

RAJAH SERFOJI GOVERNMENT COLLEGE (AUTONOMOUS)
(Accredited with B + + by NAAC)
THANJAVUR – 613 005

P.G. & RESEARCH DEPARTMENT OF COMMERCE

BOARD OF STUDIES: 2015-2016
(Under CBCS Pattern)



(For the candidates admitted from 2015-2016 onwards)

RAJAH SERFOJI GOVT COLLEGE (AUTONOMOUS), THANJAVUR – 5

COURSE STRUCTURE FOR B.Com UNDER CBCS

SUBJECT: COMMERCE

(Applicable to the Candidates admitted from the academic year 2015-16 onwards)

PART	CODE	COURSE	TITLE	HRS	MARKS		TOTAL	CREDIT
					IE	WE		
I SEMESTER								
I	RR1T1	LT	PART – I TAMIL – I	6	25	75	100	3
II	RR1E1	LE	PART – II ENGLISH – I	6	25	75	100	3
III	RR1CO1	CCI	Principles of Accountancy	6	25	75	100	5
III	RR1CO2	CC2	Banking Theory Law and Practice	6	25	75	100	5
III	RR1ACO1	Allied – I	Business Economics	4	25	75	100	4
IV	RR1VE	VE	Value Education	2	25	75	100	2
			TOTAL	30	150	450	600	22
II SEMESTER								
I	RR2T2	LT	PART – I TAMIL – II	6	25	75	100	3
II	RR2E2	LE	PART – II ENGLISH – II	6	25	75	100	3
III	RR2CO3	CC3	Business Organisation and Management	6	25	75	100	5
III	RR2ACO2	Allied – 2	Principles of Marketing	5	25	75	100	4
III	RR2ACO3	Allied – 3	Business Statistics	5	25	75	100	4
IV	RR2ES	ES	Environment Studies	2	25	75	100	2
			TOTAL	30	150	450	600	21
III SEMESTER								
I	RR3T3	LT	PART – I TAMIL – III	6	25	75	100	3
II	RR3E3	LE	PART – II ENGLISH - III	6	25	75	100	3
III	RR3CO4	CC4	Business Accounting	6	25	75	100	5
III	RR3CO5	CC5	Human Resources Management	6	25	75	100	5
III	RR3ACO4	Allied 4	Business Laws	4	25	75	100	4
IV	RR3SBI	SBI	Skill Based – 1	4	25	75	100	4
			TOTAL	30	150	450	600	22
IV SEMESTER								
I	RR4T4	LT	PART – I TAMIL – IV	6	25	75	100	3
II	RR4E4	LE	PART – II ENGLISH – IV	6	25	75	100	3
III	RR4CO6	CC6	Cost Accounting	6	25	75	100	5
III	RR4ACO5	Allied 5	Company Law & Secretarial Practice	5	25	75	100	4
III	RR4ACO6	Allied 6	International Trade	5	25	75	100	4
IV	RR4SB2	SB2	Skill Based – 2	2	25	75	100	2
			TOTAL	30	150	450	600	21

PART	CODE	COURSE	TITLE	HRS	MARKS		TOTAL	CREDIT
					IE	WE		
V SEMESTER								
III	RR5CO7	CC7	Corporate Accounting	5	25	75	100	5
III	RR5CO8	CC8	Income Tax Law & Practice	5	25	75	100	4
III	RR5CO9	CC9	Auditing	5	25	75	100	4
III	RR5COEL1	MEC1	Business Communication	5	25	75	100	4
III	RR5COEL2	MEC2	Labour Laws	4	25	75	100	4
III	RR5BAELO1	NMEC1	Customer Relationship Management	4	25	75	100	4
IV	RR5SB3	SB3	Skill Based – 3	2	25	75	100	2
			TOTAL	30	175	525	700	27
VI SEMESTER								
III	RR6CO10	CC10	Management Accounting	5	25	75	100	5
III	RR6CO11	CC11	Financial Management	5	25	75	100	4
III	RR6CO12	CC12	Entrepreneurial Development	5	25	75	100	4
III	RR6COP	CC13	Computer Applications in Business Practical	5	40	60	100	4
III	RR6COEL3	MEC3	Financial Services	4	25	75	100	4
III	RR6ELELO2	NMEC2	Communicative English	4	25	75	100	4
V	RR6GS	GS	GENDER STUDIES	2	25	75	100	1
V		EXT. Activities	NSS / NCC / SPORTS / RED CROSS	-	-	-	-	1
			TOTAL	30	75	525	700	27
			GRAND TOTAL				3800	140

		Papers	Total Credit
PART – I	TAMIL	4 x 3	12
PART – II	ENGLISH	4 x 3	12
PART – III	CORE	8 x 5 = 40	60
		5 x 4 = 20	
	ELECTIVES	3 x 4	12
	ALLIED	6 x 4	24
	NON – MAJOR ES, VE	2 x 4	8
PART – IV	SKILL BASED	2 x 2	4
PART – V	GS	3 x 2	6
	GS	1 x 1	1
	EXTERNAL ACTIVITIES	1 x 1	1
	TOTAL PAPERS	38	TOTAL CREDIT
			140

Credits : 5
Hours/Week : 6

Code: RR1CO1
Medium of Instruction : English

SEMESTER – I

(For students admitted from 2015 onwards)

PRINCIPLES OF ACCOUNTANCY

Objectives

1. To make the students understand the basic concepts of accounting Principles and Procedures.
2. To motivate the students to pursue higher studies like C.A., ICWA etc.
3. To create the awareness to study the different accounting oriented computer Programming .

Unit – I

Introduction: Accounting Concepts and Conventions – Double Entry System – Journal, Ledger - Subsidiary Books - Rectification of errors - Trial Balance.

Unit – II

Final Accounts: Trading, Profit and loss account and Balance sheet of sole trader with adjustments.

Unit –III

Depreciation: causes and merits – Straight line method, written down value method, sum of The digits method and Annuity method.

Unit –IV

Accounts of Non- profit organization: Receipts and payment account – Income and Expenditure method – Balance Sheet.

Unit –V

Computerized accounting: An overview of computerized accounting system- History of computerized accounting - Manual vs Computerized - Advantages and Disadvantages of Computerized Accounting.

(THEORY 40% PROBLEM 60%)

TEXT BOOK RECOMMENDED

1. Financial Accounting By Reddy and Murthy – Margham Publications
2. Advanced Accountancy By Shukla and Grewal – S.Chand & Song
3. Advanced Accountancy By Jain and Narang – Kalyani Publishers
4. Advanced Accountancy By Arulanandam – Himalaya Publications.
5. Accounting packages by P. Saravanel- Margham Publications

Question Paper Pattern

Exam Duration : 3 Hours

Maximum Marks:75

Part – A 10 x 2 = 20 Answer All Questions (Two questions from each unit)

Part – B 5 x 5 = 25 Answer All Questions (Either or type – Two questions from each unit)

Part – C 3 x 10 = 30 Answer Any THREE Questions (One question from each unit)

Signature of the HOD

Credits : 5
Hours/Week : 6
Medium of Instruction : English

Code: RR1CO2

SEMESTER – I

(For students admitted from 2015 onwards)

BANKING THEORY LAW AND PRACTICE

Objectives:

1. To enable the students to get familiarized with the concepts used in Banking
2. To expose the students to the recent practices in Banking and Financial Services.
3. To make the students appreciate the role-played by banking institutions
Rendering various financial services.

Unit – I

Definition of a Bank – Banking Functions – Agency Services and General Utility Services – Modern Banking functions – Core banking – Internet banking - Unit Banking and Branch Banking – Merits and Demerits

Unit – II

Functions of Central Bank – Methods of Credit Control – Quantitative and Qualitative Methods – Reserve Bank of India – Functions

Unit - III

Definition of Customers – Relationship between banker and Customer – General – Relationship – Opening of Current, Savings, Fixed, Deposit Accounts – Special Types of Customer.

Unit – IV

Definition of Cheque – Essentials of a Cheque – Kinds of Cheque – Dating of Cheque – Material Alteration in the cheques – Crossing – Different forms of Crossing – Endorsement – Types of Endorsement.

Unit – V

Paying Banker – Precautions to be taken by the paying banker – Refusal of Payment by Bank – Statutory Protection to the paying Banker – Payment in the due Course – Collecting Banker – Statutory Protection to the Collecting Banker – Liability for Conversion – Holder – in due Course

TEXT BOOK RECOMMENDED

1. Banking Theory, Law & Practice – Sundaram and Varshney, Sultan Chand & Sons, New Delhi.
2. Banking Theory, Law & Practise – E.Garden and N.Natarajan – Himalaya Publication.
3. Banking Theory, Law Practice - S.M. Sundaram, Sri.Meenakshi Publication, Karaiudi.

Question Paper Pattern

Exam Duration : 3 Hours

Maximum Marks:75

Part – A 10 x 2 = 20 Answer All Questions (Two questions from each unit)

Part – B 5 x 5 = 25 Answer All Questions (Either or type – Two questions from each unit)

Part – C 3 x 10 = 30 Answer Any THREE Questions (One question from each unit)

Signature of the HOD

Credits : 4
Hours/Week : 4
Medium of Instruction : English

Code : RR1ACO1

SEMESTER – I
(For students admitted from 2015 onwards)

ALLIED – I
BUSINESS ECONOMICS

Objective: At the end of the course, the students shall be able to understand the principles of business economics and apply it to business situations.

Unit – I

Economics – Definition, Scope, Methodology, Laws – Micro and Macro Economics – Central Problems of All Economics – Economics Systems- Resource Allocation

Unit – II

Factors of Production and Specialization – Production Function and Laws of Returns and Behaviour of Cost – Objectives of Business Firm and Equilibrium Firm

Unit - III

Pricing Under perfect Competition – Supply Curve of Competition Industry – Pricing under Monopoly, Duopoly and Oligopoly – Monopolistic Competition

Unit – IV

Industrial Development in India – Industrial Policy – Small Scale Industries in India – Industrial Development in Tamil Nadu

Unit – V

Foreign Trade of India – Balance of Payments and Problem of Deficits – FDI – FII -

TEXT BOOK RECOMMENDED

1. Business Economics By K.P.M. Sundaram - Sultan Chand & Sons
2. Either “Indian Economy” By Sankaran - Marghan Publishers (or) “Indian Economy” By I.C.Dinagara – Sultan Chand & Sons (With Special Reference to Tamil Nadu)

Question Paper Pattern

Exam Duration : 3 Hours

Maximum Marks:75

Part – A 10 x 2 = 20 Answer All Questions (Two questions from each unit)

Part – B 5 x 5 = 25 Answer All Questions (Either or type – Two questions from each unit)

Part – C 3 x 10 = 30 Answer Any THREE Questions (One question from each unit)

Signature of the HOD

Credits : 5
Hours/Week : 6
Medium of Instruction : English

Code: RR2CO3

SEMESTER – II
(For students admitted from 2015 onwards)

BUSINESS ORGANIZATION AND MANAGEMENT

Objectives:

1. To familiarize with modern forms of organisation and
2. To introduce the primary functions of management

Unit – I

Definition of Business – Objectives of Modern Business- Essential Characteristics of Business – Qualities of a Successful Businessman – Promotion of a business Enterprise – Stages in Promotion – Problem in Promotion.

Unit – II

Modern Forms of Business Organisation – Sole Trader – Partnership – Joint Stock Companies– Co-operatives Societies-

Unit - III

Location of Industries – Factors influencing location – Primary factors – Secondary factors – Measurement of size of Business units – Factors influencing the size – Economics of Large scale business – Optimum firm.

Unit – IV

Management – Meaning-Importance- Levels of management- Administration vs. Management- Evolution of Management thought - Henry Fayol- FW Taylor –Elton Mayo-Peter F Drucker

Unit – V

Functions of Management – Planning -Organising – Staffing, Directing, Controlling – Features, Steps, Types and Importance

TEXT BOOK RECOMMENDED

1. Business Organisation and Management - Y.K.Bhusan
2. Business Organisation - C.B. Gupta

Question Paper Pattern

Exam Duration : 3 Hours

Maximum Marks:75

Part – A 10 x 2 = 20 Answer All Questions (Two questions from each unit)

Part – B 5 x 5 = 25 Answer All Questions (Either or type – Two questions from each unit)

Part – C 3 x 10 = 30 Answer Any THREE Questions (One question from each unit)

Signature of the HOD

Credits : 4
Hours/Week : 5
Medium of Instruction : English

Code: RR2ACO2

SEMESTER – II
(For students admitted from 2015 onwards)

PRINCIPLES OF MARKETING

Objectives:

1. To familiarize with the modern concepts of marketing
2. To have hands on experience in online marketing

Unit – I

Definition of Marketing – Modern Concept of Marketing – marketing and Selling – Marketing Functions – Buying – Transportation Warehousing – standardization – Grading – Packaging.

Unit – II

Buyer's Behaviour – Buying Motive – Market Segmentation – Market Strategies – Product Development, Introduction of New Product – Branding – Packaging Brand Loyalty.

Unit - III

Product – Features – Classification – Product Policy – Product life Cycle – Pricing – Kinds of Pricing.

Unit – IV

Sales Promotion – Promotional Methods – Advertising – Personal Selling

Unit – V

Marketing Research – Importance in Marketing Decisions – Marketing of Industrial products – Marketing of Consumer Products Marketing of Agriculture Products- e-marketing- (A practical session on on-line marketing)

TEXT BOOK RECOMMENDED

1. Marketing By Rajan Nair-Sultan Chand 7 & Sons
2. Marketing Management By Sherleka
3. Modern Marketing Principles and Practise by Pillai & Bagavathi.S, Chand & Co
New /Delhi

Question Paper Pattern

Exam Duration : 3 Hours

Maximum Marks:75

Part – A 10 x 2 = 20 Answer All Questions (Two questions from each unit)

Part – B 5 x 5 = 25 Answer All Questions (Either or type – Two questions from each unit)

Part – C 3 x 10 = 30 Answer Any THREE Questions (One question from each unit)

Signature of the HOD

Credits : 5
Hours / Week : 6
Medium of Instruction : English

Code : RR3CO4

SEMESTER – III
(For Students Admitted from 2015 Onwards)

BUSINESS ACCOUNTING
Core Course – IV – B.Com

Objectives:

1. To equip students to get through in the ICWAI(Inter) like professional exams
2. To familiarize with all sorts of Partnership accounting, Branch & Department Accounting and Claims accounting

Unit – I

Branch accounts and departmental accounts

Unit – II

Hire purchase accounts – Interest calculations – Default – Repossession – (Excluding Hire Purchase Trading Account and Stock & debtor system) - Installment Accounts

Unit - III

Admission and retirement of a partner, death of a partner (excluding joint life policy)

Unit – IV

Dissolution of firm – Insolvency of a partner or partners – Garner Vs Murray – Piecemeal distribution – Proportionate capital method – Maximum possible Loss method.

Unit – V

Insurance claims for loss of stock and loss of profits – Average clause .
(Theory – 25% Problem 75%)

Books Recommended

1. Advance accountancy By Shukla and Grewal – Sultan Chand & Sons
2. Advance accountancy By R.L.Gupta and Ramasamy - Sultan Chand & Sons
3. Advance accountancy By Jain and Narang – Kalyani Publications
4. Financial Accounting By Reddy and Murthy – Margham Publications

Question Paper Pattern

Exam Duration : 3 Hours

Maximum Marks:75

Part – A 10 x 2 = 20 Answer All Questions (Two questions from each unit)

Part – B 5 x 5 = 25 Answer All Questions (Either or type – Two questions from each unit)

Part – C 3 x 10 = 30 Answer Any THREE Questions (One question from each unit)

Signature of the HOD

Credits : 5
Hours / Week : 6
Medium of Instruction : English

Code : RR3CO5

SEMESTER – III
(For Students Admitted from 2015 Onwards)

HUMAN RESOURCES MANAGEMENT

Objectives:

1. To impart knowledge about Management of personnel in an organization.
2. To introduce the key functions of HRD Dept
3. To motivate the students to know and practice the traits of desired leadership

Unit – I

Meaning and Definition of HR Management –Characteristics, Scope, objectives – Principles of HR Management – Functions of HR department – Managerial and operative functions.

Unit – II

Basics and needs of Manpower planning – Factors affecting Manpower planning – Recruitment, Selection and placement of personnel; job description, job specification, job evaluation – Interviews and Tests

Unit - III

Training – Meaning – Importance – Methods – Performance Appraisal – Promotion - Transfer

Unit – IV

Motivation – importance and characteristics – positive and negative motivation – Theories of motivation

Unit – V

Concept of Leadership – Theories of Leadership – Leadership qualities and Traits

Books Recommended

1. Personnel Management by CB Memoria
2. Advanced Personnel Management by Ahuja
3. Industrial Relations and Personnel Management and Tripathi P.C
4. Personnel Management & Industries /Relations by Chaabra Taneja and Singh
5. Personnel Management by Aran Monoppa

Question Paper Pattern

Exam Duration: 3 Hours

Maximum Marks: 75

Part – A 10 x 2 = 20 Answer All Questions (Two questions from each unit)

Part – B 5 x 5 = 25 Answer All Questions (Either or type – Two questions from each unit)

Part – C 3 x 10 = 30 Answer Any THREE Questions (One question from each unit)

Signature of the HOD

Credits : 4 Code : RR3ACO4
Hours / Week : 4
Medium of Instruction : English

SEMESTER – III
(For Students Admitted from 2015 Onwards)

ALLIED - 4
BUSINESS LAWS

Objective:

To make the students aware of the legal environment introducing various Provisions of Important Acts relevant to the Indian business.

Unit – I

Introduction and scope of Mercantile Law – Growth and Sources of Mercantile Law – Nature and Kinds of Contracts – Offer and acceptance – Consideration – Capacity of Parties – Free Consent – Legality of object – Void Agreements – Contingent Contracts.

Unit – II

Performance of Contracts – Discharge of Contracts – Remedies for Breach Including Specific Performance – Quasi Contracts

Unit - III

Law of Agency – Classification of agents – Creation of agency – Rectification – rights and duties of agents – Personal liability of agent

Unit – IV

Law of Sale of Goods – Sale and Agreement to sell – Caveat Emptor – Conditions and Warranties – Transfer of Ownership – Sale by non-owners – Rights an unpaid vendor.

Unit – V

Law of Insurance – General Principles applicable to Insurance – Types of Insurance – Meaning and features

Books Recommended

1. Mercantile Law – M.Chukla, S.Chand & Co
2. Commercial Law – Chalwa and Garg, Kalyani Publishers
3. Business Law – N.D.Kapoor, Sultan Chand & Sons
4. Mercantile Law Batra and Kaltra – Tata McGraw Hill Company
5. Mercantile Law – M.C.Kuchal, Vikas Publishing House
6. Mercantile Law with Industrial Law – S.P.Iyengar and B.K.Goyal, R.Chand & Co.,

Question Paper Pattern

Exam Duration : 3 Hours

Maximum Marks:75

Part – A 10 x 2 = 20 Answer All Questions (Two questions from each unit)

Part – B 5 x 5 = 25 Answer All Questions (Either or type – Two questions from each unit)

Part – C 3 x 10 = 30 Answer Any THREE Questions (One question from each unit)

Signature of the HOD

Credits : 5
Hours / Week : 6
Medium of Instruction : English

Code : RR4CO6

SEMESTER – IV
(For Students Admitted from 2015 Onwards)

COST ACCOUNTING

Objectives:

1. To provide an in depth knowledge on cost ascertainment
2. To identify the areas of application of costing techniques
3. To make the students aware of the ICWAI course and motivate them to pursue the same

Unit – I

Definition, Scope of Nature of Cost Accounting – ICWAI Course structure-Cost concepts – Classification – Objectives and Advantages – Demerits of Cost Accounting – Methods and Techniques – Cost Units – Cost Centres – Cost Sheets.

Unit – II

Materials Cost – Purchase Procedure – Stores Procedure – Receipts and Issues of materials – Stores Organisation and Layout – Inventory Control – Levels of stock, Perpetual Inventory, ABC Analysis, EOQ – Stores Ledger – Pricing of Material Issues, FIFO, LIFO, Simple Average & Weighted Average.

Unit - III

Labour Cost – Time Recording and Time Booking – Methods of Remuneration and Incentive Schemes – Overtime and Idle Time – Labour Turnover – Types, Causes and Remedies.

Unit – IV

Overheads – Collection, Classification, Allocation, Apportionment, Absorption – Recovery Rates – Over and Under Absorption – Machine hour Rate and Reconciliation Statement.

Unit – V

Job Costing – Methods – Contract Costing – Process Costing (Excluding Inter Process)-
Operating Costing

(Theory 25% Problems 75%)

Books

- | | | |
|--------------------|---|------------------------------------|
| 1. Cost Accounting | - | Jawaharlal - TMH |
| 2. Cost Accounting | - | Jain & Narang – Kalani Publishers |
| 3. Cost Accounting | - | S.P.Iyengar, Sultan Chand & Sons |
| 4. Cost Accounting | - | Bhagwathi and Pillai, S.Chand & Co |
| 5. Cost Accounting | - | S.N.Maheswari, Sultan Chand & Sons |

Question Paper Pattern

Exam Duration : 3 Hours

Maximum Marks:75

Part – A 10 x 2 = 20 Answer All Questions (Two questions from each unit)

Part – B 5 x 5 = 25 Answer All Questions (Either or type – Two questions from each unit)

Part – C 3 x 10 = 30 Answer Any THREE Questions (One question from each unit)

Signature of the HOD

Credits	:	4	
Hours / Week	:	5	Code : RR4ACO5
Medium of Instruction	:	English	

SEMESTER – IV
(For Students Admitted from 2015 Onwards)

ALLIED - 5
COMPANY LAW AND SECRETARIAL PRACTICE

Objectives:

1. To introduce the recent changes in the Companies Act
2. To familiarize the various forms of secretarial duties
3. To make the students aware of the ACS course and motivate them to pursue the same

Unit – I

Company – Definition – Kinds – Incorporation – Duties of Secretary Regarding Registration – Memorandum of Association – Ultra-vires -Alteration of memorandum

Unit – II

Articles of Association – Alteration - Prospectus

Unit - III

Shares – Kinds – redemption of Preference Shares – Premium and Discount Allotment – Irregular Allotment – Minimum Subscription – Forfeiture of Shares – Secretarial Duties Regarding the Ministry of Company Affairs 21st Century – Demat Account.

Unit – IV

Membership Of Companies – Transfer and Transmission of Shares – Management of Companies – Board of Directors – Managing Director – Meetings of Companies – Notice, Proxy, Minutes, Resolution Etc., Legal Provisions.

Unit – V

Types of Secretaries – Functions – Company Secretary’s Appointment – Legal Position – Rights and Liabilities – Qualities and Qualifications- Course structure of ACS

Books Recommended

1. Company Secretarial Practice by Shukla And Gulshan, S.Chand & Co
2. Company Secretary Practice by Tandon
3. Company Secretarial Practice by P.K.Ghosh – S.Chand & Sons
4. Secretarial Practice for Corporates by N.D.Kapoor, Sultan Chand & Sons

(Students are expected to be aware of changes in law up to 6 months prior to the date of Examination)

Question Paper Pattern

Exam Duration : 3 Hours

Maximum Marks:75

Part – A 10 x 2 = 20 Answer All Questions (Two questions from each unit)

Part – B 5 x 5 = 25 Answer All Questions (Either or type – Two questions from each unit)

Part – C 3 x 10 = 30 Answer Any THREE Questions (One question from each unit)

Signature of the HOD

Credits : 4
Hours / Week : 5
Medium of Instruction : English

Code : RR4ACO6

SEMESTER – IV
(For Students Admitted from 2015 Onwards)

ALLIED - 6
INTERNATIONAL TRADE

Objectives:

1. To make the students aware of the importance of International trade and forex reserves
2. To give awareness about the recent changes in the EXIM policies

Unit – I

International trade – Meaning- Importance- Foreign Trade Act, 1992-Exim Policy-DGFT-IEC.

Unit – II

Regulation of International trade – giants from International trade and its measurement; terms of trade – different concepts; theory of reciprocal demand; factors affecting terms of trade – Free trade Vs protection; tariff, quota; dumping.

Unit - III

Forex – Fluctuations in Foreign exchange rates – Cause and effects – floating rates – exchange control in India – BOP and BOT – concepts – Disequilibrium – Kinds, causes and measures for correction.

Unit – IV

International Institutions and Trade Agreements – Bilateral and Multilateral Trade Systems – Customs union – GATT, WTO, UNCTAD, EU.

Unit – V

India's foreign trade – brief history and recent trends – volume, composition and direction – export promotion measures.

Books Recommended

1. International Trade and Export Management by C.Francis Cheruneelam, Himalaya Publishing House.
2. Foreign Exchnage by C.Jeevanandam,Sultan Chand & Sons, 4th Edn

Question Paper Pattern

Exam Duration : 3 Hours

Maximum Marks:75

Part – A 10 x 2 = 20 Answer All Questions (Two questions from each unit)

Part – B 5 x 5 = 25 Answer All Questions (Either or type – Two questions from each unit)

Part – C 3 x 10 = 30 Answer Any THREE Questions (One question from each unit)

Signature of the HOD

Credits : 5
Hours / Week : 5
Medium of Instruction : English

Code : RR5CO7

SEMESTER – V
(For Students Admitted from 2015 Onwards)

CORPORATE ACCOUNTING

Objectives:

1. To know about the basic concepts of accounting procedures.
2. To motivate the students to pursue higher studies like CA, ICWA etc.
3. To create the awareness to study the different accounting oriented computer programming
4. To encourage the students to face modern techniques in the accounting field.

Unit – I

Company Accounts – Introduction – Legal Provisions Regarding Issue of Shares, Applications, allotment, Calls, Forfeiture, Re-issue, Premium and Discount – Accounting Entries Regarding Redemption of Preference Shares.

Unit – II

Issue and Redemption of Debentures – Various kinds of Debentures – At par. At Discount, at Premium – Redemption through Sinking Fund, Purchase in the open Market, Conversion – Final Accounts of Companies

Unit - III

Amalgamation, Absorption and External and Internal Reconstruction of Companies

Unit – IV

Holding Companies Account – Consolidation of Balance Sheets (Excluding Chain holding , Cross holding and Inter Company Owings)

Unit – V

Banking Accounts (New format) – Insurance Accounts (New format) – Life and Fire Insurance only - IRDA

Books Recommended

1. Advanced Accountancy By Shukla and Grewal – Sulatan Chand & Sons.\
2. Advanced Accountancy By R.L.Gupta and Radhaswamy – Sultan Chand & Sons
3. Advanced Accountancy By Jain and Narang – Kalyan Publishers
4. Advanced Accountancy By Arulanandam and Raman, Himalaya Publications

Question Paper Pattern

Exam Duration : 3 Hours

Maximum Marks:75

Part – A 10 x 2 = 20 Answer All Questions (Two questions from each unit)

Part – B 5 x 5 = 25 Answer All Questions (Either or type – Two questions from each unit)

Part – C 3 x 10 = 30 Answer Any THREE Questions (One question from each unit)

Signature of the HOD

Credits	:	4	
Hours / Week	:	5	Code : RR5CO8
Medium of Instruction	:	English	

SEMESTER – V
(For Students Admitted from 2015 Onwards)

INCOME TAX LAW AND PRACTICE
Core Course –XII – B.Com

Objective:

1. To gain knowledge of the provisions of the Income Tax Act and their application in computation of income
2. To encourage the students to know the importance of PAN

Unit – I

Basis of Income Tax – Important definitions – Person, Income, Total Income, PAN – Casual Income – Residential Status – Incomes exempt from Income Tax

Unit – II

Computation of Income under the Head “Salaries” – Basis of charges – Different Forms of Salary – Allowances and Perquisites and their Valuations – Deductions from Salary – Provident Funds –deductions under Sec 80C

Unit - III

Computation of Income under the head Income from house property – basis of charge – Determination of Annual value – Income from let – out property – Self Occupied Property – Deductions allowed from Income from house property

Unit – IV

Computation of Income from Profits and gains of ‘Business and Profession’ – Basis of Charge – Basic Principles – Methods of Accounting - Deductions

Unit – V

Income from ‘Capital Gains’ and other sources – Basis of Charge – Short and Long term capital gains – computation – indexed cost of acquisition and improvement – exemptions – chargeability of short and long term capital gains – exempted capital gains

(Questions will relate to provisions applicable to latest assessment year only)
(Theory 25% Problem 75%)

Books Recommended

1. Income Tax by Vinod K.Singhania, Taxmann
2. Income Tax Law and Practice by Dinker Pagore, S.Chand & Sons
3. Income Tax by Bhagavathi Prasad, Vishnu Prakashan
4. Income Tax by Reddy and Reddy, Margham

Question Paper Pattern

Exam Duration : 3 Hours

Maximum Marks:75

Part – A 10 x 2 = 20 Answer All Questions (Two questions from each unit)

Part – B 5 x 5 = 25 Answer All Questions (Either or type – Two questions from each unit)

Part – C 3 x 10 = 30 Answer Any THREE Questions (One question from each unit)

Signature of the HOD

Credits : 4
Hours / Week : 5
Medium of Instruction : English

Code : RR5CO9

SEMESTER – V
(For Students Admitted from 2015 Onwards)

AUDITING

Objective:

1. To provide an understanding of the Principles and practice of Auditing
2. To give awareness about the CA course and to encourage the students to pursue

Unit – I

Fundamentals of Auditing – Classification of Audit – Internal Check, Internal Control – Preparation and Procedure of Audit

Unit – II

Vouching of Impersonal Ledgers – Valuation and Verification of Assets and Liabilities

Unit - III

Audit of Limited Companies – Shares Capital Audit – Presentation of Financial Statements – Audit Reports

Unit – IV

Appointment, Qualification, Rights and Liabilities of Company Auditors – Cost Audit – Miscellaneous Audits of Public Sector Units

Unit – V

Investigation – Professional Ethics – Misconduct – EDP and Mechanical Systems

Books Recommended

1. Text Book of Auditing By V.K.Batra and K.C Bagarta – TMH
2. Auditing By Jagdish Parkash – Kalyani Publishers
3. Auditing By Dinkar Pagare – Sultan Chand & Sons
4. Auditing By S.N. Tandon – S.Chand & Co

(Students are expected to be aware of changes in law up to 6 months prior to the date of Examination)

Question Paper Pattern

Exam Duration : 3 Hours

Maximum Marks:75

Part – A 10 x 2 = 20 Answer All Questions (Two questions from each unit)

Part – B 5 x 5 = 25 Answer All Questions (Either or type – Two questions from each unit)

Part – C 3 x 10 = 30 Answer Any THREE Questions (One question from each unit)

Signature of the HOD

Credits : 5
Hours / Week : 6
Medium of Instruction : English

Code : RR5COEL1

SEMESTER – V
(For Students Admitted from 2015 Onwards)

BUSINESS COMMUNICATION

Objectives

1. To Develop the skill of writing letters
2. To improve the skill for selling the products and collect overdue amounts without losing the customers
3. For the Awareness as to how to correspond with special organisations
4. To Utilize modern electronic device to improve communication

Unit – I

Nature and Scope of Business Communication – Meaning. Need and Importance of Commercial Correspondence – Structure of a Business Letter – Effective Business Letters – Commercial Terms and Abbreviations

Unit – II

Letters Enquiry – Replies, Offers and Quotations – Orders – Execution - Cancellation

Unit - III

Claims, Complaints and Adjustments – Circular Letters – Status Enquires – Collection Letters.

Unit – IV

Letters Relating to Agency – Application for Jobs – Bank Correspondence – Correspondence Relating to Exports and Imports

Unit – V

Drafting of Business Reports – Press Reports – Market Reports

Text Books Recommended

1. Effective Business English & Correspondence By M.S.Ramesh and Pattenshetty, R.Chand & Co
2. Business Correspondence & Report Writing By Sharma and Krishna Mohan, TMH
3. Business Communication By Rajinder Pal and Korla Halli, Sultan Chand & Sons

Question Paper Pattern

Exam Duration : 3 Hours

Maximum Marks:75

Part – A 10 x 2 = 20 Answer All Questions (Two questions from each unit)

Part – B 5 x 5 = 25 Answer All Questions (Either or type – Two questions from each unit)

Part – C 3 x 10 = 30 Answer Any THREE Questions (One question from each unit)

Signature of the HOD

Credits : 4
Hours / Week : 4
Medium of Instruction : English

Code : RR5COEL2

SEMESTER – V
(For Students Admitted from 2015 Onwards)

LABOUR LAWS

Objectives:

1. To impart knowledge about the legal safeguards to the Indian labourers by introducing the important provisions of select five Acts

Unit – I

The Factories Act 1948

Unit – II

The Industrial Disputes Act 1947

Unit - III

The payment of Wages Act 1948

Unit – IV

Trade Union Act

Unit – V

The Workmen's Compensation Act - 1923

Books Recommended

Mercantile Law with Industrial Law by S.P.Iyengar and BK Goyal, R.Chand & Co

Reference

Relevant Bare Acts

(Students are expected to be aware of changes in law up to 6 months prior to the date of Examination)

Question Paper Pattern

Exam Duration : 3 Hours

Maximum Marks:75

Part – A 10 x 2 = 20 Answer All Questions (Two questions from each unit)

Part – B 5 x 5 = 25 Answer All Questions (Either or type – Two questions from each unit)

Part – C 3 x 10 = 30 Answer Any THREE Questions (One question from each unit)

Signature of the HOD

Credits : 5
Hours / Week : 5
Medium of Instruction : English

Code : RR6CO10

SEMESTER – VI
(For Students Admitted from 2015 Onwards)

MANAGEMENT ACCOUNTING
Core Course –XI – B.Com

Objectives:

1. To help students how to diagonalise the strengths of a firm by looking at Financial Statements
2. To introduce the practical applications of Marginal and Budgetary Costing

Unit – I

Definition – Nature – Scope – Objectives – Merits – Limitations – Differences between Management Accounting and Financial Accounting – Financial Statement Analysis – Comparative Statements – Common Statements – Trend Percentages

Unit – II

Ratio Analysis – Meaning advantages, limitations – Calculation of various ratios – Construction of Balance Sheet from ratios.

Unit - III

Fund Flow Statement – Cash Flow Statement – (new format)

Unit – IV

Marginal Costing – CVP Analysis – Break Even Analysis – Managerial Applications

Unit – V

Budget and Budgetary Control – Preparation of production, Sales, Cash Flexible Budgets - Standard Costing – Material and Labour Variance only

Books Recommended

1. Management Accounting by S.N. Maheswari, Sultan Chand Company
2. Theory and Problems of Management Accounting By Khan & Jain, TMH

Reference

Management Accounting By Hingorani & Ramanathan, S.Chand & Sons

Question Paper Pattern

Exam Duration : 3 Hours

Maximum Marks:75

Part – A 10 x 2 = 20 Answer All Questions (Two questions from each unit)

Part – B 5 x 5 = 25 Answer All Questions (Either or type – Two questions from each unit)

Part – C 3 x 10 = 30 Answer Any THREE Questions (One question from each unit)

Signature of the HOD

Credits : 4
Hours / Week : 5
Medium of Instruction : English

Code : RR6CO11

SEMESTER – VI
(For Students Admitted from 2015 Onwards)

FINANCIAL MANAGEMENT

Objective:

1. To make the students gain knowledge about financial management by studying theory and solving practical problems.

Unit – I

Financial Management Meaning and Scope – Concepts in Valuation – Time Value of Money - EMI calculation – Risk and Return – Cost of Capital – Cost of Debt – Cost of Equity – Cost of Retained Earnings – Weighted Average Cost of Capital.

Unit – II

Financial Planning – Meaning and Scope – Capital Structure – Net Income Approach – Net Operating Income Approach – MM Approach – Arbitrage Process – Traditional Approach – Capital Structure Planning.

Unit - III

Leverage – Meaning and Types – Significance – Operating Leverage – Financial Leverage – Combined Leverage – Dividend Policy – Theories – Relationship With Value of Firms – Stock Dividend.

Unit – IV

Capital Budgeting – importance – payback period, Discounted Cash Flow, Net Present Value, Profitability Index Methods – Accounting Rate of Return.

Unit – V

Working Capital Management – Risk, Liquidity of Profitability – Trade off – Determination of Working Capital – Cash Management – Cash Budget - Concentration Banking and Lock Box System – Receivable Management – Credit Standards – Credit Policies – Inventory Management – Order Point – Safety Lock.

Books Recommended

1. Elements of Financial Management By – S.N.Maheswari, Sultan Chand & Sons.
2. Fundamentals of Financial Management By Prasanna Chandra
3. Theory and Problems of Financial Management – By Khan & Jain

Reference

1. Financial Management by R.K.Sharma, Kalyan Publishers
2. Financial Management by Kulkarni

(Theory 40% Problem 60%)

Question Paper Pattern

Exam Duration : 3 Hours

Maximum Marks:75

Part – A 10 x 2 = 20 Answer All Questions (Two questions from each unit)

Part – B 5 x 5 = 25 Answer All Questions (Either or type – Two questions from each unit)

Part – C 3 x 10 = 30 Answer Any THREE Questions (One question from each unit)

Signature of the HOD

Credits	:	4	
Hours / Week	:	5	Code : RR6CO12
Medium of Instruction	:	English	

SEMESTER – VI
(For Students Admitted from 2015 Onwards)

ENTREPRENEURIAL DEVELOPMENT
Core Course – XIII – B.Com

Objectives/Competencies:

1. To inculcate in the minds of students to become 'Job providers rather than Job seekers'
2. To develop innovative skills
3. To know about the financial assistance rendered by financial institutions
4. To meet the challenges and to develop the skill as 'risk taker' or 'risk bearer'
5. To encourage rural entrepreneurs
6. To teach incentives & subsidies, Schemes & Taxation benefits provided by the Government
7. To encourage women entrepreneurs & to know the special schemes offered by the Government
8. To enhance the ability of students in preparation of project reports

Unit – I

Concept of Entrepreneurship – Meaning – Definition – Characteristics – Functions – Role of Entrepreneurs in Economic Development – Classification of Entrepreneurs – Factors affecting entrepreneurial growth – Entrepreneurship Development Programmes – Self Employment Schemes – Govt. Policies on Entrepreneurial development – Small entrepreneurs development

Unit – II

Project – Project Appraisal – Project Formulation – Project Identification – Sources of Ideas – Preliminary Evaluation and Testing of ideas

Unit - III

Licensing Procedures to start and industrial unit – Demand based industries and Resource Based industries – Import Substitutions and Export oriented items – New procedures

Unit – IV

Incentives and subsidies of state and central Govt. aims – Govt. subsidies for backward areas – Industrial Estate – DIC – Role of Promotional and consultancy organizations of state and central Govt

Unit – V

Role of Financial Institutions in Entrepreneurial Growth – Project Financing – Sources of Financing – IDBI – IFCI and IRCI

Books Recommended

1. Entrepreneurial Development by C.Gupta, N.p. Srinivasan, Sultan Chand & Sons.
2. Dynamics of Entrepreneurial Development and Management by Vasant Desai, Himalaya Publishing House
3. Entrepreneurship Development Principles, Policies and Programme by P.Saravanel

Question Paper Pattern

Exam Duration : 3 Hours

Maximum Marks:75

Part – A 10 x 2 = 20 Answer All Questions (Two questions from each unit)

Part – B 5 x 5 = 25 Answer All Questions (Either or type – Two questions from each unit)

Part – C 3 x 10 = 30 Answer Any THREE Questions (One question from each unit)

Signature of the HOD

Credits : 4
Hours / Week : 5
Medium of Instruction : English

Code : RR6COP

SEMESTER – VI
(For Students Admitted from 2015 Onwards)

COMPUTER APPLICATIONS IN BUSINESS – PRACTICAL

Objective:

At the end of the course, the student shall be able to start and operate a PC and use MS office tools and maintain computerised accounting. With theoretical inputs and equal quantum of practicals in the Laboratory for Hands on experience, a student acquires the skill to independently operate a PC for maintaining computerized accounts of a business concern as well as give secretarial support to the office communication with the MS office tools of Word, Excel and Access with Tally 9.0 Package

MS - Word

Unit – I

1. Prepare a document in MS – Word. Give a heading by using the “Header and Footer” Option
2. Creating an application for the job with Bio-data.

Unit – II

1. Creating Circular letter with mail Merge options
2. Creating a Table by using the Split and merge options

MS - Excel

Unit - III

1. Creating a work sheet like Mark Sheet, Pay Bill.
2. Creating Charts
3. Creating a list for the enclosures
4. Filtering the data using Auto filter custom filters using comparison operation

Accounting Package - Tally

Unit – IV

Preparing voucher entries for the given transactions

Unit – V

Preparing final accounts from the Trial Balance given with any ten adjustments

Question Paper Pattern

Exam Duration : 3 Hours

Maximum Marks: 60

Practical Question Paper

Written and Practical 3 x 20 = 60 Marks (3 out of 5 Questions)

Signature of the HOD

Credits : 4
Hours / Week : 4
Medium of Instruction : English

Code : RR6COEL3

SEMESTER – VI
(For Students Admitted from 2015 Onwards)

FINANCIAL SERVICES
Major Elective Course –III – B.Com

Objective:

1. To introduce the various forms of financial services existing in India and the legal environment prevailing for the same.

Unit – I

Introduction to Financial Service – Merchant Banking Meaning – Scope - Functions – Management of News Issue – Indian Experience – SEBI Guidelines

Unit – II

Mutual Funds: Meaning – Types – Functions – Advantages – Institutions Involved – UTI, LIC, Commercial Banks – Entry of Private Sector – Performance – Growth of Mutual Funds in India SEBI Guidelines

Unit - III

Lease Financing : The Concept – Merits and Demerits of Leasing – Types – The Indian Leasing Scenario

Unit – IV

Hire Purchase: Meaning – RBI Guidelines – Hire Purchase and Transport Industry – Lease Vs Hire Purchase – Problem and Prospects of Hire Purchase in India – Concept of reverse mortgage.

Unit – V

Factoring: The Concept – Significance – Types – Factoring Mechanism – Factoring Vs Leasing – Factoring in India – Forfeitures – Kahyanasundaram Committee Recommendations

Books Recommended

1. Financial Management by Kucchal S.C. Vikas Publishing House, New Delhi
2. Investment Banking and Customers Service by Kothair C.R. Srihand Publishers, Jaipur
3. Kamath K.V. Kerker S.A. and Viswanath. T The Principles and Practice of Leasing, Lease Asia, England 1990
4. Financial Management by Pandery I.M. Vikas Publishing House, New Delhi
5. Financial Decision Making, problem and Cases by Srivastava R.M. Sultan & Co

Question Paper Pattern

Exam Duration : 3 Hours

Maximum Marks:75

Part – A 10 x 2 = 20 Answer All Questions (Two questions from each unit)

Part – B 5 x 5 = 25 Answer All Questions (Either or type – Two questions from each unit)

Part – C 3 x 10 = 30 Answer Any THREE Questions (One question from each unit)

Signature of the HOD

Credits : 3
Hours / Week : 4
Medium of Instruction : English

Code : RR4AA1

SEMESTER - III

(For Students Admitted from 2015 Onwards)

FINANCIAL ACCOUNTING (Allied Course –I B.Sc., Statistics)

Objectives

1. To make the students understand the basic concepts of accounting Procedures.
2. To motivate the students to pursue higher studies like C.A., ICWA etc.

Unit – I

Fundamentals of double entry book keeping, Meaning and objectives of book keeping – Accounting concepts and conventions – Principles of double entry – kinds of accounts – Rules for journalising – Balancing of Ledger accounts

Unit – II

Book of prime and subsidiary entries – Purchase book, sales book, Purchase return book, Sales Returns Book – Three Column Cash Book – Petty Cash Book.

Unit - III

Trial Balance – Error Disclosed and Error not disclosed by Trial Balance – Suspense Accounts

Unit – IV

Preparation of Final Accounts of a sole Trader – Trading Account, Profit and loss Account and Balance Sheet

Unit – V

Bills – Simple Bill Transactions - Renewal of a bill – Retiring of a bill – Journals only

(Theory 25 Marks

Problems 75 Marks)

Question Paper Pattern

Exam Duration : 3 Hours

Maximum Marks:75

Part – A 10 x 2 = 20 Answer All Questions (Two questions from each unit)

Part – B 5 x 5 = 25 Answer All Questions (Either or type – Two questions from each unit)

Part – C 3 x 10 = 30 Answer Any THREE Questions (One question from each unit)

Signature of the HOD

Credits : 3
Hours / Week : 4
Medium of Instruction : English

Code : RR4AA2

SEMESTER – IV
(For Students Admitted from 2015 Onwards)

COST ACCOUNTING
(Allied Course –II B.Sc., Statistics)

Objectives:

- 1.To provide fundamental knowledge on cost ascertainment
- 2.To identify the areas of application of costing techniques

Unit – I

Cost Accounting – Objectives – Financial Accounting Vs Cost Accounting – Advantages – Limitations – Cost classification – Elements of cost – Preparation of cost sheet.

Unit – II

Material control – Objectives – Essentials – Advantages – Fixation of stock level – Economic order Quantity.

Unit - III

ABC Analysis – Pricing of materials – First – in – first out – Last in First out – Simple Average – Weighted Average

Unit – IV

Labour cost – Introduction – Direct Labour – indirect labour – Labour turnover – Methods of Remuneration

Unit – V

Overhead – Meaning – Allocation and Apportionment – Reapportionment
(Theory 25% Problem 75%)

Books

1. Cost Accounting - Pillai & Bagavathi
2. Cost Accounting - Jain & Naray
3. Cost Accounting - Reddy & Hariprasad
4. Cost Accounting - Sri Maheswari

Question Paper Pattern

Exam Duration : 3 Hours

Maximum Marks:75

Part – A 10 x 2 = 20 Answer All Questions (Two questions from each unit)

Part – B 5 x 5 = 25 Answer All Questions (Either or type – Two questions from each unit)

Part – C 3 x 10 = 30 Answer Any THREE Questions (One question from each unit)

Signature of the HOD

Credits : 3
Hours / Week : 4
Medium of Instruction : English

Code : RR4AA3

SEMESTER - IV
(For Students Admitted from 2015 Onwards)

MANAGEMENT ACCOUNTING
(Allied Course –III B.Sc., Statistics)

Objectives:

1. To help students how to diagonalise the strengths of a firm by looking at Financial Statements
2. To introduce the practical applications of Budgetary Costing

Unit – I

Management Accounting – Introduction – Meaning – Characteristic – Scope – Objectives – Functions – Financial Accounting Vs Management Accounting – Cost Accounting Vs Management Accounting.

Unit – II

Financial Statement Analysis meaning and concept – Comparative Analysis – Common size Analysis – Trend Analysis

Unit - III

Ratio Analysis – Introduction – Meaning – Classification of Ratio – Limitations of Ratio Analysis

Unit – IV

Budgeting and Budgeting control – Introduction – Meaning – Nature – Objectives – Essentials of Good Budgeting – Classification and Types of Budget – Production Budget – Cash Budget – Fixed and Flexible Budget.

Unit – V

Capital Budgeting – Meaning and Nature – New and importance – Methods – Payback period method – Net Present Value Method

(Theory 50 Marks problem 50 Marks)

Books

1. Management Accounting - R.K.Sharma & Shasthi Gupta
2. Management Accounting - Dr.S.N.Maheswari
3. Management Accounting - Srinivasan & Ramachandran

Question Paper Pattern

Exam Duration : 3 Hours

Maximum Marks:75

Part – A 10 x 2 = 20 Answer All Questions (Two questions from each unit)

Part – B 5 x 5 = 25 Answer All Questions (Either or type – Two questions from each unit)

Part – C 3 x 10 = 30 Answer Any THREE Questions (One question from each unit)

Signature of the HOD

Credits : 4
Hours / Week : 4
Medium of Instruction : English

Code : RR5COELO1

SEMESTER – V
(For Students Admitted from 2015 Onwards)
FUNDAMENTALS OF FINANCIAL MARKET

Objective:

1. To make the students aware of the NCFM modules offered by the NSE and to encourage them to pursue the same.

Unit – I

Investment Basics – Investment – interest rates – Options available for investment – Short term and Long term financial options – Stock exchange – Share, Debt instrument, Derivate, Mutual Fund , Depository – Securities – Functions of securities – Regulators – Participants

Unit – II

Share Market - Primary Market – Issue of Shares – Issue price – Market capitalization - Difference between Public issue and private placement – Initial public offer – Shares are allotment - Offer for sale – Registrar to an issue – Draft for document – Prospectus offer documents – Listing of securities – Depository receipt – Global depository receipts - Secondary Market – Different between primary market and the secondary market – Role of the secondary market .

Unit – III

Derivatives – Types of derivatives – Option premium – Commodity exchange – Difference between commodity and derivatives - Depository – Depositories in bank – Depositories in India - Benefits of participation in a depository – Securities – Dematerialization – Physical certificates - Debt instruments, Government securities.

Unit – IV

Mutual Funds – Benefits of investing in mutual fund – NAV – Risks involved in investing in mutual fund – Types of mutual fund – Different of plans that mutual fund – Fund document – Management ETF – Miscellaneous corporate actions – Dividend declared by companies – Dividend yield – Stock split – Buyback of shares.

Unit – V

Concepts & Modes of Analysis – Simple interest - Compound interest – Time value of money – Annual return – Analyzing a company – Annual report – Funds - Fixed assets like gross block, depreciation and capital working progress - Ratio Analysis

Text book

Financial Market: A Beginners module found in NSE (NCFM) website (No other Text Books or Reference Preferred)

Question Paper Pattern

Exam Duration : 3 Hours

Maximum Marks:75

Part – A 10 x 2 = 20 Answer All Questions (Two questions from each unit)

Part – B 5 x 5 = 25 Answer All Questions (Either or type – Two questions from each unit)

Part – C 3 x 10 = 30 Answer Any THREE Questions (One question from each unit)

Signature of the HOD

Credits	:	4	
Hours / Week	:	4	Code: RR6COELO2
Medium of Instruction	:	English	

SEMESTER – VI
(For Students Admitted from 2015 Onwards)
PRINCIPLES OF INSURANCE

Objective:

1. This course intends to provide a basic understanding of the insurance mechanism. It explains the concept of insurance and how it is used to cover risk. How insurance is transacted as a business and how the insurance market operates is also explained.
2. To introduce the III Professional exams and help them to get through the ICO1 paper

Unit 1:

The Concept of Insurance and its Evolution: The basics and nature of insurance – evolution and nature of insurance – how insurance operates today – different classes of insurance – importance of insurance. *The Business of Insurance:* Management of risk by individuals – management of risk by insurers – fixing of premiums – reinsurance and its importance for insurers – role of insurance in economic development and social security – contribution of insurance to the society.

Unit 2:

The Insurance Market: The role of insurance in economic development and social security – contribution of insurance to the society- - various constituents of the insurance market – operations of insurance companies - operations of intermediaries – specialist insurance companies – insurance specialists – the role of regulators – other bodies connected with insurance.

Unit 3:

Insurance Customers: Understanding insurance customers – different customer needs – importance of customers – customer mindsets – customer satisfaction – customer behavior at purchase point – customer behavior when claim occurs – importance of ethical behavior. -Terms of an insurance contract – Common terms used in insurance – terms common to both life and non – life insurance – terms are specific to life and non – life insurance

Unit 4:

Life Insurance products: The risk of dying early – the risk of living too long –different products offered by life insurers – term plans – pure endowment plans –combinations of plans – traditional products – linked policies – features of annuities and group policies.

Unit 5:

General Insurance Products: Risks faced by the owner of assets – exposure to perils – features of products covering fire and allied perils – products covering marine and transit risks – products covering financial losses due to accidents – products covering financial losses due hospitalization – products covering miscellaneous risks.

Books Recommended

The latest text Material issued by the Insurance Institute of India for the paper Principles of Insurance

Question Paper Pattern

Exam Duration : 3 Hours

Maximum Marks:75

Part – A 10 x 2 = 20 Answer All Questions (Two questions from each unit)

Part – B 5 x 5 = 25 Answer All Questions (Either or type – Two questions from each unit)

Part – C 3 x 10 = 30 Answer Any THREE Questions (One question from each unit)

Signature of the HOD