

**DR. BABASAHEB AMBEDKAR MARATHWADA UNIVERSITY,  
Chhatrapati Sambhajinagar.**



**CIRCULAR /SU/CM/NEP-UG/50/2023**

It is hereby inform to all concerned that, on the recommendation of the Dean, Faculty of Commerce & Management; **the Academic Council at its meeting held on 30.11.2023 has accepted the following subject wise Curriculum of National Education Policy-2020** Under the Faculty of Commerce & Management.

| Sr.No | UG Subject wise Curriculum | Semester   |
|-------|----------------------------|------------|
| 01    | B.Com                      | Ist & IInd |
| 02    | B.Com. E-Commerce          | Ist & IInd |
| 03    | BBA                        | Ist & IInd |
| 04    | BCA                        | Ist & IInd |

**This is effective from the Academic Year 2024-25 and Onwards as per appended herewith.**


All concerned are requested to note the contents of this circular and bring notice to the students, teachers and staff for their information and necessary action.

University Campus,  
Aurangabad-431 004.

REF.NO. SU/UGSYLL/2024-25/18935-44

Date:- 13-12-2023.

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**Deputy Registrar,  
Academic Section  
Syllabus unit.**

**Copy forwarded with compliments to :-**

- 1] **The Principals, all concerned affiliated Colleges, Dr. Babasaheb Ambedkar Marathwada University.**
- 2] **The Director, University Network & Information Centre, UNIC, with a request to upload this Circular on University Website.**

**Copy to :-**

- 1] The Director, Board of Examination & Evaluation,
- 2] **The Section Officer, [ B.Com. Unit ] Examination Branch,**
- 3] The Section officer, [Eligibility Unit],
- 4] **The Programmer [Computer Unit-1] Examinations,**
- 5] **The Programmer [Computer Unit-2] Examinations,**
- 6] The In-charge, [E-Suvidha Kendra], Rajarshi Shahu Maharaj Pariksha Bhavan, Dr. Babasaheb Ambekar Marathwada University.
- 7] The Public Relation Officer,
- 8] The Record Keeper.



**DR. BABASAHEB AMBEDKAR  
MARATHWADA UNIVERSITY,  
AURANGABAD.**



Curriculum of  
**B.COM. HONORS**  
**BACHELOR OF COMMERCE**  
**I TO IIND SEMESTER**  
**APPLICABLE FOR AFFILIATED COLLEGES**  
  
**under NEP 2020**

*[ Effective from the Academic Year 2024-25 & onwards ]*





**Dr. Babasaheb Ambedkar Marathwada University**

**Aurangabad, M.S., India**

**3 Years B. Com., 4 Years B. Com. (Hons.) &  
4 Years B.Com. (Hons. with Research) Programme**

**Course Structure - Based on NEP 2020**

**Faculty of Commerce and Management**

**Course : B. Com.**

**Subject : Commerce**

**(With effect from Academic Year 2023 – 24)**

AS PER NEP 2020

Illustrative Credit distribution structure for Three / Four year Honours/ Honours with Research Degree Programme with Multiple Entry and Exit options – (Discipline Specific in Commerce)


B. Com. First Year

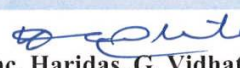
Semester: First and Second


| Sr. No             | Specification/ type of Papers | First Semester |         | Total Credits/ Semester | Second Semester |         | Total Credits/ Semester | Total Credits/ Year |
|--------------------|-------------------------------|----------------|---------|-------------------------|-----------------|---------|-------------------------|---------------------|
|                    |                               | Paper          | Credits |                         | Paper           | Credits |                         |                     |
| 1                  | Major Mandatory               | DSC-1          | 3       | 6                       | DSC-3           | 3       | 6                       | 12                  |
|                    |                               | DSC-2          | 3       |                         | DSC-4           | 3       |                         |                     |
| 2                  | Major Elective                | --             | --      | --                      | --              | --      | --                      |                     |
| 3                  | Minor                         | --             | --      | --                      | M-1             | 2       | 2                       | 2                   |
| 4                  | Generic/ Open Elective        | GE/OE-1        | 2       | 4                       | GE/OE-3         | 2       | 4                       | 8                   |
|                    |                               | GE/OE-2        | 2       |                         | GE/OE-4         | 2       |                         |                     |
| 5                  | Vocational Skill Course       | VSC-1          | 2       | 4                       | VSC-2           | 2       | 4                       | 8                   |
| 6                  | Skill Enhancement Course      | SEC-1          | 2       |                         | SEC-2           | 2       |                         |                     |
| 7                  | Ability Enhancement Course    | AEC-1          | 2       | 6                       | AEC-2           | 2       | 4                       | 10                  |
| 8                  | Value Education Course        | VEC-1          | 2       |                         | VEC-2           | 2       |                         |                     |
| 9                  | Indian Knowledge System       | IKS            | 2       |                         | --              | --      |                         |                     |
| 10                 | On Job Training               | --             | --      | 2                       | --              | --      | 2                       | 4                   |
| 11                 | Field Project                 | --             | --      |                         | --              | --      |                         |                     |
| 12                 | Community Engagement Project  | --             | --      |                         | --              | --      |                         |                     |
| 13                 | Co-curricular Course          | CC-1           | 2       |                         | CC-2            | 2       |                         |                     |
| 14                 | Research Project              | --             | --      |                         | --              | --      |                         |                     |
| Cum. Cr./ Semester |                               | --             | 22      | 22                      | --              | 22      | 22                      | 44                  |
| Cum. Cr./Year      |                               | --             | --      | --                      | --              | --      | --                      | 44                  |

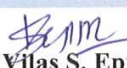
**Exit option:** Award of UG Certificate in Major with **44 credits** and an additional 4 credits core NSQF course/ Internship OR Continue with Major and Minor

**Total Credits Required for Obtaining Certification: 44 Credits + NSQF Course 4 Credits = 48 Credits**

  
Dr. Walmik. K. Sarwade  
Dean


  
Princ. Haridas. G. Vidhate  
Chairman

  
Dr. Ganesh. N. Kathar  
Chairman


  
Dr. Vilas S. Epper  
I/c Chairman


**B.Com. First Year - First Semester**

| Sr. No.                                | Paper Code                            | Paper Name                                     | No. of Credits |
|--|---------------------------------------|--|----------------|
| 1                                      | DSC - 1                               | Financial Accounting – I                       | 3              |
|  | DSC - 2                               | Business Mathematics and Statistics – I        | 3              |
| 2                                      | DSE                                   | -  | -              |
| 3                                      | M                                     | -  | -              |
| 4                                      | GE/OE - 1                             | (Choose any one from Pool /Basket)             | 2              |
|  |                                       | I. Business Economics- I                       |                |
|  |                                       | II. Fundamentals of Entrepreneurship           |                |
|  | III. Import & Substitution Management |  |                |
| GE/OE - 2                              | (Choose any one from Pool /Basket)    | 2  |                |
|  | I. Business Economics- II             |  |                |
|  | II. Entrepreneurship Development      |  |                |
| III. Export & Promotion Schemes        |                                       |  |                |
| 5                                      | VSE – 1                               | I.T. Application in Business – I               | 2              |
| 6                                      | SEC – 1                               | I.T. Application in Business – II              | 2              |
| 7                                      | AEC – 1                               | English  | 2              |
| 8                                      | VEC – 1                               | Indian Constitution                            | 2              |
| 9                                      | IKS                                   | Historical and Cultural Heritage of Marathwada | 2              |
| 10                                     | OJT                                   | -  | -              |
| 11                                     | FP                                    | -  | -              |
| 12                                     | CEP                                   | -  | -              |
| 13                                     | CC – 1                                | Health & Wellness                              | 2              |
| 14                                     | RP                                    | -  | -              |
| <b>Total Credit For First Semester</b> |                                       |  | <b>22</b>      |

  
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Chairman

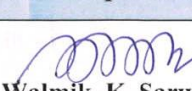
  
Dr. Ganesh. N. Kathar  
Chairman

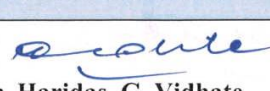
  
Dr. Vilas S. Epper  
I/c Chairman

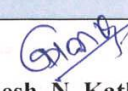
### B.Com. First Year - Second Semester

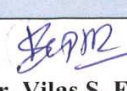
| Sr. No.                                 | Paper Code                                  | Paper Name                                 | No. of Credits |
|---|---|--|----------------|
| 1                                       | DSC – 3                                     | Financial Accounting – II                  | 3              |
|   | DSC – 4                                     | Business Mathematics and Statistics – II   | 3              |
| 2                                       | DSE   | -  | -              |
| 3                                       | M – 1                                       | Basic Finance                              | 2              |
| 4                                       | GE/OE – 3                                   | (Choose any one from Pool /Basket)         | 2              |
|   |   | I. Business Organization and Management- I |                |
|   |   | II. Banking                                |                |
|   | III. Business Environment – I               |  |                |
| GE/OE – 4                               | (Choose any one from Pool /Basket)          | 2  |                |
|   | I. Business Organization and Management- II |  |                |
|   | II. Insurance                               |  |                |
| III. Business Environment – II          |   |  |                |
| 5                                       | VSE – 2                                     | I.T. Application in Business – III         | 2              |
| 6                                       | SEC – 2                                     | I.T. Application in Business – IV          | 2              |
| 7                                       | AEC – 2                                     | English Communication                      | 2              |
| 8                                       | VEC – 2                                     | Environmental Studies                      | 2              |
| 9                                       | IKS   | -  | -              |
| 10                                      | OJT   | -  | -              |
| 11                                      | FP  | -  | -              |
| 12                                      | CEP   | -  | -              |
| 13                                      | CC – 2                                      | Sports and Fitness                         | 2              |
| 14                                      | RP  | -  | -              |
| <b>Total Credit For Second Semester</b> |   |  | <b>22</b>      |

|   |           |
|---|-----------|
| <b>Total Credits for First Year ( First +Second Semester)</b>                           | <b>44</b> |
| * <b>Exit Option with Certification (Choose any one NSQF Course from the following)</b> | <b>4</b>  |
| <b>1. Micro Finance Executive    2. Mutual Fund Advisor    3. Insurance Advisor</b>     |           |
| <b>T Credits Required for One Year UG Certification</b>                                 | <b>48</b> |

  
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Dean

  
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Chairman

  
Dr. Vilas S. Epper  
I/c Chairman



**B. Com. Second Year**


**Semester: Third and Fourth**


| Sr. No             | Specification/ type of Papers | Third Semester |         | Total Credits/ Semester | Fourth Semester |         | Total Credits/ Semester | Total Credits/ Year |
|--------------------|-------------------------------|----------------|---------|-------------------------|-----------------|---------|-------------------------|---------------------|
|                    |                               | Paper          | Credits |                         | Paper           | Credits |                         |                     |
| 1                  | Major Mandatory               | DSC-5          | 4       | 8                       | DSC-7           | 4       | 8                       | 16                  |
|                    |                               | DSC-6          | 4       |                         | DSC-8           | 4       |                         |                     |
| 2                  | Major Elective                | --             | --      | --                      | --              | --      | --                      | --                  |
| 3                  | Minor                         | M-2            | 4       | 4                       | M-3             | 4       | 4                       | 8                   |
| 4                  | Generic/ Open Elective        | GE/OE-5        | 4       | 4                       | GE/OE-6         | 4       | 4                       | 8                   |
| 5                  | Vocational Skill Course       | VSC-3          | 2       | 2                       | --              | --      | 2                       | 4                   |
| 6                  | Skill Enhancement Course      | --             | --      |                         | SEC-3           | 2       |                         |                     |
| 7                  | Ability Enhancement Course    | AEC-3          | 2       | 2                       | AEC-4           | 2       | 2                       | 4                   |
| 8                  | Value Education Course        | --             | --      |                         | --              | --      |                         |                     |
| 9                  | Indian Knowledge System       | --             | --      |                         | --              | --      |                         |                     |
| 10                 | On Job Training               | --             | --      |                         | 2               | --      |                         |                     |
| 11                 | Field Project                 | FP-1/or        | 2/ or   | --                      | --              |         |                         |                     |
| 12                 | Community Engagement Project  | --             | --      | CEP-1                   | 2               |         |                         |                     |
| 13                 | Co-curricular Course          | or/CC-3        | or/2    | CC-4                    | 2               |         |                         |                     |
| 14                 | Research Project              | --             | --      | --                      | --              | --      | --                      | --                  |
| Cum. Cr./ Semester |                               | --             | 22      | 22                      | --              | 22      | 22                      | 44                  |
| Cum. Cr./Year      |                               | --             | --      | --                      | --              | --      | --                      | 44                  |

**Exit option:** Award of UG Diploma in Major and Minor with **88 credits** and an additional 4 credits core NSQF course/ Internship OR Continue with Major and Minor


**Total Credits Required for Obtaining UG Diploma:**

**First Year 44 Credits + Second Year 44 Credits + NSQF Course 4 Credits = 92 Credits**

  
**Dr. Walmik. K. Sarwade**  
 Dean


  
**Princ. Haridas. G. Vidhate**  
 Chairman


  
**Dr. Ganesh. N. Kathar**  
 Chairman


  
**Dr. Vilas S. Epper**  
 I/c Chairman

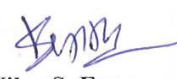
### B.Com. Second Year - Third Semester

| Sr. No.                                | Paper Code | Paper Name   | No. of Credits |
|--|------------|--|----------------|
| 1                                      | DSC - 5    | Corporate Accounting – I   | 4              |
|  | DSC – 6    | Cost Accounting – I  | 4              |
| 2                                      | DSE        | -  | -              |
| 3                                      | M – 2      | Goods & Services Tax – I   | 4              |
| 4                                      | GE/OE – 5  | I.T. Application in Business – V   | 2              |
| 5                                      | VSE – 3    | Rural Development  | 2              |
| 6                                      | SEC        | -  | -              |
| 7                                      | AEC – 3    | Modern Indian Language - I<br>(Choose any one from available Indian Languages)<br>1. Marathi            2. Hindi<br>3. Urdu                4. Pali<br>5. Sanskrit            6. Arabic<br>7. Or Any other language from amongst the approved languages by university | 2              |
| 8                                      | VEC        | -  | -              |
| 9                                      | IKS        | -  | -              |
| 10                                     | OJT        | -  | -              |
| 11                                     | FP         | Field Project  | 2              |
| 12                                     | CEP        | -  | -              |
| 13                                     | CC – 3     | Yoga / Cultural Activities   | 2              |
| 14                                     | RP         | -  | -              |
| <b>Total Credit For Third Semester</b> |            |  | <b>22</b>      |

  
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Chairman

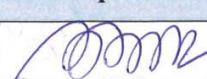
  
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Chairman

  
Dr. Vilas S. Epper  
I/c Chairman

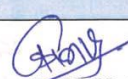
**B.Com. Second Year - Fourth Semester**

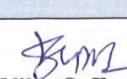
| Sr. No.                                 | Paper Code | Paper Name   | No. of Credits |
|---|------------|--|----------------|
| 1                                       | DSC – 7    | Corporate Accounting – II  | 4              |
|   | DSC – 8    | Cost Accounting – II   | 4              |
| 2                                       | DSE        | -  | -              |
| 3                                       | M – 3      | Goods & Services Tax – II  | 4              |
| 4                                       | GE/OE – 3  | I.T. Application in Business – VI  | 2              |
| 5                                       | VSE        | -  | -              |
| 6                                       | SEC – 3    | Travel & Tourism   | 2              |
| 7                                       | AEC – 4    | Modern Indian Language - I<br>(Choose any one from available Indian Languages)<br>1. Marathi            2. Hindi<br>3. Urdu                4. Pali<br>5. Sanskrit            6. Arabic<br>7. Or Any other language from amongst the approved languages by university | 2              |
| 8                                       | VEC        | -  | -              |
| 9                                       | IKS        | -  | -              |
| 10                                      | OJT        | -  | -              |
| 11                                      | FP         | -  | -              |
| 12                                      | CEP        | Business Documentation   | 2              |
| 13                                      | CC – 2     | NSS / NCC / Fine / Applied / Visual / Performing Arts  | 2              |
| 14                                      | RP         | -  | -              |
| <b>Total Credit For Fourth Semester</b> |            |  | <b>22</b>      |

|  |   |           |
|--|---|-----------|
| <b>Total Credits for First Year + Second Year (Sem I to Sem IV)</b>                  |   | <b>88</b> |
| <b>* Exit Option with UG Diploma (Choose any one NSQF Course from the following)</b> |   |           |
| 1.   | 1. Accounts Executive      2. Banking Associate<br>3. Business Correspondence & Facilitator | 4         |
| <b>T Credits Required for Two Year UG Diploma</b>                                    |   | <b>92</b> |

  
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I/c Chairman


**B. Com. Third Year**


**Semester: Fifth & Sixth**


| Sr. No             | Specification/<br>type of Papers | Fifth Semester |         | Total Credits/<br>Semester | Sixth Semester |         | Total Credits/<br>Semester | Total Credits/<br>Year |
|--------------------|----------------------------------|----------------|---------|----------------------------|----------------|---------|----------------------------|------------------------|
|                    |                                  | Paper          | Credits |                            | Paper          | Credits |                            |                        |
| 1                  | Major Mandatory                  | DSC-9          | 4       | 8                          | DSC-11         | 4       | 10                         | 26                     |
|                    |                                  | DSC-10         | 4       |                            | DSC-12         | 4       |                            |                        |
|                    |                                  |                |         |                            | DSC-13         | 2       |                            |                        |
| 2                  | Major Elective                   | DSE-1          | 4       | 4                          | DSE-2          | 4       | 4                          |                        |
| 3                  | Minor                            | M-4            | 4       | 4                          | M-5            | 4       | 4                          | 8                      |
| 4                  | Generic/<br>Open Elective        | --             | --      | --                         | --             | --      | --                         | --                     |
| 5                  | Vocational Skill Course          | VSC-4          | 4       | 4                          | --             | --      | --                         | 4                      |
| 6                  | Skill Enhancement Course         | --             | --      |                            | --             | --      |                            |                        |
| 7                  | Ability Enhancement Course       | --             | --      | --                         | --             | --      | --                         | --                     |
| 8                  | Value Education Course           | --             | --      |                            | --             | --      |                            |                        |
| 9                  | Indian Knowledge System          | --             | --      |                            | --             | --      |                            |                        |
| 10                 | On Job Training                  | --             | --      | 2                          | OJT-1          | 4       | 4                          | 6                      |
| 11                 | Field Project                    | FP-2           | 2/ or   |                            | --             | --      |                            |                        |
| 12                 | Community Engagement Project     | CEP-           | or/ 2   |                            | --             | --      |                            |                        |
| 13                 | Co-curricular Course             | --             | --      |                            | --             | --      |                            |                        |
| 14                 | Research Project                 | --             | --      |                            | --             | --      |                            |                        |
| Cum. Cr./ Semester |                                  | --             | 22      | 22                         | --             | 22      | 22                         | 44                     |
| Cum. Cr./Year      |                                  | --             | --      | --                         | --             | --      | --                         | 44                     |

**Exit option:** Award of UG Degree in Major with 132 credits OR Continue with Major and Minor

  
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Chairman


  
Dr. Vilas S. Epper  
I/c Chairman


### B.Com. Third Year - Fifth Semester

| Sr. No.                                | Paper Code | Paper Name  | No. of Credits |
|--|------------|---|----------------|
| 1                                      | DSC – 9    | Management Accounting – I   | 4              |
|  | DSC – 10   | Advanced Financial Accounting – I   | 4              |
| 2                                      | DSE – 1    | Business Regulatory Framework – I   | 4              |
| 3                                      | M – 4      | Computerized Accounting – I   | 4              |
| 4                                      | GE/OE      | -   | -              |
| 5                                      | VSE        | Auditing  | 4              |
| 6                                      | SEC        | -   | -              |
| 7                                      | AEC        | -   | -              |
| 8                                      | VEC        | -   | -              |
| 9                                      | IKS        | -   | -              |
| 10                                     | OJT        | -   | -              |
| 11                                     | FP         | <p>Field Project</p> <ul style="list-style-type: none"> <li>• Students are required to undertake survey (online/Offline) in any of the following areas: <ul style="list-style-type: none"> <li>a. Banking / Loans and Advances/ NPA/Online Frauds</li> <li>b. Taxation / Challenges in Compliances</li> <li>c. Socio Economic Survey/Market Survey</li> <li>d. Agricultural Marketing / Agricultural Production / Agricultural Businesses</li> <li>e. Any other topic in consultation with the guiding faculty</li> </ul> </li> </ul> | 2              |
| 12                                     | CEP        | -   | -              |
| 13                                     | CC         | -   | -              |
| 14                                     | RP         | -   | -              |
| <b>Total Credit For Fifth Semester</b> |            |   | <b>22</b>      |

  
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Chairman


  
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I/c Chairman


**B.Com. Third Year - Sixth Semester**


| Sr. No.                                | Paper Code | Paper Name  | No. of Credits |
|--|------------|---|----------------|
| 1                                      | DSC – 11   | Management Accounting – II  | 4              |
|  | DSC – 12   | Advanced Financial Accounting – II  | 4              |
|  | DSC – 13   | Direct Tax  | 2              |
| 2                                      | DSE – 2    | Business Regulatory Framework – II  | 4              |
| 3                                      | M – 5      | Computerized Accounting – II  | 4              |
| 4                                      | GE/OE      | -   | -              |
| 5                                      | VSE        | -   | -              |
| 6                                      | SEC        | -   | -              |
| 7                                      | AEC        | -   | -              |
| 8                                      | VEC        | -   | -              |
| 9                                      | IKS        | -   | -              |
| 10                                     | OJT – 1    | <p><b>On the Job Training in any one of the following Organisations</b></p> <p>a. Chartered Accountant Firm/ Tax Consultant / Auditors Firm</p> <p>b. Accounting Sections of Malls /Departmental Stores/SSI/MSME</p> <p>c. Trading Firms, Agencies, Dealers and any other organisation in consultation with guiding teacher</p> <p>d. Any type of Banks /Co-operative Societies etc.</p> <p><b>*Note:</b> Student is required to obtain certificate from respective organisation where on the job training is completed for 60 Hrs.</p> | 4              |
| 11                                     | FP         | -   | -              |
| 12                                     | CEP        | -   | -              |
| 13                                     | CC         | -   | -              |
| 14                                     | RP         | -   | -              |
| <b>Total Credit For Sixth Semester</b> |            |   | <b>22</b>      |

|  |            |
|--|------------|
| <b>Total Credits for Acquiring UG Degree</b>                   | <b>132</b> |
| <b>First Year+ Second year+ Third Year ( I to VI Semester)</b> |            |

  
Dr. Walmik. K. Sarwade  
Dean

  
Princ. Haridas. G. Vidhate  
Chairman


  
Dr. Ganesh. N. Kathar  
Chairman


  
Dr. Vilas S. Epper  
I/c Chairman


**B. Com. Fourth Year UG Honours Degree**  
**Semester: Seventh & Eighth**


| Sr. No             | Specification/<br>type of Papers | Seventh Semester |         | Total Credits/<br>Semester | Eighth Semester |         | Total Credits/<br>Semester | Total Credits/<br>Year |
|--------------------|----------------------------------|------------------|---------|----------------------------|-----------------|---------|----------------------------|------------------------|
|                    |                                  | Paper            | Credits |                            | Paper           | Credits |                            |                        |
| 1                  | Major Mandatory                  | DSC-14           | 4       | 14                         | DSC-18          | 4       | 14                         | 28                     |
|                    |                                  | DSC-15           | 4       |                            | DSC-19          | 4       |                            |                        |
|                    |                                  | DSC-16           | 4       |                            | DSC-20          | 4       |                            |                        |
|                    |                                  | DSC-17           | 2       |                            | DSC-21          | 2       |                            |                        |
| 2                  | Major Elective                   | DSE-3            | 4       | 4                          | DSE-4           | 4       | 4                          | 8                      |
| 3                  | Minor                            | RM               | 4       | 4                          | --              | --      | --                         | 4                      |
| 4                  | Generic/<br>Open Elective        | --               | --      | --                         | --              | --      | --                         | --                     |
| 5                  | Vocational Skill Course          | --               | --      | --                         | --              | --      | --                         | --                     |
| 6                  | Skill Enhancement Course         | --               | --      | --                         | --              | --      | --                         | --                     |
| 7                  | Ability Enhancement Course       | --               | --      | --                         | --              | --      | --                         | --                     |
| 8                  | Value Education Course           | --               | --      | --                         | --              | --      | --                         | --                     |
| 9                  | Indian Knowledge System          | --               | --      | --                         | --              | --      | --                         | --                     |
| 10                 | On Job Training                  | --               | --      | --                         | OJT-2           | 4       | 4                          | 4                      |
| 11                 | Field Project                    | --               | --      | --                         | --              | --      | --                         |                        |
| 12                 | Community Engagement Project     | --               | --      | --                         | --              | --      | --                         |                        |
| 13                 | Co-curricular Course             | --               | --      | --                         | --              | --      | --                         |                        |
| 14                 | Research Project                 | --               | --      | --                         | --              | --      | --                         | --                     |
| Cum. Cr./ Semester |                                  | --               | 22      | 22                         | --              | 22      | 22                         | 44                     |
| Cum. Cr./Year      |                                  | --               | --      | --                         | --              | --      | --                         | 44                     |

**Four Year UG Honours Degree in Major and Minor with 176 credits**

  
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I/c Chairman


**B.Com. Fourth Year - Seventh Semester**  
**Group - I: Accounts & Finance**

| Sr. No.                                  | Paper Code | Paper Name                   | No. of Credits |
|--|------------|------------------------------|----------------|
| 1  | DSC - 14   | Financial Management         | 4              |
|  | DSC - 15   | Capital Markets              | 4              |
|  | DSC - 16   | Project Management & Finance | 4              |
|  | DSC - 17   | Personal Financial Planning  | 2              |
| 2  | DSE - 3    | Working Capital Management   | 4              |
| 3  | Minor      | Research Methodology         | 4              |
| 4  | GE/OE      |                              |                |
| 5  | VSE        |                              |                |
| 6  | SEC        |                              |                |
| 7  | AEC        |                              |                |
| 8  | VEC        |                              |                |
| 9  | IKS        |                              |                |
| 10                                       | OJT        |                              |                |
| 11                                       | FP         |                              |                |
| 12                                       | CEP        |                              |                |
| 13                                       | CC         |                              |                |
| 14                                       | RP         |                              |                |
| <b>Total Credit For Seventh Semester</b> |            |                              | <b>22</b>      |

  
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I/c Chairman




**B.Com. Fourth Year - Eighth Semester**  
**Group - I: Accounts & Finance**

| Sr. No.                                 | Paper Code | Paper Name   | No. of Credits |
|---|------------|--|----------------|
| 1                                       | DSC – 18   | Securities Analysis & Portfolio Management   | 4              |
|   | DSC – 19   | Financial Technology and Analysis  | 4              |
|   | DSC – 20   | Financial Risk Management  | 4              |
|   | DSC – 21   | Behavioural Finance  | 2              |
| 2                                       | DSE – 4    | Analysis of Financial Statements   | 4              |
| 3                                       | M          | -  | -              |
| 4                                       | GE/OE      | -  | -              |
| 5                                       | VSE        | -  | -              |
| 6                                       | SEC        | -  | -              |
| 7                                       | AEC        | -  | -              |
| 8                                       | VEC        | -  | -              |
| 9                                       | IKS        | -  | -              |
| 10                                      | OJT – 2    | <b>On the Job Training &amp; Preparation of Project Report related to:-</b><br>a. Detailed Project Report (DPR), Bank Project Report, Intern with Statutory Auditor<br>b. Internship with Clearing House Agent /Internship with Investment Broker.<br>c. Any Other project training and report preparation in consultation with guiding teacher. | 4              |
| 11                                      | FP         | -  | -              |
| 12                                      | CEP        | -  | -              |
| 13                                      | CC         | -  | -              |
| 14                                      | RP         | -  | -              |
| <b>Total Credit For Eighth Semester</b> |            |  | <b>22</b>      |


**Total Credits for Acquiring UG Honours Degree**

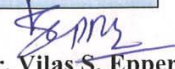
**First Year+ Second year+ Third Year + Fourth Year ( I to VIII Semester)**

**176**

  
Dr. Walmik. K. Sarwade  
Dean


  
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Chairman

  
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I/c Chairman


**B.Com. Fourth Year - Seventh Semester**  
**Group - II: Marketing**

| Sr. No.                                  | Paper Code | Paper Name                           | No. of Credits |
|--|------------|--------------------------------------|----------------|
| 1  | DSC - 14   | Fundamentals of Marketing Management | 4              |
|  | DSC - 15   | Marketing Research                   | 4              |
|  | DSC - 16   | Advertising & Media Management       | 4              |
|  | DSC - 17   | Agriculture and Food Management      | 2              |
| 2  | DSE - 3    | International Marketing              | 4              |
| 3  | Minor      | Research Methodology                 | 4              |
| 4  | GE/OE      |                                      |                |
| 5  | VSE        |                                      |                |
| 6  | SEC        |                                      |                |
| 7  | AEC        |                                      |                |
| 8  | VEC        |                                      |                |
| 9  | IKS        |                                      |                |
| 10                                       | OJT        |                                      |                |
| 11                                       | FP         |                                      |                |
| 12                                       | CEP        |                                      |                |
| 13                                       | CC         |                                      |                |
| 14                                       | RP         |                                      |                |
| <b>Total Credit For Seventh Semester</b> |            |                                      | <b>22</b>      |

  
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**B.Com. Fourth Year - Eighth Semester  
Group - I: Marketing**

| Sr. No.                                 | Paper Code | Paper Name  | No. of Credits |
|---|------------|---|----------------|
| 1                                       | DSC - 18   | Integrated Marketing Communication  | 4              |
|   | DSC - 19   | Social Media & Brand Management   | 4              |
|   | DSC - 20   | Distribution & Logistic Management  | 4              |
|   | DSC - 21   | Rural Marketing   | 2              |
| 2                                       | DSE - 4    | Sustainability and Ethical Aspects of Marketing   | 4              |
| 3                                       | M          | -   | -              |
| 4                                       | GE/OE      | -   | -              |
| 5                                       | VSE        | -   | -              |
| 6                                       | SEC        | -   | -              |
| 7                                       | AEC        | -   | -              |
| 8                                       | VEC        | -   | -              |
| 9                                       | IKS        | -   | -              |
| 10                                      | OJT - 2    | <b>On the Job Training &amp; Preparation of Project Report related to:-</b><br>a. Launching of a New Product / Selection of Marketing Channel / Exploring of New Market<br>b. Selection of Media Vehicle/ Market Research for Modification of Product/ Feedback Mechanism<br>c. Any Other project training and report preparation in consultation with guiding teacher. | 4              |
| 11                                      | FP         | -   | -              |
| 12                                      | CEP        | -   | -              |
| 13                                      | CC         | -   | -              |
| 14                                      | RP         | -   | -              |
| <b>Total Credit For Eighth Semester</b> |            |   | <b>22</b>      |

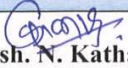
**Total Credits for Acquiring UG Honours Degree**

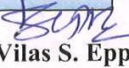
**First Year+ Second year+ Third Year + Fourth Year ( I to VIII Semester)**

**176**

  
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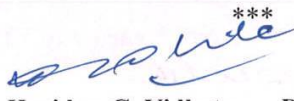
  
Dr. Ganesh. N. Kathar  
Chairman


  
Dr. Vilas S. Epper  
I/c Chairman


### Abbreviations:

|                                   |  |
|-----------------------------------|--|
| <b>Major</b>                      | Comprising Mandatory and Elective (Minimum 50% of total credits corresponding to 3 or 4 year UG degree)  |
| <b>Minor</b>                      | Minor subjects may be from different disciplines of the same faculty of DSC Major (Core) or from different faculty altogether  |
| <b>OE</b>                         | Open Elective (Choose any one from Pool/Basket of Courses from same discipline or faculty /other discipline or faculty) Faculty wise baskets of OE shall be prepared by University |
| <b>VSC</b>                        | Vocational Skill Course (Choose any one from pool of Major) including hands on training corresponding to the Major and / or Minor Subject  |
| <b>SEC</b>                        | Skill Enhancement Course (Choose any one from pool / basket skill courses approved by University)  |
| <b>AEC</b>                        | Ability Enhancement Course (Two of 2+2 credits of English & Two 2+2 of Modern Indian Languages)  |
| <b>VEC</b>                        | Value Education Course (such as understanding India, Environment Science/Education, and Digital and Technological Solutions)   |
| <b>IKS</b>                        | Indian Knowledge System (Major Specific IKS included under Major approved by University)   |
| <b>OJT</b>                        | On Job Training  |
| <b>FP</b>                         | Field Project (corresponding to the Major (Core) Subject)  |
| <b>CEP</b>                        | Community Engagement Project (corresponding to the Major (Core) Subject)   |
| <b>CC</b>                         | Co-Curricular Courses (such as Health and Wellness, Yoga education Sports and fitness, Cultural Activities, NSS/NCC and Fine /Applied/Visual/Performing Arts)                      |
| <b>RP</b>                         | Research Project (corresponding to the Major (Core) Subject)   |
| <b>MIL</b>                        | Modern Indian Languages  |
| <b>Internship/ Apprenticeship</b> | Corresponding to the Major (Core) Subject)   |

  
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**AS PER NEP 2020**

**Illustrative Credit distribution structure for Three/ Four year Honours/ Honours with  
Research Degree Programme with Multiple Entry and Exit options –  
(Discipline Specific in Commerce)**

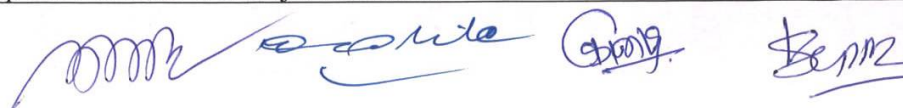
**B. Com. First Year**

**Semester:** First Semester & Second Semester

**Subject:** Commerce

| Sr. No             | Specification/ type of Papers | First Semester |         | Total Credits/ Semester | Second Semester |         | Total Credits/ Semester | Total Credits/ Year |
|--------------------|-------------------------------|----------------|---------|-------------------------|-----------------|---------|-------------------------|---------------------|
|                    |                               | Paper          | Credits |                         | Paper           | Credits |                         |                     |
| 1                  | Major Mandatory               | DSC-1          | 3       | 6                       | DSC-3           | 3       | 6                       | 12                  |
|                    |                               | DSC-2          | 3       |                         | DSC-4           | 3       |                         |                     |
| 2                  | Major Elective                | --             | --      | --                      | --              | --      | --                      | --                  |
| 3                  | Minor                         | --             | --      | --                      | M-1             | 2       | 2                       | 2                   |
| 4                  | Generic/ Open Elective        | GE/OE-1        | 2       | 4                       | GE/OE-3         | 2       | 4                       | 8                   |
|                    |                               | GE/OE-2        | 2       |                         | GE/OE-4         | 2       |                         |                     |
| 5                  | Vocational Skill Course       | VSC-1          | 2       | 4                       | VSC-2           | 2       | 4                       | 8                   |
| 6                  | Skill Enhancement Course      | SEC-1          | 2       |                         | SEC-2           | 2       |                         |                     |
| 7                  | Ability Enhancement Course    | AEC-1          | 2       | 6                       | AEC-2           | 2       | 4                       | 10                  |
| 8                  | Value Education Course        | VEC-1          | 2       |                         | VEC-2           | 2       |                         |                     |
| 9                  | Indian Knowledge System       | IKS            | 2       |                         | --              | --      |                         |                     |
| 10                 | On Job Training               | --             | --      | 2                       | --              | --      | 2                       | 4                   |
| 11                 | Field Project                 | --             | --      |                         | --              | --      |                         |                     |
| 12                 | Community Engagement Project  | --             | --      |                         | --              | --      |                         |                     |
| 13                 | Co-curricular Course          | CC-1           | 2       |                         | CC-2            | 2       |                         |                     |
| 14                 | Research Project              | --             | --      |                         | --              | --      |                         |                     |
| Cum. Cr./ Semester |                               | --             | 22      | 22                      | --              | 22      | 22                      | 44                  |
| Cum. Cr./Year      |                               | --             | --      | --                      | --              | --      | --                      | 44                  |

**Exit option:** Award of UG Certificate in Major with **44 credits** and an additional 4 credits core NSQF course/ Internship OR Continue with Major and Minor



**B. Com. First Year Second Semester – Based on NEP 2020**

| Major Mandatory   | Minor                               | Generic/Open Elective   | Generic/Open Elective  | Vocational Skill Course            | Skill Enhancement Course          | Ability Enhancement Course | Value Education Course | Co-Curricular Course                   |
|---|-------------------------------------|---|--|------------------------------------|-----------------------------------|----------------------------|------------------------|--|
| <b>DSC</b>  | <b>M-1</b>                          | <b>GE/OE-3</b>  | <b>GE/OE-4</b>   | <b>VSE-2</b>                       | <b>SEC-2</b>                      | <b>AEC-2</b>               | <b>VEC-2</b>           | <b>CC-2</b>                            |
| <b>DSC-3</b>  |                                     | (Choose any one from Pool/Basket)   | (Choose any one from Pool/Basket)  |                                    |                                   |                            |                        |  |
| 1. Financial Accounting-II<br><b>(3 Credits)</b>                | Basic Finance<br><b>(2 Credits)</b> | I. Business Organization & Management - I<br>II. Banking<br>III. Business Environment-I<br><b>(2 Credits)</b> | I. Business Organization & Management – II<br>II. Insurance<br>III. Business Environment -II<br><b>(2 Credits)</b> | I.T. Application in Business – III | I.T. Application in Business - IV | English Communication      | Environmental Studies  | Sports & Fitness<br><b>(2 Credits)</b> |
| <b>DSC-4</b>  |                                     |   |  |                                    |                                   |                            |                        |  |
| 2. Business Mathematics & Statistics – II<br><b>(3 Credits)</b> |                                     |   |  |                                    |                                   |                            |                        |  |
| <b>Total Credits for First Semester: 22 Credits</b>             |                                     |   |  |                                    |                                   |                            |                        |  |








**DSC-3 : Financial Accounting-II**

| No. of Credits   | No. of Teaching Hours   | No. of Lectures per Week |
|--|---|--------------------------|
| 3  | 45 Hours  | 3                        |
| <b>Objectives:</b> The purpose of this course is to develop the skill among the students about Preparing an organization's accounts. |   |                          |
| Unit No.   | Contents  | No. of Hours             |
| I  | <b>Accounting Principles and Accounting Standards (Theory)</b><br>GAAP ,AS-1, AS-2, AS-7,AS-9, AS-10, AS-17   | 5                        |
| II   | <b>Final Accounts of Non-trading Concerns (Numerical)</b><br>• Meaning of Non-trading concerns, features, Capital and Revenue Receipts and Expenditures, difference between Receipts and Payments Account, Income and Expenditure Account, Preparation of Final Accounts  | 10                       |
| III  | <b>Branch Accounts (Numerical)</b><br>Meaning of Branch and Branch Account, Objectives of Branch Account, Classification of Branches, Accounting for Dependent Branches-Methods of Accounting for Branch Accounting:<br><b>Debtors System</b> -Meaning, Cost Price Method and Invoice Price Method, Accounting Entries in the books of Head Office and Ledger Accounts.<br><b>Stock and Debtors System</b> -Meaning, Accounting entries in the Books of Head Office and Ledger Accounts | 10                       |
| IV   | <b>Departmental Accounts (Numerical)</b><br>Meaning, Objectives, Advantages of Department Accounts, Accounting Procedure- Unitary method and Tabular or Columnar Method, Allocation of Expenses and Incomes, Inter-departmental Transfers, Preparation of Departmental Trading, Profit and Loss Account and Balance Sheet.  | 10                       |
| V  | <b>Consignment Accounting (Numerical)</b><br>Meaning of Consignment Account, Distinction between Consignment and Sale, Valuation of Inventories, Goods Invoiced above Cost, Normal Loss, Abnormal Loss, Accounting Entries in the books of the Consignor and Consignee, Ledger accounts- Consignment Account, Goods sent on Consignment Account, Inventories on Consignment Account, Inventory Reserve Account Consignee's Account, and Consignor's Account.                            | 10                       |
| <b>Total Weightage: 100 Marks</b>  |   |                          |
| <b>Semester End Examination (S.E.E.) : 80 Marks</b>  |   |                          |
| <b>Continuous Internal Evaluation (C.I.E.) : 20 Marks</b>  |   |                          |
| <b>Suggested Readings:</b>   |   |                          |
| 1. Advanced Accounts-  | MC Shukla, T.S. Grewal & S. C. Gupta  |                          |
| 2. Financial Accounting-   | V.K. Goyal & Ruchi Goyal  |                          |
| 3. A New Approach to Accountancy-  | H.R. Kotalwar   |                          |
| 4. Financial Accounting-   | A. Mukherjee & M. Hanif   |                          |
| 5. An Introduction to Accountancy-   | Dr. S.N. Maheshwari & S.K. Maheshwari   |                          |
| 6. Financial Accounting A Simplified Approach-Naseem Ahmed   |   |                          |
| 7. Students Guide to Accounting Standards-   | D.S. Rawat & Deepti Maheshwari  |                          |
| --xxxx--   |   |                          |

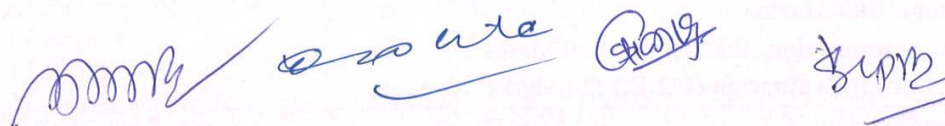


**DSC-4: Business Mathematics & Statistics -II**

| No. of Credits   | No. of Teaching Hours  | No. of Lectures per Week |
|--|--|--------------------------|
| 3  | 45 Hours   | 3                        |
| <b>Objectives:</b>   |  |                          |
| 1. To provide knowledge and information about Statistical Applications.<br>2. To create skill and ability among students for using the Statistical Methods, Tools, Techniques by using I.T. devices.   |  |                          |
| Unit No.   | Contents   | No. of Hours             |
| <b>I</b>   | <b>Co-relations</b><br>Meaning of co-relation, Definition of co-relation, Types of co-relation,<br>• Methods of studying co-relation and probable errors, Co-relation co-efficient.                          | <b>10</b>                |
| <b>II</b>  | <b>Regression</b><br>Meaning of regression, Types of regression, linear regression, Methods of estimating regression lines.  | <b>10</b>                |
| <b>III</b>   | <b>Index Numbers</b><br>Meaning of Index number, Types of Index number, Uses of Index number, Methods and constructing of price indices.   | <b>10</b>                |
| <b>IV</b>  | <b>Probability and Expected Value.</b><br>Meaning and Nature of Probability, Definitions of probability, Applications of Probability-Addition & Multiplication, Law of Probability, Conditional probability. | <b>10</b>                |
| <b>V</b>   | <b>Statistical Application with Computer (Only for knowledge &amp; Practical application)</b><br>Use of Excel, Knowledge of SPSS and other Statistical and Mathematical Tools and Software.                  | <b>05</b>                |
| <b>Total Weightage: 100 Marks</b>  |  |                          |
| <b>Semester End Examination (S.E.E.) : 80 Marks</b>  |  |                          |
| <b>Continuous Internal Evaluation (C.I.E.) :20 Marks</b>   |  |                          |
| <b>Suggested Readings:</b>   |  |                          |
| 1. Elementary Statistical Methods: Dr. S.P. Gupta, Sultan Chand & Sons.<br>2. Fundamentals of Statistics: D.N. Elhance, et.al, Kitab Mahal.<br>3. Statistics (Theory, Methods & Application): Dr. D.C. Sancheti, V.K. Kapoor, Sultan Chand & Sons.<br>4. Fundamental of statistics – Dr. D.N. Elhance<br>5. Statistical Methods Dr. Sancheti and Kapoor<br>6. Statistical methods – Dr. SP Gupta<br>7. Problems in Statistics – Dr. Y.R. Mahajan |  |                          |
| ----xxxx----   |  |                          |

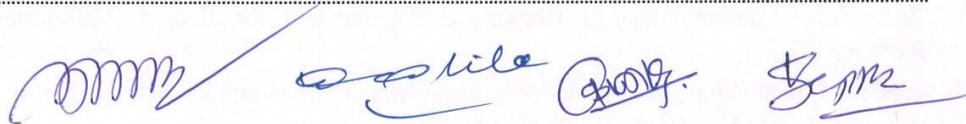
**M-1 : Basic Finance**

| No. of Credits  | No. of Teaching Hours  | No. of Lectures per Week |
|---|--|--------------------------|
| 2   | 30 Hours   | 2                        |
| <b>Objectives:</b>  |  |                          |
| Unit No.  | Contents   | No. of Hours             |
| <b>I</b>  | <b>Introduction:</b><br><b>Finance</b> : Meaning, Definition, Evolution, Functions and Objectives, Relationship Between Accounting, Finance and Economics ,<br><b>Time Value of Money:</b> Concept, Future Value of a Single amount, Future value of annuity, Present Value of a single amount, Present Value of annuity, Compounded Annual Growth Rate (CAGR) | <b>10</b>                |
| <b>II</b>   | <b>Financing Decisions:</b><br>Cost of Capital , Capital Structure, Working Capital Management, Capital Budgeting, Financial Market Analysis   | <b>10</b>                |
| <b>III</b>  | <b>Financial Services:</b><br>Types of Financial Services, Micro Finance, Risk and Returns, Investment Management, Foreign Exchange Market   | <b>10</b>                |
| <b>Total Weightage : 50 Marks</b><br><b>Semester End Examination (S.E.E.) : 40 Marks</b><br><b>Continuous Internal Evaluation (C.I.E.) : 10 Marks</b> |  |                          |
| <b>Suggested Readings:</b><br>1. Imran, Ahsan Jamil, Azharuddin: basic Finance, Shabdadan Publication.<br>---xxxx---                                  |  |                          |



**GE/OE-3 (Elective): Business Organization & Management-I**

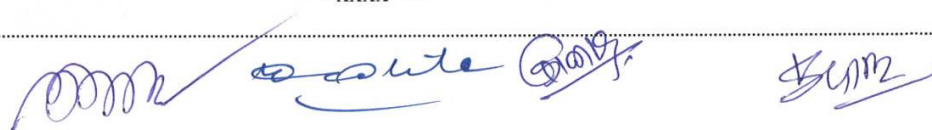
| No. of Credits  | No. of Teaching Hours  | No. of Lectures per Week |
|---|--|--------------------------|
| 2   | 30 Hours   | 2                        |
| <b>Objectives:</b> The course aims to provide basic knowledge to the students about the organization and management of a business enterprise. |  |                          |
| Unit No.  | Contents   | No. of Hours             |
| <b>I</b>  | <ul style="list-style-type: none"><li>• <b>Foundation of Indian Business:</b><br/>Manufacturing and Service Sectors; Small and Medium Enterprises; Problems and Government policy. India's experience of liberalization and globalization. Technological innovations and skill development. 'Make in India' Movement. Social responsibility and ethics Emerging opportunities in business; Franchising, Outsourcing, and E-commerce.</li></ul> | <b>10</b>                |
| <b>II</b>   | <ul style="list-style-type: none"><li>• <b>Business Enterprises:</b></li><li>• Forms of Business Organization: Sole Proprietorship, Joint Hindu Family Firm, Partnership firm, Joint Stock Company, Cooperative society; Limited Liability Partnership; Choice of Form of Organization. Government - Business Interface; Rationale and Forms of Public Enterprises. International Business. Multinational Corporations.</li></ul>              | <b>10</b>                |
| <b>III</b>  | <ul style="list-style-type: none"><li>• <b>Management and Organization:</b><br/>The Process of Management: Planning; Decision-making; Strategy Formulation. Organizing: Basic Considerations; Departmentation – Functional, Project, Matrix and Network; Delegation and Decentralization of Authority; Groups and Teams.</li></ul>   | <b>10</b>                |
| <b>Total Weightage : 50 Marks</b>   |  |                          |
| <b>Semester End Examination (S.E.E.) : 40 Marks</b>   |  |                          |
| <b>Continuous Internal Evaluation (C.I.E.) : 10 Marks</b>   |  |                          |
| <b>Suggested Readings:</b>  |  |                          |
| 1. Kaul, V.K., Business Organization and Management, Pearson Education, New Delhi   |  |                          |
| 2. Chhabra, T.N., Business Organization and Management, Sun India Publications, New Delhi,  |  |                          |
| 3. Gupta CB, Modern Business Organization, Mayur Paperbacks, New Delhi  |  |                          |
| 4. Koontz and Weihrich, Essentials of Management, McGraw Hill Education.  |  |                          |
| 5. Basu, C. R., Business Organization and Management, McGraw Hill Education.  |  |                          |
| 6. Jim, Barry, John Chandler, Heather Clark; Organization and Management, Cengage Learning.   |  |                          |
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**GE/OE-3 (Elective): Banking**

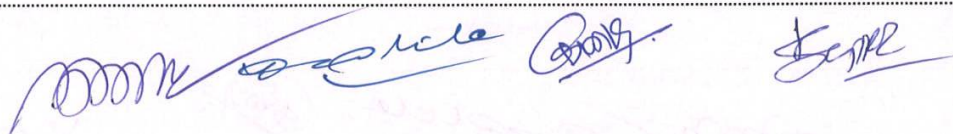
| No. of Credits   | No. of Teaching Hours  | No. of Lectures per Week |
|--|--|--------------------------|
| 2  | 30 Hours   | 2                        |
| <b>Objectives:</b>   |  |                          |
| Unit No.   | Contents   | No. of Hours             |
| <b>I</b>   | <p><b>Overview of Banking Industry in India :</b><br/>Definition of Banks. Evolution of Banking system in India. Banking reforms from 1991-2000. Bank crises in India. Critical evaluation of Banking Industry in India, Basel II Norms and Indian Banking System</p> <p><b>Reserve Bank of India:</b><br/>Objectives, Organization, Functions, and Instruments of Credit control. Monetary policy of Reserve Bank of India and Role in Economic Development of the Country.</p> | <b>06</b>                |
| <b>II</b>  | <p><b>Commercial Banking:</b><br/>Meaning and Definition of commercial Bank, Functions of Commercial Bank, Services offered by Commercial Bank. Retail Banking- Meaning, Features, Significance of Retail Banking and overview of its Products. Corporate Banking – Meaning, Features, significance of Corporate Banking and Overview of Its products. Nationalization, Privatization of Banks, Merger of Banks.</p>   | <b>08</b>                |
| <b>III</b>   | <p><b>Modern banking in India :</b><br/>Meaning and importance of E Banking, Electronic payment System. Teller Machines- Branch Teller Machines (BTM) and Automated Teller Machines ( ATM ) Tele Banking, Internet Banking, Debit and Credit cards, Real Time Gross Settlement ( RTGS ) and National Electronic Funds Transfer System (NEFT), Electronic payment System.</p>   | <b>08</b>                |
| <b>IV</b>  | <p><b>Financial Inclusion :</b><br/>Need and Extent, Features and Procedures of Pradhan Mantri Jan Dhan Yojana and PM Mudra Yojana, Features, Procedures and Significance of Stand Up India Scheme for Green Field.</p>  | <b>08</b>                |
| <b>Total Weightage : 50 Marks</b>  |  |                          |
| <b>Semester End Examination (S.E.E.) : 40 Marks</b>  |  |                          |
| <b>Continuous Internal Evaluation (C.I.E.) : 10 Marks</b>  |  |                          |
| <b>Suggested Readings:</b>   |  |                          |
| <ol style="list-style-type: none"> <li>Basu A.K. Fundamentals of Banking – Theory and Practice, A Mukherjee and co; Kolkata.</li> <li>Shekhar and shekhar; Theory and Practice, Vikas Publishing house New Delhi.</li> <li>Sayers R.S. Modern Banking; Oxford University Press.</li> <li>Reserve Bank of India; Functions and working of Reserve Bank of India Publications.</li> <li>Vasant Desai; Banks and Institutional Management, Himalaya Publishing house Mumbai,</li> <li>Kaptan S.S. and choubey N.S., E Indian Banking Era, Sarup and Sons, New Delhi.</li> <li>Uppal and Jha Online Banking in India, Amol Publication Pvt. Ltd; New Delhi.</li> </ol> |  |                          |

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**GE/OE-3 (Elective): Business Environment-I**

| No. of Credits   | No. of Teaching Hours  | No. of Lectures per Week |
|--|--|--------------------------|
| 2  | 30 Hours   | 2                        |
| <b>Objectives:</b>   |  |                          |
| Unit No.   | Contents   | No. of Hours             |
| <b>I</b>   | <b>Business Environment :</b><br>Concept of Business Environment, Nature, Scope, Features, Needs and Importance of Business Environment, Indian Business Environment.  | <b>10</b>                |
| <b>II</b>  | <b>Problem of Growth :</b><br>Problems of Population, Poverty, Unemployment, Regional Imbalances, Agricultural backwardness, Black Money, Inflation.   | <b>10</b>                |
| <b>III</b>   | <b>Government Policies :</b><br>Industrial Policy 1948, 1956, 1977, 1980, 1991, 2019, 2022 Monetary Policy – Meaning and Definition, Objectives, Instruments and Limitations of Monetary Policy, Export and Import Policy. | <b>10</b>                |
| <b>Total Weightage : 50 Marks</b>  |  |                          |
| <b>Semester End Examination (S.E.E.) : 40 Marks</b>  |  |                          |
| <b>Continuous Internal Evaluation (C.I.E.) : 10 Marks</b>  |  |                          |
| <b>Suggested Readings:</b>   |  |                          |
| 1. Vyavasaik Paryavaran – Dr. Dinkar Girdhari, Uday Publication, Aurangabad.   |  |                          |
| 2. Vyavasaik Paryavaran – Dr. Jitendra Ahirrao, Dr. Kalyan Laghane & Dr. Ramdas Vanare, Kailash Publication, Aurangabad. |  |                          |
| 3. Legal Environment of Business – Aswathappa K. , Himalaya Publication, New Delhi.                                      |  |                          |
| 4. Economic Environment of Business – Ghosh Biswanath, Vikas Publication, New Delhi.                                     |  |                          |
| 5. Economic Environment of Business – Adhikari M., Sultan Chand and Co., New Delhi                                       |  |                          |
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**GE/OE-4 (Elective): Business Organization & Management-II**

| No. of Credits  | No. of Teaching Hours   | No. of Lectures per Week |
|---|---|--------------------------|
| 2   | 30 Hours  | 2                        |
| <b>Objectives:</b>  |   |                          |
| Unit No.  | Contents  | No. of Hours             |
| <b>I</b>  | <b>Leadership, Motivation and Control:</b><br>Leadership: Concept and Styles; Trait and Situational Theory of Leadership. Motivation: Concept and Importance; Maslow Need Hierarchy Theory; Herzberg Two Factors Theory. Control: Concept and Process.  | <b>10</b>                |
| <b>II</b>   | <b>Functional Areas of Management:</b><br>Marketing Management: Marketing Concept; Marketing Mix; Product Life Cycle; Pricing Policies and Practices Financial Management: Concept and Objectives; Sources of Funds – Equity Shares, Debentures, Venture Capital and Lease Finance. Securities Market, Role of SEBI .Human Resource Management: Concept and Functions; Basic Dynamics of Employer – Employee Relations. | <b>10</b>                |
| <b>III</b>  | <b>Integrating Managerial Issues:</b><br>Managing in Global Environment, Managing Diversity, Managing Social Responsibility and Ethics, Managing Change and Innovation  | <b>10</b>                |
| <b>Total Weightage: 50 Marks</b>  |   |                          |
| <b>Semester End Examination (S.E.E.) : 40 Marks</b>   |   |                          |
| <b>Continuous Internal Evaluation (C.I.E.) : 10 Marks</b>   |   |                          |
| <b>Suggested Readings:</b>  |   |                          |
| 1. Kaul, V.K., Business Organization and Management, Pearson Education, New Delhi<br>2. Chhabra, T.N., Business Organization and Management, Sun India Publications, New Delhi,<br>3. Gupta CB, Modern Business Organization, Mayur Paperbacks, New Delhi<br>4. Koontz and Weihrich, Essentials of Management, McGraw Hill Education.<br>5. Basu, C. R., Business Organization and Management, McGraw Hill Education.<br>6. Jim, Barry, John Chandler, Heather Clark; Organization and Management, Cengage Learning.<br>7. B.P. Singh and A.K.Singh, Essentials of Management, Excel Books<br>8. Buskirk, R.H., et al; Concepts of Business: An Introduction to Business System, Dryden Press, New York.<br>9. Griffin, Management Principles and Application, Cengage Learning |   |                          |
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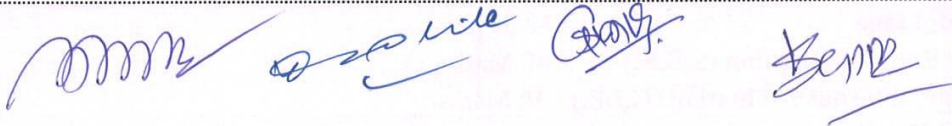
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**GE/OE-4 (Elective): Insurance**

| No. of Credits   | No. of Teaching Hours  | No. of Lectures per Week |
|--|--|--------------------------|
| 2  | 30 Hours   | 2                        |
| <b>Objectives:</b>   |  |                          |
| Unit No.   | Contents   | No. of Hours             |
| <b>I</b>   | <b>Introduction to Insurance</b><br>Insurance: History, Meaning, Definitions, Features, Functions, Scope, Types, Principles, Importance, Contract of insurance, Insurable Risk and its Types   | <b>06</b>                |
| <b>II</b>  | <b>Types of Insurance :</b><br>Life Insurance: History, Meaning Definitions, Principles, Importance, Types, Procedure of taking life insurance policy, Policy conditions and claims, life Insurance Corporation of India.<br>General Insurance: History & Types (Marine, Fire, Motor, Health, Accident, Crop, Group Insurance, etc.)   | <b>08</b>                |
| <b>III</b>   | <b>Insurance Agency</b><br>Agent, Agent's qualification, procedure for becoming an Agent, Methods of Agent's Remuneration, Functions and Responsibilities of Agent, Ethical behaviors of Agent, Renewal and Cancellation of license  | <b>08</b>                |
| <b>IV</b>  | <b>Recent Trends in Insurance Sector</b><br>Functional areas of IT in insurance sector (Marketing, Consumer Awareness, Customer Service, Finance, HRM, R&D, MIS Regulatory Control), Benefits and Factors affecting of e-insurance, IT and life Insurance Corporation of India: Online Insurance, Channels of online Insurance Premium Payments, Benefits of online insurance purchase, Procedure of purchase Online Insurance Policy, Unit linked Insurance Plan (ULIP) | <b>08</b>                |
| <b>Total Weightage : 50 Marks</b>  |  |                          |
| <b>Semester End Examination (S.E.E.) : 40 Marks</b>  |  |                          |
| <b>Continuous Internal Evaluation (C.I.E.) : 10 Marks</b>  |  |                          |
| <b>Suggested Readings:</b>   |  |                          |
| <ol style="list-style-type: none"> <li>1. Insurance Institute of India: IC 33-Life Insurance</li> <li>2. Insurance Institute of India: IC 33-Life Insurance</li> <li>3. M.J.Mathew (2015): Insurance Principles and Practices RBSA Publishers.</li> <li>4. Ghanashyam Panda and Monika Mahajan(2013): Principles And Practice of Insurance, Kalyani Publishers</li> <li>5. I. R. Bhagat (2019): Indian Insurance System, Vidhya Books Publishers.</li> <li>6. P. K. Gupta (2017): Insurance and Risk Management, Himalaya Publishing House.</li> </ol> |  |                          |
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**GE/OE-4 (Elective): Business Environment-II**

| No. of Credits  | No. of Teaching Hours  | No. of Lectures per Week |
|---|--|--------------------------|
| 2   | 30 Hours   | 2                        |
| <b>Objectives:</b>  |  |                          |
| Unit No.  | Contents   | No. of Hours             |
| <b>I</b>  | <b>Economic Trends :</b><br>National Income, Saving and Investment, Price Trends in India, Income, Money Market, Foreign Trade and Balance of Payments.  | <b>10</b>                |
| <b>II</b>   | <b>International Business Environment :</b><br>Foreign Capital – Types, Needs, Importance, FDI , Foreign Capital in India, IMF – International Monetary(IMF), World Trade Organization(WTO), World Bank. | <b>10</b>                |
| <b>III</b>  |  | <b>10</b>                |
| <b>Total Weightage : 50 Marks</b>   |  |                          |
| <b>Semester End Examination (S.E.E.) : 40 Marks</b>   |  |                          |
| <b>Continuous Internal Evaluation (C.I.E.) : 10 Marks</b>   |  |                          |
| <b>Suggested Readings:</b>  |  |                          |
| <ol style="list-style-type: none"><li>1. Vyavasaik Paryavaran – Dr. Dinkar Girdhari, Uday Publication, Aurangabad.</li><li>2. Vyavasaik Paryavaran – Dr. Jitendra Ahirrao, Dr. Kalyan Laghane &amp; Dr. Ramdas Vanare, Kailash Publication, Aurangabad.</li><li>3. Legal Environment of Business – Aswathappa K. , Himalaya Publication, New Delhi.</li><li>4. Economic Environment of Business – Ghosh Biswanath, Vikas Publication, New Delhi.</li><li>5. Economic Environment of Business – Adhikari M., Sultan Chand and Co., New Delhi</li></ol> |  |                          |
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### VSE-2: I.T. Application in Business - III

| No. of Credits   | No. of Teaching Hours  | No. of Lectures per Week |
|--|--|--------------------------|
| 2  | 30 Hours   | 2                        |
| <b>Objectives:</b>   |  |                          |
| Unit No.   | Contents   | No. of Hours             |
| I  | <b>Communication:</b><br>Meaning & Definition of Communication, Importance of Communication, types of Communication – (Verbal, Non Verbal), Barriers to Communication  | 10                       |
| II   | <b>Business Correspondence :</b><br>Letter Writing, Presentation, Inviting quotations, Sending quotations, placing orders, Inviting tenders, Sales letters, claim and adjustment letters and social correspondence, Memorandum, Inter-office memo, Notice Agenda, Job application letter, preparing the Resume                         | 10                       |
| III  | <b>Internet Technology :</b><br>Introduction to computer networks : Introduction- need, advantages, disadvantages, types of networks, types of transmission media, Internetworking devices-bridges, routers, gateways, IP addressing: why IP address, basic format of IP address- IPV4, IPV6, Protocols - HTTP, HTTPS, FTP, DNS, Email | 10                       |
| <b>Total Weightage : 50 Marks</b>  |  |                          |
| <b>Semester End Examination (S.E.E.) : 40 Marks</b>  |  |                          |
| <b>Continuous Internal Evaluation (C.I.E.) : 10 Marks</b>  |  |                          |
| <b>Suggested Readings:</b>   |  |                          |
| 1. Introduction to Information Technology – ITL Education Solutions Limited, Pearson Education         |  |                          |
| 2. V.D. Dudheja : Information Technology, E-Commerce and Business- Commonwealth Publishers, New Delhi. |  |                          |
| 3. Anita Goel : Computer Fundamentals, Pearson Publication.  |  |                          |
| 4. Sanjay Saxena : Information Technology, Vikas Publication   |  |                          |
| 5. Leena Sen, Communication Skills, PHI Learning.  |  |                          |
| 6. Locker and Kaczmarek, Business Communication : Building Critical Skills, TMH                        |  |                          |
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**SEC-2 : I.T. Application in Business - IV**

| No. of Credits   | No. of Teaching Hours  | No. of Lectures per Week |
|--|--|--------------------------|
| 2  | 30 Hours   | 2                        |
| <b>Objectives:</b>   |  |                          |
| Unit No.   | Contents   | No. of Hours             |
| <b>I</b>   | <b>Electronic Communication :</b><br>Meaning and Definition of Electronic Communication, Advantages & Disadvantages of Electronic Communication, Types of Electronic Communication, Web Pages, Email, Forums, Text & Instant Messaging, Social Networking, Video Chat etc., Monitoring of Electronic Communication, Developing a Policy    | <b>06</b>                |
| <b>II</b>  | <b>Social Networking and Oral Presentation:</b><br>Definition and Origin of E-mail, Message Format, Types of Email, Spam, Spoofing, Bombing. Social Networking Sites- Facebook, You Tube, Instagram, Twitter, LinkedIn, Google+ etc. Oral Presentation: Presentation Plan, PPT, Visual Aids, Sales Presentation and Training Presentation. | <b>08</b>                |
| <b>III</b>   | <b>Preparation of Office Reports:</b><br>Preparing format of letter, Business letter, Preparation of Meeting, report, Bold Copying Thesaurus, Synonymous, Formatting, PPT Presentation, Practical on Social Networking Sites.  | <b>16</b>                |
| <b>Important Note:</b>   |  |                          |
| <ul style="list-style-type: none"> <li>➤ I.T. Applications in Business – II is purely a practical subject where students will learn Unit I, II &amp; III in Computer Lab with Hands-on Training.</li> <li>➤ University Examination for I.T. Applications in Business – II is practical examination where external examiner will evaluate the students in college Computer Lab.</li> <li>➤ The breakup for 50 Marks Practical Exam is as follows :               <ol style="list-style-type: none"> <li>1. Project File : 20 Marks</li> <li>2. Viva-voce : 20 Marks</li> <li>3. Hands-On Test : 10 Marks</li> </ol> </li> </ul> |  |                          |
| <b>Suggested Readings:</b>   |  |                          |
| <ol style="list-style-type: none"> <li>1. Introduction to Information Technology – ITL Education Solutions Limited, Pearson Education</li> <li>2. V.D. Dudheja : Information Technology, E-Commerce and Business- Commonwealth Publishers, New Delhi.</li> <li>3. Anita Goel : Computer Fundamentals, Pearson Publication.</li> <li>4. Sanjay Saxena : Information Technology, Vikas Publication</li> <li>5. Leena Sen, Communication Skills, PHI Learning.</li> <li>6. Locker and Kaczmarek, Business Communication : Building Critical Skills, TMH</li> </ol>  |  |                          |
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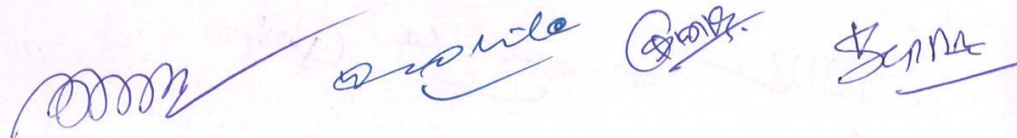
### AEC-2: English Communication

| No. of Credits  | No. of Teaching Hours | No. of Lectures per Week |
|---|-----------------------|--------------------------|
| 2   | 30 Hours              | 2                        |
| <b>Objectives:</b>  |                       |                          |
| Unit No.  | Contents              | No. of Hours             |
| I   |                       | 10                       |
| II  |                       | 10                       |
| III   |                       | 10                       |
| <b>Total Weightage : 50 Marks</b>                         |                       |                          |
| <b>Semester End Examination (S.E.E.) : 40 Marks</b>       |                       |                          |
| <b>Continuous Internal Evaluation (C.I.E.) : 10 Marks</b> |                       |                          |
| <b>Suggested Readings:</b>                                |                       |                          |
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*[Handwritten signatures and initials]*

VEC-2 : Environmental Studies

| No. of Credits  | No. of Teaching Hours | No. of Lectures per Week |
|---|-----------------------|--------------------------|
| 2   | 30 Hours              | 2                        |
| <b>Objectives:</b>  |                       |                          |
| Unit No.  | Contents              | No. of Hours             |
| I   |                       | 10                       |
| II  |                       | 10                       |
| III   |                       | 10                       |
| <b>Total Weightage : 50 Marks</b>                         |                       |                          |
| <b>Semester End Examination (S.E.E.) : 40 Marks</b>       |                       |                          |
| <b>Continuous Internal Evaluation (C.I.E.) : 10 Marks</b> |                       |                          |
| <b>Suggested Readings:</b>                                |                       |                          |
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## CC-2: Sports & Fitness

| No. of Credits   | No. of Teaching Hours   | No. of Lectures per Week |
|--|---|--------------------------|
| 2  | 30 Hours  | 2                        |
| <b>Objectives:</b>   |   |                          |
| Unit No.   | Contents  | No. of Hours             |
| I  | <b>Foundations of Exercise:</b><br>Meaning, forms and types of exercise, Mode of exercise; Concept of Training and fitness, Health related fitness, Components of fitness, specificity of training effect, Retraining and Maintenance of training; The exercise prescription, quantity and quality of the exercise program, Warm up and limbering down; Concept of body composition, Somato-type and physical activity, Meaning and Definition of Sports Training; Aim and Objective of Sports Training; Characteristics and Principles of Sports Training; | 12                       |
| II   | <b>Exercise performance:</b><br>Energy expenditure during physical activity, carbohydrate metabolism and performance, fat metabolism and performance, effect of exercise on protein requirements, physique and sports performance. Exercise programmes: Resistance exercise training, aerobic exercise, types of exercise, effective for weight contrast, - dieting or exercise, weight reduction programme for young athletes.   | 08                       |
| III  | <b>Training Components:</b> Strength – Types, Mean and Methods of Strength Development; Speed – Types, Mean and Methods of Speed Development; Endurance – Types, Mean and Methods of Endurance Development; Coordination – Types, Mean and Methods of coordination Development; Flexibility – Types, Mean and Methods of Flexibility Development  | 10                       |
| <b>Suggested Readings:</b>   |   |                          |
| 1. Difiore, J.(1998). <i>Complete guide to postnatal fitness</i> . London: A & C Black,.<br>2. Giam, C.K & The, K.C. (1994). <i>Sport medicine exercise and fitness</i> . Singapore: P.G. Medical Book.<br>3. Mcglynn, G., (1993). <i>Dynamics of fitness</i> . Madison: W.C.B Brown.<br>4. Sharkey, B. J.(1990). <i>Physiology of fitness</i> , Human Kinetics Book.<br>5. Bessesen, D. H. (2008). Update on obesity. <i>J Clin Endocrinal Metab.</i> 93(6), 2027-2034.<br>6. Butryn, M.L., Phelan, S., & Hill, J. O.(2007). Consistent self-monitoring of weight: a key component of successful weight loss maintenance. <i>Obesity (Silver Spring)</i> . 15(12), 3091-3096. |   |                          |
| ---XXXX---   |   |                          |



Table 1

| Year | 1970 | 1971 | 1972 | 1973 | 1974 | 1975 | 1976 | 1977 | 1978 | 1979 | 1980 |
|------|------|------|------|------|------|------|------|------|------|------|------|
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