

## **B.Com (Pass Course)**

### **Scheme of Examinations w.e.f session 2013-14**

#### **B.Com-III –Vth Semester**

<b>Paper No.</b>	<b>Nomenclature of the Paper</b>	<b>Theory Marks</b>	<b>Int. Ass.</b>	<b>Total Marks</b>	<b>Time</b>
5.01.	Taxation Law-I	80	20	100	3 Hrs.
5.0 2.	Cost Accounting -I	80	20	100	3 Hrs.
5.03.	Accounting for Management	80	20	100	3 Hrs.
5.04	Financial Market Operations	80	20	100	3 Hrs.
5.05	International Business Environment	80	20	100	3Hrs.
5.06	<b>Optional (Any one out of followings)</b>	80	20	100	3 Hrs.
	i. Secretarial Practices				
	ii. Tax Planning and Management				
	iii. Investment Management				
	iv. Computer: Essentials of E-Commerce-I				
			<b>Total Marks</b>	<b>600</b>	

#### **B.Com-III –VIth Semester**

<b>Paper No.</b>	<b>Nomenclature of the Paper</b>	<b>Theory Marks</b>	<b>Int. Ass.</b>	<b>Total Marks</b>	<b>Time</b>
6.01.	Taxation Law-II	80	20	100	3 Hrs.
6.02.	Cost Accounting -II	80	20	100	3 Hrs.
6.03	Financial Management	80	20	100	3 Hrs.
6.04	Auditing	80	20	100	3 Hrs.
6.05	Indirect Taxes	80	20	100	3Hrs.
6.06.	<b>Optional (any one out of the followings)</b>	80	20	100	3 hrs
	i. International Trade				
	ii. International Marketing				
	iii. Fundamentals of Operations Research				
	iv. Computer: Essentials of E-Commerce-II				
			<b>Total Marks</b>	<b>600</b>	

**Total Marks of 5<sup>th</sup> & 6<sup>th</sup> semesters 600 + 600 = 1200**

**B.Com.III Pass Vth Sem w.e.f. from 2013-14**  
**Paper: Taxation Law-I**  
**Code 5.01**

**Time: 3 Hours**

**Theory Marks: 80**  
**Internal Marks: 20**

**Note:-** The Examiner shall set nine questions in all covering the whole syllabus. Question No.1 will be compulsory covering all the units and shall carry 8 small questions of 2 marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All the questions shall carry 16 marks each.

**Unit-I**

**Income Tax:** An introduction and Important Definitions, Agriculture Income, Residence & Tax Liability (Basis of charge), Exemptions from Tax (Non-Taxable income).

**Unit-II**

Income from Salaries, Income from Salaries (including retirement benefits).

**Unit-III**

Income from House property, Profits and Gains of Business or Profession, Depreciation Capital Gains.

**Unit IV**

Income from other sources, clubbing of incomes & Aggregation of incomes, set off and carry forward of Losses, Deductions to be made in computing total income.

Suggested Readings:

1. Direct Taxes law & Practice – Dr. H.C.Mehrotra & Dr. S.P. Goyal, Sahitya Bhawan Publications, Agra.
2. Direct Taxes & Practice – Dr. V.K. Singhania Taxmann Publication.
3. Direct Taxes law & Practice – Dr. Bhagwati Prasad – Wishwa Prakashan, N.Delhi.
4. Simplified Approach to income Tax: Dr. Girish ahuja & Dr. Ravi Gupta – Sahitya Bhawan Publishes & Distributors, Agra.

**B.Com.III Pass Vth Sem w.e.f. from 2013-14**  
**Paper: Cost Accounting – I**  
**Code: 5.02**

**Time: 3 Hours**

**Theory Marks: 80**  
**Internal Marks: 20**

**Note:** The Examiner shall set nine questions in all covering the whole syllabus. Question No.1 will be compulsory covering all the units and shall carry 8 small questions of 2 marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All the questions shall carry 16 marks each.

**Unit-I**

**Cost Accounting** : Meaning, Features, Scope, Techniques, Methods, Objectives, Importance and Limitations. Costing; cost accountancy; cost centres and profit centres, Difference and similarities of cost accounting system with financial accounting system.

**Cost:** main elements and types.

**Unit – II**

**Material Control**: Meaning and objectives of material control, material purchase procedure, fixation of inventory levels- reorder level, Minimum level, Maximum level, Danger level. EOQ analysis. Methods of Valuing Material Issues. Wastage of material – main types.

**Unit – III**

**Labour Cost Control** : Importance, methods of time keeping and Time Booking; Treatment and control of Labour Turnover, Idle Time, Overtime, Systems of Wage Payment-Time Wage System, Piece Wage System. Incentive Wage plans – Individual plans and group plans.

**Unit – IV**

**Overheads** : Meaning and Types. Collection, Classification; Allocation, Apportionment and Absorption of Overheads – Main methods.

Elementary knowledge of Activity Based Costing.

Suggested Readings:-

1. S.P. Iyengar – Cost Accounting, Sultan Chand & Sons, Educational Publishers, New Delhi.
2. Jain & Narang – Cost Accounting – Principles and Practice Kalyani Publishers, Ludhiana.
3. Maheshwari and Mittal – Cost Accounting – Sh. Mahavir Book Depot, Delhi.

**B.Com.III Pass Vth Sem w.e.f. from 2013-14**  
**Paper: Accounting For Management**  
**Code : 5.03**

**Time: 3 Hours**

**Theory Marks: 80**  
**Internal Marks: 20**

**Note:-** The Examiner shall set nine questions in all covering the whole syllabus. Question No.1 will be compulsory covering all the units and shall carry 8 small questions of 2 marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All the questions shall carry 16 marks each.

**Unit – I**

**Management Accounting:** Nature and Scope of Management Accounting: Meaning, functions, Scope of Management Accounting, The Management Accountant, The Controller, The Treasurer, Management Accounting Principles, Management Accounting vs Financial Accounting vs. Cost-Accounting, Utility of management Accounting, Limitations of Management Accounting, Tools of Management Accounting.

**Unit – II**

**Analysis and Interpretation of Financial Statements:** meaning and types of financial statements, analysis and interpretation of financial statements, Types of financial analysis, steps involved in financial analysis, techniques of financial analysis. Ratio Analysis : meaning of ratios, classification of ratios, profitability ratios, balance sheet ratios and turnover ratios, advantages and limitations of ratio analysis.

**Unit – III**

**Budgetary Control:** meaning of budget and budgetary control, budgetary control as a management tool, Limitations of budgetary control, forecasts and budgets, Installation of budgetary control system, classification of budgets, fixed and flexible budgeting, Performance budgeting, Zero base budgeting and Responsibility Accounting. Standard Costing : Meaning, limitations, standard costs and budgeted costs, determination of standard costs, cost variances, direct material and direct labour only.

**Unit – IV**

**Marginal Costing and Profit Planning:** Marginal costing, Absorption costing, Marginal cost, Cost volume profit Analysis, BEP Analysis, Key factor, BE chart, angle of incidence, concept of decision –making and steps involved, determination of sales mix, make or buy decisions.

### *Suggested Readings*

- 1.J.K.Aggarwal, R.K.Aggarwal, M.L.Sharma – Accounting for Managerial Decisions – Ramesh Book Depot., Jaipur.
- 2.R.Kishore – Advance Management Accounting – Taxamn allied Services Pvt. Ltd.
- 3.M.Y.Khan, P.K.Jain – Management Account – Tata Mcgraw Hill.
- 4.Morngren, Sundem, Stratton – Introduction to Management Accounting - Pearson Accounting
- 5.S.N.Mittal – Accounting & Financial Management – Shree Mahavir Book Depot, Nai Sarak, New Delhi.

**B.Com.III Pass Vth Sem w.e.f. from 2013-14**  
**Paper: Financial Market Operations**  
**Code : 5.04**

**Time: 3 Hours**

**Theory Marks: 80**  
**Internal Marks: 20**

**Note:-** The Examiner shall set nine questions in all covering the whole syllabus. Question No.1 will be compulsory covering all the units and shall carry 8 small questions of 2 marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All the questions shall carry 16 marks each.

**Unit – I**

**Money Market:** Indian Money Markets Composition and Structure; (a) Acceptance houses (b) Discount houses and (c) Call money market; Recent trends in Indian money market.

**Capital Market :** Security market- (a) New Issue Market (b) Secondary market; functions and role of stock exchange listing, procedure and legal requirements Public issue pricing and marketing, Stock exchange – National Stock Exchange and over the Counter exchangers.

**Unit – II**

SEBI – Introduction, Role, Its powers, Objectives, Scope & Functions.

**Investors Protection:-** Grievances concerning stock exchange and dealings and their removal; grievance cell in stock exchange SEBI: Company law Board: Press remedy through courts.

**Unit - III**

**Functionaries on stock exchanges:-** Brokers, Sub brokers, Market makers, Jobbers, Portfolio Consultants, Institutional Investors, Depository.

**Financial Services:-** Merchant Banking – Functions and Roles; SEBI guidelines; credit rating – concept, functions, and types.

**Unit – IV**

Role, Policy measures relating to Development Financial Institution in India. Products & Services offered by IFCI, IDBI, IIBI, SIDBI, IDFC, EXIM, NABARD & ICICI.

Meaning and benefits of mutual funds, types, SEBI guidelines.

Suggested Readings:

1. Chandler M.V. and Goldfield S.M.: Economics of Money and Banking & Harper & Row Newyork.
2. Gupta Sural b: Monetary Planning in India: Oxford, Delhi.
3. Gupta Sural b: Monetary Economics: S.Chand & Co. New Delhi.
4. Bhole L.M.: Financial Market Institutions; Tata Mc Graw-Hill, New Delhi.
5. Hooda, R.P.: Indian Securities Markets- Investors View Point; Excell Books, New Delhi.

**B.Com.III Pass Vth Sem w.e.f. from 2013-14**  
**Paper: International Business Environment**  
**Code : 5.05**

**Time: 3 Hours**

**Theory Marks: 80**  
**Internal Marks: 20**

**Note:-** The Examiner shall set nine questions in all covering the whole syllabus. Question No.1 will be compulsory covering all the units and shall carry 8 small questions of 2 marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All the questions shall carry 16 marks each.

**Unit – I**

Recent global trends in international trade and finance; dimensions and modes of IB; structure of IB environment; risk in IB; motives for internationalization of firms; organizational structure for IB; world trading system and impact of WTO; exchange rate systems; global financial system; barriers to IB; international business information and communication.

**Unit – II**

Foreign market entry strategies; country evaluation and selection; factors affecting foreign investment decisions; impact of FDI on home and host countries; types and motives for foreign collaboration; control mechanisms in IB.

**Unit – III**

Decisions concerning global manufacturing and material management; outsourcing factors; managing global supply chains; product and branding decisions; managing distribution channels; international promotion mix and pricing decisions; counter trade practices; mechanism of international trade transactions.

**Unit – IV**

Harmonizing accounting difference across countries; currency translation methods for consolidating financial statements; the LESSARD-LORANGE Model; cross cultural challenges in IB; international staffing decisions; compensation and performance appraisal of expatriate staff; ethical dilemmas and social responsibility issues.

**Suggested Readings:**

1. Daniels, J.D. and H. LEE Radesbaugh, International Business-Environment and Operation (New Delhi; Pearson Education).
2. Hill, Charles W.L., International Business – competency in the Global marketplace (New Delhi: Tata McGraw Hill).
3. Sundram, Anant K and Stewart J Black, The International Business environment: Text and Cases (New Delhi: Prentice Hall of India).
4. Sharan, V., International Business: Concept, Environment and strategy (New Delhi: Person Education)
5. Beth V. Yarbrough and Robert H. Yarbrough, The World Economy – Trade and Finance, Thomson Learning, Singapore

**B.Com.III Pass Vth Sem w.e.f. from 2013-14**  
**Paper : Secretarial Practices**  
**Code : 5.06 (i)**

**Time: 3 Hours**

**Theory Marks: 80**  
**Internal Marks: 20**

**Note:** The Examiner shall set nine questions in all covering the whole syllabus. Question No.1 will be compulsory covering all the units and shall carry 8 small questions of 2 marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All the questions shall carry 16 marks each.

**Unit – I**

**Secretary** : Meaning, definitions, functions, duties, responsibilities, powers, appointment, procedure; qualifications and disqualifications; position and removal of secretary.

**Unit – II**

**Promotion of Company and Secretary**: Duties of Secretary regarding formation of M/A and A/A and their alterations. Duties of secretary regarding issue of share certificate, share warrant and share stock, calls-in-arrear, forfeiture and re-issue of shares, transfer and transmission of shares.

**Unit – III**

**Company Meeting & Secretary**: Duties of Secretary regarding meetings, requisites of a valid meeting, secretarial duties regarding meetings of shareholders, meetings of Board of directors.

**Unit - IV**

Company Secretary and motion and Resolution, voting and proxy.

Suggested Readings:-

1. Company Secretarial Practice – N.D.Kapoor
2. Text Book of Company Secretarial Practice – P.K.Ghosh
3. Company Law & Secretarial Practice – Dr. M.R.Sreenivasan.
4. Company Law Secretarial Practice Manual by – K.R. Chandratre.



**B.Com.III Pass Vth Sem w.e.f. from 2013-14**  
**Paper : Tax Planning and Management**  
**Code: 5.06 (ii)**

**Time: 3 Hours**

**Theory Marks: 80**  
**Internal Marks: 20**

**Note:-** The Examiner shall set nine questions in all covering the whole syllabus. Question No.1 will be compulsory covering all the units and shall carry 8 small questions of 2 marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All the questions shall carry 16 marks each.

**Unit – I**

Concepts of Tax Planning, Tax Evasion, Tax Avoidance, Tax Management Feature of Tax Planning, Need for Tax planning, Precautions in Tax planning, Limitations of Tax planning, Difference between Tax planning, Tax evasion, Tax avoidance, Tax Management.

**Unit – II**

Tax planning in relation to residential status and non-residents Tax-planning in relation to Employees remuneration: Tax planning for employer, Tax planning for employees. Tax Planning in relation to income from House Property Tax planning in relation to income from Business & profession.

**Unit – III**

Tax planning in relations to income from capital gains and other sources. Tax planning in relation to individuals and H.U.Fs.

**Unit –IV**

Tax planning in relation to partnership firms, Body of Individuals or Associations of Persons. Tax planning in relation to setting up of a new business: Nature and Size of Business, location of Business.

Suggested Readings:

1. Direct Taxes Law & Practice – Dr.H.C.Mehrotra & Dr.S.P.Goyal Sahitya Bhawan Publications, Agra.
2. Corporate Tax Planning & management – Dr.H.C.Mehrota and Dr.S.P.Goyal – Sahitya Bhawan Publications, Agra.
3. Direct Taxes & Practice – Dr.V.K.Singhania Taxman’s Pulications.

**B.Com.III Pass Vth Sem w.e.f. from 2013-14**  
**Paper : Investment Management**  
**Code : 5.06(iii)**

**Time: 3 Hours**

**Theory Marks: 80**  
**Internal Marks: 20**

**Note:-** The Examiner shall set nine questions in all covering the whole syllabus. Question No.1 will be compulsory covering all the units and shall carry 8 small questions of 2 marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All the questions shall carry 16 marks each.

**Unit-I**

Investment: Meaning, nature and process. Investment avenues and alternations, concept and Measurement of Investment risk and return; Identification of Investment Opportunities; Speculation, Gambling and Investment activities.

**Unit-II**

Efficient Market theory or Hypothesis. Technical Analysis: Down theory, Charting techniques, volume indicators.

**Unit-III**

Fundamental Analysis: Company Analysis, Industry Analysis and Economy Analysis, Technical us Fundamental analysis.

**Unit-IV**

Secondary Market : Stock Exchanges, Online Trading.

Trading mechanism in Bombay Stock Exchange. Derivatives: Meaning, uses, Types, Derivatives in Indian capital market.

Option Contracts: Meaning uses, Types (Elementary Introduction).

Suggested Readings:-

1. P. Pandian- "Security Analysis & Portfolio Management" Vikas Publishing house, New Delhi.
2. V.K.Bhalla -" Investment Management" S. Chand & Sons, New Delhi.
3. Fisher & Jordon – " Security Analysis & Portfolio Management)
4. Prasanna Chandra- "Investment Analysis & Portfolio Management.

**B.Com.III Pass Vth Sem w.e.f. from 2013-14**  
**Paper : Computer: Essentials of E-Commerce -I**  
**Code 5.06 (iv)**

**Time: 3 Hours**

**Theory Marks: 80**  
**Internal Marks: 20**

**Note:-** The Examiner shall set nine questions in all covering the whole syllabus. Question No.1 will be compulsory covering all the units and shall carry 8 small questions of 2 marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All the questions shall carry 16 marks each.

**Unit – I**

**Introduction of E-Commerce:-** Definition, Main activities of E-Commerce Benefits of E-Commerce, E-Commerce Applications, E-Commerce systems, Advantages and disadvantages of E-Commerce, E-Commerce Technologies, Types of E-Commerce: B2B, B2C, C2B, B2G,G2C, Mobile commerce, E-Commerce and the Trade cycle, E-Markets, Future of E-Commerce Introduction to Portals: Functions of Portals, Advantages of Portals, Market place for E-Commerce, E-Commerce Portals, Types of Portals.

**Unit – II**

**Business to Business Electronic Commerce:** Inter organization Transactions, Introduction to Electronic Market, Online Shopping, Online Purchasing, Models of Electronic Market, Markets Category, E-Business, B2B E-Commerce, B2B application, B2B Electronic Commerce requirements, Virtual Supply Technologies, Electronic Applications Categories, Electronic Tailing, E-Tailing in India, Auctions and the Emerging Electronic market place, Essential Elements of an Electronic Business, Differentiation in Catalogs for B2B as opposed to B2C, Instant Messaging.

Electronic Data interchange (EDI): Definition, Benefits of EDI, Applications of EDI.

**Unit –III**

**Business to Commerce electronic commerce:** Definition, e-shop, Internet Shopping and the Trade cycle, Advantages and disadvantages of consumer e-Commerce.

**Electronic Payment Systems:** Introduction, Traditional Payment Systems, Modern Payment system: PC Banking, Credit cards, Electronic Cheque, Micro payments, Smarts cards, E-cash, EFT.

**Security Schemes:** Encryptions, Digital Signatures, Security Certificates, Protocols used in Internet Security; Secure Socket Layer (SSL), Secure Hypertext Transfer Protocol (SHTTP), Secure Electronic Transaction (SET), e-Commerce, I.T.Act.

## **Unit – IV**

**E-Banking/ Online Banking:** Introduction, Advantages of Online Banking, issues in Internet Banking, Tools of Financial Banking, E-Banking Risks, e-Commerce and Internet: Definition, e-Commerce Technical components: Web resources, ISP, Cookies; Evolution of the Internet, Internet for Business, TCP/IP and OSI Model protocol, Broad Band Technology.

Supply chain management; Definition, Different categories of supply chain, Functions of SCM, Benefits of SCM;

### Books suggested

1. e-Commerce, CSV, Murthy, Himalaya Publishing House.
2. e-Commerce, Keunth. L. Landon, Pearson Education.
3. e-Commerce, Renu Gupta, Mahavir Publications.
4. e-Commerce, David Whiteley, Tata Mcgraw-Hill.

**B.Com.III Pass (Pass Course) VIth Sem w.e.f. from 2013-14**  
**Paper: Taxation Law – II**  
**Code: 6.01**

**Time: 3 Hours**

**Theory Marks: 80**  
**Internal Marks: 20**

**Note:-** The Examiner shall set nine questions in all covering the whole syllabus. Question No.1 will be compulsory covering all the units and shall carry 8 small questions of 2 marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All the questions shall carry 16 marks each.

**Unit – I**

Rebate & Relief of Tax, computation of Total income of individuals, computation of Tax liability of individuals. Filing and Filing of return (ITR – I and II)

**Unit – II**

Assessment of Hindu undivided families, Assessment of firms & Association of persons.

**Unit – III**

Income Tax Authorities & their powers, procedure for assessment, Deduction of Tax at source (TDS) Advance payment of Tax.

**Unit – IV**

Recovery & Refund of Tax, Appeals & Revision, Penalties, Offences & Prosecutions.

Suggested Readings:

1. Direct Taxes Law & Practice : Dr. H C Mehrotra & Dr. S P Goyal, Sahitya Bhawan Publications, Agra.
2. Direct Taxes & Practice : Dr. V K Singhanian, Taxman Publications.
3. Direct Taxes Law & Practice : Dr. Bhagwati Prasad, Wishva Prakashan, New Delhi
4. Simplified Approach to Income Tax : Dr. Girish Ahuja & Dr. Ravi Gupta – Sahitya Bhawan Publishes & Distributors, Agra

**B.Com.III Pass (Pass Course) VIth Sem w.e.f. from 2013-14**  
**Paper: Cost Accounting -II**  
**Code: 6.02**

**Time: 3 Hours**

**Theory Marks: 80**  
**Internal Marks: 20**

**Note:-** The Examiner shall set nine questions in all covering the whole syllabus. Question No.1 will be compulsory covering all the units and shall carry 8 small questions of 2 marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All the questions shall carry 16 marks each.

Unit – I

**Unit and output costing** : Meaning and objectives. Cost sheet – Meaning, Performa, Types, Preparation of Cost sheet. Determination of tender price. Production account – main types. Job and Batch Costing.

Unit – II

**Reconciliation of cost and Financial accounts** : Meaning, objectives, procedure. Contract Costing - Meaning; Main features; preparation of contract account, Escalation clause; Contract near completion; Cost plus contract.

Unit- III

**Process Costing** : Meaning; Uses; Preparation of process account, Treatment of Normal Wastage, Abnormal Wastage, Abnormal Effectiveness; Treatment of opening and closing stock (Excluding Work in Progress): Joint - Product and By - Product: Main methods of apportionment of Joint cost. Inter process profits.

Unit – IV

**Operating Costing** : Transport Costing, Hotel Costing, Cinema Costing and Power House Costing.

**Cost Control Account** : Non-Integrated and Integrated

Suggested Readings:-

1. S.P. Iyengar – Cost Accounting, Sultan Chand & Sons, Educational Publishers, New Delhi.
2. Jain & Narang – Cost Accounting – Principles and Practice Kalyani Publishers, Ludhiana.
3. Maheshwari and Mittal – Cost Accounting – Sh. Mahavir Book Depot, Delhi.

**B.Com.III Pass (Pass Course) VIth Sem w.e.f. from 2013-14**  
**Paper : Financial Management**  
**Code: 6.03**

**Time: 3 Hours**

**Theory Marks: 80**  
**Internal Marks: 20**

**Note:-** The Examiner shall set nine questions in all covering the whole syllabus. Question No.1 will be compulsory covering all the units and shall carry 8 small questions of 2 marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All the questions shall carry 16 marks each.

Unit – I

**Nature of Financial Management** : Scope of Finance, Finance functions, Financial Manager's role, Financial goal; Profit maximization Vs Wealth maximization, Objective of financial Management, Finance and related disciplines.

Unit – II

**Working Capital Management** : Meaning, nature and planning of Working Capital. Permanent and variable Working Capital. Balanced working position, determinates of working Capital, Issues of working Capital Management. Management of cash and Marketable Securities and Receivables Management.

Unit –III

**Capital Market Efficiency and Capital Markets in India** : Capital market efficiency, Capital Markets in India, Primary and secondary capital markets in India,

**Merchant Banking** : Role in Capital markets, mutual funds and Capital Markets.

Long-term Finance: Shares, debentures and Terms loans (including right issue of shares), Zero-interest-debentures, Secure Premium notes (SPN) with warrants.

Units – IV

**Capital structure theory and policy**: Relevance of capital structure; Net income and traditional views, Irrelevance of capital structure; NO 1 Approach and the MM Hypothesis without taxes, capital structure planning and policy.

**Dividend Theory and Policy** : Issues in dividend policy, Walter's and Golden's model of dividend relevance objections of dividend policy, considerations in dividend policy, stability of dividends, forms of dividend.

Suggested Readings:-

1. Financial Management Accounting by : I.M.Pandey, Vikas Publications House New Delhi.
2. Financial Management Accounting by Khan & Jain, Tata Mc Graw Hill, Publications New Delhi.

**B.Com.III Pass (Pass Course) VIth Sem w.e.f. from 2013-14**  
**Paper: Auditing**  
**Code: 6.04**

**Time: 3 Hours**

**Theory Marks: 80**  
**Internal Marks: 20**

**Note:-** The Examiner shall set nine questions in all covering the whole syllabus. Question No.1 will be compulsory covering all the units and shall carry 8 small questions of 2 marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All the questions shall carry 16 marks each.

Unit – I

**Auditing** : Meaning, objectives, importance and types of Auditing.

Audit Process: internal control, internal check & internal audit, audit programmer.

Unit – II

**Audit Procedure** : Routine checking, vouching, verification & valuation of assets & liabilities.

Unit – III

**Audit of Public Company** : Qualification, Appointment of company Auditors, their powers, duties and liabilities, Audit of depreciation and reserves, Divisible profits & dividends

Unit – IV

**Audit Report** and Investigation

**Audit Report** : Meaning, objectives, contents and types.

**Investigation** : Meaning, Nature and objectives.

Suggested Readings:

1. Sharma T.R. Principles of Auditing Sahitya Bhawan, Agra.
2. Tondon B.N. Principles of Auditing, S. Chand and Co., New Delhi.
3. Gupta Kamal contemporary Auditing Tata Mc Graw hill, New Delhi.



**B.Com.III Pass (Pass Course) VIth Sem w.e.f. from 2013-14**  
**Paper: Indirect Taxes**  
**Code: 6.05**

**Time: 3 Hours**

**Theory Marks: 80**  
**Internal Marks: 20**

**Note:-** The Examiner shall set nine questions in all covering the whole syllabus. Question No.1 will be compulsory covering all the units and shall carry 8 small questions of 2 marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All the questions shall carry 16 marks each.

Unit – I

**Indirect Taxes:** Introduction, meaning, features, merits and demerits.

**Central Excise Duty Act 1944:** Central Excise: meaning, features, nature, kinds, important definitions, general procedure for excisable goods and obtaining registration. Provisions regarding Central Excise Duty, exemptions to small scale industries.

Unit – II

**Customs Act 1962 :** Customs duty : Important definitions, types, importance, documents required for import and export procedure : Export Promotion Scheme, Customs Authority and their powers.

Unit – III

**Central Sale Tax Act 1956 :** Meaning, growth, objects and important definitions; principles for determining different categories of sales, collection of tax. Registration of Dealers : Procedure for obtaining registration certificate; Amendment in Certificate of Registration, cancellation of Certificate of Registration

Unit – IV

**Service Tax 2007:** Service Tax; Historical development, features, scope, taxable services and exempted services, Service Tax Credit, Administrative mechanism of service tax; procedure regarding valuation of taxable services, compensation of tax of different services, provisions regarding registration and furnishing the returns of service tax.

Suggested Readings:-

1. V.S.Datey, Indirect Taxes, Taxmann's Publications Pvt. Ltd. New Rohtak Road, New Delhi – 110005.
2. Dr. H.C.Mehrota, Indirect Taxes Law and Practice, Sahitya Bhawan Publications, Hospital Road, Agra -282003.
3. Dr. Girish Ahuja and Dr. Ravi Gupta, Systematic Approach to Income Tax, Bharat Law House Pvt. Ltd., New Delhi – 10083.
4. Dr. V.K. Singhania and Dr. Monika Singhania, Students' Guide to Income Tax, Taxmann's Publication Pvt. Ltd, New Rohtak Road, New Delhi- 110005.
5. Dr. Girish Ahuja and Dr. Ravi Gupta, Simplified Approach to Corporate Tax Planning and Management, Bharat Law House Pvt. Ltd., New Delhi – 110083.

**B.Com.III Pass (Pass Course) VIth Sem w.e.f. from 2013-14**  
**Paper : International Trade**  
**Code: 6.06 (i)**

**Time: 3 Hours**

**Theory Marks: 80**  
**Internal Marks: 20**

**Note:-** The Examiner shall set nine questions in all covering the whole syllabus. Question No.1 will be compulsory covering all the units and shall carry 8 small questions of 2 marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All the questions shall carry 16 marks each.

**Unit – I**

**International Business**:- An overview; Domestic business; International Business; Major risks and challenges of International Business; International Business Environment – Components and determinants; stages of internationalization of business; international business approaches, concept of globalization.

**Unit – II**

Modes of entering into international business; nature of multinational enterprise and international direct investment; foreign exchange; determination of exchange rate; Balance of payments.

**Unit – III**

**Theories of International Trade** : Absolute advantage theory; comparative advantage theory; factor proportions theory; product life cycle theory of trade; government influence on trade; rationale for government intervention, instruments of trade control; role of WTO, IMF and World Bank in International trade.

**Unit – IV**

Assessing International markets; designing products for foreign markets branding decisions; International promotions policy; international pricing; international logistics and distribution

Suggested Readings:

1. International Business : Francis Cherunilam (Himalaya Publishing House)
2. International Trade and Export Management: Francis Cherunilam (Himalaya Publishing House)
3. International Business: Dr. P. SubbaRao (Himalaya Publishing House)
4. International Trade: Raj Aggarwal (Excel Publication)

**B.Com.III Pass (Pass Course) VIth Sem w.e.f. from 2013-14**  
**Paper: International Marketing**  
**Code: 6.06 (ii)**

**Time: 3 Hours**

**Theory Marks: 80**  
**Internal Marks: 20**

**Note:-** The Examiner shall set nine questions in all covering the whole syllabus. Question No.1 will be compulsory covering all the units and shall carry 8 small questions of 2 marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All the questions shall carry 16 marks each.

**Unit – I**

**International Marketing:**

Nature and Concept; Domestic Vs International Marketing; Opportunities and Challenges for marketing in International Environment ; Foreign market selection and entry modes.

**Unit – II**

**Product Planning and Pricing:**

International product life cycle research and informations; Product designing and packaging; Pricing process and methods; International price quotations and payment terms.

**Unit – III**

**International Distribution:**

Channel structure and selection decisions; Managing channel conflicts; Selection and appointment of foreign sales agents; Basic export procedure and documentation.

**Unit – IV**

**Product Promotion:**

Methods of International product Promotion; challenges in International advertising and media strategy; Web marketing; Organising trade fairs and exhibitions.

**Suggested Readings:**

1. Bhattacharya R.L and Varshney B: International Marketing Management: Sultan Chand, New Delhi.
2. Keegan W.J, Multinational Marketing Management, Prentice Hall, New Delhi.
3. Kotler Phillip: Moder Mott M.C: The Essence of International Business, Prentice Hall, New Delhi.
4. Caterora P.M. and Keavenay S.M: Marketing and International Perspective, Ervind Homewood Illinois.

**B.Com.III Pass (Pass Course) VIth Sem w.e.f. from 2013-14**  
**Paper : Fundamentals of Operations Research**  
**Code: 6.06 (iii)**

**Time: 3 Hours**

**Theory Marks: 80**  
**Internal Marks: 20**

**Note:-** The Examiner shall set nine questions in all covering the whole syllabus. Question No.1 will be compulsory covering all the units and shall carry 8 small questions of 2 marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All the questions shall carry 16 marks each.

**Unit – I**

**Basics of Operational Research** – Development, Definition Characteristics, Necessity, Scope, Limitation.

**Linear Programming** - Introduction, Application, Formulation of Linear Programming Problem, General Linear Programming Problem, Graphical Method of Solution. Theory of Simplex method, Big-M Method, Integer Programming.

**Unit – II**

**Transportation Model** - Assumption, Formulation and Solution of transportation Models, Trans-shipment Problems, Definition of Assignment Model, Hungarian Method for solution of Assignment Problems. Travelling Salesman problem.

**Unit – III**

**Queuing Models** – Application, Introduction, Elements, operating Characteristics, Waiting Time and Idle Time Costs, Model I – Single Channel poisson Arrivals with Exponential Service Times. Infinite \_ Population; Assumption & Limitation Poisson of Queuing Model.

**Game Theory** – Theory of Games, Characteristics of Games, Rules – Look for a pure Strategy, Reduce Game by Dominance, Mixed Strategies (2 x 2 Games, 2 x n Games or m x 2 Games).

**Unit – IV**

**Simulation** : Introduction- Meaning, Advantage, Limitation, Application, When to use Simulation? Monte Carlo Simulation, Generation of Random numbers.

Net Work Analysis in Project Planning: Project, Project Planning scheduling, CPM, PERT, Cost Analysis and Crashing the Network Exercises.

**Suggested Readings:**

1. Hien, L.W.: Quantitative approach to Managerial decisions, Prentice hall, New Jersey. India, Delhi.
2. Lawrence B. Morse: Statistics for Business & Economics, Harper Collins.
3. Levin, Richard I and David S Rubin: Statistics for management, Prentice hall of India, Delhi.
4. Watsnam Terry J. and Keith Parramor: Quantitative Methods in Finance, International Thompson Business Press.
5. Ackaff, R.L. and Sasieni, M.W., Fundamentals of Operations Research, John Wiley and Sons Inc., New york 1986.

**B.Com.III Pass (Pass Course) VIth Sem w.e.f. from 2013-14**  
**Paper Computer: Essentials of e-Commerce –II**  
**Code : 6.06 (iv)**

**Time: 3 Hours**

**Theory Marks: 80**

**Internal Marks: 20**

**Note:-** The Examiner shall set nine questions in all covering the whole syllabus. Question No.1 will be compulsory covering all the units and shall carry 8 small questions of 2 marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All the questions shall carry 16 marks each.

**Unit – I**

**E-Commerce** : History of E-Commerce, Types of E-Commerce; B2B Business Models, B2 C Business models, M-Commerce; Business Models in Emerging E-Commerce Areas; Applications in E-Commerce, E-Commerce in Service Industry, Retail E-Commerce, E-Commerce in Financial Services, E-Commerce and shopping, E-Commerce Travel and Tourism, Internet Shopping, Future of E-Commerce.

**Unit – II**

**Technology Infrastructure for E-Commerce:** Internet key Technology Concepts, Switching Techniques, TCP / IP, IP Address, Domain names Service, URL, Client / Server Computing; Internet Protocol- HTTP, E-Mail Protocols, FTP, and SSL, WWW, Internet and the Web features; Internets and extranets: Role of Internets in B2B Applications, Access to Internets and Extranets , Application Extranet, Virtual Private Network (VPN), Firewall, Web Browser, Elements of Networking.

**Unit – III**

**The Elements of e-Commerce:** elements, e-visibility, e-shop, online payments, Delivering the goods, After-sales service, Internet e-Commerce security, A Website Evaluation Model. e-Business; Introduction, Internet Bookshops, Grocery Supplies, Software Supplies and Support Electronic, Newspaper Internet Banking, Virtual Auctions, Online share dealing, e-Diversity, Benefits of Auctions, Types and Examples of on-line Auctions.

**Unit – IV**

**Customer Relationship Management:** Introduction need of an electronic CRM, CRM's Goal, E-CRM Applications, CRM in Indian Banking, Technology use in CRM; E-Commerce marketing Communications; Online advertising, Display Ads, Search engine Advertising, Sponsorships, E-Mail marketing, Online Catalogs, Social Network, Offline advertising, Website as a marketing Communication Tool, Retail Sector; Advantages and Challenges to online Retail.

Books suggested :

1. e-Commerce, CSV, Murthy, Himalaya Publishing House.
- 1 e-Commerce, Keunth. L. Landon, Pearson Education.
- 2 e-Commerce, David Whiteley, Tata Mco-raw-Hill.