module 4	15

**Revised Syllabus of Courses B.Com Programme at Semester III
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2. Ability Enhancement Courses (AEC)

2B. Skill Enhancement Courses (SEC)

6. Foundation Course in NSS - III

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Value System & Gender sensitivity	12
2	Disaster preparedness & Disaster management	10
3	Health, hygiene & Diseases	13
4	Environment & Energy conservation	10
Total		45

Sr. No.	Modules / Units
1	Value System & Gender sensitivity
	UNIT - I – Value System Meaning of value, Types of values- human values and social responsibilities- Indian value system- the concepts and its features UNIT - II - Gender sensitivity and woman empowerment Concept of gender- causes behind gender related problems- measures Meaning of woman empowerment- schemes for woman empowerment in India
2	Disaster preparedness & Disaster management
	UNIT - I - Basics of Disaster preparedness Disaster- its meaning and types Disaster preparedness- its meaning and methods UNIT - II - Disaster management Disaster management- concept- disaster cycle - role of technology in disaster response- role of as first responder – the study of ‘Avhan’ Model
3	Health, hygiene & Diseases
	UNIT - I - Health and hygiene Concept of complete health and maintenance of hygiene UNIT - II - Diseases and disorders- preventive campaigning Diseases and disorders- preventive campaigning in Malaria, Tuberculosis, Dengue, Cancer, HIV/AIDS, Diabetes
4	Environment & Energy conservation
	UNIT - I Environment and Environment enrichment program Environment- meaning, features , issues, conservation of natural resources and sustainability in environment UNIT - II Energy and Energy conservation program Energy- the concept, features- conventional and non- conventional energy Energy conservation- the meaning and importance

***Revised Syllabus of Courses of B.Com Programme at Semester III
with Effect from the Academic Year 2017-2018***

***2. Ability Enhancement Courses (AEC)
2B. Skill Enhancement Courses (SEC)***

6. Foundation Course in NCC - III

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	National Integration & Awareness	10
2	Drill: Foot Drill	10
3	Adventure Training and Environment Awareness and Conservation	05
4	Personality Development and Leadership	10
5	Specialized subject (ARMY)	10
	Total	45

Sr. No.	Modules / Units
1	National Integration & Awareness
	<p>Desired outcome: The students will display sense of patriotism, secular values and shall be transformed into motivated youth who will contribute towards nation building through national unity and social cohesion.</p> <p>The students shall enrich themselves about the history of our beloved country and will look forward for the solutions based on strengths to the challenges to the country for its development.</p> <ul style="list-style-type: none"> • Freedom Struggle and nationalist movement in India. • National interests, Objectives, Threats and Opportunities. • Problems/ Challenges of National Integration. • Unity in Diversity
2	Drill: Foot Drill
	<p>Desired outcome: The students will demonstrate the sense of discipline, improve bearing, smartness, turnout, develop the quality of immediate and implicit obedience of orders, with good reflexes.</p> <ul style="list-style-type: none"> • Side pace, pace forward and to the rear • Turning on the march and whiling • Saluting on the march • Marking time, forward march and halt in quick time • Changing step • Formation of squad and squad drill
3	Adventure Training, Environment Awareness and Conservation
3A	Adventure Training
	<p>Desired outcome: The students will overcome fear & inculcate within them the sense of adventure, sportsmanship, esprit-d-corp and develop confidence, courage, determination, diligence and quest for excellence.</p> <ul style="list-style-type: none"> • Any Two such as – Obstacle course, Slithering, Trekking, Cycling, Rock Climbing, Para Sailing, Sailing, Scuba Diving etc.
3B	Environment Awareness and Conservation
	<p>Desired outcome: The student will be made aware of the modern techniques of waste management and pollution control.</p> <ul style="list-style-type: none"> • Waste management • Pollution control, water, Air, Noise and Soil
4	Personality Development and Leadership
	<p>Desired outcome: The student will inculcate officer like qualities with desired ability to take right decisions.</p> <ul style="list-style-type: none"> • Time management • Effect of Leadership with historical examples • Interview Skills • Conflict Motives- Resolution

Sr. No.	Modules / Units
5	Specialized Subject: Army Or Navy Or Air
	<p>Army</p> <p>Desired outcome: It will acquaint, expose & provide knowledge about Army/ Navy/ Air force and to acquire information about expanse of Armed Forces ,service subjects and important battles</p> <p>A. Armed Force</p> <ul style="list-style-type: none"> • Task and Role of Fighting Arms • Modes of Entry to Army • Honors and Awards <p>B. Introduction to Infantry and weapons and equipments</p> <ul style="list-style-type: none"> • Characteristics of 5.56mm INSAS Rifle, Ammunition, Fire power, Stripping, Assembling and Cleaning • Organization of Infantry Battalion. <p>C. Military history</p> <ul style="list-style-type: none"> • Study of battles of Indo-Pak War 1965,1971 and Kargil • War Movies <p>D. Communication</p> <ul style="list-style-type: none"> • Characteristics of Walkie-Talkies • Basic RT Procedure • Latest trends and Development (Multi Media, Video Conferencing, IT) <p style="text-align: center;">OR</p> <p>Navy</p> <p>A. Naval orientation and service subjects</p> <ul style="list-style-type: none"> • Organization of Ship- Introduction on Onboard Organization • Naval Customs and Traditions • Mode of Entry into Indian Navy • Branches of the Navy and their functions • Naval Campaign (Battle of Atlantic, Pearl Harbour, Falkland War/Fleet Review/ PFR/ IFR)s <p>B. Ship and Boat Modelling</p> <ul style="list-style-type: none"> • Types of Models • Introduction of Ship Model- Competition Types of Model Prepare in NSC and RDC • Care and handling of power-tools used- maintenance and purpose of tools

Sr. No.	Modules / Units
	<p>C. Search and Rescue</p> <ul style="list-style-type: none"> • Role of Indian Coast Guard related to SAR <p>D. Swimming</p> <ul style="list-style-type: none"> • Floating and Breathing Techniques- Precautions while Swimming <p style="text-align: center;">OR</p> <p><u>AIR</u></p> <p>A. General Service Knowledge</p> <ul style="list-style-type: none"> • Organization Of Air Force • Branches of the IAF. <p>B. Principles of Flight</p> <ul style="list-style-type: none"> • Venturi Effect • Aerofoil • Forces on an Aircraft • Lift and Drag <p>C. Airmanship</p> <ul style="list-style-type: none"> • ATC/RT Procedures • Aviation Medicine <p>D. Aero- Engines</p> <ul style="list-style-type: none"> • Types of Engines • Piston Engines • Jet Engines • Turboprop Engines

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**2 Ability Enhancement Courses (AEC)
2B * Skill Enhancement Courses (SEC) Group B**

6.Foundation Course in Physical Education Paper-III

Modules at a Glance

Sr. No.	Modules	No of Lectures
1	Overview of Nutrition	10
2	Evaluation of Health, Fitness and Wellness	10
3	Prevention and Care of Exercise Injuries	10
4	Sports Training	15
	Total	45

Sr. No.	Modules / Units
1	Overview of Nutrition
	<ul style="list-style-type: none"> • Introduction to nutrition & its principles • Role of Nutrition in promotion of health • Dietary Guidelines for Good Health • Regulation of water in body and factors influencing body temperature.
2	Evaluation of Health, Fitness and Wellness
	<ul style="list-style-type: none"> • Meaning & Concept of holistic health • Evaluating Personal health-basic parameters • Evaluating Fitness Activities – Walking & Jogging • Myths & mis-conceptions of Personal fitness
3	Prevention and Care of Exercise Injuries
	<ul style="list-style-type: none"> • Types of Exercise Injuries • First Aid- Importance & application in Exercise Injuries • Management of Soft tissues injuries • Management of bone injuries
4	Sports Training
	<ul style="list-style-type: none"> • Definition, aims & objectives of Sports training • Importance of Sports training • Principles of Sports training • Drug abuse & its effects

R. _____: The Scheme of Examination:

The performance of the learners shall be evaluated in two components: Internal Assessment with 25% marks by way of continuous evaluation and by Semester End Examination with 75% marks by conducting the theory examination.

INTERNAL ASSESSMENT:- It is defined as the assessment of the learners on the basis of continuous evaluation as envisaged in the credit based system by way of participation of learners in various academic and correlated activities in the given semester of the programme.

A) Internal Assessment – 25%

25 Marks

Sr. No.	Particulars	Marks	
1	A project to be prepared by an individual learner or a group of learners in not more than five learners in a group. It is to be evaluated by the teacher concerned.	20 Marks	
	Hard Copy of the project*		10 Marks
	Presentation		05 Marks
	Viva/Interaction		05 Marks
2	Active participation in routine class instructional deliveries and overall conduct as a responsible learner, mannerism and articulation and exhibit of leadership qualities in organizing related academic activities.	05 Marks	

The marks of the internal assessment should not be disclosed to the students till the results of the corresponding semester is declared.

SEMESTER END EXAMINATION:- It is defined as the examination of the learners on the basis of performance in the semester end theory / written examinations.

B) Semester End Examinations – 75%

75 Marks

The assessment of **Part 'A' i.e. Internal Assessment** and **Part 'B' i.e. Semester End Examination** as mentioned above for the Semesters I to IV shall be processed by the Colleges / Institutions of their learners and issue the grade cards to them after the conversion of marks into grade as per the procedure.

INTERNAL ASSESSMENT (PRACTICUM)
(25 Marks)

SEMESTER –III

(Continuous Evaluation during practical sessions conducted for 27 hours)

- a. A learner willing to participate in inter-collegiate/ inter university competitions of any game and sports conducted by the University of Mumbai will be evaluated for 15 marks on the basis of his attendance, sincerity and performance during the training / practice / coaching sessions / camps conducted by the college/University for at least 10 days. It is expected that the colleges should organize training / practice / coaching sessions / camps of various games and sports as per the choice of the learner. However, due to unavailability of the same in his / her college if a learner participates in the training / practice / coaching sessions / camps organized by other organizations or clubs of sports and games, may be considered for evaluation for 15 marks on the basis of the proofs of attendance and participation submitted by a learner.

- b. A learner will be taught the following yogic practices by conducting practicals for at least 10 sessions (one hour each) and will be assessed by the concern teacher for marks out of **10** on the basis of his attendance, sincerity and performance.

- **Yogic Practices** :- Shirshasana, Sarvangasana, Matsyasana, Halasana, Bhujangasana, Shalabhasana, Dhanurasana, Ardhamatsendrasana, Pashchimotanasana, Mayurasana, Shavasana, Yoga Mudra & Uddiyan Bandh, Nauli, Kapalbhathi, Ujjayyi Pranayam, Bhastrika, Omkar and Dhyana.

(Note:- The above yoga practical sessions should be conducted in a such way that every learner must realize its effects as well as should make it as a part of his/her life style).

**Revised Syllabus of Courses of B.Com. Programme at Semester III
with Effect from the Academic Year 2017-2018**

**2 Ability Enhancement Courses (AEC)
2B * Skill Enhancement Courses (SEC) Group B**

7. Business Law - I

Course Objective:

- To provide a conceptual study about the framework of Indian Business Laws.
- To orient students about the legal aspects of business
- To familiarize the students with case law studies related to Business Laws of Semester III and IV.

Sr. No.	Modules	No. of Lectures
1	Indian Contract Act – 1872 Part -I	12
2	Indian Contract Act – 1872 Part -II	12
3	Special Contracts	12
4	The Sale Of Goods Act - 1930	12
5	The Negotiable Instruments (Ammended) Act 2015	12
Total		60

Sr. No.	Modules
1	Indian Contract Act – 1872 Part –I
	<ul style="list-style-type: none"> • Contract – Definition of Contract and Agreement, Essentials of Valid Contract, Classification of Contracts. • Offer and Acceptance – Rules of valid offer and acceptance, Counter offer, standing or open offer, distinguish between offer and invitation to offer. Concept of Communication and Revocation of offer and acceptance (sec. 3,5) • Capacity to Contract (S. 10-12) – Minor, Unsound Mind, Disqualified Persons. • Consideration (S. 2 & 25) – Concept and Importance of consideration, Legal rules of Consideration, Exceptions to the Rule, ‘No Consideration No Contract’(Ss. 25) Unlawful Consideration (S 23)
2	Indian Contract Act – 1872 Part –II
	<ul style="list-style-type: none"> • Consent (Ss.13, 14-18, 39.53, 55, 66)-Agreements in which consent is not free - Coercion, Undue Influence, Misrepresentation Fraud, Mistake. • Void Agreements (S. 24-30) – Concept, Void Agreements under Indian Contract Act. • Contingent Contract (S. 31), Quasi Contract (S.68-72), Concept of E-Contract& Legal Issues in formation and discharge of E- Contract. Concept of Performance of Contract (S 37) • Modes of Discharge of Contract, Remedies on breach of Contract.(73-75)
3	Special Contracts
	<ul style="list-style-type: none"> • Law of Indemnity & Guarantee (Ss. 124-125, Ss. 126-129, 132-147) – Concept, Essentials elements of Indemnity and Guarantee, Contract of Indemnity vs. Guarantee, Modes of Discharge of Surety. • Law of Bailment (S. 148, 152-154, 162, 172, 178, 178A, 179) – Concept, Essentials of Bailment, Kinds of Bailment, Rights and Duties of Bailor and Bailee • Law of Pledge – Concept, Essentials of valid Pledge, Lien - concept, Difference between Pledge and Lien, Rights of Pawnor & Pawnee.(Ss.173, 174, 177) • Law of Agency (Ss. 182-185, 201-209) – Concept, Modes of creation of Agency, Modes of termination of Agency, Rights& Duties of Principal and Agent.

4	The Sale Of Goods Act - 1930
	<ul style="list-style-type: none"> • Contract of Sale (S.2) – Concept, Essentials elements of contract of sale, Distinction between Sale and Agreement to sell (S.4) Distinguish between Sale and Hire Purchase Agreement, Types of Goods. Effects of destruction of Goods (Ss. 6,7.8), • Conditions & Warranties (Ss. 11-25 & 62, 63) – Concept, Distinguish between Conditions and Warranties, Implied Conditions & Warranties, Concept of Doctrine of Caveat Emptor –Exceptions. • Property – Concept , Rules of transfer of property (Ss. 18-26) • Unpaid Seller (Ss. 45-54, 55 & 56)- Concept, Rights of an unpaid seller, Remedies for Breach of contract of Sale (Ss. 55-61),Auction sale – Concept, Legal Provisions. (S. 64)
5	The Negotiable Instruments (Ammended) Act 2015
	<ul style="list-style-type: none"> • Negotiable Instruments – Concept (S13), Characteristics, Classification of Negotiable Instruments (Ss. 11, 12, 17-20, 42, 43, 104,134,135) Maturity of Instruments. • Promissory Note and Bill of Exchange (Ss. 4,5, 108-116)- Concept, Essentials of Promissory Note, Bill of Exchange (Ss. 4,5), Essential features of promissory note and Bill of exchange, Kinds Promissory note and Bill of exchange, Cheque (S.6)– Concept, Types & Crossing of Cheque, Distinguish between Bill of Exchange & Cheque, Dishonour of Cheque – Concept & Penalties (Ss. 138, 139,142) • Miscellaneous Provisions (S. 8-10, 22, 99-102, 118-122, 134-137) –Parties to Negotiable instruments Holder, Holder in due course, Rights & Privileges of Holder in due course, Payment in due course, Noting & Protest (99-104A)

SEMESTER – III REFERENCE BOOKS:

REFERENCES

1. Law of Contract: Avatar Singh, Eastern Book Company.
2. Merchantile Law: by M.C.Kucchal.
3. Business Law : N.D.Kapoor
4. The Law of Contract: An Outline by Dr. Nilima Chandiramani, Avinash Publications.
5. Law of Sale of Goods and Partnership: A Concise Study by Dr. Nilima Chandiramani, Shroff Publishers.
6. The Sale of Goods Act: P. Ramanatha Aiyar, University Book Agency.
7. The Negotiable Instruments Act: Bhashyam & Adiga, Bharat Law House.
8. The Negotiable Instruments Act: Avatar Singh, Eastern Book Company
9. Khergamvala on the Negotiable Instruments (Amendment) Act, 2015, Lexis Nexis

PAPER PATTERN

S.Y.B.COM

SEMESTER III &IV

BUSINESS LAW PAPER I & II

(100 Marks Paper Per Semester)

- 1. Question paper to have Five Questions
(One from Each Module) 20 Marks Each**
- 2. All Questions to be Compulsory.**
- 3. Each Question to have Four Sub Questions of Ten Marks Each
(Students to answer any Two out of Four)**

Question Paper Pattern (Practical Courses)

Maximum Marks: 100

Questions to be set: 06

Duration: 03 Hrs.

All Questions are Compulsory Carrying 15 Marks each.

Question No	Particular	Marks
Q-1	Objective Questions A) Sub Questions to be asked 12 and to be answered any 10 B) Sub Questions to be asked 12 and to be answered any 10 (*Multiple choice / True or False / Match the columns/Fill in the blanks)	20 Marks
Q-2	Full Length Practical Question OR	15 Marks
Q-2	Full Length Practical Question	15 Marks
Q-3	Full Length Practical Question OR	15 Marks
Q-3	Full Length Practical Question	15 Marks
Q-4	Full Length Practical Question OR	15 Marks
Q-4	Full Length Practical Question	15 Marks
Q-5	Full Length Practical Question OR	15 Marks
Q-5	Full Length Practical Question	15 Marks
Q-6	A) Theory questions B) Theory questions OR	10 Marks 10 Marks
Q-6	Short Notes To be asked 06 To be answered 04	20 Marks

Note:

Practical question of 15 marks may be divided into two sub questions of 7/8 and 10/5Marks.

Question Paper Pattern (Theoretical Courses)

Maximum Marks: 100

Questions to be set: 06

Duration: 03 Hrs.

All Questions are Compulsory Carrying 15 Marks each.

Question No	Particular	Marks
Q-1	Objective Questions G) Sub Questions to be asked 12 and to be answered any 10 H) Sub Questions to be asked 12 and to be answered any 10 (*Multiple choice / True or False / Match the columns/Fill in the blanks)	20 Marks
Q-2	Full Length Question OR	15 Marks
Q-2	Full Length Question	15 Marks
Q-3	Full Length Question OR	15 Marks
Q-3	Full Length Question	15 Marks
Q-4	Full Length Question OR	15 Marks
Q-4	Full Length Question	15 Marks
Q-5	Full Length Question OR	15 Marks
Q-5	Full Length Question	15 Marks
Q-6	G) Theory questions H) Theory questions OR	10 Marks 10 Marks
Q-6	Short Notes To be asked 06 To be answered 04	20 Marks

Note:

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

B.Com. Programme
Under Choice Based Credit, Grading and Semester System
Course Structure

(To be implemented from Academic Year- 2017-2018)

Semester IV

No. of Courses	Semester IV	Credits
1	Elective Courses (EC)	
1A	Discipline Specific Elective(DSE) Courses	
1Aa	Discipline Specific Elective(DSE) Courses	
1	Accountancy and Financial Management IV	03
1Ab	Discipline Specific Elective(DSE) Courses	
2	*Any one course from the following list of the courses	03
1B	Discipline Related Elective(DRE) Courses	
3	Commerce IV	03
4	Business Economics IV	03
2	Ability Enhancement Courses (AEC)	
2A	*Skill Enhancement Courses (SEC) Group A	
5	*Any one course from the following list of the courses	03
2B	*Skill Enhancement Courses (SEC) Group B	
6	Any one course from the following list of the courses	02
3	Core Courses (CC)	
7	Business Law II	03
Total Credits		20

1Ab *List of Discipline Specific Elective (DSE) Courses for Semester IV (Any One)	
1	Financial Accounting and Auditing - Auditing
2	Business Management- Marketing Management
3	Banking & Finance- Introduction to Banking in India
4	Commerce- International Business Relations

***List of Skill Enhancement Courses (SEC) Group A
for Semester IV (Any One)**

1	Advertising II
2	Field Sales Management II
3	Public Relations II
4	Mass Communication II
5	Travel & Tourism Management II
6	Journalism II
7	Company Secretarial Practice II
8	Rural Development II
9	Co-operation II
10	Mercantile Shipping II
11	Indian Economic Problem II
12	Computer Programming II
13	Logistic and Supply Chain Management I
14	Economic System II

Note: Course selected in Semester III will continue in Semester IV

**** List of Skill Enhancement Courses (SEC) Group B**

1	Foundation Course- Contemporary Issues - IV
2	Foundation Course in NSS - IV
3	Foundation Course in NCC - IV
4	Foundation Course in Physical Education - IV

Note: Course selected in Semester III will continue in Semester IV

***Revised Syllabus of Courses of B.Com. Programme at Semester IV
with Effect from the Academic Year 2017-2018***

Elective Courses (EC)

Discipline Specific Elective (DSE) Courses

1Aa. Accountancy and Financial Management IV

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to Company Accounts	15
2	Redemption of Preference Shares	15
3	Redemption of Debentures	15
4	Ascertainment and Treatment of Profit Prior to Incorporation	15
	Total	60

Sr. No.	Modules / Units
1	Introduction to Company Accounts
	<p>Introduction of basic terms: Types of companies, nature and formation of companies, Shares, Debentures, Share Capital, Reserves and surplus, types of assets and liabilities, dividend, format of Balance Sheet (Only theory)</p> <p>Issue of shares: Different modes IPO, Private Placements, Preferential, Rights, ESO, SWEAT and ESCROW account, Issue of shares at par, premium and discount, Under subscription and Over subscription of shares, forfeiture and reissue of forfeited shares, issue of shares for consideration other than cash. (Only theory)</p> <p>Issue of Debentures: types of Debentures, Issue of debentures at par, premium and discount, Issue of Debentures with consideration of Redemption, Issue of debentures for cash receivable in instalments or at a time Issue of debentures for consideration other than cash. (Only theory)</p>
2	Redemption of Preference Shares
	<p>Provision of the Companies Act for redemption of Preference Shares (Sec 55 of the Companies Act, 2013), Companies (Share and Debentures) Rules.</p> <p>Methods of Redemption of fully paid up Preference Shares as per Companies Act, 2013: The proceed of a fresh issue of shares, the capitalisation of undistributed profits and a combination of both, calculation of minimum fresh issue to provide the fund for redemption,</p> <p>(Question on entries and/or Balance Sheet)</p> <p>Note: Companies governed by Section 133 of the Companies Act, 2013 and comply with the accounting standards prescribed for them. Hence, the balance in security premium account not to be utilised for premium payable on redemption of preference shares.</p>
3	Redemption of Debentures
	<p>Introduction : Provisions of Section 71 (1) and (4) of the Companies Act, 2013, Creation and investment of DRR including The Companies (Share Capital and Debentures) Rules, 2014, the methods of writing-off discount/loss on issue of debentures; Terms of issue of debentures</p> <p>Methods of redemption of debentures: By payment in lumpsum and by payment in instalments (excluding from by purchase in open market), Conversion.</p> <p>(Question on entries. ledgers and/or Balance Sheet and /or redemption of preference shares)</p>
4	Ascertainment and Treatment of Profit Prior to Incorporation
	<p>(i) Principles for ascertainment</p> <p>Preparation of separate combined, columnar Profit and Loss A/c including different basis of allocation of expenses and income</p>

Note: The Law and Standards in force on 1st April immediately preceding the commencement of Academic year will be applicable for ensuing Examinations

Reference Text :

1. Introduction to Accountancy T.S. Grewal S. Chand and Co. (P) Ltd., New Delhi
2. Advanced Accounts Shukla and Grewal S. Chand and Co. (P) Ltd., New Delhi
3. Advanced accountancy R.L. Gupta and M. Radhaswamy S. Chand and Co. (P) Ltd., New Delhi
4. Modern Accountancy Mukerjee and Hanif Tata Mc. Grow Hill and Co. Ltd., Mumbai
5. Financial Accountancy LesileChandWichkPretice Hall of India AdinBakley (P) Ltd.

Question Paper Pattern (Theoretical Courses)

Maximum Marks: 100

Questions to be set: 06

Duration: 03 Hrs.

All Questions are Compulsory Carrying 15 Marks each.

Question No	Particular	Marks
Q-1	Objective Questions I) Sub Questions to be asked 12 and to be answered any 10 J) Sub Questions to be asked 12 and to be answered any 10 (*Multiple choice / True or False / Match the columns/Fill in the blanks)	20 Marks
Q-2	Full Length Question OR	15 Marks
Q-2	Full Length Question	15 Marks
Q-3	Full Length Question OR	15 Marks
Q-3	Full Length Question	15 Marks
Q-4	Full Length Question OR	15 Marks
Q-4	Full Length Question	15 Marks
Q-5	Full Length Question OR	15 Marks
Q-5	Full Length Question	15 Marks
Q-6	I) Theory questions J) Theory questions OR	10 Marks 10 Marks
Q-6	Short Notes To be asked 06 To be answered 04	20 Marks

Note:

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

**Revised Syllabus of Courses of B.Com. Programme at Semester III
with Effect from the Academic Year 2017-2018**

Elective Courses (EC)

Discipline Specific Elective (DSE) Courses

1Ab. Financial Accounting and Auditing VI – Auditing

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to Auditing	10
2	Audit Planning, Procedures and Documentation	10
3	Auditing Techniques and Internal Audit Introduction	15
4	Auditing Techniques : Vouching & Verification	10
Total		45

Sr. No.	Modules / Units
1	<p data-bbox="320 203 651 237">Introduction to Auditing</p> <p data-bbox="320 264 1410 376">A. Basics – Financial Statements, Users of Information, Definition of Auditing, Objectives of Auditing, Inherent limitations of Audit, Difference between Accounting and Auditing, Investigation and Auditing.</p> <p data-bbox="320 387 1410 499">B. Errors & Frauds – Definitions, Reasons and Circumstances, Types of Error, Types of frauds, Risk of fraud and Error in Audit, Auditors Duties and Responsibilities in case of fraud.</p> <p data-bbox="320 510 1034 544">C. Principles of Audit, Materiality, True and Fair view</p> <p data-bbox="320 555 1410 674">D. Types of Audit – Meaning, Advantages, Disadvantages of Balance sheet Audit, Interim Audit, Continuous Audit, Concurrent Audit and Annual Audit, Statutory Audit</p>
2	<p data-bbox="320 696 959 730">Audit Planning, Procedures and Documentation</p> <p data-bbox="320 752 1410 819">A. Audit Planning – Meaning, Objectives, Factors to be considered, Sources of obtaining information, Discussion with Client, Overall Audit Approach</p> <p data-bbox="320 831 1410 943">B. Audit Program – Meaning, Factors, Advantages and Disadvantages, Overcoming Disadvantages, Methods of Work, Instruction before commencing Work, Overall Audit Approach.</p> <p data-bbox="320 954 1410 1167">C. Audit Working Papers – Meaning, importance, Factors determining Form and Contents, Main Functions / Importance, Features, Contents of Permanent Audit File, Temporary Audit File, Ownership, Custody, Access of Other Parties to Audit Working Papers, Auditors Lien on Working Papers, Auditors Lien on Client’s Books.</p>
3	<p data-bbox="320 1189 1023 1223">Auditing Techniques and Internal Audit Introduction</p> <p data-bbox="320 1245 1410 1357">A. Test Check – Test Checking Vs Routing Checking, test Check meaning, features, factors to be considered, when Test Checks can be used, advantages, disadvantages, precautions.</p> <p data-bbox="320 1368 1410 1525">B. Audit Sampling – Audit Sampling, meaning, purpose, factors in determining sample size – Sampling Risk, Tolerable Error and expected error, methods of selecting Sample Items Evaluation of Sample Results auditors Liability in conducting audit based on Sample</p> <p data-bbox="320 1536 1410 1715">C. Internal Control – Meaning and purpose, review of internal control, advantages, auditors duties, review of internal control, Inherent Limitations of Internal control, internal control samples for sales and debtors, purchases and creditors, wages and salaries. Internal Checks Vs Internal Control, Internal Checks Vs Test Checks.</p> <p data-bbox="320 1727 1410 1883">D. Internal Audit : Meaning, basic principles of establishing Internal audit, objectives, evaluation of internal Audit by statutory auditor, usefulness of Internal Audit, Internal Audit Vs External Audit, Internal Checks Vs Internal Audit</p>

Sr. No.	Modules / Units
4	Auditing Techniques : Vouching & Verification
	<p>A. Audit of Income : Cash Sales, Sales on Approval, Consignment Sales, Sales Returns Recovery of Bad Debts written off, Rental Receipts, Interest and Dividends Received Royalties Received</p> <p>B. Audit of Expenditure : Purchases, Purchase Returns, Salaries and Wages, Rent, Insurance Premium, Telephone expense Postage and Courier, Petty Cash Expenses, Travelling Commission Advertisement, Interest Expense</p> <p>C. Audit of Assets Book Debts / Debtors, Stocks – Auditors General Duties; Patterns, Dies and Loose Tools, Spare Parts, Empties and Containers Quoted Investments and Unquoted Investment Trade Marks / Copyrights Patents Know-How Plant and Machinery Land and Buildings Furniture and Fixtures</p> <p>D. Audit of Liabilities : Outstanding Expenses, Bills Payable Secured loans Unsecured Loans, Contingent Liabilities</p>

Note: The Law and Standards in force on 1st April immediately preceding the commencement of Academic year will be applicable for ensuing Examinations

Question Paper Pattern (Theoretical Courses)

Maximum Marks: 100

Questions to be set: 06

Duration: 03 Hrs.

All Questions are Compulsory Carrying 15 Marks each.

Question No	Particular	Marks
Q-1	Objective Questions K) Sub Questions to be asked 12 and to be answered any 10 L) Sub Questions to be asked 12 and to be answered any 10 (*Multiple choice / True or False / Match the columns/Fill in the blanks)	20 Marks
Q-2	Full Length Question OR	15 Marks
Q-2	Full Length Question	15 Marks
Q-3	Full Length Question OR	15 Marks
Q-3	Full Length Question	15 Marks
Q-4	Full Length Question OR	15 Marks
Q-4	Full Length Question	15 Marks
Q-5	Full Length Question OR	15 Marks
Q-5	Full Length Question	15 Marks
Q-6	K) Theory questions L) Theory questions OR	10 Marks 10 Marks
Q-6	Short Notes To be asked 06 To be answered 04	20 Marks

Note:

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

***Revised Syllabus of Courses of B.Com. Programme at Semester IV
with Effect from the Academic Year 2017-2018***

Elective Courses (EC)

Discipline Specific Elective (DSE) Courses

1Ab. Business Management-Marketing Management

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Distribution	10
2	Promotion	15
3	Understanding Buyer Behaviour	10
4	Marketing of services and Rural Marketing	10
Total		45

Sr. No.	Modules / Units
1	Distribution
	<ul style="list-style-type: none"> • Types of middlemen • Factors affecting channel by middlemen • Functions performed by middlemen • Logistics : Meaning and components • E-marketing : Meaning, merits and demerits of e-marketing • Online retailing – successful online retailers in India and abroad
2	Promotion
	<ul style="list-style-type: none"> • Elements of promotion mix • Objectives of promotion and marketing communication • Factors affecting promotion mix decisions • Steps in designing a marketing communication program • Role of Social Media in marketing communication
3	Understanding Buyer Behaviour
	<ul style="list-style-type: none"> • Comparing consumer markets (individuals and households) with organizational buyers (Industrial / Business houses) • Factors affecting consumer behaviour • Steps in consumer purchase decision process (with respect to high involvement and low involvement products) • Factors affecting organizational buyer behaviour • Steps in the organizational purchase decision process (with respect to different buying situations)
4	Marketing of services and Rural Marketing
	<ul style="list-style-type: none"> • Services : definition and features • Marketing mix for services marketing • Managing service quality and productivity • Rural market scenario in India • Factors contributing to the growth of rural markets in India • Challenge of Rural Marketing • Strategies to cope with the challenges of rural marketing.

Reference Books:

1. Philip Kotler (2003). Marketing Management : Eleventh Edition. New Delhi : Pearson Education
2. V. S. Ramaswani and S Namakumari (2002). Marketing : Planning, Implementation and Control (3rd Edition) New Delhi, Macmillan India
3. Michael Porter – Competitive Advantage
4. Theodore Levitt – Marketing Management
5. Fundamentals of Marketing – William Stanton
6. Customer Driven Services Management (1999) Response Books

Question Paper Pattern (Theoretical Courses)

Maximum Marks: 100

Questions to be set: 06

Duration: 03 Hrs.

All Questions are Compulsory Carrying 15 Marks each.

Question No	Particular	Marks
Q-1	Objective Questions M) Sub Questions to be asked 12 and to be answered any 10 N) Sub Questions to be asked 12 and to be answered any 10 (*Multiple choice / True or False / Match the columns/Fill in the blanks)	20 Marks
Q-2	Full Length Question OR	15 Marks
Q-2	Full Length Question	15 Marks
Q-3	Full Length Question OR	15 Marks
Q-3	Full Length Question	15 Marks
Q-4	Full Length Question OR	15 Marks
Q-4	Full Length Question	15 Marks
Q-5	Full Length Question OR	15 Marks
Q-5	Full Length Question	15 Marks
Q-6	M) Theory questions N) Theory questions OR	10 Marks 10 Marks
Q-6	Short Notes To be asked 06 To be answered 04	20 Marks

Note:

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

**Revised Syllabus of Courses of B.Com. Programme at Semester IV
with Effect from the Academic Year 2017-2018**

**Elective Courses (EC)-
1B Discipline Related Elective (DRE) Courses**

**3. Commerce – IV
(Management: Production & Finance)**

Course Objectives: -

1. To acquaint the learners with the basic concepts of Production Management, Inventory Management & Quality Management.
2. To provide basic knowledge about Indian Financial Systems.
3. To update the learners with the recent trends in Finance.

Sr. No.	Modules	No. of Lectures
1	Production & Inventory Management	11
2	Quality Management	10
3	Indian Financial System	12
4	Recent Trends In Finance	12
	Total	45

Sr. No.	Modules
1	Production & Inventory Management
	<ul style="list-style-type: none"> • Production Management: Objectives, Scope Production Planning & Control : Steps, Importance • Production Systems: Concept, Types - Continuous and Intermittent. Productivity: Concept, Factors Influencing Productivity, Measures for improving Productivity. • Inventory Management- Objectives, Inventory Control- Techniques. Scientific Inventory Control System - Importance
2	Quality Management
	<ul style="list-style-type: none"> • Introduction to Quality: Dimensions of Quality, Cost of Quality: Types – Internal Failure Cost, External Failure Cost, Appraisal Cost, Prevention Cost, Quality Circle: Features. • Quality Management Tools: TQM – Importance, Six Sigma – Process, ISO 9000 – Certification Procedure, Kaizen – Process • Service Quality Management: Importance, SERVQUAL Model, Measures to improve service quality.
3	Indian Financial System
	<ul style="list-style-type: none"> • Indian Financial Market: Structure, Primary Market – IPO Procedure Dematerialisation: Process, Role of Depositories : NSDL and CDSL • SEBI: Functions of SEBI, Investors protection measures of SEBI. Stock Exchange – Functions, Speculators. • Credit Rating: Advantages, Credit Rating Agencies in India - CRISIL, CARE, and ICRA.
4	Recent Trends In Finance
	<ul style="list-style-type: none"> • Mutual Funds- Advantages and Limitations, Types, Factors responsible for growth of mutual funds – Systematic Investment Plan. • Commodity Market: Categories, Derivatives Market: Types, Participants, Types of Derivative Instruments. • Start-up Ventures – Concept, Sources of Funding, Micro Finance – Importance, Role of Self Help Groups.

SEMESTER – IV REFERENCE BOOKS:

REFERENCES

1. Production and Operations Management –Prof.L.C.Jhamb, Event Publishing House.
2. Production Planning & Control- Prof.L.C.Jhamb, Event Publishing House
3. Production & Operation Management (Text & Cases)- K.Ashwathappa&G.Sudeshana Reddy, Himalaya Publication.
4. Launching New Ventues : An EnterpreneurialApproach-KathleenR.Allen, Cengage Learning
5. Essentials of Inventory Management-MaxMuller,Amacon Publishes
6. Indian Financial System—BharathiPathiak, Pearson Publication
7. Financial Institutions and Markets : Structure Growth& Innovations – L.M.Bhole , Jitendra Mahakad, Tata McGraw Hill.
- 8.The IndianFinancial System and Financial Market Operator-VasantDesai, Himalaya Publishing
9. Indian Financial System – M.Y.Khan, Tata McGraw –Hill
- 10.Production and Operations Management –Anandkumar Sharma, Anmol Publication
11. Mutual Funds in India: Emerging Issues-NaliniPravaTripathy, Excel Books New Delhi.
12. Start up Stand up: A step by stepguide to Growing your Business,NandiniVaidyanathan, Jaico Publishing House,Mumbai
13. A Trades Guide to Indian Commodities Market-Vijay L. Bhambwani, Network 18 Publication Ltd.

PAPER PATTERN
COMMERCE PAPER I & II
SEMESTER - III & IV
W.E.F. 2017-2018

Q.1 Multiple Choice Questions

(A) Select the most appropriate answer from the option given below 10

(Any Ten out of Twelve)

(B) State whether the following statements are True or False 10

(Any Ten out of Twelve)

Q.2 Answer **Any Two** of the following **Out of Three** questions - Module - I 15

a.

b.

c.

Q.3 Answer **Any Two** of the following **Out of Three** questions - Module - II 15

a.

b.

c.

Q.4 Answer **Any Two** of the following **Out of Three** questions - Module - III 15

a.

b.

c.

Q.5 Answer **Any Two** of the following **Out of Three** questions - Module - IV 15

a.

b.

c.

Q.6 Write notes on **Any Four out of Six**

**Revised Syllabus of Courses of B.Com. Programme at Semester IV
with Effect from the Academic Year 2017-2018**

**Elective Courses (EC)-
1B Discipline Related Elective (DRE) Courses**

**4. Business Economics IV
Foundation of Public Finance**

Modules at a Glance

Sr. No.	Modules	No.of Lectures
1	Introduction to Public Finance	10
2	Public revenue	10
3	Public Expenditure and Debt	10
4	Fiscal Management and Financial Administration	15
	Total	45

Business Economics IV

Foundation of Public Finance

Preamble

Public Finance Issues are central to economic and Political discourse worldwide, as one of the primary functions of government is to generate resources from its people to spend money for improving the lives of its people. The primary objective of this course is to provide students with the tools to understand the underlying concepts and practical tradeoffs entailed in Public finance policy alternatives.

It is strongly recommended to analyze Union budget of ongoing financial year in the class room.

Sr. no	Modules / Units
1	The Role Of Government In An Economy
	<ul style="list-style-type: none"> • Meaning and Scope of Public finance. • Major fiscal functions : allocation function, distribution function & stabilization function • Principle of Maximum Social Advantage: Dalton and Musgrave Views - the Principle in Practice, Limitations. • Relation between Efficiency, Markets and Governments • The concept of Public Goods and the role of Government
2	Public Revenue
	<ul style="list-style-type: none"> • Sources of Public Revenue :tax and non-tax revenues • Objectives of taxation - Canons of taxation - Types of taxes : direct and indirect - Tax Base and Rates of taxation : proportional, progressive and regressive taxation • Shifting of tax burden: Impact and incidence of taxation - Processes- factors influencing incidence of taxation • Economic Effects of taxation: on Income and Wealth, Consumption, Savings, Investments and Production. • Redistributive and Anti – Inflationary nature of taxation and their implications •
3	Public Expenditure And Public Debt
	<ul style="list-style-type: none"> • Public Expenditure: Canons - classification - economic effects of public spending - on production, consumption, distribution, employment and stabilization - Theories of Public Expenditure: Wagner’s Hypothesis and Wiseman Peacock Hypothesis - Causes for Public Expenditure Growth. • Significance of Public Expenditure: Social security contributions- Low Income Support and Social Insurance Programmes. • Public Debt :Classification - Burden of Debt Finance : Internal and External- Public Debt and Fiscal Solvency
4	Fiscal Management and Financial Administration
	<ul style="list-style-type: none"> • Fiscal Policy: Meaning, Objectives, constituents and Limitations. • Contra cyclical Fiscal Policy and Discretionary Fiscal Policy :Principles of Sound and Functional Finance • Budget- Meaning objectives and types - Structure of Union budget - Deficit concepts-Fiscal Responsibility and Budget Management Act. • Intergovernmental Fiscal Relations: fiscal federalism and fiscal decentralization - central-state financial relations - 14th Finance Commission recommendations

Reference Books	
	Ahuja H.L. : Modern Economics, 19th edition, 2015, S.Chand&co Pvt Ltd, New Delhi
	Bhatia H.L.: Public Finance. Vikas Publishing House Pvt. Ltd.
	David N. Hyman : Public Finance A Contemporary Application of theory of policy, Krishna Offset, Delhi
	Hoiughton E.W.(1998) : Public Finance, Penguin, Baltimore
	Hajela T.N: Public Finance – Ane Books Pvt.Ltd
	Jha, R (1998) : Modern Public Economics, Route Ledge, London
	Musgrave, R.A and P.B. Musgrave (1976) : Public Finance in Theory and Practice, Tata McGraw Hill, Kogakusha, Tokyo
	Mithani, D.M (1998) : Modern Public Finance, Himalaya Publishing House, Mumbai

QUESTION PAPER PATTERN

Business Economics Semester IV

Maximum Marks: 100 Marks

Time: 3 Hours

Note: 1) Attempt all Questions

2) Attempt any two out of three questions from each of question no. 2, 3, 4 & 5

Question No	Particulars	Marks
Q-1	Objective Questions: A) Conceptual questions (Any Five out of Eight) (Two from each module) B) Multiple Choice questions (10 questions - at least two from each Module)	20Marks 10 Marks 10 Marks
Q-2 (from Module I)	A) Full Length Question B) Full Length Question C) Full Length Question	20Marks
Q-3 (from Module II)	A) Full Length Question B) Full Length Question C) Full Length Question	20Marks
Q-4 (from Module III)	A) Full Length Question B) Full Length Question C) Full Length Question	20Marks
Q-5 (from Module IV)	A) Full Length Question B) Full Length Question C) Full Length Question	20Marks

**Revised Syllabus of Courses of B.Com. Programme at Semester IV
with Effect from the Academic Year 2017-2018**

**2 Ability Enhancement Courses (AEC)
2A * Skill Enhancement Courses (SEC) Group A**

5. Advertising - II

Course Objective:

1. To highlight the role of advertising for the success of brands and its importance within the marketing function of a company.
2. It aims to orient learners towards the practical aspects and techniques of advertising.
3. It is expected that this course will prepare learners to lay down a foundation for advanced post-graduate courses in advertising

Sr. No.	Modules	No. of Lectures
1	Media in Advertising	11
2	Planning Advertising Campaign	11
3	Execution and Evaluation of Advertising	11
4	Fundamentals of Creativity in Advertising	12
	Total	45

Sr. No.	Modules
1	Media in Advertising
	<ul style="list-style-type: none"> • Traditional Media: Print, Broadcasting, Out-Of-Home advertising and films - advantages and limitations of all the above traditional media • New Age Media: Digital Media / Internet Advertising – Forms, Significance and Limitations • Media Research: Concept, Importance, Tool for regulation - ABC and Doordarshan Code
2	Planning Advertising Campaigns
	<ul style="list-style-type: none"> • Advertising Campaign: Concept, Advertising Campaign Planning -Steps Determining advertising objectives - DAGMAR model • Advertising Budgets: Factors determining advertising budgets, methods of setting advertising budgets, Media Objectives - Reach, Frequency and GRPs • Media Planning: Concept, Process, Factors considered while selecting media, Media Scheduling Strategies
3	Fundamentals of Creativity in Advertising
	<ul style="list-style-type: none"> • Creativity: Concept and Importance, Creative Process, Concept of Creative Brief, Techniques of Visualization • Creative aspects: Buying Motives - Types, Selling Points- Features, Appeals – Types, Concept of Unique Selling Proposition (USP) • Creativity through Endorsements: Endorsers – Types, Celebrity Endorsements – Advantages and Limitations, High Involvement and Low Involvement Products
4	Execution and Evaluation of Advertising
	<ul style="list-style-type: none"> • Preparing print ads: Essentials of Copywriting, Copy – Elements, Types, Layout- Principles, Illustration - Importance. • Creating broadcast ads: Execution Styles, Jingles and Music – Importance, Concept of Storyboard • Evaluation: Advertising copy, Pre-testing and Post-testing of Advertisements – Methods and Objectives

Revised Syllabus of Courses of SYB. Com
Programme at Semester III & IV
with effect from the Academic Year 2017-2018

Reference Books

Advertising

15. Advertising and Promotion : An Integrated Marketing Communications Perspective George Belch and Michael Belch, 2015, 10th Edition, McGraw Hill Education
16. Contemporary Advertising, 2017, 15th Edition, William Arens, Michael Weigold and Christian Arens, Hill Higher Education
17. Strategic Brand Management – Kevin Lane Keller, 4th Edition, 2013 – Pearson Education Limited
18. Kleppner’s Advertising Procedure – Ron Lane and Karen King, 18th edition, 2011 – Pearson
a. Education Limited
19. Advertising: Planning and Implementation, 2006 – Raghuvir Singh, Sangeeta Sharma –Prentice Hall
20. Advertising Management, 5th Edition, 2002 – Batra, Myers and Aaker – Pearson Education
21. Advertising Principles and Practice, 2012 - Ruchi Gupta – S.Chand Publishing
22. Brand Equity & Advertising- Advertising’s role in building strong brands, 2013- David A. Aker, Alexander L. Biel, Psychology Press
23. Brand Positioning – Strategies for Competitive Advantage, Subroto Sengupta, 2005, Tata McGraw Hill Publication.
24. The Advertising Association Handbook - J. J. D. Bullmore, M. J. Waterson, 1983 - Holt Rinehart & Winston
25. Integrated Advertising, Promotion, and Marketing Communications, Kenneth E. Clow and Donald E. Baack, 5th Edition, 2012 – Pearson Education Limited
26. Kotler Philip and Eduardo Roberto, Social Marketing, Strategies for Changing Public Behaviour, 1989, The Free Press, New York.
27. Confessions of an Advertising Man, David Ogilvy, 2012, Southbank Publishing
28. Advertising, 10th Edition, 2010 - Sandra Moriarty, Nancy D Mitchell, William D. Wells, Pearson

PAPER PATTERN

ADVERTISING PAPER I & II

SEMESTER - III & IV

W.E.F. 2017-2018

Q.1 Multiple Choice Questions

(A) Select the most appropriate answer from the option given below 10

(Any Ten out of Twelve)

(B) State whether the following statements are True or False 10

(Any Ten out of Twelve)

Q.2 Answer Any Two of the following Out of Three questions - Module - I 15

a.

b.

c.

Q.3 Answer Any Two of the following Out of Three questions - Module - II 15

a.

b.

c.

Q.4 Answer Any Two of the following Out of Three questions - Module - III 15

a.

b.

c.

Q.5 Answer Any Two of the following Out of Three questions - Module - IV 15

a.

b.

c.

Q.6 Write notes on Any Four out of Six 20

**Revised Syllabus of Courses of B.Com. Programme at Semester IV
with Effect from the Academic Year 2017-2018**

**2 Ability Enhancement Courses (AEC)
2A * Skill Enhancement Courses (SEC) Group A**

5. Field Sales Management - II

Course Objective:

4. This course will prepare learners to understand the concept of Field Sales Management and Sales Organization.
5. To make learners understand various sales policies and learn the various aspects of sales force management

Sr. No.	Modules	No. of Lectures
1	Sales Planning & Forecasting I	11
2	Sales Planning & Forecasting II	11
3	Sales Budget & Control	11
4	Recent Issues In Sales Management	12
Total		45

Sr. No.	Modules	
1	SALES PLANNING & FORECASTING I	11
	<ul style="list-style-type: none"> • Sales Plan – Steps in developing an effective Sales Plan. • Planning Function of Sales Management – Sales Call Planning, Setting Quantitative Performance Standards. • Sales Forecasting – Meaning, Objectives & Factors affecting Sales Forecasting. • Sales Forecasting Techniques (Qualitative & Quantitative) 	
2	SALES PLANNING & FORECASTING II	11
	<ul style="list-style-type: none"> • Concept of Sales Territory, Reasons for establishing sales territories • Salesman’s Report & its types • Concept of Quotas & Targets, Reasons for fixing targets. • Methods of fixing Quotas & Targets 	
3	SALES BUDGET & CONTROL	11
	<ul style="list-style-type: none"> • Meaning of Sales Budget, Objectives of Sales Budget, Procedure to prepare Sales Budget. • Sales Control – Concept and steps in Control Process Sales Analysis & Marketing Cost Analysis Sales Audit - Concept, Importance of Sales Audit, • Procedure of Conducting Sales Audit 	
4	RECENT ISSUES IN SALES MANAGEMENT	12
	<ul style="list-style-type: none"> • Ethical & Legal issues in Sales Management • Use of Technology in Sales Management (Telemarketing, E-Marketing, M-Marketing, Digitalization) • Relationship Selling Process & Consumer Education (Value Added Selling) • Challenges in Sales Management. 	

**Revised Syllabus of Courses of SYB. Com
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Reference Books

Field Sales Management - II

1. Philip Kotler – Marketing Management, 11th ed. Pearson Publication.
2. Porter, Michel E. Competitive Strategy, New York: The Free Press, 1980.
3. Richard R Still, Edward W. Candiff, Sales Management.
4. M.D.Pestonjee, Motivation & Job Satisfaction.
5. Tom Reilly, Value Added Selling
6. Helen Woodruffe, Services Marketing, Macmillan Publication.
7. V.S.Ramaswamy, S.Namakumari, Marketing Management, Global Prospective –Indian Concept, Macmillan Publication

PAPER PATTERN
FIELD SALES MANAGEMENT PAPER I & II
SEMESTER - III & IV
W.E.F. 2017-2018

Q.1 Multiple Choice Questions

(A) Select the most appropriate answer from the option given below 10

(Any Ten out of Twelve)

(B) State whether the following statements are True or False 10

(Any Ten out of Twelve)

Q.2 Answer **Any Two** of the following **Out of Three** questions - Module - I 15

a.

b.

c.

Q.3 Answer **Any Two** of the following **Out of Three** questions - Module - II 15

a.

b.

c.

Q.4 Answer **Any Two** of the following **Out of Three** questions - Module - III 15

a.

b.

c.

Q.5 Answer **Any Two** of the following **Out of Three** questions - Module - IV 15

a.

b.

c.

Q.6 Write notes on **Any Four out of Six** 20

**Revised Syllabus of Courses of B.Com.Programme at Semester IV
with Effect from the Academic Year 2017-2018**

**2 Ability Enhancement Courses (AEC)
2A * Skill Enhancement Courses (SEC) Group A**

5. Company Secretarial Practice - II

Sr. No.	Modules	No. of Lectures
1	Management of Companies	11
2	Company Meetings	11
3	Dematerialisation and Online Trading	11
4	Reports and Winding Up	12
Total		45

Sr. No.	Modules
1	Management of Companies
	<ul style="list-style-type: none"> • Directors – Appointment, Duties, Role, Directors Report, Director Identification Number (DIN). • Types of Directors , Role of CEO, Non- Executive Directors, Independent Director • Auditor- Appointment, Duties, Rights & Powers, Audit report.
2	Company Meetings
	<ul style="list-style-type: none"> • Types of Company meeting, Secretarial Duties – Before, During and after company meeting – Annual General Meeting, Extra-Ordinary General Meeting, Board Meeting. • Notices, agenda, Chairman, Quorum& Proxy – Concept and Statutory Provisions • Motion, Resolution, Minutes – Concept, Types Voting, Minutes – Concept, Methods.
3	Dematerialisation and Online Trading
	<ul style="list-style-type: none"> • Dematerialisation – Need and Importance, Secretarial Duties, Procedures, Participants. • Online Trading – Concept, Advantages & Disadvantages, Bombay Stock Exchange Online Trading (BOLT), BOSS. • Listing of securities – Procedure, Advantages, Secretarial Duties, Scrips – Types.
4	Reports and Winding Up
	<ul style="list-style-type: none"> • Company Reports – Types, Secretarial Duties with regard to payment of dividend, Interest, Charges & penalties. • Winding up of a Company – Procedure, & Statutory Provisions, Secretarial role in winding up. • Specimen – Notice & Agenda of Annual General Meeting, Notice & Agenda of Board Meeting prior to Annual General Meeting, Resolution for appointment of Company Secretary, Special Resolution for alteration of Memorandum of Association, Minutes of Board Meeting prior to Annual General Meeting, Minutes of Annual General Meeting.

COMPANY SECRETARIAL PRACTICE

REFERENCES

Readings:

- | | | |
|--------------------------------------|---|---|
| 13. M. C.Bhandari | : | Guide to Company Law Procedure;
Wadhwa& Company, Agra&Nagpur |
| 14. K. V.Shanbhogue | : | Company Law Practice;
BharatLaw House, New Delhi – 34 |
| 15. M. L.Sharma | : | Company Procedures and Register of
Companies , Tax Publishers, Delhi |
| 16. A. M.Chakborti,
B. P.Bhargava | : | Company Notices, Meetings and
Resolutions, Taxmann, New Delhi |
| 17. A.Ramaiya | : | Guide to the Companies Act,
Wadhwa & Company, Nagpur |
| 18. R.Suryanarayanan | : | Company Notices, Meetings and
Resolutions, Kamal Law House, Kolkatta |
| 19. D. K. Jain | : | E- Filling of Forms & returns |
| 20. Taxmann | : | E-Company forms |
| 21. V.K.Gaba | : | Depository Participants (Law & Practice) |
| 22. ICSI Publications | : | Meetings |
| 23. B. K.Sengupta | : | Company Law |
| 24. D. K. Jain | : | Company Law Procedures |

References:

- | | | |
|----------------------------------|---|---|
| 3. M. C.Bhandari
R.D.Makheeja | : | Guide to Memorandum, Articles and
Incorporation of Companies ;
Wadhwa& Company, Agra&Nagpur |
| 4. Taxman | : | Company Law, Digest |

Journals:

- | | | |
|------------------------------|---|---|
| 5. Chartered Secretary | : | ICSI Publication |
| 6. Student Company Secretary | : | ICSI Publication |
| 7. Company Law Journal | : | L.M.Sharma, Post Box No. 2693,
New Delhi – 110005. |
| 8. Corporate Law Adviser | : | Corporate Law Advisers, Post Bag
No. 3, VasantVihar, New Delhi |

PAPER PATTERN

COMPANY SECRETARIAL PRACTICE - PAPER I & II

SEMESTER - III & IV

W.E.F. 2017-2018

Q.1 Multiple Choice Questions

(A) Select the most appropriate answer from the option given below 10

(Any Ten out of Twelve)

(B) State whether the following statements are True or False 10

(Any Ten out of Twelve)

Q.2 Answer Any Two of the following Out of Three questions - Module - I 15

a.

b.

c.

Q.3 Answer Any Two of the following Out of Three questions - Module - II 15

a.

b.

c.

Q.4 Answer Any Two of the following Out of Three questions - Module - III 15

a.

b.

c.

Q.5 Answer Any Two of the following Out of Three questions - Module - IV 15

a.

b.

c.

Q.6 Write notes on Any Four out of Six 20

**Revised Syllabus of Courses of B.Com. Programme at Semester IV
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**2 Ability Enhancement Courses (AEC)
2A * Skill Enhancement Courses (SEC) Group A**

5. Computer Programming Paper II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Computer Communication Systems	15
2	Principles Of DBMS	15
3	Case Study Of DBMS Using MS-ACCESS	15
4	MS-ACCESS QUERIES	15
5	Laboratory Training	15
	Total	75

Sr. No.	Modules / Units
1	UNIT – I :Computer Communication Systems
	The Internet, internet connections, ISO's Open system interconnection reference model, The TCP/IP stack, E-mail, Internet addresses, Internet Protocol, SMTP, MIME POP, IMAP, Domain Name system, Telnet, FTP, WWW, Browsers, HTML, http, JAVA,. Intranet, Intranet Services and their advantages. Extranets. Search Engine and Web Crawlers
2	UNIT – II :Principles Of DBMS
	What is a database, Relational databases (Relation, Attribute, Instance, Relationship, Join), Database capabilities (Data definition, data manipulation, Access as an RDBMs)
3	UNIT – III : CASE STUDY OF DBMS USING MS-ACCESS
	<p>MS-Office workspace basics, Exploring the Office menu, Working with ribbon, Opening an access database Exploring database objects, Creating database, Changing views. Printing database objects. Saving and closing database file. Working with datasheets, Moving among records, Updating records, adding records to a table, Finding records, sorting records, Filtering records, Using the PIVOT chart View, Saving and closing tables.</p> <p>Adding a table to a database, Adding fields to a table, adding a Lookup field, setting a Primary key, Using the input mask wizard. Saving design changes, Importing data (From Excel).</p>
4	UNIT – IV : MS-ACCESS QUERIES
	<p>What is a Query, Creating a query, working with queries, saving and running a query, creating calculated fields, using aggregate functions, Understanding query properties, Joining Tables. What is a Form, Using the form tool, Creating a form with form wizard, Working in design view, Changing the form layout, Using calculated controls, Working with records on a Form.</p> <p>What is a report tool, Printing report, saving a report, designing a report, changing report layout, creating mailing labels.</p>

QUESTION PAPER PATTERN

Maximum Marks : 75

Questions to be set : 05

Duration : $2\frac{1}{2}$ Hrs.

All Questions are Compulsory Carrying 15 Marks each.

Question No	Particulars	Marks
Q. 1.	Objective Questions A. Attempt any eight sub-questions from the following : (True / False) any 08 B. Attempt any seven sub-questions from the following : (Multiple Choice)any 07	15 Marks
Q. 2.	A. Attempt any one sub-question from a, b (Unit – I) B. Attempt any one sub-question from c, d (Unit – I)	16 Marks
Q. 3.	A. Attempt any one sub-question from a, b (Unit – II) B. Attempt any one sub-question from c, d (Unit – II)	14 Marks
Q. 4.	A. Attempt any one sub-question from a, b (Unit – III) B. Attempt any one sub-question from c, d (Unit – III)	16 Marks
Q. 5.	A. Attempt any one sub-question from a, b (Unit – IV) B. Attempt any one sub-question from c, d (unit IV)	14 Marks

**Revised Syllabus of Courses of B.Com. Programme at Semester IV
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**2 Ability Enhancement Courses (AEC)
2B * Skill Enhancement Courses (SEC) Group B**

6. Foundation Course- Contemporary Issues- IV

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Significant, Contemporary Rights of Citizens	12
2	Approaches to understanding Ecology	11
3	Science and Technology –II	11
4	Introduction to Competitive Exams	11
Total		45

Sr. No.	Modules / Units
1	Significant, Contemporary Rights of Citizens
	<p>A. Rights of Consumers-Violations of consumer rights and important provisions of the Consumer Protection Act, 2016; Other important laws to protect consumers; Consumer courts and consumer movements. (3 Lectures)</p> <p>B. Right to Information- Genesis and relation with transparency and accountability; important provisions of the Right to Information Act, 2005; some success stories. (3 Lectures)</p> <p>C. Protection of Citizens'/Public Interest-Public Interest Litigation, need and procedure to file a PIL; some landmark cases. (3 Lectures)</p> <p>D. Citizens' Charters, Public Service Guarantee Acts. (3 Lectures)</p>
2	Approaches to understanding Ecology
	<p>A. Understanding approaches to ecology- Anthropocentrism, Biocentrism and Eco centrism, Ecofeminism and Deep Ecology. (3 Lectures)</p> <p>B. Environmental Principles-1: the sustainability principle; the polluter pays principle; the precautionary principle. (4 Lectures)</p> <p>C. Environmental Principles-2: the equity principle; human rights principles; the participation principle. (4 Lectures)</p>
3	Science and Technology –II
	<p>Part A:Some Significant Modern Technologies, Features and Applications (7 Lectures)</p> <p>i. Laser Technology- Light Amplification by Stimulated Emission of Radiation; use of laser in remote sensing, GIS/GPS mapping, medical use.</p> <p>ii. Satellite Technology- various uses in satellite navigation systems, GPS, and imprecise climate and weather analyses.</p> <p>iii. Information and Communication Technology- convergence of various technologies like satellite, computer and digital in the information revolution of today's society.</p> <p>iv. Biotechnology and Genetic engineering- applied biology and uses in medicine, pharmaceuticals and agriculture; genetically modified plant, animal and human life.</p> <p>v. Nanotechnology- definition: the study, control and application of phenomena and materials at length scales below 100 nm; uses in medicine, military intelligence and consumer products.</p> <p>Part B:Issues of Control, Access and Misuse of Technology. (4 Lectures)</p>

Sr. No.	Modules / Units
4	Introduction to Competitive Exams
	<p>Part A. Basic information on Competitive Examinations- the pattern, eligibility criteria and local centres:</p> <ul style="list-style-type: none"> i. Examinations conducted for entry into professional courses - Graduate Record Examinations (GRE), Graduate Management Admission Test (GMAT), Common Admission Test (CAT) and Scholastic Aptitude Test (SAT). ii. Examinations conducted for entry into jobs by Union Public Service Commission, Staff Selection Commission (SSC), State Public Service Commissions, Banking and Insurance sectors, and the National and State Eligibility Tests (NET / SET) for entry into teaching profession. <p>Part B. Soft skills required for competitive examinations- (7 Lectures)</p> <ul style="list-style-type: none"> i. Information on areas tested: Quantitative Ability, Data Interpretation, Verbal Ability and Logical Reasoning, Creativity and Lateral Thinking ii. Motivation: Concept, Theories and Types of Motivation iii. Goal-Setting: Types of Goals, SMART Goals, Stephen Covey's concept of human endowment iv. Time Management: Effective Strategies for Time Management v. Writing Skills: Paragraph Writing, Report Writing, Filing an application under the RTI Act, Consumer Grievance Letter.

References

1. Asthana, D. K., and Asthana, Meera, *Environmental Problems and Solutions*, S. Chand, New Delhi, 2012.
2. Bajpai, Asha, *Child Rights in India*, Oxford University Press, New Delhi, 2010.
3. Bhatnagar Mamta and Bhatnagar Nitin, *Effective Communication and Soft Skills*, Pearson India, New Delhi, 2011.
4. G Subba Rao, *Writing Skills for Civil Services Examination*, Access Publishing, New Delhi, 2014
5. Kaushal, Rachana, *Women and Human Rights in India*, Kaveri Books, New Delhi, 2000.
6. Mohapatra, Gaur Krishna Das, *Environmental Ecology*, Vikas, Noida, 2008.
7. Motilal, Shashi, and Nanda, Bijoy Lakshmi, *Human Rights: Gender and Environment*, Allied Publishers, New Delhi, 2007.
8. Murthy, D. B. N., *Disaster Management: Text and Case Studies*, Deep and Deep Publications, New Delhi, 2013.
9. Parsuraman, S., and Unnikrishnan, ed., *India Disasters Report II*, Oxford, New Delhi, 2013
10. Reza, B. K., *Disaster Management*, Global Publications, New Delhi, 2010.
11. Sathe, Satyaranjan P., *Judicial Activism in India*, Oxford University Press, New Delhi, 2003.
12. Singh, Ashok Kumar, *Science and Technology for Civil Service Examination*, Tata McGraw Hill, New Delhi, 2012.
13. Thorpe, Edgar, *General Studies Paper I Volume V*, Pearson, New Delhi, 2017.

Projects / Assignments (for Internal Assessment)

- i. Projects/Assignments should be drawn for the component on Internal Assessment from the topics in **Module 1 to Module 4**.
- ii. Students should be given a list of possible topics - at least 3 from each Module at the beginning of the semester.
- iii. The Project/Assignment can take the form of Street-Plays / Power-Point Presentations / Poster Exhibitions and similar other modes of presentation appropriate to the topic.
- iv. Students can work in groups of not more than 8 per topic.
- v. Students must submit a hard / soft copy of the Project / Assignment before appearing for the semester end examination.

QUESTION PAPER PATTERN (Semester III)

The Question Paper Pattern for Semester End Examination shall be as follows:

TOTAL MARKS: 75

DURATION: 150 MINUTES

QUESTION NUMBER	DESCRIPTION	MARKS ASSIGNED
1	i. Question 1 A will be asked on the meaning / definition of concepts / terms from all Modules. ii. Question 1 B will be asked on the topic of the Project / Assignment done by the student during the Semester iii. In all 8 Questions will be asked out of which 5 have to be attempted.	a) Total marks: 15 b) For 1 A, there will be 3 marks for each sub-question. c) For 1 B there will be 15 marks without any break-up.
2	Descriptive Question with internal option (A or B) on Module 1	15
3	Descriptive Question with internal option (A or B) on Module 2	15
4	Descriptive Question with internal option (A or B) on Module 3	15
5	Descriptive Question with internal option (A or B) on Module 4	15

***Revised Syllabus of Courses of B.Com Programme at Semester IV
with Effect from the Academic Year 2017-2018***

2. Ability Enhancement Courses (AEC)

2B. Skill Enhancement Courses (SEC)

6. Foundation Course in NSS - IV

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Entrepreneurship Development	10
2	Rural Resource Mobilization	10
3	Ideal village & stake of GOS and NGO	13
4	Institutional Social Responsibility and modes of Awareness	12
	Total	45

Sr. No.	Modules / Units
1	Entrepreneurship Development
	UNIT - I Entrepreneurship development Entrepreneurship development- its meaning and schemes Government and self-employment schemes for Entrepreneurship development UNIT - II - Cottage Industry Cottage Industry- its meaning, its role in development process Marketing of cottage products and outlets
2	Rural Resource Mobilization
	UNIT - I - Rural resource mobilization- A case study of eco-village, eco-tourism, agro-tourism UNIT - II - Micro financing with special reference to self-help groups
3	Ideal village & stake of GOS and NGO
	UNIT - I - Ideal village Ideal village- the concept Gandhian Concept of Ideal village Case studies on Ideal village UNIT - II - Government Organisations(GOs) and Non-Government Organisations (NGOs) The concept and functioning
4	Institutional Social Responsibility and modes of Awareness
	UNIT - I - Institutional Social Responsibilities Concept and functioning- case study of adapted village UNIT - II - Modes of awareness through fine Arts Skills Basics of performing Arts as tool for social awareness, street play, creative dance, patriotic song, folk songs and folk dance. Rangoli, posters, flip charts, placards, etc.

**Revised Syllabus of Courses OF B.Com Programme at Semester IV
with Effect from the Academic Year 2017-2018**

2. Ability Enhancement Courses (AEC)

2B. Skill Enhancement Courses (SEC)

6. Foundation Course in NCC - IV

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Disaster Management, Social Awareness and Community Development	10
2	Health and Hygiene	10
3	Drill with Arms	05
4	Weapon Training	10
5	Specialized Subject: Army Or Navy Or Air	10
Total		45

Sr. No.	Modules / Units
1	Disaster Management, Social Awareness and Community Development
	<p>Disaster Management: Desired outcome: The student shall gain basic information about civil defence organisation / NDMA & shall provide assistance to civil administration in various types of emergencies during natural / manmade disasters</p> <ul style="list-style-type: none"> • Fire Services & Fire fighting • Assistance during Natural / Other Calamities: Flood / Cyclone/ Earth Quake/ Accident etc. <p>Social Awareness and Community Development: Desired outcome: The student shall have an understanding about social evils and shall inculcate sense of whistle blowing against such evils and ways to eradicate such evils.</p> <ul style="list-style-type: none"> • NGOs: Role & Contribution • Drug Abuse & Trafficking • Corruption • Social Evil viz. Dowry/ Female Foeticide/Child Abuse & trafficking etc. • Traffic Control Org. & Anti drunken Driving
2	Health and Hygiene
	<p>Desired outcome: The student shall be fully aware about personal health and hygiene lead a healthy life style and foster habits of restraint and self awareness.</p> <ul style="list-style-type: none"> • Hygiene and Sanitation (Personal and Food Hygiene) • Basics of Home Nursing & First-Aid in common medical emergencies • Wound & Fractures
3	Drill with Arms
	<p>Desired outcome: The students will demonstrate the sense of discipline, improve bearing, smartness, and turnout, and develop the quality of immediate and implicit obedience of orders, with good reflexes.</p> <ul style="list-style-type: none"> • Getting on Parade with Rifle and Dressing at the Order • Dismissing and Falling Out • General Salute, Salami Shastra • Squad Drill • Short/Long tail from the order and vice-versa • Examine Arms
4	Weapon Training
	<p>Desired outcome: The student shall have basic knowledge of weapons and their use and handling.</p> <ul style="list-style-type: none"> • The lying position, Holding and Aiming- I • Trigger control and firing a shot • Range procedure and safety precautions • Theory of Group and Snap Shooting • Short range firing, Aiming- II -Alteration of sight

Sr. No.	Modules / Units
5	Specialized Subject: Army Or Navy Or Air
	<p>Army Desired outcome: The training shall instill patriotism, commitment and passion to serve the nation motivating the youth to join the defence forces. It will also acquaint, expose & provide basic knowledge about armed, naval and air-force subjects</p> <p>A. Map reading</p> <ul style="list-style-type: none"> • Setting a Map, finding North and own position • Map to ground, Ground to Map • Point to Point March <p>B. Field Craft and Battle Craft</p> <ul style="list-style-type: none"> • Observation, Camouflage and Concealment • Field Signals • Types of Knots and Lashing <p>C. Introduction to advanced weapons and role of technology (To be covered by the guest lecturers)</p> <p style="text-align: center;">OR</p> <p>Navy</p> <p>A. Naval Communication</p> <ul style="list-style-type: none"> • Semaphore <ul style="list-style-type: none"> ▪ Phonetic Alphabets ▪ Radio Telephony Procedure ▪ Wearing of National Flag, Ensign and Admiral's Flag. <p>B. Seamanship</p> <ul style="list-style-type: none"> • Anchor work <ul style="list-style-type: none"> ▪ Types of Anchor, Purpose and Holding ground • Boat work <ul style="list-style-type: none"> ▪ Demonstrate Rigging a whaler and enterprise boat- Parts of Sail and Sailing Terms ▪ Instructions in Enterprise Class Board including theory of Sailing, Elementary Sailing Tools ▪ Types of Power Boats Used in the Navy and their uses, Knowledge of Anchoring, Securing and Towing a Boat <p>C. Introduction to advanced weapons and role of technology (To be covered by the guest lecturers)</p>

Sr. No.	Modules / Units
	<p style="text-align: center;"><i>OR</i></p> <p>Air</p> <p>A. Air frames</p> <ul style="list-style-type: none"> • Fuselage • Main and Tail Plain <p>B. Instruments</p> <ul style="list-style-type: none"> • Introduction to RADAR <p>C. Aero modelling</p> <ul style="list-style-type: none"> • Flying/ Building of Aero models <p>D. Introduction to advanced weapons and role of technology (To be covered by the guest lecturers)</p>

**Revised Syllabus of Courses of B.Com.Programme at Semester IV
with Effect from the Academic Year 2017-2018**

**2 Ability Enhancement Courses (AEC)
2B * Skill Enhancement Courses (SEC) Group B**

6.Foundation Course in Physical Education Paper-IV

Modules at a Glance

Sr. No.	Modules	No of Lectures
1	Stress Management	10
2	Awards, Scholarship & Government Schemes	10
3	Yoga Education	10
4	Exercise Scheduling/Prescription	15
Total		45

Sr. No.	Modules / Units
1	Stress Management
	<ul style="list-style-type: none"> • Meaning & concept of Stress • Causes of Stress • Managing Stress • Coping Strategies
2	Awards, Scholarship & Government Schemes
	<ul style="list-style-type: none"> • State & National level Sports Awards • State Sports Policy & Scholarship Schemes • National Sports Policy & Scholarship Schemes • Prominent Sports Personalities
3	Yoga Education
	<ul style="list-style-type: none"> • Differences between Yogic Exercises & non- Yogic exercises • Contribution of Yoga to Sports • Principles of Asanas&Bandha • Misconceptions about Yoga
4	Exercise Scheduling/Prescription
	<ul style="list-style-type: none"> • Daily Routine Prescription. • Understanding Activity level & Calorie requirement. • Adherence & Motivation for exercise. • Impact of Lifestyle on Health

R. _____: The Scheme of Examination:

The performance of the learners shall be evaluated in two components: Internal Assessment with 25% marks by way of continuous evaluation and by Semester End Examination with 75% marks by conducting the theory examination.

INTERNAL ASSESSMENT:- It is defined as the assessment of the learners on the basis of continuous evaluation as envisaged in the credit based system by way of participation of learners in various academic and correlated activities in the given semester of the programme.

A) Internal Assessment – 25%

25 Marks

Sr. No.	Particulars	Marks	
1	A project to be prepared by an individual learner or a group of learners in not more than five learners in a group. It is to be evaluated by the teacher concerned.	20 Marks	
	Hard Copy of the project*		10 Marks
	Presentation		05 Marks
	Viva/Interaction		05 Marks
2	Active participation in routine class instructional deliveries and overall conduct as a responsible learner, mannerism and articulation and exhibit of leadership qualities in organizing related academic activities.	05 Marks	

The marks of the internal assessment should not be disclosed to the students till the results of the corresponding semester is declared.

SEMESTER END EXAMINATION:- It is defined as the examination of the learners on the basis of performance in the semester end theory / written examinations.

B) Semester End Examinations – 75%

75 Marks

The assessment of **Part 'A' i.e. Internal Assessment** and **Part 'B' i.e. Semester End Examination** as mentioned above for the Semesters I to IV shall be processed by the Colleges / Institutions of their learners and issue the grade cards to them after the conversion of marks into grade as per the procedure.

INTERNAL ASSESSMENT (PRACTICUM)
(25 Marks)

SEMESTER -III

(Continuous Evaluation during practical sessions conducted for 27 hours)

- a) A learner willing to participate in inter-collegiate/ inter university competitions of any game and sports conducted by the University of Mumbai will be evaluated for 15 marks on the basis of his attendance, sincerity and performance during the training / practice / coaching sessions / camps conducted by the college/University for at least 10 days. It is expected that the colleges should organize training / practice / coaching sessions / camps of various games and sports as per the choice of the learner. However, due to unavailability of the same in his / her college if a learner participates in the training / practice / coaching sessions / camps organized by other organizations or clubs of sports and games, may be considered for evaluation for 15 marks on the basis of the proofs of attendance and participation submitted by a learner.
- b) A learner will be practically taught different exercises including Suryanamaskara for developing their Motor Performance Components by conducting practical sessions for at least 10 hours (one hour each) and will be assessed by the concern teacher for **marks out of 10** on the basis of his attendance, sincerity and performance.

Question Paper Pattern

Maximum Marks: 75

Questions to be Set: 05

Duration: 2 ½ Hrs.

All Questions are Compulsory Carrying 15 Marks each.

Question No	Particular	Marks
Q-1	Objective Questions A) Sub Questions to be asked 10 and to be answered any 08 B) Sub Questions to be asked 10 and to be answered any 07 (*Multiple choice / True or False / Match the columns/ fill in the blanks)	15 Marks
Q-2	Full Length Question	15 Marks
Q-2	OR Full Length Question	15 Marks
Q-3	Full Length Question	15 Marks
Q-3	OR Full Length Question	15 Marks
Q-4	Full Length Question	15 Marks
Q-4	OR Full Length Question	15 Marks
Q-5	Full Length Question	15 Marks
Q-5	OR Short Notes To be asked 05 To be answered 03	15 Marks

Note: Full length question of 15 marks may be divided into two sub questions of 08 and 07 marks.

➤ **Standard of Passing the Examination**

- A learner shall have to obtain a minimum of 40 % marks in aggregate to qualify the each course where the course consists of internal assessment and semester end examination.
- A learner shall obtain a minimum of 40 % marks(i.e. **10** out of **25**) in the internal assessment and obtain a minimum of 40 % marks (i.e. **30** out of **75**) in semester end

Reference Books

1. National Service Scheme Manual (Revised) 2006, Government of India, Ministry of Youth Affairs and Sports, New Delhi.
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11. Dr. A.K.Uppal. (2014) Science of Sports Training. Delhi: Friends Publication
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21. Muller, J. P.(2000). Health, Exercise and Fitness. Delhi : Sports.
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23. NASPE. (2005). Physical Education for lifelong fitness. The physical Best teacher's guide. IL:Human Kinetics
24. Nieman, D.C.(1986). Fitness and Sports Medicine : Health Related Approach London: Mayfield Publishing Co.
25. Nimbalkar. Sadashiv(2004), Yoga for Health and Peace.- 6th Ed., Yoga VidyaNiketan, Mumbai,.,
26. Pate R.R. &Hohn R.C. (1994). Health Fitness Through Physical Education. USA : Human Kinetics.
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29. Sharma, O.P. (1998). History of Physical Education. Delhi: KhelSahityaKendra.Werner.
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32. वाखारकर,दि.गो.(१९९२)– शरीरविज्ञान व आरोग्य शास्त्र, क्रीडातंत्र, पुणे,

**Revised Syllabus of Courses of B.Com. Programme at Semester IV
with Effect from the Academic Year 2017-2018**

Core Courses (CC)

7. Business Law II

Sr. No.	Modules	No. of Lectures
1	Indian Companies Act – 2013 Par T –I	12
2	Indian Companies Act – 2013, Par T –II	12
3	Indian Partnership Act – 1932	12
4	Consumer Protection Act, 1986 & Competition Act 2002	12
5	Intellectual Property Rights	12
Total		60

Sr. No.	Modules
1	Indian Companies Act – 2013 Par T –I
	<ul style="list-style-type: none"> • Company –Concept, Features, Role of Promoters (S. 2(69) S. 92), Duties and liabilities of the Promoter Effects of Pre-Incorporation contracts, Consequences of non-registration, and Lifting of Corporate Veil. • Classification of Companies Distinction between Private Company and Public Company, Advantages and disadvantages of Private company and Public Company. –Common Procedure for Incorporation of Company, • Memorandum of Association (MOA) & Article of Association(AOA) – Concept , Clauses of MOA, AOA- Contents, Doctrine of constructive notice, Doctrine of Ultra Vires, Doctrine of Indoor Management. • Prospectus – Concept, Kinds, Contents, Private Placement
2	Indian Companies Act – 2013, Par T –II
	<ul style="list-style-type: none"> • Member of a Company –Concept, Who can become a member, Modes of acquiring membership, Cessation of membership, Right & Liabilities of Members. • Director – Qualifications& Disqualification, Classification, Director Identification Number (DIN), Legal Position of Directors. • Meetings – Types, Legal Provisions of Statutory Meeting, Annual General Meeting, Extra-Ordinary Meeting, Board Meeting.
3	Indian Partnership Act – 1932
	<ul style="list-style-type: none"> • Partnership – Concept, Essentials, True Test of Partnership, Partnership Deed, Types of Partnership, Rights and Duties of Partners, Distinguish between Partnership & Hindu Undivided Family (HUF). • Dissolution – Concept, Modes of Dissolution, Consequences of Dissolution. • Limited Liability Partnership (LLP) 2008 – Concept, Characteristics, Advantages & Disadvantages, Procedure for Incorporation. • Extent of L.L.P.- Conversion of LLP, Mutual rights & duties of partners, Winding up of LLP, Distinction between LLP and Partnership.
4	Consumer Protection Act, 1986 & Competition Act 2002
	<ul style="list-style-type: none"> • Consumer Protection Act – Concept , Objects, Reasons for enacting the Consumer Protection Act, Definition of Consumer, Consumer Dispute, Complaint, Complainant, Defect, Deficiency, Consumer Dispute, Unfair Trade Practices, Goods and Services. • Consumer Protection Councils & Redressal Agencies – District, State & National. • Competition Act 2002 – Concept, Salient Features, Objectives & Advantages. • Abuse of Dominant Position, Competition Commission of India, Anti-Competition Agreements,

Sr. No.	Modules
5	INTELLECTUAL PROPERTY RIGHTS 12
	<ul style="list-style-type: none"> • Intellectual Property Right (IPR) – Concept, Nature, Introduction & background of IPR in India. • IPR relating to Patents – Concepts of Invention and discovery, Comparison (S2 (j)), Concept of Patents, General principles applicable to working of patented inventions, Term of Patent. Infringement of Patent Rights & Remedies. (Ss. 104-115) • IPR relating to Copyrights- Concept of Copyright (Ss. 14, 16, 54,) Concept of author and authorised acts, (S.2) Ownership of Copy right (S.17) Duration or term of Copy right. (S. 22-27), Original work and fair use, Rights of Copyright holder, Infringement of Copyrights & Remedies. (Ss. 51, 52) • IPR relating to Trademarks –Concept, Functions of Trade Mark, types, trademarks that cannot be registered, Registration of Trade Marks and rights of the proprietor of Trade Marks. Procedure for registration of Trade Marks., Infringement of Trademarks & Remedies.

SEMESTER – IV REFERENCE BOOKS:

REFERENCES

1. Guide to the Companies Act,2013 by A Ramaiya , Lexis Nexis.
2. Company Law by G.K.Kapoor.
3. Company Law by N.D.Kapoor.
4. Company Law by P.C. Tulsian.
5. Law and practice of Intellectual Property in India by Dr.Vikas Vashishth,Bharat Law House.
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7. Laws Relating to Intellectual Property, Universal Law Publishing Co. Dr. B.L.Wadhera
8. Consumer Protection Law and Practice by Dr.V.K.Agarwal, Bharat Law House.
9. Competition Law by Avatar Singh, Eastern Book Company
10. Competition Law in India by T. Ramappa, Oxford University Press.
11. Intellectual Property Rights by Narayan.
12. Laws Relating to Intellectual Property, Universal Law Publishing Co. Dr. B.L.Wadhera

**PAPER PATTERN
S.Y.B.COM
SEMESTER III &IV**

BUSINESS LAW PAPER I & II

(100 Marks Paper Per Semester)

- 1. Question paper to have Five Questions
(One from Each Module) 20 Marks Each**
- 2. All Questions to be Compulsory.**
- 3. Each Question to have Four Sub Questions of Ten Marks Each
(Students to answer any Two out of Four)**

Question Paper Pattern (Practical Courses)

Maximum Marks: 100

Questions to be set: 06

Duration: 03 Hrs.

All Questions are Compulsory Carrying 15 Marks each.

Question No	Particular	Marks
Q-1	Objective Questions C) Sub Questions to be asked 12 and to be answered any 10 D) Sub Questions to be asked 12 and to be answered any 10 (*Multiple choice / True or False / Match the columns/Fill in the blanks)	20 Marks
Q-2	Full Length Practical Question OR	15 Marks
Q-2	Full Length Practical Question	15 Marks
Q-3	Full Length Practical Question OR	15 Marks
Q-3	Full Length Practical Question	15 Marks
Q-4	Full Length Practical Question OR	15 Marks
Q-4	Full Length Practical Question	15 Marks
Q-5	Full Length Practical Question OR	15 Marks
Q-5	Full Length Practical Question	15 Marks
Q-6	C) Theory questions D) Theory questions OR	10 Marks 10 Marks
Q-6	Short Notes To be asked 06 To be answered 04	20 Marks

Note:

Practical question of 15 marks may be divided into two sub questions of 7/8 and 10/5Marks.

Question Paper Pattern (Theoretical Courses)

Maximum Marks: 100

Questions to be set: 06

Duration: 03 Hrs.

All Questions are Compulsory Carrying 15 Marks each.

Question No	Particular	Marks
Q-1	Objective Questions O) Sub Questions to be asked 12 and to be answered any 10 P) Sub Questions to be asked 12 and to be answered any 10 (*Multiple choice / True or False / Match the columns/Fill in the blanks)	20 Marks
Q-2	Full Length Question OR	15 Marks
Q-2	Full Length Question	15 Marks
Q-3	Full Length Question OR	15 Marks
Q-3	Full Length Question	15 Marks
Q-4	Full Length Question OR	15 Marks
Q-4	Full Length Question	15 Marks
Q-5	Full Length Question OR	15 Marks
Q-5	Full Length Question	15 Marks
Q-6	O) Theory questions P) Theory questions OR	10 Marks 10 Marks
Q-6	Short Notes To be asked 06 To be answered 04	20 Marks

Note:

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

UNIVERSITY OF MUMBAI

No. UG/21 of 2018-19

CIRCULAR:-

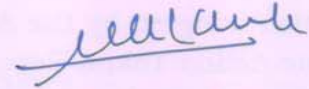
Attention of the Principals of the affiliated Colleges and Directors of the recognized Institutions in Commerce & Management Faculty is invited to this office Circular No.UG/105 of 2016-17, dated 25th October, 2016 relating to syllabus of Bachelor of Commerce (B.Com.) degree course.

They are informed that the recommendations made by the Board of Studies in Commerce at its meeting held on 28th February, 2018 have been accepted by the Academic Council at its meeting held on 5th May, 2018 vide item No. 4.48 and that in accordance therewith, the revised syllabus as per the (CBCS) for the T.Y.B.Com. (Sem. V & VI), has been brought into force with effect from the academic year 2018-19, accordingly. (The same is available on the University's website www.mu.ac.in).

MUMBAI – 400 032

14th June, 2018

To



(Dr. Dinesh Kamble)
I/c REGISTRAR

The Principals of the affiliated Colleges and Directors of the recognized Institutions in Commerce & Management Faculty. (Circular No. UG/334 of 2017-18 dated 9th January, 2018.)

A.C./4.48/05/05/2018

No. UG/21 -A of 2018

MUMBAI-400 032

14th June, 2018

Copy forwarded with Compliments for information to:-

- 1) The I/c Dean, Faculty of Commerce & Management,
- 2) The Chairman, Board of Studies in Commerce,
- 3) The Director, Board of Examinations and Evaluation,
- 4) The Director, Board of Students Development,
- 5) The Professor-cum-Director, Institute of Distance and Open Learning (IDOL),
- 6) The Co-Ordinator, University Computerization Centre,



(Dr. Dinesh Kamble)
I/c REGISTRAR

University of Mumbai



**Revised Syllabus
and
Question Paper Pattern
of Courses of
Bachelor of Commerce Programme
at
Third Year
Semester V and VI
Under Choice Based Credit, Grading and
Semester System**

To be implemented from Academic Year 2018-2019

Faculty of Commerce

Bachelor of Commerce (B.Com) Programme

Under Choice Based Credit, Grading and Semester System

T.Y.B.Com

(To be implemented from Academic Year- 2018-2019)

No. of Courses	Semester V	Credits	No. of Courses	Semester VI	Credits
1	Elective Courses (EC)		1	Elective Courses (EC)	
1A	Discipline Specific Elective(DSE) Courses		1A	Discipline Specific Elective(DSE) Courses	
1 & 2	*Any one group of courses from the following list of the Groups (A/B/C/D/E/F)	04+04	1 & 2	*Any one group of courses from the following list of the Groups (A/B/C/D/E/F)	04+04
1B	Discipline Related Elective(DRE) Courses		1B	Discipline Related Elective(DRE) Courses	
3	Commerce V	03	3	Commerce VI	03
4	Business Economics V	03	4	Business Economics VI	03
2	Ability Enhancement Courses (AEC)		2	Ability Enhancement Courses (AEC)	
5 & 6	**Any two courses from the following list of the courses	03+03	5 & 6	**Any two courses from the following list of the courses	03+03
Total Credits		20	Total Credits		20

*List of groups of Discipline Specific Elective(DSE) Courses for Semester V (Any One Group)		*List of groups of Discipline Specific Elective(DSE) Courses for Semester VI (Any One Group)	
Group A: Advanced Accountancy			
1	Financial Accounting and Auditing VII - Financial Accounting	1	Financial Accounting and Auditing IX - Financial Accounting
2	Financial Accounting and Auditing VIII - Cost Accounting	2	Financial Accounting and Auditing X - Cost Accounting
Group B: Business Management			
1	Business Management Paper - I	1	Business Management Paper - III
2	Business Management Paper - II	2	Business Management Paper - IV
Group C: Banking and Finance			
1	Banking and Finance Paper - I	1	Banking and Finance Paper - III
2	Banking and Finance Paper - II	2	Banking and Finance Paper - IV
Group D: Commerce			
1	Commerce Paper - I	1	Commerce Paper - III
2	Commerce Paper - II	2	Commerce Paper - IV
Group E: Quantitative Techniques			
1	Quantitative Techniques Paper - I	1	Quantitative Techniques Paper - III
2	Quantitative Techniques Paper - II	2	Quantitative Techniques Paper - IV
Group F: Economics			
1	Economics Paper - I	1	Economics Paper - III
2	Economics Paper - II	2	Economics Paper - IV
Note: Group selected in Semester V will continue in Semester VI			

**List of Ability Enhancement Courses (AEC) for Semester V (Any Two)		**List of Ability Enhancement Courses (AEC) for Semester VI (Any Two)	
1	Trade Unionism and Industrial Relations Paper - I	1	Trade Unionism and Industrial Relations. Paper - II
2	Computer systems & Applications Paper -I	2	Computer systems & Applications Paper - II
3	Export Marketing Paper - I	3	Export Marketing Paper - II
4	Marketing Research Paper - I	4	Marketing Research Paper - II
5	Investment Analysis and Portfolio Management Paper - I	5	Investment Analysis and Portfolio Management Paper - II
6	Transport Management Paper - I	6	Transport Management Paper - II
7	Entrepreneurship& M.S.S.I. Paper - I	7	Entrepreneurship& M.S.S.I. Paper - II
8	International Marketing Paper - I	8	International Marketing Paper - II
9	Merchant Banking Paper - I	9	Merchant Banking Paper - II
10	Direct & Indirect Taxation Paper - I	10	Direct & Indirect Taxation Paper - II
11	Labour Welfare & Practice Paper - I	11	Labour Welfare & Practice Paper - II
12	Purchasing & Store keeping Paper - I	12	Purchasing & Store keeping Paper - II
13	Insurance Paper - I	13	Insurance Paper - II
14	Banking Law & Practice Paper - I	14	Banking Law & Practice Paper - II
15	Regional Planning Paper - I	15	Regional Planning Paper - II
16	Rural Marketing Paper - I	16	Rural Marketing Paper - II
17	Elements of Operational Research Paper- I	17	Elements of Operational Research Paper - II
18	Psychology of Human Behaviour at work Paper - I	18	Psychology of Human Behaviour at work Paper - II
Note: Course selected in Semester V will continue in Semester VI			

B.Com. Programme
Under Choice Based Credit, Grading and Semester System
Course Structure

(To be implemented from Academic Year- 2018-2019)

Semester V

No. of Courses	Semester V	Credits
1	Elective Courses (EC)	
1A	Discipline Specific Elective(DSE) Courses	
1 & 2	*Any one group of courses from the following list of the Groups (A/B/C/D/E/F)	04+04
1B	Discipline Related Elective(DRE) Courses	
3	Commerce V	03
4	Business Economics V	03
2	Ability Enhancement Courses (AEC)	
5 & 6	**Any two courses from the following list of the courses	03+03
Total Credits		20

*List of groups of Discipline Specific Elective(DSE) Courses for Semester V (Any One Group)	
Group A: Advanced Accountancy	
1	Financial Accounting and Auditing VII - Financial Accounting
2	Financial Accounting and Auditing VIII - Cost Accounting
Group B: Business Management	
1	Business Management Paper - I
2	Business Management Paper - II
Group C: Banking and Finance	
1	Banking and Finance Paper - I
2	Banking and Finance Paper - II
Group D: Commerce	
1	Commerce Paper - I
2	Commerce Paper - II
Group E: Quantitative Techniques	
1	Quantitative Techniques Paper - I
2	Quantitative Techniques Paper - II
Group F: Economics	
1	Economics Paper - I
2	Economics Paper - II

**List of Ability Enhancement Courses (AEC) for Semester V (Any Two)	
1	Trade Unionism and Industrial Relations Paper - I
2	Computer systems & Applications Paper -I
3	Export Marketing Paper - I
4	Marketing Research Paper - I
5	Investment Analysis and Portfolio Management Paper - I
6	Transport Management Paper - I
7	Entrepreneurship& M.S.S.I. Paper - I
8	International Marketing Paper - I
9	Merchant Banking Paper - I
10	Direct & Indirect Taxation Paper - I
11	Labour Welfare & Practice Paper - I
12	Purchasing & Store keeping Paper - I
13	Insurance Paper - I
14	Banking Law & Practice Paper - I
15	Regional Planning Paper - I
16	Rural Marketing Paper - I
17	Elements of Operational Research Paper- I
18	Psychology of Human Behaviour at work Paper - I

**Revised Syllabus of Courses of B.Com. Programme at Semester V
with Effect from the Academic Year 2018-2019**

Elective Courses (EC)

1 A. Discipline Specific Elective (DSE) Courses

Group A: Advanced Accountancy

1. Financial Accounting and Auditing VII -

Financial Accounting

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Preparation of Final Accounts of Companies	15
2	Internal Reconstruction	15
3	Buy Back of Shares	10
4	Investment Accounting (w.r.t. Accounting Standard- 13)	12
5	Ethical Behaviour and Implications for Accountants	08
	Total	60

Sr. No.	Modules / Units
1	Preparation of Final Accounts of Companies
	<p>Relevant provisions of Companies Act related to preparation of Final Account (excluding cash flow statement)</p> <p>Preparation of financial statements as per Companies Act. (excluding cash flow statement)</p> <p>AS 1 in relation to final accounts of companies (disclosure of accounting policies)</p> <p>Adjustment for –</p> <ol style="list-style-type: none"> 1. Closing Stock 2. Depreciation 3. Outstanding expenses and income 4. Prepaid expenses and Pre received income 5. Proposed Dividend and Unclaimed Dividend 6. Provision for Tax and Advance Tax 7. Bill of exchange (Endorsement, Honour, Dishonour) 8. Capital Expenditure included in Revenue expenditure and vice versa eg- purchase of furniture included in purchases 9. Unrecorded Sales and Purchases 10. Good sold on sale or return basis 11. Managerial remuneration on Net Profit before tax 12. Transfer to Reserves 13. Bad debt and Provision for bad debts 14. Calls in Arrears 15. Loss by fire (Partly and fully insured goods) 16. Goods distributed as free samples. 17. Any other adjustments as per the prevailing accounting standard.
2	Internal Reconstruction
	<p>Need for reconstruction and company law provisions</p> <p>Distinction between internal and external reconstructions.</p> <p>Methods including alteration of share capital, variation of shareholder rights, sub division, consolidation, surrender and reissue / cancellation, reduction of share capital with relevant legal provisions and accounting treatment for same.</p>
3	Buy Back of Shares
	<p>Company Law / Legal provisions (including related restrictions, power, transfer to capital redemption reserve account and prohibitions)</p> <p>Compliance of conditions including sources, maximum limits and debt equity ratio. Cancellation of Shares Bought back(Excluding Buy Back of minority shareholding)</p>

Sr. No.	Modules / Units
4	Investment Accounting (w.r.t. Accounting Standard- 13)
	<p>For shares (variable income bearing securities)</p> <p>For debentures/Preference. shares (fixed income bearing securities)</p> <p>Accounting for transactions of purchase and sale of investments with ex and cum interest prices and finding cost of investment sold and carrying cost as per weighted average method (Excl. brokerage).</p> <p>Columnar format for investment account.</p>
5	Ethical Behaviour and Implications for Accountants
	<p>Introduction, Meaning of ethical behavior</p> <p>Financial Reports – What is the link between law, corporate governance, corporate social responsibility and ethics?</p> <p>What does the accounting profession mean by the ethical behavior?</p> <p>Implications of ethical values for the principles versus rule based approaches to accounting standards</p> <p>The principal based approach and ethics</p> <p>The accounting standard setting process and ethics</p> <p>The IFAC Code of Ethics for Professional Accountants</p> <p>Ethics in the accounting work environment – A research report</p> <p>Implications of unethical behavior for financial reports</p> <p>Company Codes of Ethics</p> <p>The increasing role of whistle – Blowing</p> <p>Why should student learn ethics?</p>

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Elective Courses (EC)

1 A. Discipline Specific Elective (DSE) Courses

Group A: Advanced Accountancy

2. Financial Accounting and Auditing Paper-VIII:

Cost Accounting

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to Cost Accounting	10
2	Material Cost	10
3	Labour Cost	10
4	Overheads	10
5	Classification of Costs and Cost Sheet	10
6	Reconciliation of cost and financial accounts	10
	Total	60

Sr. No.	Modules / Units
1	Introduction to Cost Accounting
	(a) Objectives and scope of Cost Accounting (b) Cost centres and Cost units (c) Cost classification for stock valuation, Profit measurement, Decision making and control (d) Coding systems (e) Elements of Cost (f) Cost behaviour pattern, Separating the components of semi- variable costs
2	Material Cost
	(i) Procurement procedures—Store procedures and documentation in respect of receipts and issue of stock, Stock verification (ii) Inventory control —Techniques of fixing of minimum, maximum and reorder levels, Economic Order Quantity, ABC classification; Stocktaking and perpetual inventory (iii) Inventory accounting Note- Simple practical problems based on Calculation of EOQ, Raw Material Turnover ratio, Preparation of stock ledger and Valuation of Inventories, based on FIFO and Weighted average cost.
3	Labour Cost
	(i) Attendance and payroll procedures, Overview of statutory requirements, Overtime, Idle time and Incentives (ii) Labour turnover (iii) Utilisation of labour, Direct and indirect labour, Charging of labour cost, Identifying labour hours with work orders or batches or capital jobs (iv) Efficiency rating procedures (v) Remuneration systems and incentive schemes. Note- Simple practical problems based on Preparation of labour cost statement Remuneration and incentive systems based on Piece work plan, Haley Premium Plan, Rowan system, Gantt’s Task
4	Overheads
	Functional analysis — Factory, Administration, Selling and Distribution Behavioural analysis — Fixed, Variable, Semi-variable cost Note- Simple practical problems on Departmentalization and apportionment of primary overheads, Computation of overhead rates including Machine overhead rates Basic concepts of treatment of over/under absorption of overheads- Direct Labour method and Prime Cost method
5	Classification of Costs and Cost Sheet
	Classification of costs, Cost of Sales, Cost Centre, Cost Unit, Profit Centre and Investment Centre Cost Sheet, Total Costs and Unit Costs, Different Costs for different purpose Note- Simple practical problems on preparation of cost sheet
6	Reconciliation of cost and financial accounts
	Practical problems based on Reconciliation of cost and Financial accounts.

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Elective Courses (EC)

1 A. Discipline Specific Elective (DSE) Courses

Group B: Business Management

**1. Business Management Paper-III:
Management and Organization Development**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction	15
2	Planning	15
3	Organizing as a Managerial Function	15
4	Staffing	15
Total		60

Sr. No.	Modules / Units
1	Introduction
	<ul style="list-style-type: none"> • Management – Definition and Characteristics • Management – as Science, art and profession – Levels of management and management skills • Development of Management Thought – Scientific Approach Administrative School, Behaviour School, Systems Approach and Contingency Approach. Evolution of Indian management thoughts and their relevance in the current era. • Functions of Management in a typical business organisation
2	Planning
	<ul style="list-style-type: none"> • Planning, forecasting, decision making and problem solving • Nature, characteristics, merits and limitations of planning. • Classification and components of plans • Essentials of a good plan and planning process • Management by objectives (MBO) – Importance and relevance
3	Organizing as a Managerial Function
	<ul style="list-style-type: none"> • Definition and Principles • Departmentalisation • Formal organisations – Functional, SBU, Matrix, Committees • Informal organisations – Relevance and Importance • Authority, responsibility, accountability and span of control • Organizational hierarchy – charts • Delegation of authority and decentralization • Emergence of virtual organisation – merits and limitations
4	Staffing
	<ul style="list-style-type: none"> • Importance of human resource in organisations • Estimation of human resource requirements • Human Asset Accounting • Job Analysis • Recruitment and selection • Training and Development • Performance Appraisal

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Elective Courses (EC)

1 A. Discipline Specific Elective (DSE) Courses

Group B: Business Management

**2. Business Management Paper-V:
Financial Management**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to Financial Management	11
2	Study of Financial Statements	11
3	Ratio Analysis	12
4	Sources of Finance and Cash Flow Analysis	11
Total		45

Sr. No.	Modules / Units
1	Introduction to Financial Management
	<ul style="list-style-type: none"> • Definition, nature and functions of financial management • Objectives of financial management • Importance of financial management and limitations. • Preparation of financial Statements adhering to current statutory requirements.
2	Study of Financial Statements
	<ul style="list-style-type: none"> • Objectives of financial statement analysis and interpretation • Steps involved in the analysis of financial statements • Comparative Statements • Common Size Statements • Trend Analysis
3	Ratio Analysis
	<ul style="list-style-type: none"> • Ratio Analysis – Meaning and objectives and Classification of Ratios- Traditional classification, functional classification and classification from the point of view of users • Balance Sheet Ratios- Current Ratio, Liquid Ratio, Proprietary Ratio, Stock-Working Capital Ratio, Capital Gearing Ratio, Debt Equity Ratio • Revenue Statement Ratios - Gross Profit Ratio, Operating Ratio, Expense Ratios, Net Profit Ratio, Stock Turnover Ratio. • Combined Ratios - Return on Capital Employed, Return on Proprietors’ Funds, Return on Equity Share Capital, Debtors’ Turnover Ratio (Debtors’ Velocity), Earning Per Share, Dividend Payout Ratio, Price Earning Ratio • Importance and limitations of Accounting Ratios
4	Sources of Finance and Cash Flow Analysis
	<ul style="list-style-type: none"> • Classification of sources of finance with reference to period , ownership and source of generation • Internal and external financing including choice of financial instruments • Cash Flow Statement – Meaning and Classification • Uses of Cash Flow statement • Preparation of Cash Flow Statement – Direct and Indirect

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Elective Courses (EC)

1 A. Discipline Specific Elective (DSE) Courses

Group C: Banking and Finance

**1. Banking and Finance Paper - I:
Central Banking**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Indian Financial System	15
2	Financial Markets in India	15
3	Commodity Market	15
4	Derivatives Market	15
Total		60

Sr. No.	Modules / Units
1	Indian Financial System
	<p>A) Introduction, Meaning, Functions of financial system, Indian financial system from financial neutrality to financial activism and from financial volatility to financial stability, Role of Government in financial development, Overview of Phases of Indian financial system since independence (State Domination – 1947-1990, Financial sector reforms 1991 till Financial Sector Legislative Reforms Commission 2013), Monitoring framework for financial conglomerates.</p> <p>B) Structure of Indian Financial System – Banking & Non-Banking Financial Institutions, Organized and Unorganized Financial Markets, Financial Assets/Instruments, Fund based & Fee Based Financial Services.</p>
2	Financial Markets in India
	<p>A) Indian Money Market – Meaning, Features, Functions, Importance, Defects, Participants, Components of Organized and Unorganized markets and Reforms</p> <p>B) Indian Capital Market - Meaning, Features, Functions, Importance, Participants, Instruments, Reforms in Primary and Secondary Market.</p> <p>C) Indian Stock Market - Meaning and functions of Stock Exchange- NSE and BSE.</p> <p>D) Equity Market – Primary Market, IPO, Book Building, Role of Merchant Bankers, ASBA , Green Shoe Option, Issue of Bonus shares, Right Shares, Sweat Equity shares, ESOP.</p> <p>E) Indian Debt Market –Market Instruments, Listing, Primary and Secondary Segments</p>
3	Commodity Market
	<ul style="list-style-type: none"> • Introduction to commodities market - Meaning History & origin, Types of commodities traded, • Structure of commodities market in India, • Participants in commodities market, Trading in commodities in India(cash & derivative segment), • Commodity exchanges in India & abroad • Reasons for investing in commodities.
4	Derivatives Market
	<ul style="list-style-type: none"> • Introduction to Derivatives market- Meaning, History & origin, • Elements of a derivative contract, • Factors driving growth of derivatives market, • Types of derivatives, Types of underlying assets, Participants in derivatives market, Advantages & disadvantages of trading in derivatives market, • Current volumes of derivative trade in India, • Difference between Forwards & Futures

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Elective Courses (EC)

1 A. Discipline Specific Elective (DSE) Courses

Group C: Banking and Finance

**2. Banking and Finance Paper - II:
Financial Reporting Analysis**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Final Accounts of Banking Company	16
2	Final Accounts of Insurance Company	12
3	Preparation of Final Accounts of Companies	12
4	Cash Flow Analysis & Ethical Behavior and implications for accountants	12
5	Introduction to IFRS	08
	Total	60

Sr. No.	Modules / Units
1	Final Accounts of Banking Company
	<p>Legal provision in Banking Regulation Act, 1949 relating to Accounts. Statutory reserves including Cash Reserve and Statutory Liquidity Ratio. Bill purchase and discounted, rebate of bill discounted.</p> <p>Final Accounts in prescribed form</p> <p>Non – performing assets and Income from non – performing assets. Classification of Advances, standard, sub – standard, doubtful and provisioning requirement.</p>
2	Final Accounts of Insurance Company
	<p>(a) Preparation and presentation of Corporate Final Accounts for Insurance Companies</p> <p>(b) Final Accounts in accordance with Insurance Legislation.</p> <p>(c) Study of Accounting Policies from Annual Reports of Listed Insurance Companies</p>
3	Preparation of Final Accounts of Companies
	<p>Relevant provisions of Companies Act related to preparation of Final Account (excluding cash flow statement)</p> <p>Preparation of financial statements as per Companies Act. (excluding cash flow statement)</p> <p>AS 1 in relation to final accounts of companies (disclosure of accounting policies)</p> <p>Adjustment for –</p> <ol style="list-style-type: none"> 1. Closing Stock 2. Depreciation 3. Outstanding expenses and income 4. Prepaid expenses and Pre received income 5. Proposed Dividend and Unclaimed Dividend 6. Provision for Tax and Advance Tax 7. Bill of exchange (Endorsement, Honour, Dishonour) 8. Capital Expenditure included in Revenue expenditure and vice versa eg- purchase of furniture included in purchases 9. Unrecorded Sales and Purchases 10. Good sold on sale or return basis 11. Managerial remuneration on Net Profit before tax 12. Transfer to Reserves 13. Bad debt and Provision for bad debts 14. Calls in Arrears 15. Loss by fire (Partly and fully insured goods) 16. Goods distributed as free samples. <p>Any other adjustments as per the prevailing accounting standard.</p>

Sr. No.	Modules / Units
4	Cash Flow Analysis as per AS 3 (Indirect Method Only) Ethical Behaviour and implications for accountants
	<p>Introduction, Meaning of ethical behavior</p> <p>Financial Reports – What is the link between law, corporate governance, corporate social responsibility and ethics?</p> <p>What does the accounting profession mean by the ethical behavior?</p> <p>Implications of ethical values for the principles versus rule based approaches to accounting standards</p> <p>The principal based approach and ethics</p> <p>The accounting standard setting process and ethics</p> <p>The IFAC Code of Ethics for Professional Accountants</p> <p>Ethics in the accounting work environment – A research report</p> <p>Implications of unethical behavior for financial reports</p> <p>Company Codes of Ethics</p> <p>The increasing role of whistle – Blowing</p> <p>Why should student learn ethics?</p>
5	Introduction to IFRS
	<p>IFRS 1- First time Adoption of International Financial Reporting Statements Objective, Scope, Definitions, First IFRS financial statements, Recognition and measurement, Comparative information, Explanation of transition to IFRS, Reconciliations, Interim financial reports, Designation of financial assets or financial liabilities, Use of fair value as deemed cost, Use of deemed cost, Exceptions to retrospective application of other IFRS, Exemptions for business combination, Exemptions from other IFRS and Presentation and Disclosure.</p> <p>IFRS2- Share Based Payment – Objective, Scope, Definitions, Recognition, Equity settled share based payment transactions, Transactions in which services are received, Treatment of vesting conditions, Expected Vesting Period, Determining the fair value of equity instruments granted, Modifications of terms and conditions, Cancellation, Cash settled share based payment transactions, Share based payment transactions in which the terms of the arrangement provide the counterparty with a choice of settlement, Share based payment transactions in which the terms of the arrangement provide the entity with a choice of settlement, Share based payment transactions among group entities (2009 Amendments)</p> <p>Disclosure.</p>

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Elective Courses (EC)

1 A. Discipline Specific Elective (DSE) Courses

Group D: Commerce

**1. Commerce Paper - I:
Management of Service Industry**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to Service Industry	15
2	Tourism and Hospitality Industry	15
3	Transport Industry	15
4	Health Care Industry	15
Total		60

Sr. No.	Modules / Units
1	Introduction to Service Industry
	Services-Concept- characteristics –classification-significance- importance of relationship marketing in services- technology and its impact on service industry- role of service industry in economic development- career opportunitie
2	Tourism and Hospitality Industry
	Tourism Industry- significance- challenges- types of Tourism products-Present scenario of travel and tourism in India- Future prospects- Government’s Tourism policy- Role /functions of Indian Tourism Development Corporation and Maharashtra Tourism Development Corporation Hospitality Industry- characteristics- classification Restaurants- classification and types of consumers in a restaurant
3	Transport Industry
	Role of transport in economic development- types of transport (road, rail, air & ocean)- merits, demerits & recent trends in each mode
4	Health Care Industry
	Features- types of health care services- major inputs of health care industry- role of Corporates & Government in health care sector- emerging trends in health care industry

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Elective Courses (EC)

1 A. Discipline Specific Elective (DSE) Courses

Group D: Commerce

**2. Commerce Paper - II:
Commercial Administration**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction and Orientation to Commercial Administration	15
2	Office Layout and Equipments	15
3	Office Communication	15
4	Information Management and Records	15
Total		60

Sr. No.	Modules / Units
1	Introduction and Orientation to Commercial Administration
	Commercial Administration: Meaning, nature and importance of Commercial Administration in business activity- role and functions of a commercial office- administrative structure of a commercial office- abilities, skills and attributes of office manager.
2	Office Layout and Equipments
	Office layout- Meaning, importance and types of office layout (enclosed or cellular/modular/ virtual etc.)- factors determining office layout- ergonomics with respect to comfort, health & safety Office equipments- various types of office equipments-functions of office equipments- types and uses of various office stationery-Role of IT in office administration
3	Office Communication
	Communication: Various channels of office communication- factors affecting selection of communication channels communication flows(upward/downward/vertical/horizontal/diagonal/grapevine)- barriers to effective communication- methods for intra firm communication- role of front office in communication with external stakeholders
4	Information Management and Records
	Information Management: Meaning and characteristics of information management- types of records to be maintained- characteristics of effective record management system- methods of classification of records-methods and procedures for managing inactive files- duties of record management Department.

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Elective Courses (EC)

1 B. Discipline Related Elective (DRE) Courses

**3. Commerce - V
Marketing**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to Marketing	12
2	Marketing Decisions I	11
3	Marketing Decisions	11
4	Key Marketing Dimensions	11
Total		45

Sr. No.	Modules / Units
1	Introduction to Marketing
	<ul style="list-style-type: none"> • Marketing, Concept, Features, Importance, Functions, Evolution, Strategic v/s Traditional Marketing • Marketing Research - Concept, Features, Process Marketing Information System-Concept, Components Data Mining- Concept, Importance • Consumer Behaviour- Concept, ,Factors influencing Consumer Behaviour Market Segmentation- Concept, Benefits, Bases of market segmentation Customer Relationship Management- Concept , Techniques Market Targeting- Concept, Five patterns of Target market Selection
2	Marketing Decisions I
	<ul style="list-style-type: none"> • Marketing Mix- Concept, Product- Product Decision Areas Product Life Cycle- Concept, Managing stages of PLC Branding- Concept , Components Brand Equity- Concept , Factors influencing Brand Equity • Packaging- Concept , Essentials of a good package Product Positioning- Concept, Strategies of Product Positioning Service Positioning- Importance & Challenges • Pricing- Concept, Objectives, Factors influencing Pricing, Pricing Strategies
3	Marketing Decisions
	<ul style="list-style-type: none"> • Physical Distribution- Concept, Factors influencing Physical Distribution, Marketing Channels (Traditional & Contemporary Channels) Supply Chain Management-Concept, Components of SCM • Promotion- Concept, Importance, Elements of Promotion mix Integrated Marketing Communication (IMC)- Concept, Scope ,Importance • Sales Management- Concept, Components, Emerging trends in selling Personal Selling- Concept , Process of personal selling, Skill Sets required for Effective Selling
4	Key Marketing Dimensions
	<ul style="list-style-type: none"> • Marketing Ethics: Concept, Unethical practices in marketing, General role of consumer organizations Competitive Strategies for Market Leader, Market Challenger, Market Follower and Market Nicher Marketing Ethics: • Rural Marketing- Concept, Features of Indian Rural Market, Strategies for Effective Rural Marketing Digital Marketing-Concept, trends in Digital Marketing Green Marketing- concept, importance • Challenges faced by Marketing Managers in 21st Century Careers in Marketing – Skill sets required for effective marketing Factors contributing to Success of brands in India with suitable examples, Reasons for failure of brands in India with suitable examples.

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Elective Courses (EC)

1 B. Discipline Related Elective (DRE) Courses

4. Business Economics - V

Macro Economic Aspects of India

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Macro Economic overview of India	15
2	Agriculture During Post Reform Period	10
3	The Industry And Service Sector During Post Reform Period	10
4	Banking and Financial Market	10
Total		45

Sr. No.	Modules / Units
1	Macro Economic overview of India
	<ul style="list-style-type: none"> • Overview of New Economic Policy-1991, - Role of Social Infrastructure with reference to education, health and family welfare. • Sustainable Development Goals and Policy measures: Make in India, Invest in India, and Skill Development and Training Programmes. • Foreign Investment Policy Measures in India – Foreign Investment Promotion Board, FDI- MNCs and their role.
2	Agriculture During Post Reform Period
	<ul style="list-style-type: none"> • National Agricultural Policy 2000: Objectives, Features and Implications • Agricultural pricing and agricultural finance • Agricultural Marketing Development-Agricultural Market infrastructure - Market information- Marketing training- Enabling environments-Recent developments
3	The Industry And Service Sector During Post Reform Period
	<ul style="list-style-type: none"> • Policy Measures- Competition Act 2003, Disinvestment Policy, Micro, Small and Medium Enterprises [MSME sector] since 2007. • Industrial Pollution in India: Meaning, Types, Effects and Control. • Service Sector: Recent trends, role and growth in Healthcare and Tourism Industry
4	Banking and Financial Market
	<ul style="list-style-type: none"> • Banking Sector- Recent trends, issues and challenges in Banking and Insurance Industry • Money Market – Structure, Limitations and Reforms. • Capital Market – Structure, Growth and Reforms.

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Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

1. Trade Unionism and Industrial Relations Paper - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Trade Unionism	12
2	Functions of Trade Unions	12
3	Leadership ideology, Recognition, Registration and administration of trade union	11
4	ILO- Objectives, Principles and Organs	10
Total		45

Sr. No.	Modules / Units
1	Trade Unionism
	Meaning, Scope, Significance and Objectives, Structure of trade unions in India. New Role of Trade Union in the context of globalization
2	Functions of Trade Unions
	<ul style="list-style-type: none"> • Functions of trade unions with respect to: <ul style="list-style-type: none"> i) Wages ii) Labour welfare iii) Training and education iv) Social security) Awareness of social responsibility vi) Environmental awareness. • Problems of trade unions, Industrial dispute – causes of industrial disputes
3	Leadership ideology, Recognition, Registration and administration of trade union
	<ul style="list-style-type: none"> • Impact of recession and globalization on trade unions in India. • Problems of employees and need of trade unions in Information and Communication Industry.
4	ILO- Objectives, Principles and Organs
	<p>ILO- Objectives, principles and organs. Impact of ILO on Indian trade union movement.</p> <ul style="list-style-type: none"> • Workers participation in management – concept, pre-requisites, forms & levels of participation, benefit of workers Participation in Management • Women’s participation in trade union activities.

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Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

2. Computer Systems and Applications Paper - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Data Communication, Networking and Internet	18
2	Database and MySQL	09
3	Database and MySQL	09
4	Spread Sheet	09
Total		45

Sr. No.	Modules / Units
1	<p data-bbox="320 185 954 219">Data Communication, Networking and Internet</p> <p data-bbox="320 230 1401 304">a) Data Communication Component, Data representation, Distributed processing. (Concepts only)</p> <p data-bbox="320 309 807 342">b) Network Basics and Infrastructure</p> <ul data-bbox="360 347 1401 622" style="list-style-type: none"> • Definition, Types (LAN, MAN, WAN) Advantages. • Network Structures – Server Based, Client server, Peer to Peer. • Topologies – Star, Bus, Ring. • Network Media, Wired – Twisted Pair, Co-axial, Fiber Optic and Wireless – Radio and Infrared. • Network Hardware: Hubs, Bridges, Switches, Routers. • Network Protocols – TCP/IP, OSI Model. <p data-bbox="320 627 472 660">c) Internet</p> <ul data-bbox="360 665 1401 1021" style="list-style-type: none"> • Definition, Types of connections, sharing internet connection, Hot Spots. • Services on net- WWW, Email-Blogs. • IP addresses, Domain names, URLs, Hyperlinks, Web Browsers • Searching Directories, Search engines, Boolean search (AND, OR, NOT), Advanced search, Meta Search Engines. • Email – POP/SMTP accounts in Email, Different parts of an Email address. Receiving and sending emails with attachments by scanning attachments for viruses. • Cyber Crime, Hacking, Sniffing, Spoofing
2	<p data-bbox="320 1030 608 1064">Database and MySQL</p> <p data-bbox="320 1068 1401 1142">a) Introduction :To Databases, Relational and Non-relational database system MySQL as a Non-procedural Language. View of data.</p> <p data-bbox="320 1146 1401 1615">b) MySQL Basics :Statements (Schema Statements, Data statements, Transaction statements), names (table & column names), data types (Char, Varchar, Text, Mediumtext, Longtext, Smallint, Bigint, Boolean, Decimal, Float, Double, Date, Date Time, Timestamp, Year, Time), Creating Database, inserting data, Updating data, Deleting data, expressions, built-in-functions – lower, upper, reverse length, ltrim, rtrim, trim, left, right, mid, concat, now, time, date, curdate, day, month, year, dayname, monthname, abs, pow, mod, round, sqrt missing data(NULL and NOT NULL DEFAULT values) CREATE,USE, ALTER (Add, Remove, Change columns), RENAME, SHOW, DESCRIBE (CREATE TABLE, COLUMNS, STATUS and DATABASES only) and DROP (TABLE, COLUMN, DATABASES statements), PRIMARY KEY FOREIGN KEY (One and more columns) Simple Validity checking using CONSTRAINTS.</p>
3	<p data-bbox="320 1624 608 1657">Database and MySQL</p> <p data-bbox="320 1662 1401 1809">a) MySQL Simple queries : TheSELECT statement (From, Where, Group By, Having, Order By, Distinct, Filtering Data by using conditions. Simple and complex conditions using logical, arithmetic and relational operators (=, !=, <, >, <>, AND, OR, NOT, LIKE) Aggregate Functions – count, sum, avg, max, min.</p> <p data-bbox="320 1814 1401 1888">b) Multi-table queries:Simple joins (INNER JOIN), SQL considerations for multi table queries(table aliases, qualified column names,all column selections self joins).</p> <p data-bbox="320 1892 1401 2029">c) Nested Queries (Only up to two levels) :Using sub queries, sub query search conditions, sub queries & joins, nested sub queries, correlated sub queries, sub queries in the HAVING clause. Simple Transaction illustrating START, COMMIT, and ROLLBACK.</p>

Sr. No.	Modules / Units
4	Spread Sheet
	<p>a) Creating and Navigating worksheets and adding information to worksheets</p> <ul style="list-style-type: none"> Types of data, entering different types of data such as texts, numbers, dates, functions. Quick way to add data Auto complete, Autocorrect, Auto fill, Auto fit. Undo and Redo. Moving data, contiguous and non contiguous selections, Selecting with keyboard. Cut-Copy, Paste. Adding and moving columns or rows. Inserting columns and rows. Find and replace values. Spell check. Formatting cells, Numbers, Date, Times, Font, Colors, Borders, Fills. <p>b) Multiple Spreadsheets</p> <ul style="list-style-type: none"> Adding, removing, hiding and renaming worksheets. Add headers/Footers to a Workbook. Page breaks, preview. Creating formulas, inserting functions, cell references, Absolute, Relative (within a worksheet, other worksheets and other workbooks). <p>c) Functions</p> <ul style="list-style-type: none"> Financial functions: FV, PV, PMT, PPMT, IPMT, NPER, RATE Mathematical and statistical functions. ROUND, ROUNDDOWN, ROUNDUP, CEILING, FLOOR, INT, MAX, MIN, MOD, SQRT, ABS, SUM, COUNT, AVERAGE <p>d) Data Analysis</p> <ul style="list-style-type: none"> Sorting, Subtotal. Pivot Tables- Building Pivot Tables, Pivot Table regions, Rearranging Pivot Table.

Note :

- a) Theory 03 lectures per week.
- b) Practical batch size 20-25, 01 practical = 03 theory lectures per week.
- c) 10 Practical's are to be completed in each semester.

Semester V

Topic	Number of Practical's
Word processing	01
Spread sheet	03
MySQL	06

Minimum 6 practical's are to be recorded in the journal in the Semester V
 [Minimum 4 on SQL, 2 on MS-Excel]

❖ Scheme of Examination

Type	Marks	Duration
Theory	75	2 ½ hours
Practical	20	1 hour per batch of 10
Active Participation and Class conduct	05	---

• Practical Examination Pattern- Semester V

Sr. No.	Topic	Marks
01	MySQL	07
02	Spread Sheet	03
03	Journal	05
04	Viva	05

- Practical examination to be conducted 2 to 3 weeks before the theory examination. Marks out of 25 to be submitted to the University before commencement of theory examination.
- Software Requirement :
MS-Excel 2010, VB 6.0
- Hardware
For a batch of 120 students minimum 10 computers with appropriate hardware and software installed on each computer. During practical hours maximum two student may share one computer.
- For in house computing facility fee of rupees 750/- be charged for each student per Semester in the existing fee structure against head of computer fee/computer practical.

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Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

3. Export Marketing Paper - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to Export Marketing	12
2	Global Framework for Export Marketing	11
3	India's Foreign Trade Policy	11
4	Export Incentives and Assistance	11
Total		45

Sr. No.	Modules / Units
1	Introduction to Export Marketing
	a) Concept and features of Export Marketing; Importance of Exports for a Nation and a Firm; Distinction between Domestic Marketing and Export Marketing b) Factors influencing Export Marketing; Risks involved in Export Marketing; Problems of India's Export Sector c) Major merchandise/commodities exports of India (since 2015); Services exports of India (since 2015); Region-wise India's Export Trade (since 2015)
2	Global Framework for Export Marketing
	a) Trade barriers; Types of Tariff Barriers and Non-Tariff barriers; Distinction between Tariff and Non-Tariff barriers b) Major Economic Groupings of the World; Positive and Negative Impact of Regional Economic Groupings; Agreements of World Trade Organisation (WTO) c) Need for Overseas Market Research; Market Selection Process, Determinants of Foreign Market Selection
3	India's Foreign Trade Policy
	a) Foreign Trade Policy (FTP) 2015-20 - Highlights and Implications, Export Trade facilitations and ease of doing business as per the new FTP b) Role of Directorate General of Foreign Trade (DGFT), Negative list of Exports, Deemed Exports c) Benefits to Status Holders & Towns of Excellence; Common benefits for EHTP, BTP and STP; Benefits enjoyed by (IIAs) Integrated Industrial Areas(SEZ), EOU, AEZ
4	Export Incentives and Assistance
	a. Financial Incentives available to Indian Exporters - Marketing Development Assistance (MDA), Market Access Initiative (MAI), Assistance to States for Infrastructure Development for Exports (ASIDE), Industrial Raw Material Assistance Centre(IRMAC), b. Institutional Assistance to Indian Exporters - Federation of Indian Export Organisations (FIEO), India Trade Promotion Organisation (ITPO), The Federation of Indian Chambers of Commerce and Industry (FICCI), Export Promotion Councils (EPCs) & Commodity Boards (CBs), Indian Institute of Foreign Trade (IIFT), Indian Institute of Packaging (IIP) c. Schemes - Export Promotion Capital Goods (EPCG) Scheme, Duty Exemption and Remission Schemes, Export Advance Authorisation Scheme; Duty Drawback (DBK); IGST Refund for Exporters

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Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

4. Marketing Research Paper - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to Marketing Research	12
2	Planning Research	11
3	Data Collection	11
4	Data Processing, Analysis, Reporting	11
Total		45

Sr. No.	Modules / Units
1	Introduction to Marketing Research
	<ul style="list-style-type: none"> a. Marketing Research- Definition, features, functions, significance of Marketing Research in marketing decision making, limitations of Marketing Research b. Steps in Marketing Research, Ethics in Marketing Research, Career options in Marketing Research, Qualities of a good Marketing Research professional c. Marketing Information System- Definition, components, essentials of a good MIS, Concept of Decision Support System- Components , importance Data Mining- concept, importance
2	Planning Research
	<ul style="list-style-type: none"> a. Research Design- concept, importance, types Hypothesis- concept, types, importance b. Questionnaire- concept, types of questions, steps in the preparation of questionnaire, essentials of a good questionnaire c. Sampling- concept, terms in sampling, techniques of sampling, essentials of good sampling
3	Data Collection
	<ul style="list-style-type: none"> a. Primary data-concept, merits, demerits, methods b. Secondary data- concept, merits, demerits, sources c. Qualitative and Quantitative research- concept, features, Qualitative v/s Quantitative research Integrating technology in data collection, methods- (online surveys, hand held devices, text messages, social networking), importance
4	Data Processing, Analysis, Reporting
	<ul style="list-style-type: none"> a. Stages in Data processing Editing- meaning, objectives, types Coding- meaning, guidelines Classification- meaning, methods Tabulation- meaning, methods b. Data Analysis & Interpretation Data Analysis- meaning, steps, use of statistical tools (SPSS, SAS, MS EXCEL, MINITAB) Data Interpretation- meaning, importance, stages c. Report Writing- concept, types, contents, essentials, use of visual aids in research report

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Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

**5. Investment Analysis and Portfolio
Management Paper - I**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Portfolio Management – An Introduction	09
2	Portfolio Analysis and Selection	12
3	Portfolio Revision and Evaluation	12
4	Bond Valuation	12
Total		45

Sr. No.	Modules / Units
1	Portfolio Management – An Introduction
	<p>A) Investment - Meaning, Characteristics, Objectives, Investment V/s Speculation, Investment V/s Gambling and Types of Investors</p> <p>B) Portfolio Management – Meaning, Evolution, Phases, Role of Portfolio Managers, Advantages of Portfolio Management.</p> <p>C) Investment Environment in India and factors conducive for investment in India.</p>
2	Portfolio Analysis and Selection
	<p>A) Portfolio Analysis – Meaning and its Components, Calculation of Expected Return and Risk, Calculation of Covariance, Risk – Return Trade off.</p> <p>B) Portfolio Selection – Meaning, Feasible Set of Portfolios, Efficient Set of Portfolios, Selection of Optimal Portfolio, Markowitz Model, Limitations of Markowitz Model, Measuring Security Return and Portfolio Return and Risk under Single Index Model and Multi Index Model.</p>
3	Portfolio Revision and Evaluation
	<p>A) Portfolio Revision – Meaning, Need, Constraints and Strategies.</p> <p>B) Portfolio Evaluation – Meaning, Need, Measuring Returns (Sharpe, Treynor and Jensen Ratios) and Decomposition of Performance.</p>
4	Bond Valuation
	<p>A) Bond Valuation – Meaning, Measuring Bond Returns – Yield to Maturity, Yield to call and Bond Pricing. Bond Pricing Theorems, Bond Risks and Bond Duration. (Practical Problems on YTM and Bond Duration.)</p>

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Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

6. Transport Management Paper - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Transportation Network	11
2	Factors Influencing transport development	11
3	Transportation Planning and Production Management	11
4	Multi Modal Transport System in India	12
Total		45

Sr. No.	Modules / Units
1	Transportation Network
	Definition of transport, Characteristics of transport, various mode of transport network- Air, Surface and Water; public transport and its importance, Element of Transport – way, unit of carriage, motive power, Terminal
2	Factors Influencing transport development
	Factors Influencing transport development: Physical, Economic, Political and Strategic, Concept of connectivity and accessibility, Transport organisation: terminal facilities for different modes, Transport Demand: Direction, Volume and Frequency
3	Transportation Planning and Production Management
	Classification of roads, types of parking, problems due to parking, nature of traffic problem in cities, traffic and environment - Pollution under control certificate agency, cost structure of different transport modes, discriminatory pricing
4	Multi Modal Transport System in India
	Intermodal systems – road/rail/sea; sea/air; road/air; road/rail, sea/rail, sea/road – Inland Container Depot (ICD) & Container Freight Station (CFS) Terminals, Roll-on/Roll-Off Service, Planning of multi modal transport system for Indian cities- Metro Rails, Light Rail Transit (LRT), Sub-Urban Trains, Ring Rail and Monorails, Bus Rapid Transit Systems.

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Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

**7. Entrepreneurship and Management of Small
Scale Industries Paper - I**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to Entrepreneurship	11
2	Entrepreneurial Development	11
3	Entrepreneurial Project Development	11
4	Specialized Focus Areas in Entrepreneurship	12
Total		45

Sr. No.	Modules / Units
1	Introduction to Entrepreneurship
	<p>Unit-1:-</p> <ul style="list-style-type: none"> • Meaning, Features, Need and Significance, Concept of Entrepreneur and Entrepreneurship • Importance, Significance and Growth of Entrepreneurial activity • Classification and Types of Entrepreneurs • Functions of an Entrepreneur <p>Unit-2:</p> <ul style="list-style-type: none"> • Characteristics, Qualities and Competencies of a Successful Entrepreneur – Examples of Successful Indian Entrepreneurs. • Entrepreneurship as a Career - Creating Self-employment through Entrepreneurship • Scope of Entrepreneurship • Meaning, Features, Significance, Concept of Promoters - Types of Promoters <p>Unit-3:-</p> <ul style="list-style-type: none"> • Incentives and Subsidies to Entrepreneurs in India • Meaning, Features, Significance, Concept and Qualities of Intrapreneur – Meaning and • Concept of Intrapreneurship • Measures to Promote Intrapreneurship • Differentiating the Role of: Entrepreneurs and Businessman - Entrepreneurs and Managers - Entrepreneurs and Employees
2	Entrepreneurial Development
	<p>Unit-1:-</p> <ul style="list-style-type: none"> • Meaning, Significance and Concept of Entrepreneurial Development in India • Factors influencing Entrepreneurial Development – Pull and Push Factors • Barriers to Entrepreneurship • Managing the Problems faced by Entrepreneurs - Measures/Suggestions to Overcome Barriers to Entrepreneurship, Start up India-Make in India. <p>Unit-2:-</p> <ul style="list-style-type: none"> • Meaning, Concept and Inter-Linkage between: Innovation and Invention - Innovation and Entrepreneurship • Factors influencing Entrepreneurial Development and Motivation • Role of Psychological, Social and Cultural factors in Entrepreneurial Development • Theories of Entrepreneurship - Contribution of David McClelland and Joseph Schumpeter <p>Unit-3:-</p> <ul style="list-style-type: none"> • Need and Significance of Entrepreneurial Education and Training • Meaning, Concept & Areas of Entrepreneurship Development Programme (EDP) • Role of Entrepreneurial Development Programme (EDP) and Training Centers in India • Role of Entrepreneurial Development Institutes in India such as MSME-DI Mumbai, EDI Ahmedabad, MITCON, MCED, NIESBUD toward Entrepreneurial Development in India

Sr. No.	Modules / Units
3	Entrepreneurial Project Development
	<p>Unit-1:-</p> <ul style="list-style-type: none"> • Steps in Setting-up of an Entrepreneurial Venture • Idea Generation – Sources and Methods • Identification and Classification of Ideas • Meaning and Concept of Environment Scanning, SWOT Analysis and SWOT Matrix <p>Unit-2:-</p> <ul style="list-style-type: none"> • Meaning and Concept of Project Formulation • Meaning, Concept and Importance of Project Planning - Preparation of Project (Business) Plan -Points to be considered in Project Planning • Components of an ideal Business Plan: Market Plan, Financial Plan, Operational Plan, and HR Plan • Meaning and Concept of Project Report - Significance of Project Report - Contents of Project Report <p>Unit-3:-</p> <ul style="list-style-type: none"> • Meaning, Significance and Concept of Project Appraisal • Aspects and Methods of Project Appraisal: Economic Oriented Appraisal, Financial Appraisal, Market Oriented Appraisal, Technological Feasibility, Managerial Competency • Meaning, Concept, Significance and Importance of Feasibility Study • Types and Different Areas of Feasibility Study
4	Specialized Focus Areas in Entrepreneurship
	<p>Unit-1:-</p> <ul style="list-style-type: none"> • Meaning, Features, Concept, Role and Importance of Women Entrepreneurs • Problems faced by Women Entrepreneurs and Need for Promotion and Assistance • Measures/Suggestions to Overcome the Problems faced by Women Entrepreneurs • Agencies Supporting and Promoting Women Entrepreneurs- Stand up India. <p>Unit-2:-</p> <ul style="list-style-type: none"> • Meaning, Features, Concept, Role and Importance of Rural Entrepreneurs • Problems faced by Rural Entrepreneurs and Need for Promotion and Assistance • Measures/Suggestions to Overcome the Problems faced by Rural Entrepreneurs • Agencies Supporting and Promoting Rural Entrepreneurs <p>Unit-3:-</p> <ul style="list-style-type: none"> • Meaning, Features, Role and Importance, Concept of Social Entrepreneurship • Differentiating Role of Social Entrepreneurship and NGOs • Problems faced by Social Entrepreneurs and Need for Promotion and Assistance – Suggestions to Overcome the Challenges faced by Social Entrepreneurs • d. Examples of Social Entrepreneurship in India

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Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

8. International Marketing Paper - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to International Marketing	12
2	Product Decisions in International Marketing	11
3	Finance and Pricing Decisions In International Marketing	11
4	International Marketing Environment	11
Total		45

Sr. No.	Modules / Units
1	Introduction to International Marketing
	<ul style="list-style-type: none"> a. International Marketing- Features, Importance and scope of International Marketing. Domestic Marketing & International Marketing. b. Motivating Factors for International Marketing, Problems in International Marketing, Challenges faced by Indian Exporter in International Market. c. International Marketing Research – Need & importance, Scope & complexities, International Marketing Information System- Concept, Importance and Components.
2	Product Decisions in International Marketing
	<ul style="list-style-type: none"> a. Product-Product Mix, International Product Life Cycle, New Product Development steps. b. Branding – Factors affecting International branding, Importance, Types. c. Labeling, Marking & Packaging – Essential of Good Packaging in International Marketing, Importance of Labeling, Marking & Packaging.
3	Finance and Pricing Decisions In International Marketing
	<ul style="list-style-type: none"> a. Export Finance-, Types, Features, Procedure for obtaining export finance. b. Export Financial Institutions-Role and Functions of Commercial Banks, EXIM, SIDBI, ECGC Cover. c. Pricing – Factors determining pricing in International Marketing, quotations including INCO terms (Sums / Practical Problems) Pricing strategies in International Marketing.
4	International Marketing Environment
	<ul style="list-style-type: none"> a. International Marketing Environment- ,Components of International Marketing Environment (Eco, Social, Cultural, Legal & regulatory environment) b. Trade barriers – Types (Tariff and Non-Tariff Barriers), trading blocs (EU, SAARC, ASEAN). c. International Forums – WTO -Role/ Functions, Agreements (TRIMS, TRIPS, GATS, AOA, AOT), IMF, IBRD, BRICS- Role/ Functions.

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Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

9. Merchant Banking Paper - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Merchant Banking	11
2	Capital Funds	11
3	Issue Management Process	11
4	Issue Management & Due Diligence	12
Total		45

Sr. No.	Modules / Units
1	Merchant Banking
	<p>Merchant Banking and Financial Services: Introduction, Concept of merchant banking, Financial system in India and Development of merchant banks and regulations in India.</p> <p>Underwriting and Brokerage - Different roles played by underwriters and brokers in issue management and their responsibilities</p>
2	Capital Funds
	<p>Raising Capital from International Markets - Needs of Indian companies for raising funds from foreign markets, Usage of Euro issue, Evaluation of various types of depository receipts - American Depository Receipts, Global Depository Receipts, FCCBs and FCEBs.</p>
3	Issue Management Process
	<p>The process of issue management and merchant banker's role in it, The appointment of SEBI registered intermediaries and other intermediaries, The process of filing of offer document by the issuer with SEBI and the ROC with the help of the lead Merchant Banker, List of the documents to be submitted before opening of the issue, Copy of agreement between the Issuer and Merchant Banker, Certificate of compliance stating compliance of conditions, Due diligence certificate while registering DRHP/ Red Herring Prospectus/ prospectus with the ROC/ final post issue report, The type of In-Principle Approval from recognized stock exchanges for initial public issues as well as in the case for rights and further public offerings, the allotment, refund and payment of interest.</p>
4	Issue Management & Due Diligence
	<p>The general obligations of Intermediaries with respect to Public Issues and Rights Issue, The pricing in preferential issue, The pricing and restrictions on allotment of Qualified Institutional Placement, The pre-issue advertisement for rights issue, Utilization of funds raised through rights issue and the manner of disclosures in the offer document, The procedure for Institutional Placement Programme w.r.t Offer Document Pricing and Allocation/Allotment Restrictions, Minimum number of allottees, Restrictions on size of the offer, Period of subscription and display of demand, Transferability of eligible securities, The procedure for issue of Indian Depository Receipts (IDRs) w.r.t Eligibility Conditions for issue of IDR, Minimum Subscription Filing of Draft Prospectus, Due diligence Certificate, Payment of Fees and Issue of advertisements for IDR, Post Issue Reports, Undersubscribed Issue Finalisation of basis of allotment, The importance of due diligence, The role of external parties in the due diligence process and List of due diligence documents.</p>

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Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

10. Direct and Indirect Taxes Paper - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Basic Terms	04
2	Scope of Total Income & Residential Status	04
3	Heads of Income	24
4	Deduction from Total Income	04
5	Computation of Total Income for Individual	09
	Total	45

Sr. No.	Modules / Units
1	Basic Terms
	Assessee, Assessment, Assessment Year, Annual value, Business, Capital Assets, Income, Person, Previous Year, Transfer
2	Scope of Total Income & Residential Status
	Scope of Total Income (S: 5) Residential Status (S: 6) for Individual assessee
3	Heads of Income (S: 14)
	<ul style="list-style-type: none"> • Salary (S: 15 to 17) • Income from House Properties (S: 22 to 27) • Profit and Gain From Business (S:28, 30, 31, 32, 35, 35D, 36, 37, 40, 40A 43B. • Capital Gains (S: 45, 48, 49, 50, 54, 54 EC) restricted to computation of Capital gain on transfer of residential house property only • Income from Other Sources (S: 56 to S: 59) Exclusions From Total Income (S: 10) Exclusion related to specified heads to be covered with relevant head.eg. Salary, Business Income, Capital Gain, Income from Other Sources
4	Deduction from Total Income
	S 80 A, S 80C, 80CCC, 80D, 80DD, 80E, 80 U, 80 TTA
5	Computation of Total Income for Individual

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Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

11. Labour Welfare and Practice Paper - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Labour welfare	15
2	Labour Legislations in India	10
3	Agencies of Labour welfare	10
4	Industrial Hygiene & Occupational Health	10
Total		45

Sr. No.	Modules / Units
1	Labour welfare
	<ul style="list-style-type: none"> • Meaning, Definition, Scope, Objective & Theories of Labour welfare. • Evolution of Labour Welfare in India. • Provisions for Labour welfare content in the Constitution of India (including Articles 41,42,43.....factories Act 1948, ESI Act 1948, Workmen’s Compensation Act 1923)
2	Labour Legislations in India
	<ul style="list-style-type: none"> • Labour Welfare Facilities • National Commission on Labour and Labour Welfare • Labour Laws of the Elimination of Child Labour
3	Agencies of Labour welfare
	<ul style="list-style-type: none"> • Agencies of Labour welfare in India (Central govt. , State govt., Employers & Trade-Unions) • Labour Welfare Officer: role and functions. • Labour Administration in India
4	Industrial Hygiene & Occupational Health
	<ul style="list-style-type: none"> • Industrial hygiene & Occupational Health • Industrial accidents – causes & prevention. • Occupational diseases & Statutory Provisions, Fatigue, Frustration, Absentism

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Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

12. Purchasing and Store Keeping Paper - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Material Management and Material Requirement Planning	12
2	Materials Research & 'E' Material management	11
3	Scientific Purchasing	11
4	Purchase procedure	11
Total		45

Sr. No.	Modules / Units
1	Material Management and Material Requirement Planning
	<p>a. Material Management – Definition, Concept, Importance, Objectives, Functions, Scope, Responsibilities of material manager, Interdepartmental relationship.</p> <p>b. Materials budget – Purpose, Procedures & Factors.</p> <p>c. Material Requirement Planning – Concept, Need, Objectives and Factors affecting MRP.</p>
2	Materials Research & 'E' Material management
	<p>a. Material Research – Meaning, Definition, Need, Importance, Scope & Functions.</p> <p>b. 'E' Material Management – Concept, Application & Operation, Uses & Advantages, Classes/ Types of materials.</p> <p>c. Coding and Standardization – Nature, Methods and Advantages of Codification, Standardization – Nature & Importance.</p>
3	Scientific Purchasing
	<p>a. Purchase Department - Types of Buyers/ Consumers, Personality traits for Purchase executives/ Manager-qualities & qualification, Functions of Purchase department, Records maintain by Purchase department</p> <p>b. Scientific Purchasing - Meaning, Importance, Objectives & Principles, Purchase policies-Centralized vs decentralized purchasing.</p> <p>c. Suppliers – Sources of supplier, Selection of Suppliers – Methods, Vendor rating & Vendor development.</p>
4	Purchase procedure
	<p>a. Purchase procedure - Make or Buy or Import decision, Buyer & Seller relationship – Techniques, Ethics in Buying – Principles, Purchase methods, Documentation.</p> <p>b. National purchase Procedure – Steps/procedure, Purchase requisition, quotations – types, Invoice – Types and different Methods of payment settlement, Legal aspect of contract- Contents and Clauses.</p> <p>c. International Purchase Procedure – Need, Indent house / firm – Functions & Services offered by Indent house, Steps/Procedure of Importing, Documentations, Emerging trends in purchasing.</p>

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Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

13. Insurance Paper - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Risk Management	11
2	Insurance	11
3	Insurance Market	11
4	Insurance Regulation	12
Total		45

Sr. No.	Modules / Units
1	Risk Management
	<ul style="list-style-type: none"> a. Risk - Concept, different types of risks - actual and consequential losses b. Risk Management- Management of risks – Concept and Methods, loss minimization techniques c. Insurance Terminology: Common terms used in insurance - terms common to both life and non-life insurance - terms as specific to life and non-life insurance
2	Insurance
	<ul style="list-style-type: none"> a. Insurance – Concept, Nature of insurance, evolution of insurance, Different Types of insurance –importance of insurance, Insurance contract – Concept and Terms of an insurance contract b. Fundamental principles of insurance contract – principle of insurable interest, principle of indemnity, principle of subrogation, principle of contribution, principle of disclosure of all relevant information, principle of utmost good faith. Relevance of proximate cause c. Policy documents: Importance of a policy document, Format of a policy document
3	Insurance Market
	<ul style="list-style-type: none"> a. Insurance Market- Various Constituents of Insurance Market, operations of insurance companies - operations of intermediaries – specialist insurance companies – insurance specialists b. Insurance customers – different customer needs -importance of understanding customers – customer mind-sets’ - customer satisfaction - customer behaviour at purchase point - customer behaviour at the time of claim. c. Ethics in Insurance – concept and importance of ethical behaviour
4	Insurance Regulation
	<ul style="list-style-type: none"> a. Role of regulators – IRDA – Role, functions and importance b. Management of risk by individuals – management of risk by insurers – fixing of premiums, how insurance takes care of unexpected eventualities. c. Reinsurance – Concept and its importance for insurers - role of insurance in Economic development and social security - contribution of insurance to the society. Double Insurance

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Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

**14. Banking Law and Practice Paper - I
Central Banking**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	An Overview of Central Banking	09
2	RBI as the Central Bank of India	09
3	Supervisory Role of RBI	09
4	Central Banking in other Countries	09
5	Central Banking in the Cyber World	09
	Total	45

Sr. No.	Modules / Units
1	An Overview of Central Banking
	<p>Overview: Concept of Central Banking – Institutional Growth of Central Banking – The Changing Face of Central Banking.</p> <p>Role of Central Banks: Determination of Goals – Inflation Targeting – Exchange Rate Targeting – Money Supply Targeting – Money-Growth Targeting – Viable Alternatives to Central Bank – Central Banking in India.</p> <p>Contemporary Issues- Autonomy and Independence- credibility, accountability and transparency of a central bank</p>
2	RBI as the Central Bank of India
	<p>Policy Framework for RBI: Organizational Framework – Operational Framework – Role as a Central Banker – Promotional Role of RBI – Regulatory Role of RBI.</p> <p>RBI and Monetary Policy: Macroeconomic Policies: Objectives – What is a Monetary Policy? – Goals, Targets and Instruments – Monetary Policy in India.</p> <p>A Brief Overview of Fiscal Policy- Striking Balance between Inflation and Growth through Monetary and Fiscal Policies</p>
3	Supervisory Role of RBI
	<p>Regulation and Supervision: Need for Regulation and Supervision – Banking Regulation Act, 1949 – Banking Regulation and Supervision – Functions of the Department of Supervisory – Regulations Review Authority – Unified Regulator v/s Multiple Regulators.</p> <p>RBI – On-site Inspection and Off-site Monitoring and Surveillance: The Core Principles for Effective Supervision – On-site Examination – Off-site Surveillance – On-site Inspection and Off-site Monitoring in India – Off-site Monitoring in Different Countries – Computerized Off-site Monitoring and Surveillance (OSMOS).</p> <p>RBI and Financial System- Introduction- Functions- Characteristics of Financial System- Role of RBI in regulating Financial System and Financial Sector Reforms</p>
4	Central Bank in other Countries
	<p>Federal Reserve System – Bank of England – The European Central Banking, Bank of Japan, Peoples Bank of China</p> <p>Interconnectivity of Central Banks with Other International Financial Institutions- ADB- IMF- World Bank- BIS- Objectives- Role and Functions</p>
5	Central Banking in Cyber World:
	<p>E Banking, E money, IT induced Changes and Monetary Policy, E payments, Risks in the New IT ERA, Impact of IT, Globalization and Central Banks.</p>

**Revised Syllabus of Courses of B.Com. Programme at Semester V
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Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

15. Regional Planning Paper - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Development	15
2	Factors Determining Regional Planning	10
3	Problems in India	10
4	Human and Environmental Impacts	10
Total		45

Sr. No.	Modules / Units
1	Development
	<ul style="list-style-type: none"> • Development: Meaning – Growth versus Development • Factors promoting development of resources, infrastructure, technology, culture – diversities & disparities & need for balanced growth. • Concept and Nature of Planning, need for planning of region
2	Factors Determining Regional Planning
	<ul style="list-style-type: none"> • Factors determining regional planning Area versus regions, formal functional & problem regions – utility of these concepts in identifying regions for planning. • National versus regional planning- Regional hierarchy & Multi-level planning
3	Problems in India
	<ul style="list-style-type: none"> • Regional Problem in India- varying levels of development- causative factors • Problems characterizing development-potential, declining • Backward and ecologically sensitive regions examples-Inter related nature of regional problem.
4	Human and Environmental Impacts
	<ul style="list-style-type: none"> • Human and Environmental impacts of regional planning • Rural and Urban planning policy • Rural and Tribal Development Plans.

**Revised Syllabus of Courses of B.Com. Programme at Semester V
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Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

16. Rural Marketing Paper - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Rural Marketing	11
2	Rural Consumer Behaviour	12
3	Marketing Mix – Product and Price in Rural Marketing	11
4	Marketing Mix– Promotion and Distribution in Rural Marketing	11
Total		45

Sr. No.	Modules / Units
1	Rural Marketing
	<ul style="list-style-type: none"> a. Rural Marketing-Concept, Nature, Scope, Significance of Rural Marketing b. Factors contributing to Growth of rural markets, e-rural marketing, growing importance of rural marketing, challenges in rural marketing c. Components and classification of Rural markets, Rural Marketing Information System
2	Rural Consumer Behaviour
	<ul style="list-style-type: none"> a. Rural Consumer behaviour-features, Rural Market VS Urban Market, Lifestyle of rural consumer, Classification of rural consumers, factors influencing consumer behaviour b. Rural Marketing Research- Significance, Tools of marketing research for rural marketing c. FMCG sector in Rural India-concept and classification of consumer goods
3	Marketing Mix – Product and Price in Rural Marketing
	<ul style="list-style-type: none"> a. Potential and size of the Rural Markets, Marketing mix for rural marketing b. Product Strategy - Product mix Decisions - Competitive product strategies for rural markets, importance of Branding, Packaging and Labelling in rural marketing c. Pricing strategy – pricing objectives, pricing policies, innovative pricing methods for rural markets
4	Marketing Mix– Promotion and Distribution in Rural Marketing
	<ul style="list-style-type: none"> a. Promotion strategy - appropriate media - Designing right promotion mix – promotional campaigns b. Distribution - Logistics Management - Problems encountered, Channels for rural markets, selection of appropriate channels- Factors c. New approaches and strategies to reach out rural markets

**Revised Syllabus of Courses of B.Com. Programme at Semester V
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Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

17. Elements of Operational Research Paper - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to Operation Research	10
2	Replacement Theory	05
3	Linear Programming Problems (LPP)	15
4	Transportation Problem	15
Total		45

Pre-requisites: *Use of Normal Distribution in finding Probabilities. Concept of present value of money. Application of derivatives to obtain minima of Cost functions*

Sr. No.	Modules / Units
1	Introduction to Operation Research and Replacement Theory
	Introduction: Meaning and scope of Operations Research, Applications in Business, Commerce and Industry, limitations of Operations Research.
2	Replacement Theory
	Replacement Theory: Replacement Models for items that deteriorate with time assuming value money i) constant ii) changes with time. Replacement of items that fail completely using individual and Group replacement.
3	Linear Programming Problems (LPP)
	Mathematical Formulation of LPP . Solution to the LPP using Graphical Method, Simplex Method and Big M method Duality in LPP. Detection of optimum solution to primal using optimum solution to the dual.
4	Transportation Problem
	Description and Formulation of Transportation Problem Initial Basic Feasible Solution by i) North West Corner Rule, ii) Least Cost Entry Method (Matrix Minima), iii) Vogel's Approximation Method. Optimum Solution by MODI Method. Existence of Alternative optimum solution. Impact of change in some cost Coefficients on optimum solution. Maximization type and Unbalanced Transportation Problems.

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with effect from the Academic Year 2018-2019**

Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

18. Psychology of Human Behavior at Work Paper - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	What is Organizational Behaviour?	11
2	Attitudes and Job Satisfaction	11
3	Motivation Concepts	12
4	Leadership	11
Total		45

Sr. No.	Modules / Units
1	What is Organizational Behaviour?
	<ul style="list-style-type: none"> a) The importance of interpersonal skills b) What managers do - management functions, roles, and skills c) Defining organizational behaviour; Disciplines that contribute to the OB field d) Challenges and Opportunities for OB - Responding to globalization; managing work force diversity; coping with “temporariness”; helping employees balance work–life conflicts; creating a positive work environment; improving ethical behaviour
2	Attitudes and Job Satisfaction
	<ul style="list-style-type: none"> a) Attitudes - Main components of attitudes; Major Job Attitudes b) Job Satisfaction - Measuring job satisfaction. What causes job satisfaction? The impact of satisfied and dissatisfied employees on the workplace
3	Motivation Concepts
	<ul style="list-style-type: none"> a) Defining Motivation; 4 early theories of motivation b) Contemporary theories of motivation - Goal Setting Theory, Equity Theory/ Organizational justice, Expectancy Theory
4	Leadership
	<ul style="list-style-type: none"> a) What is Leadership? Trait theories, Behavioural theories b) Contingency Theory – The Fiedler Model c) Charismatic Leadership and Transformational Leadership - Key characteristics of a charismatic leader; characteristics of transactional leaders; characteristics of transformational leaders d) Leading for the future: Mentoring

**Revised Syllabus of Courses of B.Com. Programme at Semester V
with effect from the Academic Year 2018-2019**

Reference Books

Reference Books
Elective Courses (EC)
Discipline Specific Elective (DSE) Courses
Group A: Advanced Accountancy
1. Financial Accounting and Auditing VII- Financial Accounting
<ul style="list-style-type: none"> • Ashish K. Bhattacharyya – “Financial Accounting for Business Managers”, Prentice Hall of India Pvt. Ltd. • Shashi K. Gupta – “Contemporary Issues in Accounting”, Kalyani Publishers. • R. Narayanaswamy – “Financial Accounting”, Prentice Hall of India, New Delhi • Ashok Sehgal – “Fundamentals of Financial Accounting”, Taxmann’s Publishers • Financial Accounting Reporting – Barry Elliot and Jamie Elliot – Prentice Hall (14th Edition)
2. Financial Accounting and Auditing VIII- Cost Accounting
<ul style="list-style-type: none"> • Cost Accounting- A managerial emphasis by Horngren, Charles, Foster and Datar, Prentice Hall • Management Accounting by Khan and Jain, Tata McGraw Hill • Practical Costing by P C Tulsian, Vikas New Delhi • Advanced problems and solutions in cost Accounting by S N Maheshwari, Sultan Chand New Delhi • Cost Accounting (For B. Com 4th Sem, Delhi Univ) by Arora M N, Vikas Publishing House Pvt. Ltd. • A Textbook of Cost And Management Accounting - 10th Edn by Arora M N, Vikas Publishing House Pvt. Ltd. • Cost Accounting: Principles & Practice - 12 Edn by Arora M N, Vikas Publishing House Pvt. Ltd. • Essentials of Cost Accounting by Arora M N, Vikas Publishing House Pvt. Ltd. • Students Guide to Cost Accounting & Financial Management (Set of 2 Volumes) (CA-IPCC) (Group I) by Bhavesh N. Chandarana, Taxmann • Lectures on Costing by Swaminathan: S. Chand and Company (P) Ltd., New Delhi • Cost Accounting by C.S. Rayudu, Tata Mc. Grow Hill and Co. Ltd., Mumbai • Cost Accounting by Jawahar Lal and Seema Srivastava, Tata Mc. Grow Hill and Co. Ltd., Mumbai • Cost Accounting by Ravi M. Kishore, Taxmann Ltd., New Delhi • Principles and Practices of Cost Accounting by N.K. Prasad, Book Syndicate Pvt. Ltd., Calcutta • Cost Accounting Theory and Practice by B.K. Bhar, Tata Mc. Grow Hill and Co. Ltd., Mumbai • Cost Accounting Principles and Practice by M.N. Arora, Vikas Publishing House Pvt. Ltd., New Delhi • Advanced Cost and Management Accounting: Problems and Solutions by V.K. Saxena and C.D. Vashist, S. Chand and Company (P) Ltd., New Delhi • Cost Accounting by S.P. Jain and K.L. Narang, Kalyani Publishers, Ludhiana • Modern Cost and Management Accounting by M. Hanif, Tata McGraw Hill Education Pvt. Ltd., New Delhi • Fundamentals of Cost Accounting by Jhamb. H. V., Ane Books Pvt. Ltd. • Cost Accounting by Gupta Nirmal, Ane Books Pvt. Ltd.
Discipline Specific Elective (DSE) Courses
Group B: Business Management
1. Business Management Paper I
<ul style="list-style-type: none"> • Essentials of Management by Koontz and Wehrich / McGraw Hill • Principles of Management by Koontz and O. Donnel/ Tata McGraw Hill, New Delhi • Principles of Management: Theory and practices by Sarangi S.K. VMP Publishers and Distributors. • Guide to Management Ideas by Tim Hindle, The Economist • Principles of Management by Terry G.R. AITBS • Business Organization and Principles of Management by Dutta Chowdury, Central Education

Reference Books

- *Principles of Management*, Daver Rustoms, Crown
- *Principles of Management*, Tripathi P.C. Tata McGraw Hill, New York
- *Management Theory and Practices* by Dale, Ernest / McGraw Hill, New York.
- *Practice of Management* by Peter Drucker / Allied Publisher, New Delhi
- *Management* by Ricky W Griffin / Houghton Mifflin Company
- *Management* by Gary Dessler / Prentice Hall
- *Management* by Stephen Robbins, Mary Coulter / Prentice Hall
- *Management* by James Stoner, Edward Freeman / Prentice Hall
- *Time Management* by Roberta Roesch, Tata Mc Graw Hill
- *Time Management* by Marc MANCINI, Tata Mc Graw Hill

2. Business Management Paper II

- *Fundamentals of Financial Management*(5th edition) by Chandra Prasanna (2010). Tata McGraw Hill Education Pvt. Ltd.: New Delhi
- *Financial Management – Analytical and Conceptual Approach* (12th edition) by Kuchhal S.C. (1995).Chaitanya Publishing House: Allahabad
- *Financial Management* by Reddy R.Jayprakash (2010) APH Publishing Corporation: New Delhi
- *Financial Management – Theory and Practice* (5 & 6th edition) by Chandra Prasanna (2003, 2004). Tata McGraw Hill Education Pvt. Ltd.: New Delhi
- *Fundamentals of Financial Management* (13th edition) by Horne, James C. Van (2012) PHI Learning Pvt. Ltd.: New Delhi
- *Financial Management and decision making* by Samuels, John (1999) International Thomson Nusiness Press : London
- *Financial Management - problems & solutions* (2nd edition) by Kishore, Ravi M. (2010) Taxmann Publication Pvt. Ltd.: New Delhi
- *Financial Management : theory, concepts and cases*(5th rev edition) by Rustagi, R.P. (2011) Taxmann Publication Pvt. Ltd.: New Delhi
- *Financial Management : principles & problems* (7th edition) by Srivastava, R.M.&VermaShubhra (2002) PragatiPrakashan: Meerut
- *Fundamentals of Financial Management – problems and solutions* (3rd edition) by Maheswari, S.N. (2006) Sultan Chand and Sons: New Delhi

Discipline Specific Elective (DSE) Courses

Group C: Banking and Finance

1. Banking and Finance Paper- I Financial Markets

- Khan M.Y, *Financial Services*, Mc Graw Hill Education.
- Dr.S. Gurusamy, *Financial Services*, Vijay Nicole Imprints.
- E. Gordon and K. Natarajan – *Financial Markets and Services*
- Niti Chatnani- *Commodity markets* McGraw Hill Publication
- S. Kevin, - *Commodities & financial derivatives* PHI Learning Pvt Ltd

2. Banking and Finance Paper- II Financial Reporting Analysis

- Ashish K. Bhattacharyya – “*Financial Accounting for Business Managers*”, Prentice Hall of India Pvt. Ltd.
- Shashi K. Gupta – “*Contemporary Issues in Accounting*”, Kalyani Publishers.
- R. Narayanaswamy – “*Financial Accounting*”, Prentice Hall of India, New Delhi
- Ashok Sehgal – “*Fundamentals of Financial Accounting*”, Taxmann’s Publishers
- IFRS – Dr Ram Mohan Bhawe and Dr Anjali Bhawe

Reference Books

Discipline Specific Elective (DSE) Courses

Group D: Commerce

1. Commerce Paper I

- *Bhattacharjee, Service Sector Mgt; An Indian Perspective, Jaico Publishing house, 2011.*
- *Christopher Lovelock, service marketing –people technology, strategy, pearson education, IV Edi, 2003.*
- *Valarie A. Zeithaml & Mary Jo Bitner, Services Marketing, Tata McGraw-Hill, 2000.*
- *A. Vijaykumar, service sector in India – Recent Policy initiative, New century Publication, 2008.*

2. Commerce Paper II

- *Office Management, Pillai R S N, S. Chand Publishers, 2010*
- *Office Organisation & Management, N.Kumar & R. Mttal, Anmol Publisher, 2001*
- *Office Management, Balachandran, Tata Mc Graw Hill, 2009*

Discipline Related Elective(DRE) Courses

3. Commerce V

- *Phillip Kotler. (2005) Marketing Management, Englewood cliffs, Prentice Hall, NJ*
- *Richard M. S Wilson, Colin Gilligan, Strategic Marketing Management, Viva Books Pvt. Ltd., 2003.*
- *Walker –Boyd, Larreche , Marketing Strategies –Planning Implementations, Tata McGraw Hill. 2004.*
- *Neelamegam, S.(2007) Marketing in India : Cases and Readings, Vikas, New Delhi*
- *Kotler, P., Keller, K.L. Koshy, A. & Jha. M. (2009). Marketing Management: A South Asian Perspective. (Thirteenth Ed). Pearson Education, New Delhi.*
- *Gandhi, J.C. Marketing a Managerial Introduction Tata McGraw Hill.*
- *Maheshwari, R.P., Jindal, Lokesh, (2011). Marketing Management Theory and Practice.*
- *Sherlekar, S.A. Marketing Management. Himalaya Publishing House.*
- *Saxena, Rajan. Marketing Management*
- *Ramaswamy & Kumari Nama. Marketing Management*

4. Business Economics V

- *Indian Economic Survey Reports (Annual), Ministry of Finance, Government of India*
- *Indian Economy by Misra and Puri, Himalaya Publishing House - Delhi*
- *Gaurav Dutt & Ashwini Mahajan, (2016) Indian Economy, S.Chand & company PVT LTD New Delhi*
- *A.N. Agarwal – Indian Economy problems of Development and Planning New Age International Publisher*
- *Ruddar Datt K.P.M Sundharam – Indian Economy S. Chand E-co LTD. Delhi*
- <http://www.environmentalpollution.in/industrial-pollution/industrial-pollution-types-effects-and-control-of-industrial-pollution/299-for-industrial-pollution>

Ability Enhancement Courses (AEC)

1. Trade Unionism and Industrial Relations Paper I

- *Myers C.A. & Kannappan S. (1970), 'Industrial Relation in India', Asia publishing House, India.*
- *Singh, J.K. (1988), 'Labour Economics. Principles Problem and Practices', Deep and Deep Publication Pvt. Ltd. New Delhi.*
- *Jackson, M.P. , Strikes*
- *Karnik V.B. (1974), 'Indian labour, Problems and prospects', Minewal Associations.*
- *Joshi C.K (1967), ' Unionism in Developing Economy', Asia Publication House, Bombay.*
- *Mamoria C.B. & Mamoria S.(1992), 'Dynamics of Industrial Relation in India', Himalaya Publishing House.*
- *Sahani, Dr, N.K. (2009) 'Industrial Relations' Kalyani Pub. Ludhiyana.*
- *Tripathi, P.C. (2009) 'Personal Management and Ind. Relations' – Sultan Chand and Jons, New Delhi.*
- *Memoria & Memoria- 'Ind. Relations' Himalaya Pub. House, Mumbai.*
- *A.M. Sharma- 'Ind. Relations' - Himalaya Pub. House, Mumbai.*
- *G.Ramanugan- The Honey bee to words a new culture in Ind, Relations- Sterling Pub. Pvt. Ltd.*

Reference Books

2. Computer Systems and Applications Paper I

- *Data Communication and Networking* -Behrouz A Forouzan
- *Introduction to Computers* – Peter Norton, Tata McGraw Hill
- *Fundamentals of Database Systems* - Elmasri Navathe, Somayajulu, Gupta
- *Database Systems and Concepts* - Henry F. Korth, Silberschatz, Sudarshan McGraw Hill
- *DBMS - Date*
- *The complete reference SQL* - Vikram Vaswani TMH
- *The complete reference SQL* - James R. Groff & Paul N. Weinberg TMG
- *Learning SQL* - Alan Beaulieu O'REILLY.
- *Learning MySQL* - Seyed M. M. and Hugh Williams, O'REILLY.
- *SQL a complete reference* - Alexis Leon & Mathews Leon TMG

3. Export Marketing Paper I

- *Export Policy Procedures& Documentation*– M. I. Mahajan, Snow White Publications Pvt. Ltd, 26th Edition,
- *International Business*, K. Aswathappa, McGraw-Hill Education (India) Pvt. Ltd., 6th Edition
- *Export Import Procedures - Documentation and Logistics*, C. Rama Gopal, New Age International Publishers, 2006 / Reprint Jan 2016
- *International Trade and Export Management*, Francis Cherunilam, Himalaya Publishing House, 20th Edition, 2017
- *R. K. Jain's, Foreign Trade Policy & Handbook of Procedures [With Forms, Circulars & Public Notices]*, Centax Publication, 2017
- *EXIM Policy & Handbook of EXIM Procedure – VOL I & II*
- *International Marketing and Export Management*, Gerald Albaum, Edwin Duerr, Alexander Josiassen, Pearson Publications, 8th Edition, June 2016
- *International Marketing Strategy*, Isobel Doole and Robin Lowe, 5th Edition, Thomson Learning, 2008.
- *Global marketing*, Warren J. Keegan 9th Edition Pearson Education, Delhi,
- *New Import Export Policy* - Nabhi Publications, 2017
- *P.K. Khurana, Export Management*, Galgotia Publishing Co, New Delhi
- *P.K.Vasudeva, International Marketing-*, Excel Books, fourth edition, New Delhi
- *Paras Ram, Export documentation and procedure A-Z*
- *Export: What, Where, How?* Paras Ram, & Nikhil K. Garg, Anupam Publishers, 47th Edition, 2016-17
- *International Marketing*, Mary C. Gilly, John L. Graham, Philip R. Cateora, 14th Edition, Tata McGraw-Hill Co. Ltd., 2014
- *International Marketing Management, An Indian Perspective*, R.L. Varshney and B. Bhattacharya, Sultan Chand & Sons, 24th Edition, 2012
- *International Marketing Analysis and Strategy*, SakOnkvisit, John J. Shaw, Prentice-Hall of India Pvt. Ltd., 5th Edition, 2008
- *International Marketing*, Subhash C. Jain, South-Western, 6th Edition, 2001
- *Export Management*, T.A.S. Balagopal, Himalaya Publishing House, Mumbai, 2014
- *Michael R. Czinkota and Iikka A. Ronkainen, International Marketing*, South-Western, 10th Edition, 2012
- *Export-Import and Logistics Management*, Charlie Hill, Random Publications, 2014
- *International Marketing Management*, M.V. Kulkarni, Everest Publishing House

4. Marketing Research Paper I

- *Marketing Research Text and Cases*, Rajendra Nargundkar, McGraw Hill, 2nd edition
- *Marketing Research (Text with Cases)*, Suja Nair, Himalaya Publishing House, Maharashtra, 2014
- *Marketing Research*, John Boyce, Tata McGraw Hill Publishing Co. Ltd., Maharashtra, 2011
- *Encyclopaedia of Marketing Research Series*, S.D. Singh, Anmol Publications Pvt. Ltd., New Delhi, 2012
- *Marketing Research: A Global Outlook*, V. Kumar, Sage Publications, New Delhi, 2015
- *Marketing Research*, G. C. Beri, McGraw Hill, New Delhi, 2007
- *Fundamentals of Marketing Research*, M.K. Gawande, Chandralok Prakashan, Kanpur, 2012
- *Marketing Research: The impact of internet*, Gates, Roger et al, John Wiley & sons, Great Britain, 2002

Reference Books

5. Investment Analysis and Portfolio Management Paper I

- *Security Analysis and Portfolio Management*, Prasanna Chandra, Tata McGraw Hill
- *Financial Management*, Prasanna Chandra, Tata McGraw Hill
- *Security Analysis and Portfolio Management*, Ravi Kishor, Taxman Publishers
- *Financial Management*, Khan & Jain, Tata McGraw Hill
- *Fundamentals of Investment Management*, Hirt and Block, Tata McGraw Hill. Ed 2009.
- *Portfolio Management Handbook*, Robert A. Strong, Jaico Publishing House, Mumbai

6. Transport Management Paper I

- Phil Hughes & Ed Ferrett (2010). *International Health and Safety at Work*. Routledge Publisher.
- Mather J. C. (ed.) (1992). 'Transport and Economic Development', Chugh Publications, Allahabad.
- Modak S.K. (1980). 'Adgunik Parivahanache Arthashastra', Maharashtra Vidhyapeeth Grantha Nirmitee Mandal, Nagpur.
- Hugh M. Kindred & Mary R. Brooks (1997). 'Multimodal Transport Rules'. Martinus Nijhoff Publishers.
- *Multimodal Transportation of Goods Act, 1993 Along With Allied Rules*, Professional Book Publishers.
- Slim Hammadi & Mekki Ksouri (2013). *Multimodal Transport Systems*. John Wiley & Sons.
- Joseph S. Szyliowicz, Luca Zamparini, Genserik L.L. Reniers & Dawna L. Rhoades (2016). *Multimodal Transport Security: Frameworks and Policy Applications in Freight and Passenger Transport*. Edward Elgar Publishing.
- United Nations Economic and Social Commission for Asia and the Pacific (2004). *Manual on Modernization of Inland Water Transport for Integration within a Multimodal Transport System*. United Nations Publications.
- Jean-Paul Rodrigue, Claude Comtois & Brian Slack (2013). *The Geography of Transport Systems*. Routledge.
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- *Container and Multimodal Transport Management (2002)*. Shroff Publishers & Distributors.
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- *Konkan Railway - A Dream Come True- Konkan Railway Corporation Ltd*.
- S. Ponnuswamy (2012), 'Urban Transportation: Planning, Operation and Management' Publisher- Tata McGraw-Hill Education.
- B.C. Vaidya (2003). 'Geography of Transport Development in India' Concept Publishing Company

7. Entrepreneurship & Management of Small Scale Industries Paper I

- Batra G.S. and Dangal R.C., *Entrepreneurship and Small Scale Industries*, Deep and Deep Publications Pvt. Ltd.
- *Entrepreneurial Development, Colombo Plan, 1998*, Tata McGraw Hill, New Delhi.
- *Entrepreneurship Development*, Himalaya Publishing House, Mumbai.
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- Mascarenhas Romeo S., *Entrepreneurship and Management of Small and Medium Enterprises*, Vipul Prakashan, Mumbai.

Reference Books

- Mascarenhas Romeo S., *Management of Small Scale Industries*, Vipul Prakashan, Mumbai.
- MSME Policy Document, Government of India.
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- *Principles of Entrepreneurship*, Excel India Publishers, New Delhi.
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- Singh P.N. and Saboo J.C., *Entrepreneurial Management*, Dr. P. N. Singh Centre for HRD.
- Vasant Desai, *Entrepreneurial Development*, 3 Volumes Himalaya Publishing House.
- Vasant Desai, *Entrepreneurship and Management of Small and Medium Enterprises*, Himalaya Publishing House.
- Vasant Desai, *Small Scale Industries and Entrepreneurship*, Himalaya Publishing House.
- Yerram Raju B. and Pujari Ram R., *The Small Entrepreneur Starting and Growing*, Excel Publication, New Delhi.

8. International Marketing Paper I

- *International Marketing* - Rathor Jani Rathor
- *International Business* - P. Suhbarau
- *Global Marketing Strategy* - Jeannet&Hennissey
- *Managing International Marketing* - dr. V. O. Varkey
- *Modern Marketing Research* – M.N.Mithani
- *Marketing Research* – G.C.Berry
- *Marketing Research : Applied Orientation.*- Naresh Malhotra
- *Marketing Research- Boyd, Westfall &Stasch SakOnkvisit , John J. Shaw ,*
- *International Marketing -Phillip R Cateora and John Graham*
- *International Marketing - Varshney and Bhattacharya*
- *International Marketing - P.K. Vasudev.*
- *International Marketing & Export Management* – Edwin Duerr, Jesper
- *B.L. Varshney and B. Bhattacharya , International Marketing Management .*
- *P.G. Apte, International Financial Management .*
- *Francis Cherunilum, International Marketing Management.*
- *Phillip R. Cateoria, International Marketing.*

9. Merchant Banking Paper I

- *Merchant Banking and Financial Services* – Dr. S Guruswamy Fourth Edition, Delhi Publishing House.
- *Merchant Banking Principles & Practices* – H. R Machiraju New Age International Ltd
- *Merchant Banking* – NISM 2015 Edition
- *Merchant Banking and Financial Services* – Dr L.N Natarajan, Margham Publications 2012

10. Direct and Indirect Taxation Paper I

- *Students guide to Income Tax (simplified version)* by V.K.Singhania and Monica Singhania, Taxmann
- *Systematic approach to Income Tax* by Ahuja & Gupta, Bharat Law Publication
- *Income Tax* by T.M. Manorahan, Snow White
- *Direct Tax ready reckoner* by N.V.Mehta, Kuber Publication
- *Indirect Taxes* by V.S.Datey, Taxmann
- *Service Tax* by S.S.Gupta, Taxmann
- *Commentary on M.V.A.T.ACT, 2002* by M.S.Mathuria & Dilip Phadke, Maharashtra Sales Tax Vat News
- *Indirect Taxes* by V.S.Balchandra, Sultanchand
- *Direct Taxes* by B.B. Lal and N. Vashishta, Pearson Education
- *Students Guide to Income Tax (Including Service Tax / VAT) - Simplified Version with Problems and Solutions (Set of 2 Vols)* by Dr Monica Singhania Dr. Vinod K Singhania, Taxmann
- *Indirect Tax Laws - Service Tax & VAT (Module -II)* by Vineet Sodhani, Taxmann
- *Indirect Taxes Law and Practice* by V. S. Datey, Taxmann

Reference Books

11. Labour Welfare & Practice Paper I

- Jayant S. Railkar- Labour welfare & Practice – Vipul Prakashan.
- A.M. Sarma – Aspects of Labour welfare & Social Security – Himalaya Publications.
- Punekar & Deodhar – Labour welfare Tata MC Graw Hill Publishing.
- Misra & Puri – Indian Economy – Himalaya Publications.
- Dutt & Sundharam - Indian Economy S. Chand Publication.
- Labour Welfare, Trade Unionisms and Industrial Relations – S.D. Panekar, S.B. Deodhar, Mrs. Saraswathi Sankaram, Himalaya Publishing House.

12. Purchasing and Storekeeping Paper I

- Ammer. Dean S : Materials Management (Richard D. Irwin Inc. U.S.A.).
- Baily, Peter and Farmer, D. : Purchasing Principles and Techniques : Arnold Heinemann, Publishers India New Delhi.
- Baily, Peter : Purchasing Principles and Management.
- Benjamin Melnitsky : Industrial Storekeeping Manual (Chilton Company, Philadelphia).
- Branch, Alan E. : International Purchasing and Management : Thomson Learning.
- Buchan and Keenigsberg : Scientific Inventory Management : Prentice Hall, U.S.A.
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- Operational Transformation of General Insurance Industry during the period 1950 to 1990 & Beyond, R D Samarth
- Study on Distribution Functions in General Insurance & Role of Intermediaries, Arun Agarwal / PR Rao
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B.Com. Programme
Under Choice Based Credit, Grading and Semester System
Course Structure

(To be implemented from Academic Year- 2018-2019)

Semester VI

No. of Courses	Semester VI	Credits
1	<i>Elective Courses (EC)</i>	
1A	<i>Discipline Specific Elective(DSE) Courses</i>	
1 & 2	*Any one group of courses from the following list of the Groups (A/B/C/D/E/F)	04+04
1B	<i>Discipline Related Elective(DRE) Courses</i>	
3	Commerce VI	03
4	Business Economics VI	03
2	<i>Ability Enhancement Courses (AEC)</i>	
5 & 6	**Any two courses from the following list of the courses	03+03
Total Credits		20

*List of groups of Discipline Specific Elective(DSE) Courses for Semester VI (Any One Group)	
Group A: Advanced Accountancy	
1	Financial Accounting and Auditing IX - Financial Accounting
2	Financial Accounting and Auditing X - Cost Accounting
Group B: Business Management	
1	Business Management Paper - III
2	Business Management Paper - IV
Group C: Banking and Finance	
1	Banking and Finance Paper - III
2	Banking and Finance Paper - IV
Group D: Commerce	
1	Commerce Paper - III
2	Commerce Paper - IV
Group E: Quantitative Techniques	
1	Quantitative Techniques Paper - III
2	Quantitative Techniques Paper - IV
Group F: Economics	
1	Economics Paper - III
2	Economics Paper - IV

**List of Ability Enhancement Courses (AEC) for Semester VI (Any Two)	
1	Trade Unionism and Industrial Relations Paper - II
2	Computer systems & Applications Paper - II
3	Export Marketing Paper - II
4	Marketing Research Paper - II
5	Investment Analysis Portfolio Paper - II
6	Transport Management Paper - II
7	Entrepreneurship & M.S.S.I. Paper - II
8	International Marketing Paper - II
9	Merchant Banking Paper - II
10	Direct & Indirect Taxation Paper - II
11	Labour Welfare & Practice Paper - II
12	Purchasing & Store keeping Paper - II
13	Insurance Paper - II
14	Banking Law & Practice Paper - II
15	Regional Planning Paper - II
16	Rural Marketing Paper - II
17	Elements of Operational Research Paper - II
18	Psychology of Human Behaviour at work Paper - II

**Revised Syllabus of Courses of B.Com. Programme at Semester VI
with effect from the Academic Year 2018-2019**

Elective Courses (EC)

1 A. Discipline Specific Elective (DSE) Courses

Group A: Advanced Accountancy

**1. Financial Accounting and Auditing Paper-IX:
Financial Accounting**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	AS – 14 - Amalgamation, Absorption & External Reconstruction	15
2	Accounting of Transactions of Foreign Currency	15
3	Liquidation of Companies	10
4	Underwriting of Shares & Debentures	10
5	Accounting for Limited Liability Partnership	10
	Total	60

Sr. No.	Modules / Units
1	AS – 14 - Amalgamation, Absorption & External Reconstruction (excluding inter-company holdings)
	In the nature of merger and purchase with corresponding accounting treatments of pooling of interests and purchase method respectively. Meaning and Computation of purchase consideration. Problems based on purchase method only.
2	Accounting of Transactions of Foreign Currency
	In relation to purchase and sale of goods, services and assets and loan and credit transactions. Computation and treatment of exchange rate differences
3	Liquidation of Companies
	Introduction, Underwriting, Underwriting Commission Provision of Companies Act with respect to Payment of underwriting commission Underwriters, Sub-Underwriters, Brokers and Manager to issues Types of underwriting, Abatement Clause Marked, Unmarked and Firm-underwriting applications, Liability of the underwriters in respect of underwriting contract Practical problems
4	Underwriting of Shares & Debentures
	Meaning of liquidation or winding up Preferential payments Overriding preferential payments Preparation of statement of affairs, deficit / surplus account Liquidator's final statement of account
5	Accounting for Limited Liability Partnership
	Statutory Provisions Conversion of partnership firm into LLP Final Accounts

**Revised Syllabus of Courses of B.Com. Programme at Semester VI
with effect from the Academic Year 2018-2019**

Elective Courses (EC)

1 A. Discipline Specific Elective (DSE) Courses

Group A: Advanced Accountancy

**2. Financial Accounting and Auditing Paper-X:
Cost Accounting**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Cost Control Accounts	10
2	Contract Costing	10
3	Process Costing	10
4	Introduction to Marginal Costing	10
5	Introduction to Standard Costing	10
6	Some Emerging concepts of Cost accounting	10
	Total	60

Sr. No.	Modules / Units
1	Cost Control Accounts
	Advantages and Disadvantages Cost Control Accounts, Principal Accounts, Subsidiary Accounts to be maintained Note- Simple practical problems on preparation of cost control accounts
2	Contract Costing
	Progress payments, Retention money, Contract accounts, Accounting for material, Accounting for Tax deducted at source by the contractee, Accounting for plant used in a contract, treatment of profit on incomplete contracts, Contract profit and Balance sheet entries. Excluding Escalation clause Note- Simple practical problems
3	Process Costing
	Process loss, Abnormal Gains and Losses, Joint products and by-products. Excluding Equivalent units, Inter-process profit Note- Simple Practical problems Process Costing and joint and by-products
4	Introduction to Marginal Costing
	Marginal costing meaning, applications, advantages, limitations Contribution, Breakeven analysis, Margin of safety and profit volume graph. Note- Simple Practical problems based on Marginal Costing excluding decision making
5	Introduction to Standard Costing
	Various types of standards, Setting of standards, Basic concepts of Material and Labour variance analysis. Note- Simple Practical problems based on Material and labour variances excluding sub-variances
6	Some Emerging concepts of Cost accounting
	Target Costing Life cycle Costing Benchmarking ABC Costing Note- No practical problems

***Revised Syllabus of Courses of B.Com. Programme at Semester VI
with effect from the Academic Year 2018-2019***

Elective Courses (EC)

1 A. Discipline Specific Elective (DSE) Courses

Group B: Business Management

**1. Business Management Paper-IV
Management and Organization Development**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
01	Directing & Leading	15
02	Co-ordination & Motivation	15
03	Controlling & Information Management	15
04	Contemporary Issues in Management	15
Total		60

Sr. No.	Modules / Units
1	Directing and Leading
	<ul style="list-style-type: none"> • Communication as an important tool for effective direction and leadership • Barriers to Communication • Ethical issues in using social media for communication • Role of a leader in business organisations - qualities of a good leader • Style of leadership • Leadership continuum – developing an effective leader – path goal theory • Transactional and transformational leaders
2	Co-ordination and Motivation
	<ul style="list-style-type: none"> • Co-ordination as essence of management • Co-ordination vs co-operation vs conciliation • Motivation – meaning and importance of motivation • Financial and non-financial motivators • Theories of Motivation – Maslow’s theory – Herzberg’s theory – McGregor’s theory.
3	Controlling and information Management
	<ul style="list-style-type: none"> • Definition and steps in controlling. • Strategic and operational controlling techniques. • Requirements of an effective control system. • Flow of information n a typical organisation - Need for managing information. • Designing and developing modern MIS - Introduction to ERP.
4	Contemporary Issues in Management
	<ul style="list-style-type: none"> • Challenges in organisational growth and development - management perspective • Change management • Importance of time management and tools for effective time management • Addressing diversity due to human resource mobility • Conflict management.

***Revised Syllabus of Courses of B.Com. Programme at Semester VI
with effect from the Academic Year 2018-2019***

Elective Courses (EC)

1 A. Discipline Specific Elective (DSE) Courses

Group B: Business Management

**2. Business Management Paper-VI
Financial Management**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
01	Capital Budgeting and Evaluation techniques	11
02	Working Capital Management	11
03	Receivable Management, Cash Management and Marketable Securities	12
04	Basic Principles of Cost Accounting	11
	Total	45

Sr. No.	Modules / Units
1	Capital Budgeting and Evaluation techniques
	<ul style="list-style-type: none"> • Capital Budgeting - Meaning and Importance • Evaluation techniques • Pay-back method and ARR • NPV and Profitability index • Choice of evaluation techniques, uses and limitations
2	Working Capital Management
	<ul style="list-style-type: none"> • Working Capital – Meaning and Importance • Factors determining Working Capital requirements, Working Capital cycle • Classification of Working Capital – Gross and Net Working Capital, Permanent and Variable Working Capital, Positive and Negative Working Capital, Cash and Net Current Assets concept of Working Capital • Management of Working Capital • Estimation of Working Capital requirement
3	Receivable Management, Cash Management and Marketable Securities Management
	<ul style="list-style-type: none"> • Receivables Management – Meaning and importance, aspects of receivable management, Credit Policy and Credit Evaluation • Control of accounts receivables – Day’s Sales Outstanding, Ageing Schedule, ABC Analysis • Cash Management – Meaning, motives of holding cash, ways of speeding up cash collections • Preparation of Cash Budget • Understanding the role of marketable securities in corporate financial management
4	Basic Principles of Cost Accounting
	<ul style="list-style-type: none"> • Cost Accounting – Meaning, classification of costs and non-cost items • Preparation of Cost sheet • Marginal Costing - Meaning, features, advantages and limitations of marginal costing, • Break Even Analysis • Application of marginal costing

***Revised Syllabus of Courses of B.Com. Programme at Semester VI
with effect from the Academic Year 2018-2019***

Elective Courses (EC)

1 A. Discipline Specific Elective (DSE) Courses

Group C: Banking and Finance

**1. Banking and Finance Paper-III:
Risk Management**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
01	Foundations of Risk Management	15
02	Capital markets Risk Management	15
03	Credit Market Risk Management	15
04	Risk Measurement	15
	Total	60

Sr. No.	Modules / Units
1	Foundations of Risk Management
	<ul style="list-style-type: none"> • Basic risk types • The role of risk management • Enterprise Risk Management (ERM) • History of financial disasters and risk management failures • 2007 financial crisis
2	Capital Market Risk Management
	<ul style="list-style-type: none"> • Equity, currencies & commodities markets in India • Introduction to Derivatives • Forward, Future and option contracts • Hedging through Derivatives contract • Fixed-income securities • Fixed-income risk management through derivatives • Rating agencies
3	Credit Market Risk Management
	<ul style="list-style-type: none"> • Introduction, • Information required for evaluation of credit risk, • Procedure for Credit Risk Management, • Credit Lifecycle, • Loan Review Mechanism, • RBI guidelines on Credit Rating Framework in Banks, • Introduction of Basel Norms and calculation of capital adequacy ratio
4	Risk Measurement
	<ul style="list-style-type: none"> • Estimation of volatilities and correlations (application to volatility term structures) Monte Carlo simulations (application to interest rate forecasting) • Linear Value-at-Risk (application to market, credit and operational risk) • Option valuation • Risk-adjusted return on capital (RAROC) & beta calculation • Risk management of derivatives (application to convertible risk) • Interest rates and measures of interest rate sensitivity

***Revised Syllabus of Courses of B.Com. Programme at Semester VI
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Elective Courses (EC)

1 A. Discipline Specific Elective (DSE) Courses

Group C: Banking and Finance

**2. Banking and Finance Paper-IV:
Actuarial Analysis in Banking and Insurance**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
01	Probability & Mathematical Statistics	12
02	Models	12
03	Mortality Model	12
04	Contingencies	12
05	Statistical Methods	12
	Total	60

Sr. No.	Modules / Units
1	Probability & Mathematical Statistics
	Concepts of Probability, Bayes' Theorem, Concepts of Random Variable, Probability Distribution, Distribution Function, Expected Value, Variance and Higher Moments, Basic Discrete And Continuous Distributions, Central Limit Theorem, Statistical Inference And Sampling Distribution, Confidence Intervals For Unknown Parameters. Test Hypotheses, Concepts Of Analysis Of Variance
2	Models
	The Principles of Actuarial Modelling., General Principles of Stochastic Processes, Markov Chain, Markov Process., Concept of Survival Models., Estimation Procedures for Lifetime Distributions., Maximum Likelihood Estimators For The Transition Intensities In Models Of Transfers Between States With Piecewise Constant Transition Intensities.
3	Mortality Model
	Binomial Model of Mortality, Derive A Maximum Likelihood Estimator for The Probability of Death, How to Estimate Transition Intensities Depending on Age, Exactly Or Using The Census Approximation., How To Test Crude Estimates For Consistency With A Standard Table Or A Set Of Graduated Estimates, And Describe The Process Of Graduation.
4	Contingencies
	<p>Simple assurance and annuity contracts, means and variances of the present values of the payments under these contracts, assuming constant deterministic interest.</p> <p>Expressions in the form of sums for the mean and variance of the present value of benefit payments under each contract above, in terms of the curtate random future lifetime, assuming that death benefits are payable at the end of the year of death and that annuities are paid annually in advance or in arrear, and, where appropriate, Obtain expressions in the form of integrals for the mean and variance of the present value of benefit payments under each contract above, in terms of the random future lifetime, assuming that death benefits are payable at the moment of death and that annuities are paid continuously, and, where appropriate.</p>
5	Statistical Methods
	<p>Concepts of decision theory, Decision function and a risk function. Apply decision criteria to determine which decision functions are best with respect to a specified criterion. In particular consider the minimax criterion and the Bayes criterion. Calculate probabilities and moments of loss distributions both with and without limits and risk-sharing arrangements.</p> <p>The properties of the statistical distributions which are suitable for modelling individual and aggregate losses. Apply the principles of statistical inference to select suitable loss distributions for sets of claims. Concepts of excesses (deductibles), and retention limits. The operation of simple forms of proportional and excess of loss reinsurance.</p>

***Revised Syllabus of Courses of B.Com. Programme at Semester VI
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Elective Courses (EC)

1 A. Discipline Specific Elective (DSE) Courses

Group D: Commerce

**1. Commerce III:
Management of Service Industry**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
01	Housing and Construction Industry	15
02	Computer Services and e- commerce	15
03	Banking	15
04	Insurance	15
Total		60

Sr. No.	Modules / Units
1	Housing and Construction Industry
	Characteristics- scope- challenges-promotion activities of construction industry- role of co-operative societies and Government schemes- career opportunities
2	Computer Services and e- commerce
	e-commerce- concept-functions- merits & limitations IT enabled services (ITES): features- Business Process Outsourcing: concept- advantages & challenges- Consultancy services: classification & significance
3	Banking
	Types of Banks- functions of a commercial bank-types of banking products-role of RBI- recent trends in Banking- Career opportunities in Banking
4	Insurance
	Concept- importance- types (Life, Fire, Marine & General)- Regulation of Insurance sector: role of Insurance Regulatory and Development Authority of India – Foreign Direct Investment in insurance sector- career opportunities in insurance sector

***Revised Syllabus of Courses of B.Com. Programme at Semester VI
with effect from the Academic Year 2018-2019***

Elective Courses (EC)

1 A. Discipline Specific Elective (DSE) Courses

Group D: Commerce

**2. Commerce IV:
Commercial Administration**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
01	Human Resource Management for office	15
02	Office Services -I	15
03	Office Services -II	15
04	Office Services -III	15
Total		60

Sr. No.	Modules / Units
1	Human Resource Management for office
	Human Resource Management: Meaning, nature and importance of human resource management- scope of HR functions in an office- duties and responsibilities of HR officer- records and information to be maintained with respect to the human resource- important HR legislations in India.
2	Office Services -I
	Reception & hospitality: Role and function of the reception desk- duties and responsibilities of a receptionist, importance of reception. Meetings & Travel Arrangement: meaning and procedure for business meetings- types of meetings- information and services related to travel- procedure for making travel arrangements
3	Office Services -II
	Accounts & financial services: Role and functions of an accounts department/ officer- documents to be prepared by the accounts officer- types of hardware and software used – procedure for making and receiving payments- bank and cash related documents and procedures, digital payments. Sales, marketing and customer care: functions of sales & marketing officer- functions of customer service officer, importance of customer care
4	Office Services -III
	Procurement & dispatch: role and functions of procurement officer- procedure for procurement of materials and services- functions of a dispatch clerk- documents to be maintained with respect to procurement and dispatch Inventory management: meaning and nature of inventory management, functions of inventory management - stock records to be maintained manual and electronic

**Revised Syllabus of Courses of B.Com. Programme at Semester VI
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Elective Courses (EC)

1 B. Discipline Related Elective (DRE) Courses

3. Commerce-VI

Human Resource Management

Modules at a Glance

Sr. No.	Modules	No. of Lectures
01	Human Resource Management	12
02	Human Resource Development	11
03	Human Relations	11
04	Trends In Human Resource Management	11
	Total	45

Sr. No.	Modules / Units
1	Human Resource Management
	<ul style="list-style-type: none"> • Human Resource Management – Concept, Functions, Importance, Traditional v/s Strategic Human Resource Management • Human Resource Planning- Concept Steps in Human Resource Planning Job Analysis-Concept, Components, Job design- Concept, Techniques • Recruitment- Concept, Sources of Recruitment Selection - Concept , process , Techniques of E,selection,
2	Human Resource Development
	<ul style="list-style-type: none"> • Human Resource Development- Concept, functions Training- Concept, Process of identifying training and development needs, Methods of Training & Development (Apprenticeship, understudy, job rotation, vestibule training, case study, role playing, sensitivity training, In, basket, management games) Evaluating training effectiveness- Concept, Methods • Performance Appraisal- Concept, Benefits, Limitations, Methods Potential Appraisal-Concept, Importance • Career Planning- Concept, Importance Succession Planning- Concept, Need Mentoring- Concept, Importance Counseling- Concept, Techniques.
3	Human Relations
	<ul style="list-style-type: none"> • Human Relations- Concept, Significance Leadership –Concept, Transactional & Transformational Leadership Motivation- Concept, Theories of Motivation,(Maslow’s Need Hierarchy Theory, Vroom’s Expectancy Theory, McGregor’s Theory X and Theory Y, Pink’s Theory of Motivation) • Employees Morale- Concept, Factors affecting Morale, Measurement of Employees Morale Emotional Quotient and Spiritual Quotient- Concept, Factors affecting EQ & SQ • Employee Grievance- Causes, Procedure for Grievance redressal Employee welfare measures and Healthy & Safety Measures.
4	Trends In Human Resource Management
	<ul style="list-style-type: none"> • HR in changing environment: Competencies- concept, classification Learning organizations- Concept, Creating an innovative organization, Innovation culture- Concept, Need, Managerial role. • Trends in Human Resource Management,; Employee Engagement- Concept, Types Human resource Information System (HRIS) – Concept, Importance, Changing patterns of employment. • Challenges in Human Resource Management: Employee Empowerment, Workforce Diversity. Attrition, Downsizing, Employee Absenteeism, Work life Balance, Sexual Harassment at work place, Domestic and International HR Practices, Millennial (Gen Y)Competency Mapping

***Revised Syllabus of Courses of B.Com. Programme at Semester VI
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Elective Courses (EC)

1 B. Discipline Related Elective (DRE) Courses

**4. Business Economics-VI
International Economics**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
01	Introduction to International Trade	10
02	Commercial Policy	10
03	Balance of payments and International Economic Organization	15
04	Foreign Exchange market	10
Total		45

Sr. No.	Modules / Units
1	Introduction to International Trade
	<ul style="list-style-type: none"> • Theories of International Trade - Ricardo's Theory of Comparative Costs and the Heckscher- Ohlin Theory. • Terms of Trade - Types and Limitations. • Gains from International trade - Offer Curves and Reciprocal Demand.
2	Commercial Policy
	<ul style="list-style-type: none"> • Commercial Trade Policy –Free Trade and Protection – Pros and Cons. • Tariff And Non Tariff Barriers: Meaning, Types and Effects • International Economic Integration – Types and Objectives:-EU and Brexit, ASAEN
3	Balance of payments and International Economic Organization
	<ul style="list-style-type: none"> • Balance of Payment: Meaning, Structure, Types of Disequilibrium. • Causes and measures to correct the disequilibrium in Balance of Payments • WTO- Recent Developments in TRIPS, TRIMS and GATS.
4	Foreign Exchange market
	<ul style="list-style-type: none"> • Foreign Exchange Market: Meaning, Functions, Determination of Equilibrium Rate of Exchange. • Purchasing Power Parity Theory, Spot and Forward Exchange Rates, Arbitrage. • Role of Central Bank in foreign exchange rate management, Managed flexible exchange rate system of India.

**Revised Syllabus of Courses of B.Com. Programme at Semester VI
with effect from the Academic Year 2018-2019**

Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

1. Trade Unionism and Industrial Relations Paper - II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Industrial relations	12
2	Industrial conflicts and its Measures for Prevention and Settlement	12
3	Collective bargaining and Workers Participation in Management	11
4	Industrial relations in Public Sector Multi-nationals, and Co-operative Sector	10
Total		45

Sr. No.	Modules / Units
1	Industrial relations
	<ul style="list-style-type: none"> • Industrial relations: Meaning, Importance, Scope, Role and Impact on Labour Laws legislation, Execution, Employer, Trade Unions and Judiciary • Recommendations of Second National Commission on labour 2002.
2	Industrial conflicts and its Measures for Prevention and Settlement
	<ul style="list-style-type: none"> • Industrial conflicts: Meaning causes and impact. Strike: Meaning, Types & Legal aspects. Concept of lockout. • Measures for prevention and settlement of industrial conflicts- (a) Conciliation (b) Mediation (c) Arbitration (d) Adjudication.
3	Collective bargaining and Workers Participation in Management
	<ul style="list-style-type: none"> • Collective bargaining: concept, principles and importance. Collective bargaining in India. • Workers participation in management- Meaning, Types with reference to India.
4	Industrial relations in Public Sector Multi-nationals, and Co-operative Sector
	<ul style="list-style-type: none"> • Industrial relations in public sector, multi-nationals, and co-operative Sector. • Plant level Industrial relations:- standing orders and grievance procedure. • Work and role of labour welfare officer.

**Revised Syllabus of Courses of B.Com. Programme at Semester VI
with effect from the Academic Year 2018-2019**

Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

2. Computer Systems and Applications Paper - II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	E – Commerce	18
2	Advanced Spread Sheet	09
3	Advanced Spread Sheet	09
4	Visual Basic	09
Total		45

Sr. No.	Modules / Units
1	E – Commerce
	<ul style="list-style-type: none"> a) Definition of E-commerce b) Features of E-commerce c) Types of E-commerce (B2C, B2B, C2C, P2P) d) Business Models in E-commerce (Advertising, Subscription, Transaction Fee, Sales Revenue, Affiliate Revenue) e) Major B2C models (Portal, Etailer, Content Provider, Transaction Broker, Market Creator, Service Provider, Community Provider). f) E-Commerce Security: Integrity, Non repudiation, Authenticity, Confidentiality, Privacy Availability. g) Encryption: Definition, Digital Signatures, SSL. h) Payment Systems: Digital Cash, Online stored value, Digital accumulating balance payment, Digital credit accounts, digital checking. i) How an Online credit card transaction works. SET protocol. j) Limitation of E-commerce. k) M-commerce (Definition and Features).
2	Advanced Spread Sheet
	<ul style="list-style-type: none"> a) Multiple Spread sheets <ul style="list-style-type: none"> • Creating and using templates, Using predefined templates, Adding protection option. • Creating and Linking Multiple Spreadsheets. • Using formulas and logical operators. • Creating and using named ranges. • Creating Formulas that use reference to cells in different worksheets. b) Functions <ul style="list-style-type: none"> • Database Functions LOOKUP, VLOOKUP, HLOOKUP • Conditional Logic functions IF, Nested IF, COUNTIF, SUMIF, AVERAGEIF • String functions LEFT, RIGHT, MID, LEN, UPPER, LOWER, PROPER, TRIM, FIXED
3	Advanced Spread Sheet
	<ul style="list-style-type: none"> a) Functions <ul style="list-style-type: none"> • Date functions TODAY, NOW, DATE, TIME, DAY, MONTH, YEAR, WEEKDAY, DAYS360 • Statistical Functions COUNTA, COUNTBLANK, CORREL, LARGE, SMALL b) Data Analysis <ul style="list-style-type: none"> • Filter with customized condition. • The Graphical representation of data Column, Line, Pie and Bar charts. • Using Scenarios, creating and managing a scenario. • Using Goal Seek • Using Solver • Understanding Macros, Creating, Recording and Running Simple Macros. Editing a Macro(concept only)

Sr. No.	Modules / Units
4	Visual Basic
	<p>a) Introduction to Visual Basic, Introduction Graphical User Interface (GUI). Programming Language (Procedural, Object Oriented, Event Driven), Writing VB Projects. The Visual Basic Environment</p> <p>b) Introduction to VB Controls Text boxes, Frames, Check boxes, Option button, Designing the User Interface, Default & Cancel property, tab order, Coding for controls using Text, Caption, Value property and Set Focus method</p> <p>c) Variables, Constants, and Calculations Variable and Constant, Data Type (String, Integer, Currency, Single, Double, Date), Naming rules/conventions, Constants (Named & Intrinsic), Declaring variables, Val Function, Arithmetic Operations, Formatting Data.</p> <p>d) Decision and Condition Condition, Comparing numeric variables and constants, Comparing Strings, Comparing Text Property of text box, Compound Conditions (And, Or, Not). If Statement, if then-else Statement, LCase and Ucase function, Using If statements with Option Buttons & Check Boxes. MsgBox (Message box) statement Input Validation : Is Numeric function.</p> <p>e) Sub-procedures and Sub-functions, Using common dialog box, Creating a new sub-procedure, Writing a Function procedure. Simple loops using For Next statements and Do while statement and display output using MsgBox Statement.</p>

Note :

- a) Theory 03 lectures per week.
- b) Practical batch size 20-25, 01 practical = 03 theory lectures per week.
- c) 10 Practical's are to be completed in each semester.

Semester VI

Topic	Number of Practical's
Presentation skills	01
Advanced Spread Sheet	06
Introduction to Visual Basic	03

Minimum 6 practical's are to be recorded in the journal in the Semester VI
[Minimum 4 on VB, 2 on Advanced Spread Sheet]

❖ Suggested list of Practical's for Semester VI

1. Preparing a PowerPoint presentation on an E-Commerce website.
2. Calculation of DA, HRA, PF, Gross Salary and Net Salary using Spread Sheet
3. Calculation of Income Tax using Spread Sheet
4. Filtering data and Graphical representation of data using Spread Sheet
5. Using VLOOKUP and HLOOKUP using Spread Sheet
6. Creating and managing a scenario using Spread Sheet
7. Use of Goal Seek and Solver using Spread Sheet

8. Write a project in VB to design a suitable form to add two numbers and display their sum.
9. Write a project in VB to design a suitable form to enter sales and calculate and display the bonus which is 10% of sales.
10. Write a project in VB to design a suitable form to enter salary and calculate and display the DA which is 90% of salary.

❖ **Scheme of Examination**

Type	Marks	Duration
Theory	75	2½ hours
Practical	20	1 hour per batch of 10
Active Participation and Class conduct	05	---

• **Theory Examination Pattern**

All questions are compulsory

Question No.	Unit No.	Marks	Marks with Internal Option
Q. 1.	Objective type based on I, (II,III) and IV	11+2+2	23
Q. 2.	I	15	30
Q. 3.	II	15	30
Q. 4.	III	15	30
Q. 5.	IV	15	30

• **Practical Examination Pattern- Semester VI**

Sr. No.	Topic	Marks
01	Advanced Spread sheet	07
02	Introduction to VB Programing	03
03	Journal	05
04	Viva	05

- Practical examination to be conducted 2 to 3 weeks before the theory examination. Marks out of 25 to be submitted to the University before commencement of theory examination.
- Software Requirement :
Spread Sheet 2010, VB 6.0
- Hardware
For a batch of 120 students minimum 10 computers with appropriate hardware and software installed on each computer. During practical hours maximum two student may share one computer.
- For in house computing facility fee of rupees 750/- be charged for each student per Semester in the existing fee structure against head of computer fee/computer practical.

***Revised Syllabus of Courses of B.Com. Programme at Semester VI
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Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

3. Export Marketing Paper - II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Product Planning and Pricing Decisions for Export Marketing	12
2	Export Distribution and Promotion	11
3	Export Finance	11
4	Export Procedure and Documentation	11
Total		45

Sr. No.	Modules / Units
1	Product Planning and Pricing Decisions for Export Marketing
	a) Planning for Export Marketing with regards to Product, Branding, Packaging b) Need for Labelling and Marking in Exports, Factors determining Export Price; Objectives of Export Pricing c) International Commercial (INCO) Terms; Export Pricing Quotations – Free on Board (FOB), Cost Insurance and Freight (CIF) and Cost and Freight (C&F); Problems on FOB quotation
2	Export Distribution and Promotion
	a) Factors influencing Distribution Channels; Direct and Indirect Exporting Channels; Distinction between Direct and Indirect Exporting Channels b) Components of Logistics in Export marketing; Selection criteria of Modes of Transport; Need for Insurance in Export Marketing c) Sales Promotion Techniques used in Export Marketing; Importance of Trade Fairs and Exhibitions; Benefits of Personal Selling; Essentials of Advertising in Export Marketing;
3	Export Finance
	a) Methods of Payment In export marketing; Procedure to open Letter of Credit, Types and Benefits of Countertrade b) Features of Pre-shipment and Post-shipment finance; Procedure to obtain Export Finance; Distinction between Pre-shipment Finance and Post Shipment Finance. c) Role of Commercial Banks, EXIM Bank, SIDBI in financing exporters; Role of ECGC
4	Export Procedure and Documentation
	a. Registration with different authorities; Pre-shipment Procedure involved in Exports; Procedure of Quality Control and Pre-shipment Inspection; b. Shipping and Custom Stage Formalities; Role of Clearing & Forwarding Agent; Post-shipment Procedure for Realisation of Export Proceeds; Procedure of Export under Bond and Letter of Undertaking. (LUT) c. Importance of - Commercial Invoice cum Packing list, Bill of Lading/ Airway Bill, Shipping Bill/Bill of Export, Consular Invoice, Certificate of Origin

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Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

4. Marketing Research Paper - II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Applications of Marketing Research-I	12
2	Applications of Marketing Research-II	11
3	Applications of Marketing Research-III	11
4	Managing Marketing Research	11
Total		45

Sr. No.	Modules / Units
1	Applications of Marketing Research-I
	<ul style="list-style-type: none"> a. Product Research- concept, areas, steps in new product development Product Testing & Test Marketing- concept, methods b. Brand Research- concept, components of a Brand, importance of brand research Packaging Research- concept, importance c. Price Research- concept, factors influencing pricing, importance of price research, methods of price research
2	Applications of Marketing Research-II
	<ul style="list-style-type: none"> a. Physical Distribution research- concept, types of distribution channels, Supply Chain Management- concept, components of supply chain management, importance of physical distribution research b. Promotion Research- concept, elements of promotion, importance of promotion research Advertising Research- concept, scope, pre & post testing methods of advertising effectiveness c. Consumer Research- concept, objectives, methods Motivation Research- concept, importance
3	Applications of Marketing Research-III
	<ul style="list-style-type: none"> a. Sales Research- concept, significance, scope/areas b. Rural Marketing Research- concept, features of Indian rural market, sources of data, research tools, do's and don'ts in rural Marketing Research c. Global Marketing Research- concept, factors affecting Global Marketing , need and scope of Global Marketing Research
4	Managing Marketing Research
	<ul style="list-style-type: none"> a. Organizing Marketing Research activity- factors involved in organizing Marketing Research activity, methods of organizing Marketing Research activity, In house marketing department,--structure, merits , demerits b. Professional Marketing Research agencies- structure, merits, demerits, professional standards c. Prominent Marketing Research agencies- HTA, ORG, IMRB, NCAER, Nielson

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Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

**5. Investment Analysis and Portfolio
Management Paper - II**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Fundamental Analysis	12
2	Technical Analysis	11
3	Efficient Market Theory	11
4	Capital Asset Pricing Model	11
Total		45

Sr. No.	Modules / Units
1	Fundamental Analysis
	<p>A) Economy Analysis – Meaning, Framework, Economic Analysis, Forecasting, Barometric or Indicator Approach, Econometric Model Building and Opportunistic Model Building.</p> <p>B) Industry Analysis – Concept of Analysis, Industry Life Cycle, Industry Characteristics</p> <p>Company Analysis – Financial Statements, Analysis of Financial Statements, (Practical questions on Debt equity ratios, total debt ratio, proprietary ratios, interest coverage ratio, Profitability ratios related to sales, investment and equity shares Efficiency or Activity Ratios) and Assessment of risk (Leverages)</p>
2	Technical Analysis
	<p>A) Dow Theory</p> <p>B) Meaning and Principles of Technical Analysis, Price Chart, Line Chart, Bar Chart, Japanese Candlestick Chart, Trends and Trend Reversals, Chart Patterns, Support and Resistance, Reversal Patterns, Continuation Patterns and Elliot Wave Theory</p> <p>C) Mathematical Indicators – Calculation of Moving Averages (Simple and Exponential Moving Average), Oscillators and Relative Strength Index</p> <p>D) Market Indicators</p> <p>E) Fundamental Analysis V/s Technical Analysis</p>
3	Efficient Market Theory
	<p>A) Random Walk Theory</p> <p>B) The Efficient Market Hypothesis</p> <p>C) Forms of Market Efficiency</p> <p>D) Competitive Market Hypothesis</p>
4	Capital Asset Pricing Model
	<p>A) CAPM – Fundamental Notions of Portfolio Theory, Assumption of CAPM, Efficient Frontier with Riskless Lending and Borrowing, Capital Market Line, Security Market Line and Pricing of Securities with CAPM.</p> <p>B) Arbitrage Pricing Theory (APT) – The Return Generating Model, Factors Affecting Stock Return, Expected Return on Stock, APT V/s CAPM.</p>

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Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

6. Transport Management Paper - II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Indian Surface Transport Service	11
2	Marketing of Transport Services	11
3	Transport Organisation	11
4	Safety Management Systems	12
Total		45

Sr. No.	Modules / Units
1	Indian Surface Transport Service
	Development of Railway network and problem-changes in composition of passenger and freight traffic, Development of Road transport- Growth of Automobile Industry, Indian Motor Vehicle Acts, Urban transport problems with special defence to Mumbai
2	Marketing of Transport Services
	Marketing of transport services: Role of Advertising – Changes in fares and freight rates and their impact on demand, Regulation of transport services: Licensing policies, transport taxation, role of International bodies in transport development
3	Transport Organisation
	Water transport: Present status of Inland and Coastal Shipping in India, Growth of Merchant Shipping, International competition and problems of port. Air transport: Working of Indian Airlines and Air India - International Airport Authority of India – Air Cargo.
4	Safety Management Systems
	Overview and Understanding Safety, factors for improving safety on roads – causes of accidents due to drivers and pedestrians-design, selection, operation and maintenance of motor trucks, Responsibility for Management of Safety, Basics of Safety Management, Safety Training Programme

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Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

**7. Entrepreneurship and Management of Small
Scale Industries Paper - II**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to Micro, Small and Medium Enterprises	11
2	Setting-up of SSI/SME/MSME	11
3	Organization of SSI/SME/MSME	11
4	Specialized Focus Areas in Micro, Small and Medium Enterprises	12
Total		45

Sr. No.	Modules / Units
1	<p data-bbox="323 208 1038 241">Introduction to Micro, Small and Medium Enterprises</p> <p data-bbox="323 259 443 293">Unit-1: –</p> <ul data-bbox="323 300 1401 568" style="list-style-type: none"> • Meaning, Features, Concept of SSI • Role and Importance of SSI • Evolution and Growth of SSI since Independence in India w.r.t. 5-Year Plans in India • SSI Support Mechanism in India - Central and State Level, Government and Non-Government Agencies support to SSI with due emphasis to Concessions and Incentives <p data-bbox="323 577 427 611">Unit-2:-</p> <ul data-bbox="323 618 1281 775" style="list-style-type: none"> • Meaning, Features, Concept of Micro, Small and Medium Enterprises • Need and Significance of MSMEs • Evolution and Growth of MSMEs since Economic Liberalization in India • Role and Importance of MSMEs <p data-bbox="323 784 427 817">Unit-3:-</p> <ul data-bbox="323 824 1082 969" style="list-style-type: none"> • Meaning, Features, Concept of Industrial Sickness • Causes of Industrial Sickness • Consequences of Industrial Sickness • Remedies to Resolve the Problem of Industrial Sickness
2	<p data-bbox="323 992 719 1025">Setting-up of SSI/SME/MSME</p> <p data-bbox="323 1043 427 1077">Unit-1:-</p> <ul data-bbox="323 1084 1401 1274" style="list-style-type: none"> • Steps in Setting-up a SSI/SME/MSME • Registration Procedure – Benefits of Registration – De-registration • Environmental and Locational Issues – Environmental Clearance • Steps in Setting up a SSI/SME/MSME in India with Special Reference to Clearances and Permissions required <p data-bbox="323 1283 427 1317">Unit-2:-</p> <ul data-bbox="323 1323 1393 1469" style="list-style-type: none"> • Meaning, Features, Concept of Regulatory Environment in India • Brief insights relating to Laws affecting SSI/SME/MSME • MSME Policy in India - Highlights of MSMED Act, 2006 • Classification of Manufacturing and Service Industries under MSMED Act, 2006 <p data-bbox="323 1478 427 1512">Unit-3:-</p> <ul data-bbox="323 1518 1401 1798" style="list-style-type: none"> • Growth and Expansion of SSI/SME/MSME • Options available to SSI/SME/MSME for Growth and Expansion (Part-I): Ancillarisation, Licensing, Franchising • Options available to SSI/SME/MSME for Growth and Expansion (Part-II): Outsourcing, Insourcing • Options available to SSI/SME/MSME for Growth and Expansion (Part-III): Mergers, Acquisitions, Takeovers in India and at Global Level

Sr. No.	Modules / Units
3	<p data-bbox="320 208 751 241">Organization of SSI/SME/MSME</p> <p data-bbox="320 257 427 291">Unit-1:-</p> <ul data-bbox="320 297 1362 533" style="list-style-type: none"> • Meaning, Features, Concept of Organisation Structure of SSI/SME/MSME • Overview of Principles of Management applicable in Management of SSI/SME/MSME - Types of Organisation of SSI/SME/MSME • Problems and Prospects of SSI/SME/MSME • Legal Framework and Regulations Governing SSI/SME/MSME - Government Measures, Policy Support, Taxation Benefits for SSI/SME/MSME <p data-bbox="320 539 427 573">Unit-2:-</p> <ul data-bbox="320 580 1362 775" style="list-style-type: none"> • Meaning, Features, Concept of SSI/SME/MSME Funding • Requirements of Capital (Fixed and Working) for SSI/SME/MSME • Factors Determining Capital (Fixed and Working) Requirements of SSI/SME/MSME • Sources of Institutional Finance to SSI/SME/MSME <p data-bbox="320 781 427 815">Unit-3:-</p> <ul data-bbox="320 822 1362 1055" style="list-style-type: none"> • Meaning, Features, Concept of Marketing Mechanism in SSI/SME/MSME • Marketing related Problems of SSI/SME/MSME - Measures to Reduce Marketing related Problems of SSI/SME/MSME • Export Potential of SSI/SME/MSME - Export Incentives available to SSI/SME/MSME – SSI/SME/MSME and Special Economic Zones (SEZs) • Role of Self Help Groups (SHGs) in Development of SSI/SME/MSME
4	<p data-bbox="320 1070 1182 1104">Specialized Focus Areas in Micro, Small and Medium Enterprises</p> <p data-bbox="320 1120 427 1153">Unit-1:-</p> <ul data-bbox="320 1160 1362 1395" style="list-style-type: none"> • Meaning, Features, Concept, Significance of Rural Industries • Nature of activities involved in Rural Industries - Measures to Support and Promote Rural Industries • Meaning, Features, Concept, Significance and Role of Rural Artisans • Measures to Support and Promote Rural Artisans – Role of Government and Non-Government Agencies in Promoting Rural Artisans <p data-bbox="320 1402 427 1435">Unit-2:-</p> <ul data-bbox="320 1442 1362 1677" style="list-style-type: none"> • Meaning, Features, Concept, Significance of Agro-based Industries • Nature of activities involved in Agro-based Industries - Measures to Support and Promote Agro-based Industries • Meaning, Features, Concept of Ancillary Industries • Nature of activities involved in Ancillary Industries - Measures to Support and Promote Ancillary Industries <p data-bbox="320 1684 427 1718">Unit-3:-</p> <ul data-bbox="320 1724 1267 1868" style="list-style-type: none"> • Meaning and Concept of Industrial Estates • Features of Industrial Estates • Utility and Significance of Industrial Estates to SSI/SME/MSME Sector • Policy Initiatives and Measures to Revive Industrial Estates

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Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

8. International Marketing Paper - II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	International Marketing Channels & Physical Distribution	12
2	Procedures & Policy Framework in International Marketing	11
3	International Trade Promotion Organization	11
4	Export Assistance, Incentives & Documentation	11
Total		45

Sr. No.	Modules / Units
1	International Marketing Channels & Physical Distribution
	<ul style="list-style-type: none"> a. International Marketing Channels- , Need and Importance. b. Method of Entry in International Market. Factors influencing selection of Suitable Channels. c. Physical Distribution – Importance, Scope and Problems.
2	Procedures & Policy Framework in International Marketing
	<ul style="list-style-type: none"> a. Foreign Trade Policy (FTP), 2015-20-Highlights and implications. b. Export Procedure- Registration Procedure, Role of Customs House Agent, Customs/Shipment Formalities, Procedure of Export Proceeds Realization. Procedure to obtain ISO Certification. c. Import Procedure involved in International Market.
3	International Trade Promotion Organization
	<ul style="list-style-type: none"> a. Export Marketing Organisation- and Types, Role and Functions of Export Promotion Councils, Commodity Board, IPP, FIEO, IIFT, DGFT, ITPO and IIP. b. Export Promotion Organisation- and Types. c. E- Marketing – Features Importance and Impact.
4	Export Assistance, Incentives & Documentation
	<ul style="list-style-type: none"> a. Main Assistance available for Exporters. b. Incentives available for exporters- Duty Drawback, EPCG, MDA, ASIDE, IRMAC. c. Export Documentation-and Importance, Main Export Documents- Commercial Invoice, Consular Invoice, Certificate of Origin, Shipping Bill, Mats Receipt, GR Form and Bill of Exchange.

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Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

9. Merchant Banking Paper - II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Factoring	11
2	Securitization	11
3	Mergers, Acquisitions & Takeovers	11
4	Disinvestment and Buyback of Equity Shares	12
Total		45

Sr. No.	Modules / Units
1	Factoring
	Factoring: Concept, Nature and Scope of Factoring, Forms of Factoring , Factoring vis-à-vis Bills Discounting , Factoring vis-à-vis Credit Insurance, Factoring vis-à-vis Forfeiting, Evaluation of a factor , Evaluation of factoring, Status of Factoring in India.
2	Securitization
	Securitization / Mortgages: Meaning, Nature and Scope of Securitization, Securitization as a Funding Mechanism, Securitization of Residential Real Estate and Mortgages -Features, Types and Provisions. Security Brokerage: Meaning of Brokerage, Types of Brokers, Difference between Broker and Jobber, SEBI Regulations relating to brokerage business in India.
3	Mergers, Acquisitions & Takeovers
	Difference between Mergers, Acquisitions and Takeover, The Role of Merchant Banker in M&A and Takeovers, SEBI (Substantial Acquisition of Shares and Takeovers) Regulations, 2011 w.r.t Substantial acquisition of shares or voting rights, Voluntary Offer- Offer Size, Offer Price, Payment Mode, Exemptions and Process of Open Offer.
4	Disinvestment and Buyback of Equity Shares
	The Role of Merchant Banker in Disinvestment Process, Role and Obligations of Merchant Banker in Buyback of Equity Shares, Role of Merchant Banker in Delisting of Shares, Role of Merchant Banker in Issue and Listing of Debt Securities and The Role of Merchant Banker in ESOP

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Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

**10. Direct and Indirect Taxation Paper - II
Goods and Service Tax Act**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction	09
2	Levy and Collection of Tax	09
3	Time, Place and Value of Supply	09
4	Input Tax Credit & Payment of Tax	09
5	Registration under GST Law	09
	Total	45

Sr. No.	Modules / Units
1	Introduction
	<ul style="list-style-type: none"> • What is GST • Need for GST • Dual GST Model • Definitions <ul style="list-style-type: none"> Section 2(17) Business Section 2(13) Consideration Section 2(45) Electronic Commerce Operator Section 2(52) Goods Section 2(56) India Section 2(78) Non taxable Supply Section 2(84) Person Section 2(90) Principal Supply Section 2(93) Recipient Section 2(98) Reverse charge Section 2(102) Services Section 2(105) Supplier Section 2(107) Taxable Person Section 2(108) Taxable Supply • Goods & Services Tax Network (GSTN)
2	Levy and Collection of Tax
	<ul style="list-style-type: none"> • Scope of Supply • Non taxable Supplies • Composite and Mixed Supplies • Composition Levy • Levy and Collection of tax • Exemption from tax
3	Time, Place and Value of Supply
	<ul style="list-style-type: none"> • Time of Supply • Place of Supply • Value of Supply
4	Input Tax Credit & Payment of Tax
	<ul style="list-style-type: none"> • Eligibility for taking Input Tax Credit • Input Tax Credit in Special Circumstances • Computation of Tax Liability and payment of tax
5	Registration under GST Law
	<ul style="list-style-type: none"> • Persons not liable registration • Compulsory registration • Procedure for registration • Deemed registration • Cancellation of registration

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Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

11. Labour Welfare and Practice Paper - II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Social Security	15
2	Labour Markets	10
3	Labour Force in India	10
4	Globalization & Labour	10
Total		45

Sr. No.	Modules / Units
1	Social Security
	<ul style="list-style-type: none"> • Meaning, Definition & Objective of Social Security. • Various Social Security provisions made in India (Employees provident fund Act, Maternity benefit Act, Family Pension Scheme, Provision of Gratuity Act 1972) • Trade Union – Structure, Types & Functions.
2	Labour Markets
	<ul style="list-style-type: none"> • Demand for and supply of labour- determinants of demand for and supply of labour – • Mobility of Labour • Problems of Agricultural Labour, Child Labour and Female Labour
3	Labour Force in India
	<ul style="list-style-type: none"> • Factors determining Labour Force. • Labour Force & Human Development in India • Participation of workers in Management • Industrial disputes
4	Globalization & Labour
	<ul style="list-style-type: none"> • Globalisation & Labour Markets in India. • Impact of Labour Migration. • ILO- Aims & objectives & impact on Labour Welfare.

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Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

12. Purchasing and Store Keeping Paper - II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Store Keeping and Materials Handling	12
2	Store Accounting and Store Record	11
3	Inventory Control	11
4	Logistics and Supply Chain Management (SCM)	11
Total		45

Sr. No.	Modules / Units
1	Store Keeping and Materials Handling
	<ul style="list-style-type: none"> • Store Keeping - Concept, Meaning, Objectives, Functions of Storekeeping, Types of stores, Stages in storekeeping, Duties and Responsibilities of Storekeeper. • Material handling – Objective, Advantages & Principles, Protection and Preservation of materials in store. • Store Location & Layout – Location of Store House, Factors influencing store location, Objectives, Principles and Types of store layout.
2	Store Accounting and Store Record
	<ul style="list-style-type: none"> • Store Accounting – Objectives, Importance, Advantages, Need for Store Accounting, Methods of Valuation of Material – FIFO, LIFO, Simple average & Weighted average method • Store Record – Concept, Objectives, Need, and Documents required for Store Record • Store Ledger & Bin card – Meaning, Advantages of Store ledger and Bin card, Stock Audit, Lead time- Concept & Classification
3	Inventory Control
	<ul style="list-style-type: none"> • Stock levels & Value analysis – Types of stock level, Value analysis – Concept, Essentials & Steps. • ABC analysis – Purpose, Steps and Advantages of ABC analysis. • Inventory Control – Objectives, Advantages and Disadvantages of Periodical & Perpetual Inventory Control, Selective Inventory control techniques, Economic Order Quantity – Importance.
4	Logistics and Supply Chain Management (SCM)
	<ul style="list-style-type: none"> • Logistics – Concepts, Nature, Importance & Challenges • Supply chain management – concepts, Objectives, Benefits & Process of Supply Chain Management • Recent trends in logistics & SCM – Role of IT in logistics / SCM, Issues & Challenges in logistics, Logistics Outsourcing – Concept & Benefits.

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Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

13. Insurance Paper - II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Life Insurance Products	11
2	General Insurance	11
3	Miscellaneous Coverage's	11
4	Insurance Business Environment in India	12
Total		45

Sr. No.	Modules / Units
1	Life Insurance Products
	<ul style="list-style-type: none"> a. Different products offered by life insurers – term plans, pure endowment plans, combinations of plans, traditional products b. Market linked policies, of Annuities and group policies. c. Procedure for obtaining life insurance policy, procedure for settlement of Claims.
2	General Insurance
	<ul style="list-style-type: none"> a. Fire Insurance- Risks faced by the owner of assets – exposure to perils – features of products covering fire and allied perils, Procedure for obtaining fire insurance policy b. Marine Insurance- Products covering marine and transit risks -products covering financial losses due to accidents, Procedure for obtaining marine insurance policy c. Health insurance - Products covering financial losses due to hospitalization - products covering miscellaneous risks. Procedure for obtaining health/ Medi-claim insurance policy
3	Miscellaneous Coverage's
	<ul style="list-style-type: none"> a. Motor insurance – Liability only policy – Package policy –Personal Accident insurance b. Burglary insurance – Baggage insurance – Legal Liability insurance – Public & Product Liability insurances – Professional Indemnity insurance c. Workmen's Compensation insurance – Fidelity Guarantee insurance – Banker's Indemnity insurance – Carrier's Legal Liability insurance – Jeweller's Block insurance -Aviation insurance – Engineering insurance – Rural insurances – Micro insurance
4	Insurance Business Environment in India
	<ul style="list-style-type: none"> a. Specialised Insurances: Industrial All Risks insurance – Advance Loss of Profits insurance – Oil & Energy Risks insurance – Satellite insurance b. Challenges in Insurance Industry, LIC v/s Private Insurance Companies in India c. Recent trends in Insurance, Growth of Insurance Business, Actuarial Role, Reasons for attraction of Foreign Insurance Companies in India.

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Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

**14. Banking Law and Practice Paper - II
Corporate and Securities Law**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
01	Company Law – An Overview	12
02	Regulatory Framework Governing Stock Exchanges as per Securities Contracts Regulation Act 1956	11
03	Security Exchange Board of India	11
04	The Depositories Act, 1996	11
	Total	45

Sr. No.	Modules / Units
1	Company Law – An Overview
	<ul style="list-style-type: none"> • Development of Company Law in India • Doctrines Governing Corporates – Lifting the Corporate Veil, Doctrine of Ultra Vires, Constructive Notice, Indoor Management, Alter Ego. The Principle of Non Interference (Rule in Foss V/s Harbottle) – Meaning , Advantages , Disadvantages & Exceptions, Majority and Minority Rights under Companies Act • Application of Company Law to Banking and Insurance Sector Application of Companies Act to Banking and Insurance sector governed by Special Acts. S.1(4) of Companies Act 2013 Exceptions provided (S.67(3), S.73(1), S.129(1), 179(3), S.180(1)(c), S.186, S.189
2	Regulatory Framework governing Stock Exchanges as per Securities Contracts Regulation Act 1956
	<ul style="list-style-type: none"> • Definition of Securities, Spot Delivery Contract, Ready Delivery Contract, Stock Exchange. • Corporatisation and demutualisation of Stock Exchange –Meaning, Procedure & Withdrawal • Power of Recognised Stock Exchange to make rules restricting voting rights etc • Power of Central Government to Direct Rules or Make rules • Power of SEBI to make or amend bye laws of recognised stock exchange • Books and Accounts to be maintained by recognized stock exchange • Grounds on which stock exchange can delist the securities of a company. • Section 3 to Section 20
3	Security Exchange Board of India
	<ul style="list-style-type: none"> • SEBI: Objectives-terms-establishment-powers-functions-accounts and audit-penalties –registration. • Issues of Disclosure Investors Protection Guidelines: Pre & Post obligations-conditions for issue-Debt Security-IPO-E-IPO-Employee option-right-bonus-preferential allotment intermediary-operational-promoter lock in period requirements-offer document.
4	The Depositories Act, 1996
	<ul style="list-style-type: none"> • Depository – Meaning , Benefits , Models, Functions Participants • The Depository Act 1996 – Objectives, Eligibility condition for depository services, Fungibility, Bye laws of depository , Governance of Depository and Internal audit of depository Participants • BSDA and single registration for depository participants.

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Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

15. Regional Planning Paper - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Regional Planning Strategies & Techniques	15
2	Regionalization of Planning in India	10
3	Regional Development in Maharashtra	10
4	Problem Regions and Case Studies	10
Total		45

Sr. No.	Modules / Units
1	Regional Planning Strategies & Techniques
	<ul style="list-style-type: none"> • Regional planning strategies & techniques • Planning machinery & problems of co-ordination – integrated area development • Multi-level nature of planning in India, specific contribution of planning at different levels.
2	Regionalization of Planning in India
	<ul style="list-style-type: none"> • Regionalization of planning in India: an assessment • Regional development & efficiency • Ecological dimension – strategy for future.
3	Regional Development in Maharashtra
	<ul style="list-style-type: none"> • Regional development in Maharashtra – regional backlogs causative factors. • Strategies for regional development – achievements & failures • Strategy for future.
4	Problem Regions and Case Studies
	<ul style="list-style-type: none"> • Problem regions: Nature of problems & strategies for its solution • Case Studies: Mumbai Metropolitan Region-Vidharbha, South Kokan, Marathwada, Western Ghats, Sugarcane growing areas

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Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

16. Rural Marketing Paper - II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Agricultural Marketing	11
2	Rural Marketing and Market Regulation	12
3	Institutional Support to Rural Marketing	11
4	Problems in Rural Marketing	11
Total		45

Sr. No.	Modules / Units
1	Agricultural Marketing
	a. Agricultural Marketing- Concept, Nature and Types, Agriculture produce- concept and types of Agricultural Markets. b. Marketing agencies, Risks involved in marketing, Types of risks, Measures to minimise risks c. Contract Marketing (Farmer – Processor linkage), Marketing channels for agricultural produce
2	Rural Marketing and Market Regulation
	a. Regulated Market- APMC Act 1963, Standardisation and Grading, Inspection of quality, AGMARK b. The National Council for State Marketing Boards (NCOSAMB) State Trading corporation (STC), Public Distribution System(PDS) – Need and importance c. Fruit Products order (FPO) 1955 - objectives, Consumer Protection Act 1986- Rights of Consumers
3	Institutional Support to Rural Marketing
	a. Commission on Agriculture Costs and Prices (CACP)- Role, Functions and Importance b. National Agriculture Co-operative Marketing Federation (NAFED)-Role, Functions and Importance c. Agriculture and Processed Food Exports Development Authority (APEDA)-Role, Functions and Importance
4	Problems in Rural Marketing
	a. Problems in rural marketing---Strategies for rural marketing--- Integration, Efficiency, Cost and Price Spread b. Need for marketing finance, Source of marketing finance, Non Institutional--- Institutions---Commercial Banks---PACS, Farmers Service Societies (FSS), RRBs and NABARD c. Challenges and recent trends in rural marketing

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Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

17. Elements of Operational Research Paper - II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Project Analysis	15
2	Theory of Games	15
3	Inventory Models	15
Total		45

Sr. No.	Modules / Units
1	Project Analysis
	Basic concepts and Definitions, Gantt Charts and its weaknesses, CPM and PERT networks, Numbering of Events, Contractual Obligation Time, Earliest occurrence time, Latest allowable occurrence Time and Slack Time for Events, Different types of floats for activities. Critical Path Calculations, Probability Assessment in PERT Networks. Time Cost Trade - Off Analysis for CPM Networks
2	Theory of Games
	Basic Concept and Definitions. Two Person Zero Sum Game. Saddle point, Pure and Mixed Strategies. Reducing the size of the game using dominance property. Optimum Solution to a 2x2 game without saddle point. Graphical solution to 2xn and mx2 games.
3	Inventory Models
	Costs in Inventory management Deterministic Inventory Models- EOQ Model with Instantaneous Replenishment and Constant Rate of Demand Assuming that shortages are not allowed (Mathematical derivation expected), its price break model. Other EOQ models with instantaneous/uniform rate of replenishment and constant rate of demand assuming shortages are allowed/not allowed.

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Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

18. Psychology of Human Behavior at Work Paper-II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Understanding Work Teams	11
2	Conflict and Negotiation	11
3	Emotions and Moods	12
4	Organizational Change and Stress Management	11
Total		45

Sr. No.	Modules / Units
1	Understanding Work Teams
	a) Differences between groups and teams; Types of teams b) Creating effective teams
2	Conflict and Negotiation
	a) Defining Conflict; transitions in conflict thought b) The Conflict Process c) Negotiation: Bargaining strategies; the negotiation process
3	Emotions and Moods
	a) What are Emotions and Moods? The basic emotions; sources of emotions and moods b) Emotional Intelligence c) Organizational Behaviour applications of emotions and moods
4	Organizational Change and Stress Management
	a) a Forces for Change b) Work Stress and its Management

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Reference Books

Reference Books
Elective Courses (EC)
Discipline Specific Elective (DSE) Courses
Group A: Advanced Accountancy
1. Financial Accounting and Auditing IX- Financial Accounting
<ul style="list-style-type: none"> • Ashish K. Bhattacharyya – “Financial Accounting for Business Managers”, Prentice Hall of India Pvt. Ltd. • Shashi K. Gupta – “Contemporary Issues in Accounting”, Kalyani Publishers. • R. Narayanaswamy – “Financial Accounting”, Prentice Hall of India, New Delhi • Ashok Sehgal – “Fundamentals of Financial Accounting”, Taxmann’s Publishers • Financial Accounting Reporting – Barry Elliot and Jamie Elliot – Prentice Hall (14th Edition)
2. Financial Accounting and Auditing X- Cost Accounting
<ul style="list-style-type: none"> • Cost Accounting- A managerial emphasis by Horngren, Charles, Foster and Datar, Prentice Hall • Management Accounting by Khan and Jain, Tata McGraw Hill • Practical Costing by P C Tulsian, Vikas New Delhi • Advanced problems and solutions in cost Accounting by S N Maheshwari, Sultan Chand New Delhi • Cost Accounting (For B. Com 4th Sem, Delhi Univ) by Arora M N, Vikas Publishing House Pvt. Ltd. • A Textbook of Cost And Management Accounting - 10th Edn by Arora M N, Vikas Publishing House Pvt. Ltd. • Cost Accounting: Principles & Practice - 12 Edn by Arora M N, Vikas Publishing House Pvt. Ltd. • Essentials of Cost Accounting by Arora M N, Vikas Publishing House Pvt. Ltd. • Students Guide to Cost Accounting & Financial Management (Set of 2 Volumes) (CA-IPCC) (Group I) by Bhavesh N. Chandarana, Taxmann • Lectures on Costing by Swaminathan: S. Chand and Company (P) Ltd., New Delhi • Cost Accounting by C.S. Rayudu, Tata Mc. Grow Hill and Co. Ltd., Mumbai • Cost Accounting by Jawahar Lal and Seema Srivastava, Tata Mc. Grow Hill and Co. Ltd., Mumbai • Cost Accounting by Ravi M. Kishore, Taxmann Ltd., New Delhi • Principles and Practices of Cost Accounting by N.K. Prasad, Book Syndicate Pvt. Ltd., Calcutta • Cost Accounting Theory and Practice by B.K. Bhar, Tata Mc. Grow Hill and Co. Ltd., Mumbai • Cost Accounting Principles and Practice by M.N. Arora, Vikas Publishing House Pvt. Ltd., New Delhi • Advanced Cost and Management Accounting: Problems and Solutions by V.K. Saxena and C.D. Vashist, S. Chand and Company (P) Ltd., New Delhi • Cost Accounting by S.P. Jain and K.L. Narang, Kalyani Publishers, Ludhiana • Modern Cost and Management Accounting by M. Hanif, Tata McGraw Hill Education Pvt. Ltd., New Delhi • Fundamentals of Cost Accounting by Jhamb. H. V., Ane Books Pvt. Ltd. • Cost Accounting by Gupta Nirmal, Ane Books Pvt. Ltd.
Group B: Business Management
1. Business Management Paper III
<ul style="list-style-type: none"> • Essentials of Management by Koontz and Wehrich / McGraw Hill • Principles of Management by Koontz and O. Donnel/ Tata McGraw Hill, New Delhi • Principles of Management: Theory and practices by Sarangi S.K. VMP Publishers and Distributors. • Guide to Management Ideas by Tim Hindle, The Economist • Principles of Management by Terry G.R. AITBS • Business Organization and Principles of Management by Dutta Chowdury, Central Education • Principles of Management, Daver Rustoms, Crown

Reference Books

- *Principles of Management*, Tripathi P.C. Tata McGraw Hill, New York
- *Management Theory and Practices* by Dale, Ernest / McGraw Hill, New York.
- *Practice of Management* by Peter Drucker / Allied Publisher, New Delhi
- *Management* by Ricky W Griffin / Houghton Mifflin Company
- *Management* by Gary Dessler / Prentice Hall
- *Management* by Stephen Robbins, Mary Coulter / Prentice Hall
- *Management* by James Stoner, Edward Freeman / Prentice Hall
- *Time Management* by Roberta Roesch, Tata Mc Graw Hill
- *Time Management* by Marc MANCINI, Tata Mc Graw Hill

2. Business Management Paper IV

- *Fundamentals of Financial Management (5th edition)* by Chandra Prasanna (2010). Tata McGraw Hill Education Pvt. Ltd.: New Delhi
- *Financial Management – Analytical and Conceptual Approach (12th edition)* by Kuchhal S.C. (1995).Chaitanya Publishing House: Allahabad
- *Financial Management* by Reddy R.Jayprakash (2010) APH Publishing Corporation: New Delhi
- *Financial Management – Theory and Practice (5 & 6th edition)* by Chandra Prasanna (2003, 2004). Tata McGraw Hill Education Pvt. Ltd.: New Delhi
- *Fundamentals of Financial Management (13th edition)* by Horne, James C. Van (2012) PHI Learning Pvt. Ltd.: New Delhi
- *Financial Management and decision making* by Samuels, John (1999) International Thomson Nusiness Press : London
- *Financial Management - problems & solutions (2nd edition)* by Kishore, Ravi M. (2010) Taxmann Publication Pvt. Ltd.: New Delhi
- *Financial Management : theory, concepts and cases(5th rev edition)* by Rustagi, R.P. (2011) Taxmann Publication Pvt. Ltd.: New Delhi
- *Financial Management : principles & problems (7th edition)* by Srivastava, R.M.&VermaShubhra (2002) PragatiPrakashan: Meerut
- *Fundamentals of Financial Management – problems and solutions (3rd edition)* by Maheswari, S.N. (2006) Sultan Chand and Sons: New Delhi

Group C: Banking and Finance

1. Banking and Finance Paper- III Risk Management

- *Quantitative Risk Management : A Practical Guide to Financial Risk-* Thomas S. Coleman
- *Investment Theory and Risk Management:* Steve Peterson
- *Risk Management : M/s Macmillan India Limited*
- *Theory & Practice of Treasury Risk Management:* M/s Taxman Publications Ltd.
- *Corporate Value of ERM : Sim Segal*
- *Risk Management : Insurance and Derivatives* Dr G Kotreshwar-Himalaya Publishing House

2. Banking and Finance Paper- IV Actuarial Analysis in Banking & Insurance

- *“Actuarial Statistics: An Introduction Using R”* by Shailaja R Deshmukh.
- *“Predictive Modeling Applications in Actuarial Science”* by Richard A Derrig and Glenn Meyers
- *“Generalized Linear Models for Insurance Data (International Series on Actuarial Science)”* by Piet de Jong and Gillian Z Heller
- *“Contributions to Sampling Statistics (Contributions to Statistics)”* by Maria Giovanna Ranalli and Fulvia Mecatti
- *“Forecasting Product Liability Claims: Epidemiology and Modeling in the Manville Asbestos Case”* by J B Weinstein and Eric Stallard
- *“Financial Modeling, Actuarial Valuation and Solvency in Insurance”* by Mario V Wuthrich & Michael Merz
- *“Modern Actuarial Risk Theory: Using R”* by Rob Kaas and Marc Goovaerts
- *“Health Insurance: Basic Actuarial Models”* by Ermanno Pitacco
- *“Financial and Actuarial Statistics: An Introduction”* by Dale S Borowiak and Arnold F Shapiro

Reference Books

Group D: Commerce

1. Commerce III

- Bhattacharjee, Service Sector Mgt; An Indian Perspective, Jaico Publishing house, 2011.
- Christopher Lovelock, service marketing –people technology, strategy, Pearson Education, IV Ed, 2003.
- Valarie A. Zeithaml & Mary Jo Bitner, Services Marketing, Tata McGraw-Hill, 2000.
- A. Vijaykumar, service sector in India – Recent Policy initiative, New Century Publication, 2008.

2. Commerce IV

- Office Management, Pillai R S N, S. Chand Publishers, 2010
- Office Organisation & Management, N.Kumar & R. Mittal, Anmol Publisher, 2001
- Office Management, Balachandran, Tata McGraw Hill, 2009

Discipline Related Elective(DRE) Courses

3. Commerce VI

- Bernardin, John H: Human Resource Management, Tata McGraw Hill, New Delhi 2004.
- Arthur M, Career Theory Handbook, Prentice Hall Inc, Englewood Cliff.
- Belkaoui, A.R. and Belkaoui, JM, Human Resource Valuation: A Guide to Strategies and Techniques, Quorum Books, Greenwood, 1995.
- Dale, B, Total Quality and Human Resources: An Executive Guide, Blackwell, Oxford.
- Greenhaus, J.H., Career Management, Dryden, New York.
- Mabey, C and Salama, G., Strategic Human Resource Management, Blackwell, Oxford.
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- Subba Rao, Human Resources Management.
- Michael Porter, HRM and Human Relations.
- M.N. Rudrabasavaraj: Cases in Human Resource Management –Himalaya Publishing House –New Delhi, 1998
- Decenzo, D.A. and Robbins, S. P., Fundamentals of Human Resource Management, Wiley, India.
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- Chhabra, T.N., Human Resource Management, Dhanpat Rai & Co., Delhi.
- Aswathappa K., Human Resource Management, Tata McGraw, Hill, New Delhi.
- H. John Bernardin and Richard W. Beatty: Performance Appraisal: Human Behavior at work –Boston: Kent, 1984
- George T. Milkovich and John W. Boudream: Personnel / Human Resources Management: A Diagnostic Approach, 5th Edn. Plano, TX: Business Publications, 1998.
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- Sadri, J, Sadri, S, Nayak, N, A Strategic Approach to Human Resource Management, JAICO Publishing House.
- Davar, R. S. Personnel Management and Industrial Relations. Vikas Publication, Noida.
- Robbins, Stephen P. Organisational Behaviour. Pearson Education, New Delhi

4. Business Economics VI

- Kindleberger, C.P. (1973) International Economics, Homewood
- Kenan, P.B. (1994), The International Economy, Cambridge University Press, London
- Krugman, P.R. and M. Obstfeld (1994), International Economics: Theory and Policy, Glenview, Foreman
- Dwivedi D N (2013) International Economics: Theory and Policy, Vikas Publishing House New Delhi
- M.L. Jhingan – International Economics – Vrinda Publication Pvt. Ltd – Delhi
- Francis Cheunilam International Economics Tata McGraw – Hill Publishing Co. Ltd. New Delhi.
- Dominick Salvatore – International Economics – John Wiley & Sons, Inc Singapore.
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Ability Enhancement Courses (AEC)

1. Trade Unionism and Industrial Relations Paper II

- Myers C.A. & Kannappan S. (1970), 'Industrial Relation in India', Asia publishing House, India.
- Singh, J.K. (1988), 'Labour Economics. Principles Problem and Practices', Deep and Deep Publication Pvt. Ltd. New Delhi.
- Jackson, M.P. , Strikes
- Karnik V.B. (1974), 'Indian labour, Problems and prospects', Minewal Associations.
- Joshi C.K (1967), ' Unionism in Developing Economy', Asia Publication House, Bombay.
- Mamoria C.B. & Mamoria S.(1992), 'Dynamics of Industrial Relation in India', Himalaya Publishing House.
- Sahani, Dr, N.K. (2009) 'Industrial Relations' Kalyani Pub. Ludhiyana.
- Tripathi, P.C. (2009) 'Personal Management and Ind. Relations' – Sultan Chand and Jons, New Delhi.
- Memoria & Memoria- 'Ind. Relations' Himalaya Pub. House, Mumbai.
- A.M. Sharma- 'Ind. Relations' - Himalaya Pub. House, Mumbai.
- G.Ramanugan- The Honey bee to words a new culture in Ind, Relations- Sterling Pub. Pvt. Ltd.

2. Computer Systems and Applications Paper II

- E- Commerce - Kenneth Laudon, Carol Traver , Pearson Education
- Frontiers of Electronic Commerce - Kalakota & Whinston
- E- Commerce - Rajaraman
- E- Commerce - Whitley
- E- Commerce concepts and cases - Rao and Deshpande.
- Programming in VB 6.0 - Julia case Bradley, Anita C. Milspaugh, TMH
- Visual Basic 6.0 Programming - Content Development Group, TMH
- The Complete Reference to Visual Basic 6 - Noel Jerke, TMH
- Visual Basic 6 Programming Black Book - Steven Holzner, Dreamtech Press

3. Export Marketing II

- Export Policy Procedures & Documentation– M. I. Mahajan, Snow White Publications Pvt. Ltd, 26th Edition,
- International Business, K. Aswathappa, McGraw-Hill Education (India) Pvt. Ltd., 6th Edition
- Export Import Procedures - Documentation and Logistics, C. Rama Gopal, New Age International Publishers, 2006 / Reprint Jan 2016
- International Trade and Export Management, Francis Cherunilam, Himalaya Publishing House, 20th Edition, 2017
- R. K. Jain's, Foreign Trade Policy & Handbook of Procedures [With Forms, Circulars & Public Notices], Centax Publication, 2017
- EXIM Policy & Handbook of EXIM Procedure – VOL I & II
- International Marketing and Export Management, Gerald Albaum, Edwin Duerr, Alexander Josiassen, Pearson Publications, 8th Edition, June 2016
- International Marketing Strategy, Isobel Doole and Robin Lowe, 5th Edition, Thomson Learning, 2008.
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4. Marketing Research Paper II

- *Marketing Research Text and Cases*, Rajendra Nargundkar, McGraw Hill, 2nd edition
- *Marketing Research (Text with Cases)*, Suja Nair, Himalaya Publishing House, Maharashtra, 2014
- *Marketing Research*, John Boyce, Tata McGraw Hill Publishing Co. Ltd., Maharashtra, 2011
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- *Marketing Research: A Global Outlook*, V. Kumar, Sage Publications, New Delhi, 2015
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- *Marketing Research: The impact of internet*, Gates, Roger et al, John Wiley & sons, Great Britain, 2002

5. Investment Analysis and Portfolio Management Paper II

- *Security Analysis and Portfolio Management*, Prasanna Chandra, Tata McGraw Hill
- *Financial Management*, Prasanna Chandra, Tata McGraw Hill
- *Security Analysis and Portfolio Management*, Ravi Kishor, Taxman Publishers
- *Financial Management*, Khan & Jain, Tata McGraw Hill
- *Fundamentals of Investment Management*, Hirt and Block, Tata McGraw Hill. Ed 2009.
- *Portfolio Management Handbook*, Robert A. Strong, Jaico Publishing House, Mumbai

6. Transport Management Paper II

- *Phil Hughes & Ed Ferrett (2010). International Health and Safety at Work. Routledge Publisher.*
- *Mather J. C. (ed.) (1992). 'Transport and Economic Development', Chugh Publications, Allahabad.*
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7. Entrepreneurship & Management of Small Scale Industries Paper II

- *Batra G.S. and Dangal R.C., Entrepreneurship and Small Scale Industries, Deep and Deep Publications Pvt. Ltd.*
- *Entrepreneurial Development, Colombo Plan, 1998, Tata McGraw Hill, New Delhi.*
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- *Hisrich R.D., Cases in International Entrepreneurship, 1997, Liven, Chicago.*
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- *Principles of Entrepreneurship, Excel India Publishers, New Delhi.*
- *Sharma P.K., Development Banks and Entrepreneurship Promotion in India, Mittal Publications.*
- *Singh P.N. and Saboo J.C., Entrepreneurial Management, Dr. P. N. Singh Centre for HRD.*
- *Vasant Desai, Entrepreneurial Development, 3 Volumes Himalaya Publishing House.*
- *Vasant Desai, Entrepreneurship and Management of Small and Medium Enterprises, Himalaya Publishing House.*
- *Vasant Desai, Small Scale Industries and Entrepreneurship, Himalaya Publishing House.*
- *Yerram Raju B. and Pujari Ram R., The Small Entrepreneur Starting and Growing, Excel Publication, New Delhi.*

8. International Marketing Paper II

- *International Marketing - Rathor Jani Rathor*
- *International Business - P. Suhbarau*
- *Global Marketing Strategy - Jeannet&Hennissey*
- *Managing International Marketing - dr. V. O. Varkey*
- *Modern Marketing Research – M.N.Mithani*
- *Marketing Research – G.C.Berry*
- *Marketing Research : Applied Orientation.- Naresh Malhotra*
- *Marketing Research- Boyd, Westfall &Stasch*
- *Philip R. Cateora , John L. Graham ,*
- *SakOnkvisit , John J. Shaw ,*
- *International Marketing -Phillip R Cateora and John Graham*
- *International Marketing - Varshney and Bhattacharya*
- *International Marketing - P.K. Vasudev.*
- *International Marketing & Export Management – Edwin Duerr, Jesper*
- *B.L. Varshney and B. Bhattacharya , International Marketing Management .*
- *P.G. Apte, International Financial Management .*
- *Francis Cherunilum, International Marketing Management.*
- *Phillip R. Cateoria, International Marketing.*

9. Merchant Banking Paper II

- *Merchant Banking and Financial Services – Dr. S Guruswamy Fourth Edition, Delhi Publishing House.*
- *Merchant Banking Principles & Practices – H. R Machiraju New Age International Ltd*
- *Merchant Banking – NISM 2015 Edition*
- *Merchant Banking and Financial Services – Dr L.N Natarajan, Margham Publications 2012*

Reference Books

10. Direct and Indirect Taxation II- GST

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

11. Labour Welfare & Practice Paper II

- *Jayant S. Railkar- Labour welfare & Practice – Vipul Prakashan.*
- *A.M. Sarma – Aspects of Labour welfare & Social Security – Himalaya Publications.*
- *Punekar & Deodhar – Labour welfare Tata MC Graw Hill Publishing.*
- *Misra & Puri – Indian Economy – Himalaya Publications.*
- *Dutt & Sundharam - Indian Economy S. Chand Publication.*
- *Labour Welfare, Trade Unionisms and Industrial Relations – S.D. Panekar, S.B. Deodhar, Mrs. Saraswathi Sankaram, Himalaya Publishing House.*

12. Purchasing and Storekeeping Paper II

- *Ammer. Dean S : Materials Management (Richard D. Irwin Inc. U.S.A.).*
- *Baily, Peter and Farmer, D. : Purchasing Principles and Techniques : Arnold Heinemann, Publishers India New Delhi.*
- *Baily, Peter : Purchasing Principles and Management.*
- *Benjamin Melnitsky : Industrial Storekeeping Manual (Chilton Company, Philadelphia).*
- *Branch, Alan E. : International Purchasing and Management : Thomson Learning.*
- *Buchan and Keenigsberg : Scientific Inventory Management : Prentice Hall, U.S.A.*
- *Bagade, Shankar D. : Production and Materials Management : Himalaya.*
- *Chadha, H. L. : Industrial Purchasing and Materials Management (Jaico Publishing House, Bombay).*
- *Datta, A. K. : Modern Materials Management (Indian Society for Materials Management, Calcutta).*
- *Deb. A. : Materials Management (Academic Publishers, Calcutta).*
- *Dr. P. K. Bangar and Dr. B. S. Rupnawar Purchasing and Storekeeping Himalaya Publication House.*
- *Dobler, Donald W. : Purchasing and Supply Management Text and Cases : Tata McGraw Hill, 2000.*
- *Gupta D. R. : Purchasing and Storekeeping : Tata McGraw Hill.*
- *Gokarn, P. R. : Essentials of Materials Management : Somaiya.*
- *Gopalakrishnan, P. and Sandiya, M. S. : Purchasing Strategy (Sterling Publishers Pvt. Ltd., New Delhi).*
- *Gopalakrishnan, P. and Sundaresan, Materials Management : Prentice Hall of India, New Delhi). 5*
- *Gopalakrishnan, P. Purchasing and Materials Management : Tata McGraw Hill 2001.*
- *Heinritz, Stuart F. : Purchasing Principles and Applications (Prentice Hall U.S.A.)*
- *Kapoor, P. P. : Modern Purchasing Principles and Practices : S. Chand and Co. Ltd., New Delhi.*
- *Lee, Lamer: Purchasing and Materials Management Texts and Cases : Tata McGraw Hill.*
- *Magee, John F. : Production Planning and Inventory Control (McGraw Hill, U.S.A.).*
- *Materials Management, Inventory Control and Logistics Texts and Cases.*
- *Menon K. S. : Purchasing and Inventory Control : Wheeler.*
- *Morrison, A : Storage and Control of Stock (Pitman Publishing Co., London).*
- *Nair, N. K. Purchasing and Materials Management : Vikas.*
- *Roy Chowdhury, B. K. : Management of Materials (Sultan Chand and Sons, New Delhi).*
- *Varma : Essentials of Store Keeping and Purchasing : M. M. Sultan Chand.*
- *Westing, J. H., Fine, I.V., Zenz, G. J. : Purchasing Management (Wiley Eastern Ltd., New Delhi).*

Reference Books

13. Insurance Paper II

- *General Insurance*, John Magee & David Bicklhaupt,
- *Operational Transformation of General Insurance Industry during the period 1950 to 1990 & Beyond*, R D Samarth
- *Study on Distribution Functions in General Insurance & Role of Intermediaries*, Arun Agarwal / PR Rao
- *General Insurance for Information Technology Professionals*, Martin Frappoli
- *S. Arunajatesan and T.R. Vishwanathan: Risk Management and Insurance: Macmillan, New Delhi.*
- *Shashidharan K. Kutty: Managing Life Insurance: Prentice Hall of India, New Delhi*
- *Kenneth Black Jr. and Harold D. Skipper Jr.: Life and Health Insurance: Pearson, New Delhi*
- *Uma Narang, Insurance Industry in India, Features, Reforms & Outlook, New century Publication, 2013*

14. Banking Law and Practice Paper I Corporate and Securities Law

- *Mamta Bhargava – Compliances and Procedures under SEBI Law*
- *V.L Iyer – SEBI Practice Manual - Taxmann*
- *D.K Jain – Company Law Ready Reckoner*
- *Bare Act – Corporate Laws Taxmann*

15. Regional Planning

- *Glasson, J. (1974), 'An Introduction to Regional planning, Hutchinson & Co., London.*
- *O.E.C.D (1970), 'The Regional Factor in Economic Development',*
- *Minahull, R.(1968), 'Regional Geography'. Hutchinson * Co., Ltd., London.*
- *B.I.S.R (1978), 'The Role of Fiscal Incentives in Reducing Regional Imbalances: Some Comparison', New Delhi.*
- *Misra, R.P et.al (1974). 'Regional Development Planning in India', Vikas, New Delhi.*
- *Sen. L.K. (ed.) (1972), 'Reading in micro level planning and rural growth centers, NICD, Hyderabad.*
- *B.M.R.P.E. (1974), Regional plan for Bombay metropolitan Region: 1970-1991, Bombay*
- *Planning Commission Draft Five Year Plans.*

16. Rural Marketing Paper II

- *Dantwala M.L., Indian Agriculture Since Independence Oxford & IBH Publishing Co. Pvt. Ltd. New Delhi-110001, 1990.*
- *Habeeb U.R., Rahman K.S., Rural Marketing in India, HPH-Mumbai 400004---2003*
- *Rural Marketing, Gopala swamy, Vikas Publishing House, New Delhi.*
- *Kashyp Pradeep, Rant Siddhartha, The Rural Marketing, Biztantra, Mumbai, 2005.*
- *Dogra Balram Ghuman Karmider Rural Marketing concepts and practices Tata McGrawHILL Education Ltd. New Delhi, 2011*
- *Singh S, Rural Marketing Management I/e Vikaj Publishing House New Delhi*

17. Elements of Operation Research Paper II

- *PERT & CPM Principles and Applications by L.S.Srinath*
- *Operations Research Principles & Practice by Ravinderan, Phillips Solber.*
- *Schaum's outline series Theory & Problems of Operations Research by Richard Bronson*
- *Operations Research by H.A.Taha*
- *Operations Research by Gupta & Hira*
- *Operations Research Theory & Applications by J.K.Sharma*
- *Operations Research Problems & Solutions by V.K.Kapoor*
- *Quantitative Techniques by Shenoy, Shrivastav & Sharma*
- *Introduction to Operations Research by Hiller & Lieberman*
- *Operations Research Techniques for Management by B.Banerjee*
- *Operations Research by Gupta & Manmohan*
- *Quantitative Techniques by N.D.Vohra*

Reference Books

18. Psychology of Human Behaviour at work Paper I

- Robbins, S. P. Judge, T. A. & Vohra, N. (2013). *Organizational Behavior. (15th ed.)*, Indian subcontinent adaptation, New Delhi: Pearson Education, Dorling Kindersley India pvt ltd.
- Aquinas, P. G. (2013). *Organisational Behavior Concepts Realities Application and Challenges. (2nd ed.)* New Delhi: Excel Books
- Ashliegh, A. M. (2012). *The psychology of people in organizations. Pearson Education*
- Baltus, R. (2012). *Personal psychology for work and life. Tata McGraw Hill*
- Dash, C. (2013). *Organisational behavior. New Delhi: International Book House*
- Gibson, J. L., Ivancevich, J. M., & Konopaske, R. (2013). *Organisations: Behaviour, Structure, Processes. Tata McGraw Hill*
- Greenberg, J. (2013). *Behaviour in organizations (10th ed.)*. PHI Learning Private Limited.
- Luthans, F. (2013). *Organisational behaviour: An evidence –based approach. Tata McGraw Hill*
- McShane, S. L., Glinow, M. A., Sharma, R. R. (2012) *Organisational behavior. (5th ed.)*: Tata McGraw Hill, New Delhi.
- Pareek, U. & Khanna, S. (2011). *Understanding organizational behavior. Oxford University Press*
- Rajendra, P. Maheshwari, J. & Mahajan, P. (2012). *Business organization management. (2nd Revised ed.)* New Delhi: International Book House.
- Riggio, R. (2012). *Introduction to industrial and organizational psychology. Pearson Education*
- Schultz, D. & Schultz, S. (2013). *Psychology and work today. Pearson*
- Shankar, M. (2013). *Organizational behavior. International Book House*
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- Singh, K. (2012). *Organizational behaviour text and cases. New Delhi: Pearson Education.*

**Revised Syllabus of Courses of B.Com. Programme at Semester V and VI
with effect from the Academic Year 2018-2019**

**Question Paper Pattern
(Practical Courses)**

Maximum Marks: 100

Questions to be set: 06

Duration: 03 Hrs.

All Questions are Compulsory Carrying 15 Marks each.

Question No	Particular	Marks
Q-1	Objective Questions A) Sub Questions to be asked 12 and to be answered any 10 B) Sub Questions to be asked 12 and to be answered any 10 (*Multiple choice / True or False / Match the columns/Fill in the blanks)	20 Marks
Q-2	Full Length Practical Question OR	15 Marks
Q-2	Full Length Practical Question	15 Marks
Q-3	Full Length Practical Question OR	15 Marks
Q-3	Full Length Practical Question	15 Marks
Q-4	Full Length Practical Question OR	15 Marks
Q-4	Full Length Practical Question	15 Marks
Q-5	Full Length Practical Question OR	15 Marks
Q-5	Full Length Practical Question	15 Marks
Q-6	A) Theory questions B) Theory questions OR	10 Marks 10 Marks
Q-6	Short Notes To be asked 06 To be answered 04	20 Marks

Note:

Practical question of 15 marks may be divided into two sub questions of 7/8 or 10/5 Marks.

**Revised Syllabus of Courses of B.Com. Programme at Semester V and VI
with effect from the Academic Year 2018-2019**

**Question Paper Pattern
(Theoretical Courses)**

Maximum Marks: 100

Questions to be set: 06

Duration: 03 Hrs.

All Questions are Compulsory Carrying 15 Marks each.

Question No	Particular	Marks
Q-1	Objective Questions A) Sub Questions to be asked 12 and to be answered any 10 B) Sub Questions to be asked 12 and to be answered any 10 (*Multiple choice / True or False / Match the columns/Fill in the blanks)	20 Marks
Q-2	Full Length Question OR	15 Marks
Q-2	Full Length Question	15 Marks
Q-3	Full Length Question OR	15 Marks
Q-3	Full Length Question	15 Marks
Q-4	Full Length Question OR	15 Marks
Q-4	Full Length Question	15 Marks
Q-5	Full Length Question OR	15 Marks
Q-5	Full Length Question	15 Marks
Q-6	A) Theory questions B) Theory questions OR	10 Marks 10 Marks
Q-6	Short Notes To be asked 06 To be answered 04	20 Marks

Note:

Theory question of 15 marks may be divided into two sub questions of 7/8 or 10/5 Marks.

AC. 6.6.2012
Item No.4.49

UNIVERSITY OF MUMBAI



Revised Syllabus for the F.Y.B.A/F.Y.B.Sc.

Program: F.Y.B.A/F.Y.B.Sc.

Course: Foundation Course

(Semester I & II)

(As per Credit Based Semester and Grading System
with effect from the academic year 2012–2013)

Revised Syllabus (From 2012-13)
Foundation Course for F. Y. B A
Semester 1
Course Code: UA FC 1C1

Lectures 45
Marks 100

Unit 1

Overview of Indian Society:

Understand the multi-cultural diversity of Indian society through its demographic composition: population distribution according to religion, caste, and gender;
Appreciate the concept of linguistic diversity in relation to the Indian situation;
Understand regional variations according to rural, urban and tribal characteristics;
Understanding the concept of diversity as difference. *(5 lectures)*

Unit 2

Concept of Disparity- 1:

Understand the concept of disparity as arising out of stratification and inequality;
Explore the disparities arising out of gender with special reference to violence against women, female foeticide (declining sex ratio), and portrayal of women in media;
Appreciate the inequalities faced by people with disabilities and understand the issues of people with physical and mental disabilities. *(10 lectures)*

Unit 3

Concept of Disparity-2:

Examine inequalities manifested due to the caste system and inter-group conflicts arising thereof;
Understand inter-group conflicts arising out of communalism;
Examine the causes and effects of conflicts arising out of regionalism and linguistic differences. *(10 lectures)*

Unit 4

The Indian Constitution:

Philosophy of the Constitution as set out in the Preamble;
The structure of the Constitution-the Preamble, Main Body and Schedules;
Fundamental Duties of the Indian Citizen; tolerance, peace and communal harmony as crucial values in strengthening the social fabric of Indian society;
Basic features of the Constitution. *(10 lectures)*

Unit 5

Significant Aspects of Political Processes:

The party system in Indian politics;
Local self-government in urban and rural areas; the 73rd and 74th Amendments and their implications for inclusive politics;
Role and significance of women in politics. *(10 lectures)*

Unit 6

Growing Social Problems in India:

- a) Substance abuse- impact on youth & challenges for the future
- b) HIV/AIDS- awareness, prevention, treatment and services
- c) Problems of the elderly- causes, implications and response
- d) Issue of child labour- magnitude, causes, effects and response
- e) Child abuse- effects and ways to prevent
- f) Trafficking of women- causes, effects and response

(15 lectures)

Note:

15 lectures will be allotted for project guidance

Unit Number 6 will not be assessed for the Semester End Exam

Revised Syllabus (From 2012-13)
Foundation Course for F. Y. B.A
Semester II
Course Code: UA FC 2C1

Lectures 45
Marks 100

Unit 1

Globalisation and Indian Society:

Understanding the concepts of liberalization, privatization and globalization;
Growth of information technology and communication and its impact manifested in everyday life;
Impact of globalization on industry: changes in employment and increasing migration;
Changes in agrarian sector due to globalization; rise in corporate farming and increase in farmers' suicides. (7 lectures)

Unit 2

Human Rights

Concept of Human Rights; origin and evolution of the concept;
The Universal Declaration of Human Rights;
Human Rights constituents with special reference to Fundamental Rights stated in the Constitution; (10lectures)

Unit 3

Ecology

Importance of Environment Studies in the current developmental context;
Understanding concepts of Environment, Ecology and their interconnectedness;
Environment as natural capital and connection to quality of human life;
Environmental Degradation- causes and impact on human life;
Sustainable development- concept and components; poverty and environment (10 lectures)

Unit 4

Understanding Stress and Conflict:

Causes of stress and conflict in individuals and society;
Agents of socialization and the role played by them in developing the individual;
Significance of values, ethics and prejudices in developing the individual;
Stereotyping and prejudice as significant factors in causing conflicts in society.
Aggression and violence as the public expression of conflict; (10 lectures)

Unit 5

Managing Stress and Conflict in Contemporary Society:

Types of conflicts and use of coping mechanisms for managing individual stress;
Maslow's theory of self-actualisation;
Different methods of responding to conflicts in society;
Conflict-resolution and efforts towards building peace and harmony in society.

(8 lectures)

Unit 6

Contemporary Societal Challenges:

- a) Increasing urbanization, problems of housing, health and sanitation;
- b) Changing lifestyles and impact on culture in a globalised world.
- c) Farmers' suicides and agrarian distress.
- d) Debate regarding Genetically Modified Crops.
- e) Development projects and Human Rights violations.
- f) Increasing crime/suicides among youth.

(15 lectures)

Note:

15 lectures will be allotted for project guidance

Unit Number 6 will not be assessed for the Semester End Exam

Internal Assessment and Question Paper Pattern for FC- Semester I & II Course At the F Y B A Examinations

The student will be assessed on the basis of Internal Assessment of 40 marks and a Semester End Exam of 60 marks. The student will have to secure a minimum of 40% marks in aggregate and a minimum of 40% in each component of assessment i.e. 16 out of 40 in Internal Assessment and 24 out of 60 in Semester End Exam.

Internal Assessment:

- There will be one mid-semester test of 10 marks on Units 1 and 2.
- The test will, as far as possible, comprise of objective questions and/or short notes.
- The student will have to submit an assignment/project for 20 marks before appearing for the Semester End Exam. This assignment/project will be entirely based on Unit 6 and can take the form of street-plays/exhibition/power-point presentations or similar other modes suitable to the topic selected; students can work in groups of not more than 8 for the purpose of this assignment. Students will have to submit a hard copy of the assignment before appearing for the Semester End Exam. The assignment will be assessed for 20 marks of which 10 marks may be allotted for a viva, to assess the level of engagement of the student with the topic assigned.
- Unit 6 will not be included in the Semester End Exam.
- 10 marks will be assigned to the participation of the student in class discussions and the projects undertaken along with the leadership skills and presentation skills exhibited during the class sessions.

Semester End Exam:

- There will be a Semester End Exam for 60 marks of 2 hours duration.
- This exam will comprise of four compulsory questions covering Units 1-5 of the syllabus.
- Question No. 1, 2 and 3 will be Full-length questions for 15 marks each; there will be an internal choice in each of these questions requiring the students to answer one of two questions asked.
- Full-length questions will be from Units 2, 3, 4 and 5 only.
- Question No. 4 will be of the Short Note type where each Short Note will be for 3 marks each. Students will be required to answer 5 out of 8 Short Notes.
- Short note questions will be from Units 1, 2, 3, 4 and 5.
- Unit 1 will not feature in the Full-length questions but will be asked only in the form of Short Note questions.

NOTE: All other rules regarding Standard of Passing, ATKT, etc., will be as per those decided by the Faculty of Arts passed by the Academic Council from time to time.

Revised Syllabus (From 2012-13)
Foundation Course for F. Y. B.Sc
Semester 1
Course Code: US FC 1C1

Lectures 45
Marks 100

Unit 1

Overview of Indian Society:

Understand the multi-cultural diversity of Indian society through its demographic composition: population distribution according to religion, caste, and gender;
Appreciate the concept of linguistic diversity in relation to the Indian situation;
Understand regional variations according to rural, urban and tribal characteristics;
Understanding the concept of diversity as difference. *(5 lectures)*

Unit 2

Concept of Disparity- 1:

Understand the concept of disparity as arising out of stratification and inequality;
Explore the disparities arising out of gender with special reference to violence against women, female foeticide (declining sex ratio), and portrayal of women in media;
Appreciate the inequalities faced by people with disabilities and understand the issues of people with physical and mental disabilities. *(10 lectures)*

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Examine inequalities manifested due to the caste system and inter-group conflicts arising thereof;
Understand inter-group conflicts arising out of communalism;
Examine the causes and effects of conflicts arising out of regionalism and linguistic differences. *(10 lectures)*

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The structure of the Constitution-the Preamble, Main Body and Schedules;
Fundamental Duties of the Indian Citizen; tolerance, peace and communal harmony as crucial values in strengthening the social fabric of Indian society;
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- c) Problems of the elderly- causes, implications and response
- d) Issue of child labour- magnitude, causes, effects and response
- e) Child abuse- effects and ways to prevent
- f) Trafficking of women- causes, effects and response

(15 lectures)

Note:

15 lectures will be allotted for project guidance

Unit Number 6 will not be assessed for the Semester End Exam

Revised Syllabus (From 2012-13)
Foundation Course for F. Y. B.Sc.
Semester II
Course Code: US FC 2C1

Lectures 45
Marks 100

Unit 1

Globalisation and Indian Society:

Understanding the concepts of liberalization, privatization and globalization;
Growth of information technology and communication and its impact manifested in everyday life;
Impact of globalization on industry: changes in employment and increasing migration;
Changes in agrarian sector due to globalization; rise in corporate farming and increase in farmers' suicides. (7 lectures)

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Agents of socialization and the role played by them in developing the individual;
Significance of values, ethics and prejudices in developing the individual;
Stereotyping and prejudice as significant factors in causing conflicts in society.
Aggression and violence as the public expression of conflict; (10 lectures)

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Maslow's theory of self-actualisation;
Different methods of responding to conflicts in society;
Conflict-resolution and efforts towards building peace and harmony in society.

(8 lectures)

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- b) Changing lifestyles and impact on culture in a globalised world.
- c) Farmers' suicides and agrarian distress.
- d) Debate regarding Genetically Modified Crops.
- e) Development projects and Human Rights violations.
- f) Increasing crime/suicides among youth.

(15 lectures)

Note:

15 lectures will be allotted for project guidance

Unit Number 6 will not be assessed for the Semester End Exam

Internal Assessment and Question Paper Pattern for FC- Semester I & II Course At the F Y B Sc Examinations

The student will be assessed on the basis of Internal Assessment of 40 marks and a Semester End Exam of 60 marks. The student will have to secure a minimum of 40% marks in aggregate and a minimum of 40% in each component of assessment i.e. 16 out of 40 in Internal Assessment and 24 out of 60 in Semester End Exam.

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- Short note questions will be from Units 1, 2, 3, 4 and 5.
- Unit 1 will not feature in the Full-length questions but will be asked only in the form of Short Note questions.

NOTE: All other rules regarding Standard of Passing, ATKT, etc., will be as per those decided by the Faculty of Science and passed by the Academic Council from time to time.

UNIVERSITY OF MUMBAI**Syllabus for Approval**

Sr. No.	Heading	Particulars
1	Title of the Course	Foundation Course (SYBA, SYBSc, SYBCom; Semesters III and IV)
2	Eligibility for Admission	Not Applicable
3	Passing Marks	40 %
4	Ordinances / Regulations (if any)	Not Applicable
5	No. of Years / Semesters	III and IV Semesters
6	Level	P.G. / U.G. / Diploma / Certificate (Strike out which is not applicable)
7	Pattern	Yearly / Semester (Strike out which is not applicable)
8	Status	New / Revised (Strike out which is not applicable)
9	To be implemented from Academic Year	From Academic Year 2017-18

Date: **8th May, 2017**

Signature :

Name of BOS Chairperson /Dean : **Dr Agnelo Menezes**

UNIVERSITY OF MUMBAI



Essentials Elements of the Syllabus

1	Title of the Course	Foundation Course (SYBA, SYBSc, SYBCom – III and IV Semesters)
2	Course Code	
3	Preamble / Scope	Not Applicable
4	Objective of Course / Course Outcome	Not Applicable
5	Eligibility	Not Applicable
6	Fee Structure	Not Applicable
7	No. of Lectures	3 lectures per week
8	No. of Practical	Not Applicable
9	Duration of the Course	III and IV Semesters respectively
10	Notional hours	Not Applicable
11	No. of Students per Batch	Not Applicable
12	Selection	Not Applicable
13	Assessment	Not Applicable
14	Syllabus Details	Given
15	Title of the Unit	Not Applicable
16	Title of the Sub-Unit	Not Applicable
17	Semester wise Theory	Not Applicable
18	Semester wise List of Practical	Not Applicable
19	Question Paper Pattern	Given
20	Pattern of Practical Exam	Not Applicable
21	Scheme of Evaluation of Project / Internship	Given
22	List of Suggested Reading	Given
23	List of Websites	Given
24	List of You-Tube Videos	Not Applicable
25	List of MOOCs	Not Applicable

UNIVERSITY OF MUMBAI

**SECOND YEAR B.A., SECOND YEAR B.Sc.,
SECOND YEAR B.Com.**

SEMESTER III AND IV

FOUNDATION COURSE

UNDER THE CBCGSS SYSTEM

EFFECTIVE FROM 2017-2018

FOUNDATION COURSE

Semester III

Internal marks: 25

External marks: 75

Total Marks: 100

Lectures: 45

Objectives

- i. Develop a basic understanding about issues related to Human Rights of weaker sections, ecology, and science and technology.
- ii. Gain an overview of significant skills required to address competition in career choices
- iii. Appreciate the importance of developing a scientific temper towards technology and its use in everyday life

Module 1 **Human Rights Provisions, Violations and Redressal** (12 lectures)

- A. Scheduled Castes- Constitutional and legal rights, Forms of violations, Redressal mechanisms. (2 Lectures)
- B. Scheduled tribes- Constitutional and legal rights, Forms of violations, Redressal mechanisms. (2 Lectures)
- C. Women- Constitutional and legal rights, Forms of violations, Redressal mechanisms. (2 Lectures)
- D. Children- Constitutional and legal rights, Forms of violations, Redressal mechanisms. (2 Lectures)
- E. People with Disabilities, Minorities, and the Elderly population- Constitutional and legal rights, Forms of violations, Redressal mechanisms. (4 Lectures)

Module 2 **Dealing With Environmental Concerns** (11 lectures)

- A. Concept of Disaster and general effects of Disasters on human life- physical, psychological, economic and social effects. (3 Lectures)
- B. Some locally relevant case studies of environmental disasters. (2 Lectures)
- C. Dealing with Disasters - Factors to be considered in Prevention, Mitigation (Relief and Rehabilitation) and disaster Preparedness. (3 Lectures)
- D. Human Rights issues in addressing disasters- issues related to compensation, equitable and fair distribution of relief and humanitarian approach to resettlement and rehabilitation. (3 Lectures)

Module 3 **Science and Technology I** (11 lectures)

- A. **Development of Science**- the ancient cultures, the Classical era, the Middle Ages, the Renaissance, the Age of Reason and Enlightenment. (3 Lectures)
- B. **Nature of science**- its principles and characteristics; Science as empirical, practical, theoretical, validated knowledge. (2 Lectures)
- C. **Science and Superstition**- the role of science in exploding myths, blind beliefs and prejudices; Science and scientific temper- scientific temper as a fundamental duty of the Indian citizen. (3 Lectures)

D. **Science in everyday life**- technology, its meaning and role in development; Interrelation and distinction between science and technology. **(3 Lectures)**

Module 4 Soft Skills for Effective Interpersonal Communication (11 lectures)

Part A (4 Lectures)

- I) Effective Listening - Importance and Features.
- II) Verbal and Non-Verbal Communication; Public-Speaking and Presentation Skills.
- III) Barriers to Effective Communication; Importance of Self-Awareness and Body Language.

Part B (4 Lectures)

- I) Formal and Informal Communication - Purpose and Types.
- II) Writing Formal Applications, Statement of Purpose (SOP) and Resume.
- III) Preparing for Group Discussions, Interviews and Presentations.

Part C (3 Lectures)

- I) Leadership Skills and Self-Improvement - Characteristics of Effective Leadership.
- II) Styles of Leadership and Team-Building.

Projects / Assignments (for Internal Assessment)

- i. Projects/Assignments should be drawn for the component on Internal Assessment from the topics in **Module 1 to Module 4**.
- ii. Students should be given a list of possible topics - at least 3 from each Module at the beginning of the semester.
- iii. The Project/Assignment can take the form of Street-Plays / Power-Point Presentations / Poster Exhibitions and similar other modes of presentation appropriate to the topic.
- iv. Students can work in groups of not more than 8 per topic.
- v. Students must submit a hard / soft copy of the Project / Assignment before appearing for the semester end examination.

QUESTION PAPER PATTERN (Semester III)

The Question Paper Pattern for Semester End Examination shall be as follows:

TOTAL MARKS: 75

DURATION: 150 MINUTES

QUESTION NUMBER	DESCRIPTION	MARKS ASSIGNED
1	i. Question 1 A will be asked on the meaning / definition of concepts / terms from all	a) Total marks: 15

	<p>Modules.</p> <p>ii. Question 1 B will be asked on the topic of the Project / Assignment done by the student during the Semester</p> <p>iii. In all 8 Questions will be asked out of which 5 have to be attempted.</p>	<p>b)For 1 A, there will be 3 marks for each sub-question.</p> <p>c)For 1 B there will be 15 marks without any break-up.</p>
2	Descriptive Question with internal option (A or B) on Module 1	15
3	Descriptive Question with internal option (A or B) on Module 2	15
4	Descriptive Question with internal option (A or B) on Module 3	15
5	Descriptive Question with internal option (A or B) on Module 4	15

FOUNDATION COURSE

Semester IV

Internal marks: 25

External marks: 75

Total Marks: 100

Lectures: 45

Module 1 **Significant, contemporary Rights of Citizens** (12 lectures)

- A. Rights of Consumers**-Violations of consumer rights and important provisions of the Consumer Protection Act, 2016; Other important laws to protect consumers; Consumer courts and consumer movements. **(3 Lectures)**
- B. Right to Information**- Genesis and relation with transparency and accountability; important provisions of the Right to Information Act, 2005; some success stories. **(3 Lectures)**
- C. Protection of Citizens'/Public Interest**-Public Interest Litigation, need and procedure to file a PIL; some landmark cases. **(3 Lectures)**
- D. Citizens' Charters, Public Service Guarantee Acts.** **(3 Lectures)**

Module 2 **Approaches to understanding Ecology** (11 lectures)

- A. Understanding approaches to ecology**- Anthropocentrism, Biocentrism and Eco centrisism, Ecofeminism and Deep Ecology. **(3 Lectures)**
- B. Environmental Principles-1**: the sustainability principle; the polluter pays principle; the precautionary principle. **(4 Lectures)**
- C. Environmental Principles-2**: the equity principle; human rights principles; the participation principle. **(4 Lectures)**

Module 3 **Science and Technology II** (11 lectures)

Part A: Some Significant Modern Technologies, Features and Applications: **(7 Lectures)**

- i. **Laser Technology**- Light Amplification by Stimulated Emission of Radiation; use of laser in remote sensing, GIS/GPS mapping, medical use.
- ii. **Satellite Technology**- various uses in satellite navigation systems, GPS, and imprecise climate and weather analyses.
- iii. **Information and Communication Technology**- convergence of various technologies like satellite, computer and digital in the information revolution of today's society.
- iv. **Biotechnology and Genetic engineering**- applied biology and uses in medicine, pharmaceuticals and agriculture; genetically modified plant, animal and human life.
- v. **Nanotechnology**- definition: the study, control and application of phenomena and materials at length scales below 100 nm; uses in medicine, military intelligence and consumer products.

Part B: Issues of Control, Access and Misuse of Technology. **(4 Lectures)**

Module 4 Introduction to Competitive Examinations (11 lectures)

Part A. Basic information on Competitive Examinations- the pattern, eligibility criteria and local centres: (4 Lectures)

- i. Examinations conducted for entry into professional courses - Graduate Record Examinations (GRE), Graduate Management Admission Test (GMAT), Common Admission Test (CAT) and Scholastic Aptitude Test (SAT).
- ii. Examinations conducted for entry into jobs by Union Public Service Commission, Staff Selection Commission (SSC), State Public Service Commissions, Banking and Insurance sectors, and the National and State Eligibility Tests (NET / SET) for entry into teaching profession.

Part B. Soft skills required for competitive examinations- (7 Lectures)

- i. Information on areas tested: Quantitative Ability, Data Interpretation, Verbal Ability and Logical Reasoning, Creativity and Lateral Thinking
- ii. Motivation: Concept, Theories and Types of Motivation
- iii. Goal-Setting: Types of Goals, SMART Goals, Stephen Covey's concept of human endowment
- iv. Time Management: Effective Strategies for Time Management
- v. Writing Skills: Paragraph Writing, Report Writing, Filing an application under the RTI Act, Consumer Grievance Letter.

Projects / Assignments (for Internal Assessment)

- i. Projects/Assignments should be drawn for the component on Internal Assessment from the topics in **Module 1 to Module 4**.
- ii. Students should be given a list of possible topics - at least 3 from each Module at the beginning of the semester.
- iii. The Project/Assignment can take the form of Street-Plays / Power-Point Presentations / Poster Exhibitions and similar other modes of presentation appropriate to the topic.
- iv. Students can work in groups of not more than 8 per topic.
- v. Students must submit a hard / soft copy of the Project / Assignment before appearing for the semester end examination.

QUESTION PAPER PATTERN (Semester IV)

The Question Paper Pattern for Semester End Examination shall be as follows:

TOTAL MARKS: 75

DURATION: 150 MINUTES

QUESTION NUMBER	DESCRIPTION	MARKS ASSIGNED
1	i. Question 1 A will be asked on the meaning / definition of concepts / terms from all Modules.	a) Total marks: 15 b) For 1 A, there will be 3 marks for each sub-question.

	<p>ii. Question 1 B will be asked on the topic of the Project / Assignment done by the student during the Semester</p> <p>iii. In all 8 Questions will be asked out of which 5 have to be attempted.</p>	c) For 1 B there will be 15 marks without any break-up.
2	Descriptive Question with internal option (A or B) on Module 1	15
3	Descriptive Question with internal option (A or B) on Module 2	15
4	Descriptive Question with internal option (A or B) on Module 3	15
5	Descriptive Question with internal option (A or B) on Module 4	15

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AC Item No.

UNIVERSITY OF MUMBAI



Program: B.Sc.

(Credit Based Semester and Grading System)

Course: Environmental Science

(Applied Component)

Syllabus for Semester V & VI

(with effect from the academic year 2017-18)

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PREFACE

Applied Component was introduced for T. Y. B. Sc. class in the academic year 1979-80 with a view to enhance the essence for employability. The syllabus is a blend of concepts with four electives. It gives me immense pleasure to present these four applied component courses namely Marine Science, Fishery Biology, Economic Entomology and Environmental Science under the umbrella of BOS in Zoology.

In the syllabi of these applied components, applied topics having commercial propositions have been incorporated that further ads to the enhancement of entrepreneurial potential and skills amongst the learners. In the past our syllabus focused mainly on theory as a way of providing knowledge base and preparation for students. We have attempted to go beyond this tradition, while doing so; equal emphasis is laid on theory and corroborative practicals. From the academic year 2011-12, the University has introduced Credit Based Semester and Grading System (CBSGS). Accordingly the existing syllabi of these applied components were restructured to fit into the CBSGS pattern. The concept of flexi syllabus was introduced offering opportunity to learners to study any four out of a total of eight units in each course. Now that the syllabus is restructured and to be introduced from the academic year 2017-2018, we have included a novel concept of open unit and case studies. This approach, I'm sure will enhance the critical and analytical thinking abilities of the students.

I take this opportunity to thank the experts in various fields for giving valuable, beneficial and constructive suggestions during framing of the syllabus. The syllabus committee under the convenorship of Mr. Vinayak Dalvie has done a commendable job of timely framing the syllabus with a highest degree of precision and accuracy. While appreciating the efforts, I also express my thanks and heartfelt gratitude to the entire team.

– Dr. Anita Jadhav
Chairperson,
Ad-hoc BOS in Zoology

PREAMBLE

As a convener when I mooted the concept of flexi-syllabus, first of its kind, in the academic year 2009-10 it was grossly misconstrued. To add to it I also placed an idea of including case studies and introducing a new concept of 'Open Unit'. Both were rejected then. I had also proposed a new subject 'Entrepreneurial and Industrial Biology' in place of the existing Applied Components usually offered by the students of Biological Sciences. Twenty workshops in different districts with teachers and students of various subjects were conducted to explain these four concepts. A twenty one days refresher course for teachers, sponsored by UGC was also conducted in the new subject of 'Entrepreneurial and Industrial Biology' which was much appreciated by the then Director of NAAC, Prof H. A. Ranganath, who is from Biological Sciences, understanding the potential of the subject. However, implementation was postponed for technical reasons thus permitting innovation limited to the flexi-syllabus, implemented in 2010-11, which has inherent capacity to cater to the diverse needs of the region and the industry by allowing students and teachers to choose a desired capsule of eight topics, with various permutations and combinations from the menu of sixteen based on the interest, resources, expertise and need. It took care of a range of students by also providing learners' space to high IQ students. Yet the possibility of exclusion of some important topics cannot be ruled out apart from some new avenues developed during the lag phase of revision of syllabi. Open unit will permit a good teacher to keep pace with the development and adopt latest topics instantly without waiting till it becomes obsolete in the gap of 5 years that the University generally takes to revise the syllabus. It may also allow students to learn the existing topic in more details and depth under the open unit thus making them specialized in need based areas enhancing employability. Assignments would add to their understanding of Government schemes, regulations and market, while projects will augment Business Sense or Scientific Acumen, as the case may be. Case studies and simulations, introduced for the first time in Zoology, would pose challenge for true application of knowledge to real life situations with thought provoking questions demanding analytical solutions. Pedagogy of such dynamic syllabus will range from use of ICT in the class to teaching directly in the field with a blend of participative and experiential learning with group dynamics gaining true knowledge apart from developing personality of the students and above all making them apply 'Common Sense' which is the essence of life. I am sure dedicated team of Zoologists which has placed the subject on top in the past 5 years is poised to make it a success in every college befitting the purpose of introducing applied component by the University in the academic year 1979-80.

- VINAYAK DALVIE
Convener,
Syllabus Committee

PEDAGOGY

The concept of having a flexi syllabus is a unique feature of this syllabus and implementing it creatively and diligently would be a meaningful exercise. The concept of flexi syllabus would ensure that learner and facilitator have the liberty to select any four units out of eight which can be decided by both the stake-holders collectively. While selecting, both shall ensure that it is done systematically, maintaining the relevance of topics in every unit taught in the semester. An exciting aspect adding a new dimension to the flexi-syllabus concept is the idea of making various permutations and combinations of the units in every semester that would take into consideration the need, resources and the expertise that the department, college possesses/ provides or can make available.

A major thrust should be to direct the learner to maximize the use of ICT, watch films related to the topics, You-tube clippings and extra read material in the form of articles and magazines for all the topics, 'Buzz sessions' should be held after showing films, short video clippings etc, whereby the learner is encouraged to summarize the contents, or debate or ask questions related to the topics. This exercise would initiate a 'thought process' with respect to the subject, ensuring that the learner develops a habit of ruminating over the information to gain conceptual clarity and insights.

It is recommended that the facilitator employs a variety of approaches in teaching learning methods that are necessarily active and participatory in nature. These may include debate and discussions, field trips, study tours and industrial visits, both short and long, to places of environmental concerns relevant to the units prescribed and selected for teaching so as to provide desired exposure. For e.g. Units on Biodiversity Conservation and Ecotourism, Industrial Consultancy, Business Analytics of Environment testing, Neo avenues should not be taught only in class-rooms but, on locations, to promote experiential learning.

'Case studies' should be conducted through discussion in a group of 10 students for every case. A case study approach to investigate an environmental issue would help the learner to appreciate the importance of gathering relevant evidence, evaluating its quality and interpreting the results. It must be developed and presented by the facilitator (teacher) with thought provoking approaches expecting students to think analytically and derive an appropriate solution after critically evaluating all the solutions, given within the group.

The inclusion of the concept of 'open unit' encourages the creative teacher-facilitator to choose a topic from the existing units which needs to be further elucidated or taught or researched so as to gain in depth knowledge on the topic and can hence be covered extensively. On the other hand the topic taught could also be a 'need based' one either comprehensively covered by the syllabus or totally ignored. If the facilitator has the ability to include a newly developed area, within the vicinity, then it may be included in the open unit with the consent of the Head of the Department and the Principal of the institution.

This new syllabus takes into consideration the applied approach, and therefore the topics chosen are practical although few theory based topics are retained. All the practical experiments are application oriented and simple since the learners have had exposure to them while performing them in the former years or in their mainstream subject covered under the science streams. While performing them the learner develops the aptitude of putting them into practice scientifically, logically and appropriately for studying various aspects of the environment and the pollution caused due to anthropogenic activities. Facilitators must encourage the learners to comprehend and generate ideas for the applicative value of these experiments.

Furthermore the syllabus has also incorporated the skeleton question paper for the practical examination and the model question paper for the theory units so as to resolve any doubts and ensure uniformity in the drafting of the question paper pattern for the semester end examination.

Co-Convenors,

Syllabus Committee

T. Y. B. Sc.
 Credit Based Semester and Grading system
Environmental Science & Pollution (Applied Component)
Syllabus
 (to be implemented from the academic year 2017-18)

Semester V
Applied Environmental Sciences

Theory (Any four units to be opted)				
Course	Unit	TOPIC	Credits	L/Week
USACEVS501	1	Introduction to Environment and Pollution	2	4
	2	Green Chemistry and Sustainability		
	3	Alternate Energy Resources		
	4	Applications of Analytical methods		
	5	Green/Environmental Audit		
	6	Industrial Consultancy		
	7	Neo-avenues		
	8	Case Study and Simulation		
Practical				
USACEVS5P1		Practicals based on Course USACEVS501	2	4

Semester VI
Environmental Management

Theory (Any four units to be opted)				
Course	Unit	TOPIC	Credits	L/Week
USACEVS601	1	Business Analytics of Environment Testing	2	4
	2	Ecological Restoration		
	3	Impact Assessment through Ecological modeling		
	4	Finance		
	5	Biodiversity Conservation and Ecotourism		
	6	Climate Change		
	7	Environmental Education and Legislation		
	8	Open Unit		
Practical				
USACEVS6P1		Practicals based on Course USACEVS601	2	4

Semester V: Theory
Applied Environmental Sciences
Course code: USACEVS501
(Any four units to be opted)

Lectures 60
Credits 2

Unit 1: Introduction to Environment and Pollution

Objective:

- *To revise the important concepts of environment and its impact on the inter-relationship between various components of the environment.*
- *To recognise and realise, the harmful effects of pollutants on the environment, when their balance shifts as a result of anthropogenic activities.*

Desired Outcome:

- *Learner shall comprehend the impact of the interrelationship between various components of environment.*
- *Learner will apply the knowledge of pollutants to undertake research projects/studies.*

1.1 Components of environment; biotic and abiotic. Composition of various segments of environment–atmosphere, hydrosphere, lithosphere, biosphere (with respect to composition and interrelationship).

1.2 Types of pollution

1.2.1 Water pollution: Pesticides and heavy metals.

1.2.2 Air pollution: Challenges posed by present day pollutants.

1.2.3 Others- Noise and nuclear pollution.

Unit 2: Green chemistry and Sustainability

Objective:

- *To direct the learner's aptitude and skills to develop innovative chemical technology, aimed to reduce or eliminate the use or generation of hazardous substances.*

Desired Outcome:

- *Learner would be critical and creative during the designing, manufacturing and utilization of chemical products, which would reduce or eliminate the use or generation of hazardous substances.*

2.1 The Twelve Principles of Green Chemistry.

2.2 Sustainable Development- Principles and sustainable development indicators.

2.3 Areas highlighted by Agenda 21.

2.4 Transition from Industrial economy to Green economy.

Unit 3: Alternate Energy Resources

Objective:

- *To comprehend, the importance of alternative energy resources.*
- *To emphasise the need, to conserve the energy resources.*

Desired Outcome:

- *Learner shall value the alternative energy resources and hence follow the 4 R's (Reduce, Reuse, Recycle & Reinvent).*
- *Learner may discover and design products, operations or processes, which conserve the energy resources.*

3.1 Solar energy, wind energy, tidal energy, nuclear energy.

3.2 Biomass & bio-fuels, petro crops.

3.3 Use of wastes: Water-based biomass, energy from waste & solid waste.

Unit 4: Applications of Analytical Methods**Objective:**

- *To re-familiarise the principles, methods as also develop perspectives on the application of analytical methods to the study of environment.*

Desired outcome:

- *Learner shall develop skills in instrumentation used for the study and analysis of various substances related to the environment.*

4.1 Sampling: Various methods for gases, liquids and solids (Principles and applications only)

4.2 Analysis:

4.2.1 Classical Methods-Volumetric (Acid-Base; Redox, Complexometric titrations), Gravimetric.

4.2.2 Modern Methods -Spectroscopy

a) Absorption Methods-Colorimetry and Spectrophotometry, Turbidometry, Nephelometry, Atomic Absorption Spectroscopy, Fluorescence Spectrometry, X-Ray Absorption Spectroscopy, X-Ray Diffraction.

b) Emission Methods: Flame Photometry, Atomic Emission Spectroscopy.

4.2.3 Separation Methods

a) Extraction Techniques- Distillation, Solvent Extraction and Column Chromatography.

b) Chromatography- Gas Chromatography (GSC, GLC) HPLC.

c) Electrophoresis.

4.3 Interpretation and presentation- Introduction to the application of statistical tools and software.

Unit 5: Green / Environmental Audit**Objective:**

- *To introduce the learner to the concept of green environmental audit.*

Desired outcome:

- *Learner and facilitator both will develop conceptual clarity on pollution control and green environmental auditing, besides gaining knowledge about these programmes in the Indian scenario.*

5.1 Concept & economics of pollution control.

5.2 Environmental accounting: definition, concept & issues.

5.3 Concept of environmental audit.

5.4 Benefits of environmental auditing.

5.5 Environmental audit programmes in India.

Unit 6: Industrial consultancy

Objective:

- *To expose and augment the avenues of employability and entrepreneurship in the arena of industrial consultancy.*
- *To ensure that the learner applies the learning gained during the undergraduate days for enhancing his skills and employability quotient in relevant industries.*
- *To develop an understanding of the MPCB norms and procedure for liaison.*

Desired outcome:

- *Learner and facilitator both will be exposed to the various areas and facets of industrial consultancy, and shall also develop competency and confidence to explore it.*
- *Learner will be able to grasp the importance of various norms required for MPCB permits and procedure for liaison.*

6.1 Types of consultancies.

6.2 Calculating consultancy fees.

6.3 Industrial marketing.

6.4 Logistic services for medical, microbiological, carcinogenic, toxic, nuclear waste.

6.5 MPCB and CPCB norms and liaison.

Unit 7: Neo Avenues

Objective:

- *To expose the learner to the array of environmental related domestic products with a view to develop, market and discover their application for the purpose of a better environment.*

Desired Outcome:

- *Learner will develop an acumen to tap the potential for entrepreneurship with respect to environment related products and indoor plants.*

7.1 Understanding market niche of domestic pollution control devices –air purifiers, smoke absorbers and chimneys, Heating, Ventilation and A.C. Systems (HVAC).

7.2 Green marketing:

7.2.1 Greenhouse gas reduction market.

7.2.2 LOHAS (Lifestyle Of Health and Sustainability) and Green Washing.

7.3 Indoor Plants to Reduce Pollution:

7.3.1 Radiation absorbing plant, example – *Adiantum capillus-veneris* (Venus or Black Maiden hair fern), *Ocimum sanctum* (Holy basil or Tulsi), *Hedera helix* (Ivy).

7.3.2 Natural air filtering system, example – *Chlorophytum comosum* (Spider plant), *Monstera deliciosa* (Swiss cheese plant)

7.3.3 Smoke absorbing plant, example – *Philodendron bipinnatifidum* (Lacy tree philodendron or Selloum), *Dracena reflexa* (Song of India), *Dendranthema grandiflora* (Chrysanthemum or Shevanthi), *Gerberajamesonii* (Transvaal daisy)

Unit 8: Case Studies and Simulations

Case Studies and Simulations is one of the eight units and hence may or may not be opted by the college. If opted, teachers in consultation with the students shall select the case studies for this unit every year, if required, and shall seek endorsement of the Head and the Principal.

Colleges/institutes have to select the topics as per their needs and available resources. It is pertinent to note that the case studies and simulations shall be operational and available in the syllabus only until it comes under the scope of internal assessment.

Objective:

- *To encourage abilities of learner to better understand the concepts.*
- *To develop better analytical abilities to assess varying dimensions while making decisions.*

Desired outcome:

- *Learner will comprehend and develop better acumen so as to, take wise and necessary decisions while participating in environment related projects or framing policies/assessing environmental damages/carrying out entrepreneurial activities beneficial to environment.*
- *Learner shall primarily learn to tackle real life situations with common sense.*

(Any eight from suggested below or more, developed by teacher)

8.1 Avhan- Disaster management model of the Chancellor.

8.2 Shirpur model of water conservation.

8.3 Powai lake conservation, Mumbai.

8.4 Fukushima Daiichi nuclear disaster, Japan.

8.5 Itai-itai disease for cadmium toxicity.

8.6 Chernobyl disaster.

8.7 Environmental Education in Finland – A Case Study of Environmental Education in Nature Schools.

8.8 An international environmental law case study: Bhopal Gas Tragedy.

8.9 Case Study on Green Building, Hotel Orchid- Ecotel.

8.10 Mumbai rain disaster of 26th July 2005.

8.11 Serial bomb blasts.

8.12 Tsunami at Andamans.

8.13 Govardhan Eco Village.

8.14 Planning development of prescribed land with constraint (Simulation).

8.15 Ralegan Siddhi / Hiware bazaar as model of environment conservation.

Semester V Practicals
Course Code USACEVS5P1

2 Credits

- 1) Study of Physico-chemical properties of sewage/ effluent water: conductivity, turbidity, dissolved oxygen, salinity & total hardness.
- 2) Estimation of Pollution: BOD & COD.
- 3) Microbiological parameters: MPN and Gram staining
- 4) Study of air micro flora.
- 5) Measurement of intensity of light by Lux meter.
- 6) Bioassay studies using water hyacinth or any suitable material.
- 7) Study of types of pollution: water, air, land.
- 8) Study of product derived by application of green chemistry (Laundry detergents, Polylactic acid packaging, Green paints, Pharmaceutical drugs- Ibuprofen)
- 9) Study of application of alternative energy resources (Solar panel, Biogas plant, Photovoltaic cell, Windmill, Nuclear reactor, Harnessing tidal energy)
- 10) Study of applications of various Spectroscopy (any 4), Chromatography and Electrophoresis instruments.
- 11) Study of logistic services for medical, toxic waste (Containers, Incinerator, Autoclave).
- 12) Study of indoor plants for reduction of pollution (*Adiantum, Ocimum sanctum, Ivy, Chlorophytum, Monstera, Philodendron, Dracena, Chrysanthemum, Gerbera*).
- 13) Photographic documentation of environment related issues/ conservation
Submission of soft & hard copy of 5 original photographs taken by the learner (Exif details required)
- 14) Assignment (may be submitted in a group not exceeding three students).

Please refer to Annexure- I for suggested topics for assignment.

***Note- The practicals may be conducted by using preserved specimens/permanent slides authorised by the wild life and such other regulating bodies though it is strongly recommended that the same should be taught by using photographs/audio-visual aids/simulations/ models etc. as recommended by the UGC and as envisaged in the regulations of the relevant monitoring bodies. No new specimens, however, shall be procured for the purpose of conducting practicals mentioned here-in above.**

N.B:

- I) It is pertinent to note that we have to adhere strictly to the directions as given in the UGC Circular F14-4/2006 (CPP-II).
- II) Apart from the institutional Animal Ethics Committee (IAEC) and any other Committee appointed by a Competent Authority/Body from time to time, every college should constitute the following Committees:

- 1) A Committee for the Purpose of Care and Supervision of Experimental Animals (CPCSEA) and
- 2) A Dissection Monitoring Committee (DMC) to ensure that no dissections or mountings are done, using animals.

Composition of DMC shall be as follows:

- i) Head of the Concerned Department (Convener/Chairperson)
- ii) Two Senior Faculty Members of the concerned Department
- iii) One Faculty of related department from the same College
- iv) One or two members of related department from neighbouring colleges.

USE OF ANIMALS FOR ANY EXPERIMENT/DISSECTION/MOUNTING IS BANNED. SIMULATIONS, AUTHORISED PERMANENT SPECIMENS/SLIDES, CHARTS, MODELS AND OTHER INNOVATIVE METHODS ARE ENCOURAGED.

Semester VI: Theory
Environmental Management
Course code: USACEVS601
(Any four units to be opted)

Lectures 60
Credits 2

Unit 1: Business Analytics of Environmental Testing

Objective:

- *To explore business analytics of environmental testing and monitoring laboratories for research purposes and as career ventures.*

Desired outcome:

- *Learner will gain knowledge about environmental testing and monitoring laboratories, air, water quality and noise exposure standards and methods of physico-chemical and bacteriological sampling.*
- *Learner will be exposed to the know-how regarding establishing environmental testing and monitoring laboratories.*

1.1 Establishing environmental testing laboratory.

1.2 Methods of monitoring and control of air pollution. Air quality standards.

1.3 Physico–chemical and bacteriological sampling and analysis of water quality standards.

1.4 Measurement of noise and its indices. Noise exposure levels and standards.

Unit 2: Ecological restoration

Objective:

- *To focus the learner towards the immediate need to develop and practise the present and future systems, processes, technologies used for treatment of domestic waste water and industrial effluents.*
- *To seek and explore alternatives to conventional resources.*

Desired outcome:

- *Learner will study and comprehend the treatment practices applied for domestic waste water and industrial effluents.*
- *Learner will be equipped with the knowledge of some alternatives to conventional resources.*

2.1 Domestic waste water treatment.

2.2 Effluent treatment of Industrial waste.

2.3 Bioremediation.

2.4 Alternatives to conventional resources: biodegradable plastic, biodiesel, bio ethanol& bio pesticides.

2.5 Developing effluent treatments.

Unit 3: Impact Assessment through Ecological Modelling

Objective:

- *To introduce the learner to the concept of statistical modelling and neural networking.*
- *To direct and broaden the perspective of the learner to comprehend the importance of modelling while summarising the findings of research and survey data, or while accepting new applications in systems and processes.*

Desired outcome:

- *Learner will develop an understanding on the concept, application and limitation of modelling as a tool for summarising or applying the research and survey findings.*
- *Learner will develop skills on the application of neural networking and statistical modelling.*

3.1 Concept, applications and limitations.

3.2 Impact prediction with physical models.

3.3 Introduction to the concept of Artificial Neural Networking (ANN) and statistical modelling.

Unit 4: Finance

Objective:

- *To introduce the various concepts of costing, book keeping and final accounts.*

Desired outcome:

- *Learner will gain an insight into the basics of costing, book keeping and accountancy.*
- *Learner will be equipped to apply the concepts in his entrepreneurial ventures.*

4.1. Costing

4.1.1. Basic concept: Types of cost (historical, standard and managerial).

4.1.2. Budget: Budgetary control (process, batch, job and service).

4.1.3. Variances: Material, labor and overheads.

4.2. Basic accountancy:

4.2.1. Basic terms, golden rules in accounts, types of accounts (Indian), journal entry, ledger posting, subsidiary book, single column cash book, double column cash book.

4.2.2. Depreciation: fixed installment, reducing balance method.

4.2.3. Bank reconciliation.

4.2.4. Rectification of error.

4.2.5. Final account.

Unit 5: Biodiversity Conservation & Ecotourism

Objective:

- *To sensitize the learner towards the importance of conserving the existing biodiversity.*
- *To explore possibilities within learners to be nature enthusiasts, passionate naturalists, adventurers and eco friendly tourists.*

- *To tap the ecotourism avenues within and outside the country.*

Desired outcome:

- *Learner will develop aptitude to examine and assess the outcome of the framework of current biodiversity hotspots and biosphere reserves.*
- *Learner will be able to list the different aspects of wildlife photography and inspect the positive and negative aspects of it, also be able to recommend how wildlife photography can support biodiversity conservation.*
- *Learner will be able to assess the future challenges that ecotourism can generate for biodiversity conservation.*

5.1 Hotspots of biodiversity and biosphere reserve.

5.2 Strategies for biodiversity conversation (in-situ and ex-situ).

5.3 Commercial wildlife photography.

5.4 Ecotourism—definition, policies and practices.

Unit 6: Climate Change

Objective:

- *To awaken the learner towards focussing on the critical issue of climate change.*
- *To establish the impact of climate change, the greatest destabilizing force that undermines global economy, and threatens our health.*

Desired outcomes:

- *Learner will ponder upon and find out the what, why, where, whom and which of climate change and global warming.*
- *Learner will be able to identify and evaluate the effects of the different sources of greenhouse substances.*

6.1 Introduction to climate change, global warming and its effects.

6.2 Greenhouse substances: Sources & effects.

6.3 Geospatial technology- Remote Sensing & GIS.

6.4 Role of IPCC in climate change monitoring; Kyoto Protocol, Montreal Protocol, Earth Summit & UN Convention on Climate Change.

Unit 7: Environmental Education & Legislation

Objective:

- *To develop the knowledge and thinking ability regarding environmental issues. To help the learner to acquire a set of values for environment protection.*

Desired outcome:

- *Learner will imbibe positive changes in attitudes, commitments and civic actions required to combat harmful effects of anthropogenic activities and development on environment.*
- *Learner would inculcate ethical values and responsibilities towards protection of environment.*
- *Learner will be equipped to implement goals of environment protection.*

- 7.1 Goals, objectives & principles of environmental education.
- 7.2 Environmental education programmes in India.
- 7.3 Environmental organizations & agencies-CITES, EPA, IUCN & MAB.
- 7.4 Environmental laws in India: Wild life Protection Act, 1972, Water Prevention & Control of Pollution Act, 1974, Air Prevention & Control of Pollution Act, 1981, Environment Protection Act, 1986 & Biological Diversity Act, 2002.

Unit 8: Open Unit

Open unit is one of the eight units that may or may not be opted by the college. Teachers in consultation with the students shall define syllabus under this unit every year, if required, and shall seek endorsement of the Head and the Principal.

Colleges/institutes have to select the topics as per their needs and available resources. It is pertinent to note that the open unit shall be operational and available in the syllabus only until it comes under the scope of internal assessment.

Objectives:

- *To teach any one of the units prescribed in the syllabus with more details and in depth leading to specialization in the capsule of units selected.*
- *To incorporate the topics of special need of the area, that is otherwise not covered in the syllabus.*
- *To give scope to creativity and wisdom of a teacher who wants to deal with the latest developments in the subject without waiting for the university to revise the syllabus.*

Semester VI Practicals

Course Code USACEVS6P1

2 Credits

- 1) Study of soil microflora and determination of sedimentation rate.
- 2) Study of physical properties of soil: Temperature, moisture, & texture of soil.
- 3) Study of chemical properties of soil: pH, Organic matter and Calcium carbonate.
- 4) Detection of heavy metal cations : Zinc, Cadmium, Lead from soil sample.
- 5) Population analysis by Quadrant method & Line transect method.
- 6) Observation & study of indicator species.
- 7) Study of air & noise pollution monitoring device, geospatial instrument.
- 8) Study of any five biodiversity hotspots, bio reserves of India.
- 9) Study of any four effects of global warming and climate change.
- 10) Study of ANN chart and statistical model.
- 11) Study the role of environmental organisations and agencies (CITES, EPA, IUCN & MAB).
- 12) Study of environmental laws of India.
- 13) Problems on accounting/costing.
- 14) Study of microbes & plants used in bioremediation.
- 15) Study of biodegradable plastic products, bio pesticides brands.
- 16) Visit to any industry/laboratory/plant/national park and submission of report.
- 17) Project and submission of report (Project report may be submitted in a group not exceeding three students).

Please refer to Annexure- II for suggested Field Visits and Annexure III for suggested topics for projects for Course code USACEVS6P1.

***Note- The practicals may be conducted by using preserved specimens/ permanent slides authorised by the wild life and such other regulating bodies though it is strongly recommended that the same should be taught by using photographs/audio-visual aids/simulations/ models etc. as recommended by the UGC and as envisaged in the regulations of the relevant monitoring bodies. No new specimens, however, shall be procured for the purpose of conducting practicals mentioned here-in above.**

N.B:

- I) It is pertinent to note that we have to adhere strictly to the directions as given in the UGC Circular F14-4/2006 (CPP-II).
- II) Apart from the institutional Animal Ethics Committee (IAEC) and any other Committee appointed by a Competent Authority/Body from time to time, every college should constitute the following Committees:
 - 1) A Committee for the Purpose of Care and Supervision of Experimental Animals (CPCSEA) and
 - 2) A Dissection Monitoring Committee (DMC) to ensure that no dissections or mountings are done, using animals.

Composition of DMC shall be as follows:

- i) Head of the Concerned Department (Convener/Chairperson)
- ii) Two Senior Faculty Members of the concerned Department
- iii) One Faculty of related department from the same College
- iv) One or two members of related department from neighbouring colleges.

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References and Additional Reading

USACEVS501 & USACEVS601

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- 5) Concepts of Ecology, E. J. Kormandy, Prentice Hall of India (Pvt.) Ltd.
- 6) Ecological Methods of Field & Laboratory Investigations, P. Michael, Tata Mc Graw Hill.
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- 23) Environmental Studies: From crisis to cure, Rajagopalan R., Oxford Higher Education.
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- 25) Global Environmental Issues – A Climatological Approach, David D. Kemp, Roul Ledge & Company, London & N. Y. 1990.
- 26) Indicator of Environmental Quality, Williams A. Thomas, Plenum Press, N.Y. & London 1971.
- 27) Industrial Hygiene & Chemical Safety, Fulekar .M.H., I. K. International Pvt Ltd, 2006.
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- 29) Management of Municipal solid waste; Environmental Engineering Series, T. V. Ramchandra, Publ.Commonwealth of Learning, Indian Institute of Science (IISCBangalore.2011.
- 30) Pollution Control in Process Industries, S.P. Mahajan, TMH 1988.
- 31) Practical Methods in Ecology & Environmental Science,Trivedi, Goel & Trisal, Environmental Publications,Karad1987.
- 32) Text book of Environmental Chemistry & Pollution Control. Revised edition,Dara S.S. & Mishra D.D.,S. Chand Publications.
- 33) Waste Water Treatment for Pollution Control, Soli J. Arcivala, TMH 1986.
- 34) Water & Water Pollution Handbook, L.L. Caccio, Marcel Dekker Inc. N.Y. 1971.
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SCHEME OF EXAMINATION (THEORY & PRACTICAL)

(a) Internal assessment of twenty five (25) marks per course per semester should be conducted according to the guidelines given by University of Mumbai vide circular number UG/04 of 2014 Dated 5th June 2014 to be implemented from academic year 2014-15.

(b) External assessment of seventy five (75) marks per course per semester should be conducted as per the following skeleton question paper pattern.

(c) One practical examination of one hundred (100) marks per course each should be conducted at the end of every semester.

Modality of Assessment: Theory Examination Pattern:

A) Internal Assessment - 25% marks

25

Theory 25 marks

Sr. No.	Evaluation type	Marks
1.	Class test to be conducted as per following pattern	20
	a. Match the column/Fill in the blanks/Multiple Choice Questions(1/2 mark each)	05
	b. Answer in 1 or 2 lines(Concept based questions) (1 mark each)	05
	c. Answer in brief (Attempt any 2 out of the 3) (5 marks each)	10
2.	Overall conduct as a responsible student, manners, attentive and inquisitiveness, skill in articulation, leadership qualities demonstrated through organizing co curricular activities, etc.	05

B) External examination - 75 %

Semester End Theory Assessment - 75% marks

75

1) Duration - The examination shall be of two and half hours duration.

2) Theory question paper pattern:

a. Q1 shall comprise of 16 short notes (14 if case studies/open unit is not opted) representing all the units in the syllabus equally, of which students are expected to solve any five.

b. Q2 to Q9 (Q8 if case study/open unit is not opted) will be based on unit I to unit VIII of the syllabus respectively.

c. Q2 to Q9 (Q8if case studies/ open unit is not opted) shall have the following pattern.

A)

15 marks

OR

B) i)

7 marks

ii)

8 marks

Practical Skeleton Paper Course code: USACEVS5P1

Duration: 04 hrs

Maximum Marks: 100

Q1. Identification:

20

Identify spots 'a' to 'e' as per instructions

- a) Identify and describe the type of pollution.
- b) Identify and describe the product derived by application of green chemistry.
- c) Identify and describe the applications of bio analytical instrument / energy resource.
- d) Identify and describe the type of logistic service.
- e) Identify and describe the plant and its role in reducing pollution.

Major Experiment

Q2. Estimate Biological Oxygen Demand/Chemical Oxygen Demand from the given water samples (2) and submit the report. **25**

OR

Q2. Estimate the total acidity and total alkalinity of the given samples (2) and compare the results.

25

Minor Experiment

Q3. Estimate total hardness and turbidity/ conductivity of the given sample and submit a report. **15**

OR

Q3. Estimate total acidity/ alkalinity/ salinity of the given sample and submit a report. **15**

OR

Q3. Estimate Dissolved Oxygen from the given water sample and submit the report. **15**

OR

Q3. a. Determine the intensity of light using Lux meter. **08**

Q3. b. Estimate the conductivity of the given sample. / Determine the MPN of the given water sample. **07**

07

Q4. a. Submission of five environment related original photographs. **10**

Q4. b. Submission of assignment & viva based on it. **20**

Q5. Certified journal. **10**

Practical Skeleton Paper Course code: USACEVS6P1

Duration: 04 hrs

Maximum Marks: 100

Q1. Identification: 20

Identify spots 'a' to 'e' as per instructions

- a. Identify and describe air / noise pollution monitoring device / geospatial instrument.
- b. Identify and describe biodiversity hotspots / bio reserve marked on the map.
- c. Give the full form of and describe the role of CITES/EPA/IUCN/MAB.
- d. Identify the act from the given clause and comment on it / Identify and describe the effect of global warming or climate change.
- e. Identify and describe ANN chart/ statistical model or solve the given problem.

Major experiment

Q2. Estimate organic matter content from the given sample and submit a report. 25

OR

Q2. Estimate calcium carbonate content from the given sample and submit a report. 25

OR

Q2. Investigate the given sample and report about the presence of any (or all) of the following heavy metal cations:- Zn (II)/Cd (II)/ Pb (II) from the given soil sample. 25

Minor experiment

Q3. Analyse the texture and moisture content of the given soil sample and submit a report. 15

OR

Q3. Analyse the texture and pH (pH paper, pH meter and universal indicator) of the given soil sample and submit a report. 15

Q4. Project and viva based on it. 20

Q5. Field report. 10

Q6. Certified journal. 10

ANNEXURES

Annexure I: Suggested topics for assignment USACEVS5P1

(Teachers are expected to develop additional innovative topics, varying every year, to be assigned to the students).

1. List out the instruments or funding agencies or permits required for setting up an environment testing laboratory.
2. Survey of NGO's working in the environmental field in your area.
3. Preparation of proposal for green building and sustainable development.
4. Prepare a cost sheet for setting up a bio degradable plastic unit.
5. Make an inventory of the water bodies presently existing/which existed in the urban/rural area of about 5kms.
6. Find out information regarding pollution testing booths that the Government proposes to set up.(List out the personnel who will man the booths and the indigenous equipment that these booths will have).
7. Make a report on amenities, trees, dimensions of open spaces in your locality. Assess their role in maintaining the ecological balance in the region.
8. Survey housing societies/institutions/organisations to find out whether they are converting household/kitchen waste into anything utilisable like vermicomposting etc.
9. Meet entrepreneurs involved with manufacture of eco-friendly products/best out of waste etc. Make a report regarding how the entrepreneur decided to pursue such an initiative, its need, the process and benefits to the environment.
10. Calculate carbon footprint of your family/class-room or laboratory/housing society by visiting the appropriate site on internet.
11. Visit architectural /horticulturist firms that deal with vertical gardening /urban farming and prepare a first-hand report on the concept, where implemented and the advantages.

All topics mentioned above are suggestive, more creative and innovative topics are expected from the students, under the able guidance of the concerned teacher, to suit the expertise, human resources, infrastructure and local needs as also the interest of the students.

The assignment may be submitted in a group not exceeding three students.

Annexure II: Suggested Field Visits USACEVS6P1

- There shall be various short and long excursions / study tours / field visits / industrial visits in every semester, at least one of which shall be financially affordable to every student in the class; and that assessment and marks of field trips shall be solely based upon such where no student was restrained for financial limitations.
 - Field visits are to be organized to facilitate students to have firsthand experience & exposure to technology/production/functioning of organization/units or witness a relevant activity.
 - Each student must make at least 01 (one) such visit to the units/treatment plants/aquatic or terrestrial habitat organized by the College.
 - The list is suggestive and not exhaustive.
1. Visit to Sewage treatment plant.
 2. Visit to Vermicomposting unit.
 3. Visit to Air Monitoring Laboratory.
 4. Visit to Environment Pollution Detecting Laboratory.
 5. Visit to Cooling towers in industries.
 6. Visit to Rain Water Harvesting System.
 7. Visit to Biogas Plant.
 8. Visit to Green Building/Ecotel Hotel.
 9. Visit to Water Filtration Plant.
 10. Visit to office of Pollution Control Board.
 11. Visit to Greenhouse.
 12. Visit to Solid Waste Management Plant.
 13. Visit to hydro/thermal power plants.
 14. Visit to Environmental Agencies-CITES
 15. Visit to National Parks, Sanctuaries, Biosphere Reserves etc. in Maharashtra/India/abroad.
 16. Visit to NEERI.
 17. Visit to Enviro Vigil, CSM Hospital Campus, Kalwa (W), Thane.

Annexure III: Suggested Topics for Projects USACEVS6P1

(Teachers are expected to develop additional innovative topics, varying every year, to be assigned to the students).

- 1) Effects of anthropogenic activities on different ecosystems; for example mangroves/ wetlands.
- 2) Effect of tourism activities on different ecosystems.
- 3) Assessment of ecotourism potential-SGNP, different sanctuaries.
- 4) Water audit in your area.
- 5) Costing, accounting & budgeting of eco-friendly idols during festivals.
- 6) Costing, accounting & budgeting for paper making from waste.
- 7) Study the role of microbes in biodegradation of: plastic, pesticides, heavy metals, hydrocarbons, etc.
- 8) Preparation of feasibility Report of eco-friendly products.
- 9) Preparation of feasibility report of environment testing laboratory.
- 10) Preparation of feasibility report for manufacture of any domestic pollution control device.

The project may be submitted in a group not exceeding three students.

Annexure IV: Learners' space

When the education system today has identified special needs of slow learners we are still silent about needs of high IQ students. Teachers are therefore recommended to identify and encourage such students to undertake research with a view to publish paper/s in peer reviewed International Indexed Journals with high impact factor thus providing 'learners' space'.

Some of the suggestive avenues are listed below which are certainly not exhaustive since the said students under the guidance of teachers can identify latest areas of research. Needless to say that 'learners' space' is an optional additional activity which may not be undertaken by college if not befitting.

1. Effluent analysis for heavy metals with speciation.
2. Environmental impact due to monsoon runoff from farms containing pesticides.
3. Ecological modelling of a water body.
4. Environment impact assessment of human activities.
5. Heavy metals accumulation and transfer to all three trophic levels.

Annexure V: Play and Ponder

While learner's space is for high IQ Students, 'Play and Ponder' could be a general activity creating interest in the subject and could also be a part of pedagogy wherein it may be considered as innovative teaching methodology. Needless to say that 'Play and Ponder' again is not mandatory and is an additional activity if desired by the students.

Following are some suggestive activities though of course teachers can creatively develop more, each year, to be assigned to the students.

1. Make a compost heap for your garden by recycling household wastes.
2. Make a bird feeder from waste plastic bottles.
3. Create your own organic garden.
4. Make a model of a natural cooling system and study its effectiveness.
5. Make your own recycled paper and create handmade crafts from it.
6. Make a self-sustaining closed ecosystem viz. bottle garden/aquarium ecosphere.
7. Make a model for harvesting rain water in your house/building.
8. Prepare your own solar oven.
9. Place a bird feeder in your garden and evaluate whether it really helps birds that need conservation?

Model Question Paper USACEVS501

Duration 2.5 hrs

Maximum Marks: 75

N.B.: 1. Q 1 is compulsory.

2. Attempt any four questions from Q 2 to Q 9.

3. Draw neat and labelled diagrams wherever necessary.

Q1. Write short notes on any five of the following (Mixed questions from all units):
15

- a. Zones of atmosphere
- b. Soil profile
- c. Significance of green chemistry
- d. Concept of sustainable development
- e. Sources of noise pollution
- f. Petro crops
- g. Application of flame photometry
- h. Application of gas chromatography
- i. Concepts of environmental accounting
- j. Concept of environmental auditing
- k. Logistics services for medical waste
- l. MPCB norms
- m. *Adiantum*, as a radiation absorbing plant
- n. Green washing
- o. _____ (from case study, if opted)
- p. _____ (from case study, if opted)

Q 2. Question based on Unit 1

Describe the various segments of lithosphere and biosphere. Comment on their composition and inter-relationship.

15

OR

2a. Describe the various sources of water pollution. Add a note on effect of pesticides on aquatic ecosystem.

8

2b. Explain the challenges posed by present day gaseous air pollutants on environment.

7

Q3. Question based on Unit 2

What are the principles of sustainable development? Give a detailed account of sustainable development indicators **15**

OR

3 a. Comment on the areas highlighted in Agenda 21. **8**

3 b. Comment on green economy.

7

Q4. Question based on Unit 3

Give a detailed account on solar energy, wind energy and tidal energy as an

15 alternative energy resource.

OR

4 a. Nuclear energy, a boon or a curse. Discuss. 8

4 b. Explain the use of solid waste as a source of energy. 7

Q5. Question based on Unit 4

Explain different types of Spectroscopy. Discuss the application of X-ray diffraction.

15

OR

5 a. Describe the application of statistical tools and software in field of environmental science. 8

5 b. Discuss the application of electrophoresis as separation technique. 7

Q6. Question based on Unit 5

Explain the concept and economics of pollution control. Add a note on Environmental accounting.

15

OR

6 a. Write a note on Environmental audit programmes in India. 8

6 b. Comment on the benefits of environmental auditing. 7

Q7. Question based on Unit 6

Explain the types of industrial consultancies and add a note on industrial marketing. 15

OR

7 a. Discuss the criteria for calculating industrial consultancy fees? 8

7 b. Describe the norms and procedures related to MPCB liasioning. 7

Q 8. Question based on Unit 7

Explain the marketing of Heating, Ventilation and A.C. systems and air purifiers as domestic pollution control devices.

15

OR

8 a. Discuss the concept of Green washing giving suitable examples. 8

8 b. Describe *Chlorophytum* as a natural air filtering system. 7

Q 9. Question based on Unit 8

Question based on case study/ simulation (if opted). 15

A paper on disaster management was presented at the International Conference on 'Urban Planning and Environment Strategies and Challenges' organized by Elphinstone College, Mumbai in the year 2007. It was picked up by the then DDG, Maharashtra NCC, Brigadier Shard who contacted the author, Vinayak Dalvie, Joint secretary to the Governor through an ANO, insisting him to implement the model through NCC. The then Secretary to the Governor, Shri Sitaram Kunte convened a meeting of NCC officials with the Governor H.E. Shri S.M.Krishna for presentation on Avhan by Shri Dalvie. The Governor immediately issued necessary orders integrating NCC, universities and the government disaster management agencies. Based on the modalities, Colonel Samuel from Pune worked out the first training camp at Shivaji University, Kolhapur.

The said model proposes a self-sufficient and strategic training and capacity building of University students, mainly NCC cadets, for disaster management, who can, on call reach any nook and corner of the State instantaneously along with equipment and resources of their own from a self-generated fund.

A platoon of 30 cadets (20 boys+10 girls), preferably from first year NCC to make the said trained force available for two more years, selected from each district of the State shall be trained by the host University from 22nd May to 5th June (Paryavaran Diwas) every year in the areas of administration, medical and operations simulating various natural and manmade disasters with an emphasis on practical approach. Each heading has twelve modules. 36 specialised resource persons would be deputed in the camp for 12 days, each addressing a district platoon at a given point of time in rotation as per the scheduled time table. Three cadets from each district, portraying the best performance; one each in administration, medical and operations respectively will be selected for Phase II training during the Diwali vacation. Thus three platoons of 36 cadets each are formed to receive special inputs at places like Yashada and JBIMS for administration; INS Ashwini, AFMC, MUHS for medical; Home guards, Civil defence establishments and Army for operations respectively. After Phase II training each district has a platoon of 30 cadets with three section I/C to take a lead role equipped with special training in administration, medical and operations. This platoon can reach the site of disaster within an average of two hours on receiving communication from the concerned ANO. During the academic year, every platoon will perform practice drills in each taluka to raise awareness in the common man, who is the first responder in any disastrous situation. Further, manpower of trained 1000 cadets can reach within a day from the remaining districts of Maharashtra. One Associate NCC officer from each district will also be trained in the course who can take charge of the situation.

This trained force called Chancellor's brigade would come into operation only on call from a disaster management authority playing a complimentary role and coming into action immediately since funds are made available by the local Vice Chancellor within an hour.

Each University can purchase basic necessary equipment and build infrastructure from the interest earned on the corpus fund collected for last few years by charging Rs. 10/- to each student as disaster management fund every year. The host University can

arrange for the training of 1000 cadets also from the same funds. The host University may also receive approximately Rs.60 lakhs @ Rs.2/- per student out of Rs.20/- collected each year as Ashwamedh fund from all students. The local Vice Chancellor, concerned ANO and NCC officer shall prepare a budget based on estimated need. Financial decisions can be taken by a committee of three Vice Chancellors i.e. of the previous, the current and the next host University over telephone/e-mail/fax to be endorsed by the Secretary to Governor or in his absence the next officer in hierarchy for easy disbursement, on call, to the Vice Chancellor in whose jurisdiction falls the district facing the disaster. The Vice Chancellor of host University shall reimburse the said amount from surplus in Rs. 60 lakhs after the cost of training camp which is about Rs.30 lakhs.

Since the concerned ANO and NCC officer are empowered to purchase ration, medicine and utilities as per the pre sanctioned rate charts, Chancellors brigade comes into action instantaneously with no financial burden on the Government thus befitting the motto 'Swayam purna Swayamsiddha Samarth'.

Q1. The present model is not being effectively implemented in real life situations. What are your suggestions?

Q2. Plan a training schedule for 12 days in all the modules.

Q3. Enlist possible modules under each head.

OR

Shirpur Model- 'Angioplasty in Water Conservation'

Shirpur model gets its name from the place Shirpur, a taluka in Dhule district of North-East Maharashtra. Once an obscure and drought-hit region, it is now referred to as 'Green taluka'. Shirpur taluka has a geographical area of 837.39 sq.km. About 78.07% of this is cultivable of which only 12.94% is under irrigation. This area receives an annual rainfall of 617 mm in over 36 days with most water draining into the river Tapi. The distribution of rainfall is highly erratic and the surface water resources are hence unevenly distributed. As a result of this, the use of groundwater for irrigation, drinking, and industrial purposes has increased many fold. The main cash crops in Shirpur are sugarcane, cotton and banana which rely heavily on ground water for irrigation. The soil in Shirpur is partly of Tapi alluvium type and partly Deccan Basalt type. Alluvium consists of alternate layers of clay and sand, gravel and boulders of variable thickness. The effective porosity of sand bed in Tapi Alluvium is about 30%. In Basalt, alternate layers of weathered basalt and hard massive basalt is observed. The porosity in the Basalt is about 2-3% and wells dug in Basalt hardly saturate. The saturated sand beds cater to the needs of drinking water and irrigated agriculture mainly cash crops. Indiscriminate withdrawal and overexploitation of this source to meet these needs resulted in the decline of ground water level and led to acute water shortage. All the dug wells in Tapi alluvium in Shirpur became dry by 1990. Even tube wells having a depth of about 200-500 meters became dry. Alternate layers of silt transmit very little water and the wells remain dry in heavy rainfall also. In the Basalt area, due to heavy

rainfall within short duration, there was only run off with hardly any percolation. That is why dug wells and bore wells in Deccan Basalt hardly yielded water maximum up to December. There was severe scarcity after December for drinking water as well as for irrigation. As a result, the huge amount invested on dug wells, pump sets and other development works by the individual farmers became futile. The most affected were the bore wells drilled for drinking water and situated in the elevated regions. With increased use of groundwater for irrigation, bore wells were drilled in the close proximity of the drinking water bore wells. This resulted in drying up of drinking water wells in many parts of the taluka. Thus, drying of wells and tube wells in alluvial area and insufficient availability of water after December in the Deccan Basalt area were the main problems of Shirpur Taluka. There was an urgent need to take suitable measures to augment groundwater resources and to make the existing groundwater structures sustainable.

Troubled by acute water shortage crisis, the local MLA Shri Amrish Patel wanted to use rain water conservation methods to meet the water demands of the taluka. He along with geologist Shri Suresh Khanapurkar devised a plan to trap this rain water and started the project in 2004. Patel set aside Rs 3 crore every year for this ambitious project. To overcome the water shortage it was necessary to ensure that the ground water levels were fully saturated in spite of erratic rainfall and impervious layers in Alluvium and Deccan Basalt. The plan included three measures:

1. Building of cement structures (bundhs) on streams, with weirs (water blocking walls on streams) without gates, so that water flows downstream, only when the dam is full. The volume of water that percolates down in this method is eight times the storage capacity of a check dam.
2. To deepen the stream up to 15 to 20 metres and widen up to 30 metres in Deccan Basalt and Alluvium.
3. To recharge the deeper layers in the Alluvial area using the surplus water of the dams in the Deccan Basalt area artificially through the dry dug wells having depth of about 40 to 50 metres.

To ensure the success of the plan, a novel method to build the check dam was adopted. The Deccan Basalt rock that lies below the top soil is impermeable and not much water percolates down. Below this, is the layer of red gravel that holds water. It is this water that is drawn from wells and bore wells. The rock layer below the streams was blasted and removed so that water could percolate into the gravel. Since the stream was also widened, the increased volume of water exerted greater pressure on the soil. The volume of water that percolates down in this method is eight times the storage capacity of a check dam. Shri Khanapurkar calls this 'Angioplasty of streams', as it is recharging groundwater by removing obstructions through pressure.

The methods adopted proved to be successful and yielded encouraging results. The water level in Basalt area which had depleted up to 150 metres has risen by 140 metres. Water level in alluvial area which had depleted up to 150 metres has risen by 110 metres. A minimum of 5 crore litres and a maximum of 15 crore litres of water has been stored because of stream widening and deepening. As a result of this the water level in the bore wells on either bank of the stream up to two km distance

went up by about 150 feet. Drinking water problem has been solved. The area for irrigation has increased and farmers started growing two crops per year. The average per capita income has increased at least by Rs one lakh/Ha. After completion of the 6th year of the project, sufficient water for irrigation, drinking and for industries is available even in summer.

Shri Amrish Patel (MLC), former Minister of Education, Govt of Maharashtra, and President of Shri Vile Parle Kelvani Mandal feels that Shirpur pattern has innumerable advantages, "There is no need to displace people. The capital cost is low. So far, we have built 91 check dams at a cost of Rs 15 crore. Total water conserved due to these dams is 400 million cubic feet (mcf). If a medium scale dam with this much storage capacity was to be built, it would cost Rs 61 crore." 'If Angioplasty In Water Conservation' is practised on all small streams in all the mini and micro watersheds, entire Maharashtra will be tanker free and water will be available for second crop" claims Mr Amarishbhai, who has a legacy of belonging to the family of Vallabhbhai Patel.

However, Dr. Mukund Ghare, a groundwater expert in Maharashtra, Sourabh Gupta, scientist with the Central Groundwater Board, and Suresh Khandale, Additional Director of GSDA, Pune, felt that the width and depth of a stream gets decided as per the hydro-geology of that area and that deepening the stream bed by 15-20 meters exposes the aquifers which come in contact with muddy rain waters, clogging the aquifers and stopping the flow. Dr Ghare mentioned in his report submitted to the Govt of Maharashtra that deepening the stream beds more than what is required can lead to environmental problems and in basalt areas, the aquifers have become exposed; water has come to surface and is getting evaporated. Shirpur model, however, got support from the Government of Maharashtra which issued a Government Resolution (GR) on 9 May 2013 to replicate the Shirpur model all over Maharashtra.

Himanshu Kulkarni of ACWADAM, a premier NGO working on groundwater, warns that if the Shirpur model is taken up for large scale replication then it can lead to short and long term negative impacts, and some of them could be irreversible. It can play havoc with the hydro-geology of the region threatening the sustainability of stream/river flows. It also raises questions of equity and access to downstream.

While it is true that we need to understand the concept of groundwater well, it is also a fact that sustainable agriculture needs water. If there is no water for years together, any option that will work and give water in the immediate future, even though it could potentially cause harm many years later, is employed by farmers. By now Shirpur model has been accepted by many villages in Maharashtra. A local organisation called Jan Kalyan Samiti operates in the area of Latur-Beed and has implemented Shirpur pattern structures through Gram Panchayats of several villages in the area. People are coming together and are willing to be monetary stakeholders.

Q1. Elucidate the main features of water conservation based on the Shirpur pattern.

Q2. Is the Shirpur model a viable solution in your opinion? Discuss.

Note: Questions of the model question paper are not exhaustive, but suggestive, and teachers have liberty to reframe, modify and add other questions as deemed fit.

Model Question Paper USACEVS601

Duration 2.5 hrs

Maximum Marks: 75

N.B.: 1. Q 1 is compulsory.

2. Attempt any four questions from Q 2 to Q 9.

3. Draw neat and labelled diagrams wherever necessary.

Q1. Write short notes on any **five** of the following (Mixed questions from all units): **15**

- a. Air quality standards
- b. Most Probable Number (MPN) Count
- c. Bioremediation
- d. Bio pesticides
- e. Concept of ecological modelling
- f. Applications of ecological modelling
- g. Depreciation.
- h. Fixed and Variable cost giving 2 examples each.
- i. Importance of biosphere reserve
- h. Western Ghats as biodiversity hotspot
- k. Remote sensing and its types
- l. Kyoto protocol
- m. Wildlife Protection Act, 1972
- n. IUCN
- o. _____ (from open unit, if opted)
- p. _____ (from open unit, if opted)

Q 2. Question based on Unit 1

Give a detailed account on the methods of monitoring and control of air pollutants.

15

OR

2 a. Discuss the noise levels generated from various sources.

8

2 b. Discuss the factors to be considered while establishing an environmental testing laboratory.

7

Q3. Question based on Unit 2

Discuss any two alternatives to conventional resources studied by you. **15**

OR

3a. Describe the process to treat domestic effluents.

8

3 b. Explain the process of developing effluent treatment plants.

7

Q 4. Question based on Unit 3

Explain the concept of ANN (Artificial Neural Networking) and Statistical modelling.

15

OR

4 a. Comment on the application of physical models for impact prediction.

8

4 b. Discuss the limitations of ecological modelling.

7

Q5. Question based on Unit 4

From the books of accounts of M/s Avdhoot Enterprises, the following details have been extracted for the Quarter ending December, 2016:

Particulars	Rs.
Stock of Materials – Opening	2,70,000
Stock of Materials – Closing	3,00,000
Purchase of materials	12,48,000
Direct Wages	3,57,600
Direct Expenses	1,20,000
Indirect Wages	24,000
Salaries to Administrative Staff	60,000
Carriage Inward	48,000
Carriage Outward	37,500
Manager's Salary	72,000
General Expenses	37,200
Legal Expenses for criminal suit	20,000
Commission on sales	28,000
Fuel	96,000
Electricity charges (factory)	72,000
Directors' fees	36,000
Repairs to plant and machinery	63,000
Rent, rates and taxes – factory	18,000
Rent, rates and taxes – office	9,600

Depreciation on Plant & Machinery	45,000
Depreciation on Furniture	3,600
Salesmen's Salary	50,000
Audit fees	18,000

- 1) The Manager's time is shared between the factory and office in the ratio of 20:80
- 2) Carriage Outward includes an amount of Rs. 7,500/- carriage inward on Plant & Machinery.
- 3) Selling price is 120% of cost price.

From the above details prepare the detailed cost sheet for the quarter ended December, 2016 and ascertain sales.

OR

5 a. Write briefly on types of costing, viz; job, batch, process, operating and contract costing. **8**

5b. Write short notes on: **7**

i. Types of accounts and the accounting rules applicable to each of them.

ii. Concepts of accounting.

Q6. Question based on Unit 5

What is Biodiversity? Explain in situ and ex situ strategies for biodiversity conservation. **15**

OR

6 a. Comment on wildlife photography as a tool for biodiversity data collection. **8**

6 b. Elucidate with an illustration the ecotourism policy in India. **7**

7

Q7. Question based on Unit 6

Discuss climate change. Give a detailed note on global warming and its effects on environment.

15

OR

7 a. Explain the principles and applications of GIS. **8**

7 b. Comment on the UN convention on Climate change. **7**

Q 8. Question based on Unit 7

Discuss environmental education programmes in India. **15**

OR

8 a. Explain the goals and principles of environmental education. **8**

8

8 b. Discuss the Water (Prevention and Control of Pollution) Act, 1974. **7**

7

Q9. Question based on Unit 8

Question based on open unit (if opted) **15**

OR

9 a. _____ **8**

9b. _____ **7**

Note: Questions of the model question paper are not exhaustive, but suggestive, and teachers have liberty to reframe, modify and add other questions as deemed fit.