



B.Com.
SEMESTER - II

SOFT SKILLS:

Paper No. BCom-SS-201

Title of the Paper: **Leadership Development**

Credits: 02

Total Marks: 100 Marks

Semester End Examination: 70 Marks

Internal Evaluation: 30 Marks

Unit	Detailed Syllabus	Teaching Hours	Marks / Weight
Unit-1	Concept of Leadership	6	14+6
Unit-2	Theories of leadership	6	14+6
Unit-3	Leadership styles of Indian managers.	6	14+6
Unit-4	Leadership ethics	6	14+6
Unit-5	Leadership Development Leadership Developmental Mechanisms Flowchart of Leadership Development	6	14+6

Major Readings:

1. Unit No I, II, III, & IV from "Leadership and management" By A Chandramohan, Himalaya Publishing House.
2. Unit No V From "Leadership and Team Building" By Uday kumar Haldar, Oxford University, New Delhi .



B.Com.

SEMESTER - II

FOUNDATION COURSE:

Paper No. BCom-FC-202

Title of the Paper: **Environmental Studies**

Credits: 02

Total Marks: 100 Marks

Semester End Examination: 70 Marks

Internal Evaluation: 30 Marks

To be uploaded later on...

Unit	Detailed Syllabus	Teaching Hours	Marks / Weight
Unit-1		6	14+6
Unit-2		6	14+6
Unit-3		6	14+6
Unit-4		6	14+6
Unit-5		6	14+6



B.Com.
SEMESTER - II

CORE COURSE:

Paper No. BCom-CC-203

Title of the Paper: **Business Administration - II**

Credits: 03

Total Marks: 100 Marks

Semester End Examination: 70 Marks

Internal Evaluation: 30 Marks

Unit	Detailed Syllabus	Teaching Hours	Marks/ Weight
Unit-1	<ul style="list-style-type: none">Authority and responsibility, relationship, centralization and decentralization, Advantage and disadvantage, Departmentation, Objectives Function, types of Departmentation, advantage and disadvantage	9	14+6
Unit-2	<ul style="list-style-type: none">Motivation and leading people at work motivation, concept, characteristics, Theories- Maslow, Herzberg, McGregor and Ouchi financial and non financial incentives. Morale 4 Importance factor 4 concept	9	14+6
Unit-3	<ul style="list-style-type: none">Leadership concept and leadership styles leadership theories, (Tannenbaum and Schmidt) Likert's system management	9	14+6
Unit-4	<ul style="list-style-type: none">Managerial Control, Concept, and process Effective Control system, Techniques of control, traditional and modern	9	14+6
Unit-5	<ul style="list-style-type: none">E-CommerceMeaning, use types, Importance and Limitation	9	14+6

Reference / Text -Books / Additional Reading:

1. Drucker Peter F: Management Challenges for the 21st century, Butterworth, Heinemann Oxford
2. Wehrich and Kootz et. al: Essentials of management. Tata McGraw Hill, New Delhi.
3. Fred Luthans: Organizational Behaviour Mc. Graw Hill, New York
4. Louis A Allen: Management and Organization. Mc Graw Hill. Tokyo.
5. Ansoff H.I: Corporate Strategy: Mc Graw Hill. New York
6. Haonplon. David R. Modern Management McGraw Hill New York.
7. Stoner and Freeman; Management Prentice Hall New Delhi.



B.Com.
SEMESTER – II

CORE COURSE:

Paper No. BCom–CC–204

Title of the Paper: **Business Communication – II**

Credits: 03

Total Marks: 100 Marks

Semester End Examination: 70 Marks

Internal Evaluation: 30 Marks

Unit	Detailed Syllabus	Teaching Hours	Marks / Weight
Unit-1	Objective of Communication Merits and Demerits of the following: Upward Communication – Downward Communication – Horizontal – Vertical – Formal – Informal – Grapevine – Consensus – Barriers to Communication Language Barrier – Cross Cultural Barrier – Socio – Psychological Barrier – Technical Barriers – Status Barrier – How to overcome from Barriers	9	14+6
Unit-2	Letter of Orders & Cancellation of Orders Features of an Order Letter – Placing of an Order - Acknowledgement of an Order - Executing Orders (Fully /Partially) – Demanding Extension of time substitute Offers; Cancellation of Orders	9	14+6
Unit-3	Complaints and their Adjustments	9	14+6
Unit-4	Application Writing & Cover letters for Jobs Solicited Application – Unsolicited Application Letters – Resume and C.V. Format – Cover Letters	9	14+6
Unit-5	Collection Letters: Basics of Collection Letters – Collection Series: Sending Statement of Account – Reminders – Inquiry and Discussions – Appeal and Urgency – Demand and Warning	9	14+6

Reference / Text –Books / Additional Reading:

1. Business Communication - K. K. Sinha - Galgotia Publishing Company, New Delhi.
2. Media and Communication Management - C. S. Rayudu - Himalaya Publishing House, Bombay.
3. Essentials of Business Communication - Rajendra Pal and J. S. Korlhali - Sultan Chand & Sons, New Delhi.
4. Business Communication – Rai & Rai, Himaliya Publishing House, Mumbai
5. Business Communication – Homai Pradhan, Bhende D.S., Thakur Vijaya
6. Business Communication (Principles, Methods and Techniques) Nirmal Singh - Deep & Deep Publications Pvt. Ltd., New Delhi.
7. Business Communication - Dr. S.V. Kadvekar, Prin. Dr. C. N. Rawal and Prof. Ravindra Kothavade - Diamond Publications, Pune.
8. Business Correspondence and Report Writing - R. C. Sharma, Krishna Mohan - Tata McGraw- Hill Publishing Company Limited, New Delhi.
9. Business Communication and Organisational Management – Rohini Aggrawal – Taxman
10. Business Communication Strategies – Monipally Mathukutty M.- Tata McGraw –Hill Publishing Company Limited, New Delhi.
11. Handbook of Communication – Narula Uma
12. A Handbook of Commercial Correspondence – A . Ashley – Oxford University Press
13. Business Communication and Organisational and Management – C.B.Gupta
14. Comprehensive Business Communication – Saroj Karnik, P.P.Mehta, - P.V.Kulkarni



**B.Com.
SEMESTER - II**

CORE COURSE:

Paper No. BCom-CC-205

Title of the Paper: **Business Economics - II**

Credits: 03

Total Marks: 100 Marks
Semester End Examination: 70 Marks
Internal Evaluation: 30 Marks

Unit	Detailed Syllabus	Teaching Hours	Marks/Weight
Unit-1	<ul style="list-style-type: none">Market Structure, Perfect Competitive Market – Characteristics, Monopoly Market – Characteristics, Monopolistic Competition Market – Characteristics, Price Discrimination, when possible and profitable, Oligopoly Market - Characteristics.	9	14+6
Unit-2	<ul style="list-style-type: none">Factor Pricing I, Marginal Productivity Theory of Distribution, Wage determination under perfect complete market and monopoly.	9	14+6
Unit-3	<ul style="list-style-type: none">Factor Pricing II, Real wage - Money wage, factors affecting real wage, Causes of wage differences in same and different occupations, Exploitation of Labor	9	14+6
Unit-4	<ul style="list-style-type: none">Factor pricing III, Theories of interest, Liquidity Preference Theory and Loan able Fund Theory of interest, Modern theory of Rent., Concept of Quasi-Rent	9	14+6
Unit-5	<ul style="list-style-type: none">Profit Policies, Concept of Gross profit and Net profit, Theories of profit, Break even Analysis	9	14+6

Reference / Text -Books / Additional Reading:

1. John P Gould Jr and Edward P Micro economic Theory All India Traveler New Delhi.
2. Watson Donald S and Getz Malcon Price Theory and gts user khosla Publishing of House New Delhi.
3. Stigler G The Theory of price practice hall of India
4. Ahuja H L Business Economics S Chand & Co New Delhi
5. Dewet K K Price Theory Business Economics-II



B.Com.
SEMESTER – II

CORE COURSE:

Paper No. BCom–CC–206

Title of the Paper: **Accountancy – II**

Credits: 03

Total Marks: 100 Marks

Semester End Examination: 70 Marks

Internal Evaluation: 30 Marks

Unit	Detailed Syllabus	Teaching Hours	Marks/Weight
Unit-1	<u>Consignment Accounts:</u> ➤ Entries and accounts in the books of consigner including valuing of stock, calculation of normal and abnormal loss, different type of commission, invoicing goods, In the book of consignee only consigner's account	9	14+6
Unit-2	<u>Joint Venture Accounts:</u> ➤ Example of when a separate book are kept (only joint bank account method)	9	14+6
Unit-3	<u>Royalty Accounts of mining colliers :</u> ➤ Calculation of minimum Rent, short working, entries and account in the books of lessee	9	14+6
Unit-4	<u>Sectional Balancing System (only theory):</u> ➤ Total debtors accounts ➤ Total Creditors accounts <u>Self Balancing System (only theory):</u> ➤ Meaning, Adjustment Account, Advantage Debtors, Creditors and general ledger, contra balance in ledger	9	14+6
Unit-5	<u>Accounting Standard (only theory):</u> ➤ AS-06 to AS-10	9	14+6

Reference / Textbooks/Additional Reading:

1. Anthony R.N. and Ree ce J.S.-accounting principles
2. Harishikesh Chakvaborty-Advanced accountancy-Oxford Press
3. Gupta R.L. And Gupta V.K.- financial Accounting- Sultanchand & Sons.
4. Rana T.J. and Dalal V.S.- Advanced Accountancy- Sudhir Publication
5. Rana, Dalal Shah and Shah Accountancy, Sudhir Publication
6. Financial Accounting C Jamanadas & Sons



B.Com.
SEMESTER - II

CORE COURSE:

Paper No. BCom-CC-207

Title of the Paper: **Business Law - II**

Credits: 03

Total Marks: 100 Marks

Semester End Examination: 70 Marks

Internal Evaluation: 30 Marks

Unit	Detailed Syllabus	Teaching hours	Marks/ Weight
Unit-1	<ul style="list-style-type: none">Remedies for Breach of contract;Special contracts;Identity;Guarantee	9	14+6
Unit-2	<ul style="list-style-type: none">Bailment and Pledge;Agency	9	14+6
Unit-3	Sale of good Act 1930: <ul style="list-style-type: none">Formation of contracts of sale;Goods and their classification, priceConditions and warrantiesTransfer of property in goods.	9	14+6
Unit-4	<ul style="list-style-type: none">Performance of the contract of sales;Unpaid seller and his rights, sale by auction;Hire purchase agreement.	9	14+6
Unit-5	The consumer protection Act 1986: <ul style="list-style-type: none">Salient features, Definition of consumer, Grievance redressed machinery.	9	14+6

Reference / Text -Books / Additional Reading:

1. Business Regulatory Frame Work: B.S. Shah
2. Business law: Tata Macro Hill.
3. Mercantile law: Sultan chand publisher



B.Com.
SEMESTER - II

CORE ELECTIVE:

Paper No. BCom-CE-208A (Finance & Accounts)

Title of the Paper: **Finance & Accounts - II (Auditing - II)**

Credits: 03

Total Marks: 100 Marks

Semester End Examination: 70 Marks

Internal Evaluation: 30 Marks

Unit	Detailed Syllabus	Teaching hours	Marks/Weight
Unit-1	<u>Company Audit - I:</u> ➤ Company Auditor- appointment, reappointment, removal, power, duties, liabilities of auditors ➤ Qualification and Disqualification of an Auditors	9	14+6
Unit-2	<u>Company Audit - II:</u> ➤ Auditor Report- Meaning, importance, Precautions for preparing the Audit Report, the phase true and false view, clean audit report, qualified audit report ➤ True Profit and divisible profit	9	14+6
Unit-3	<u>Vouching:</u> ➤ Meaning, Definition objective, Vouchers, vouching of Cash transaction, Receipts and Payments, Petty Cash and various, revenue and Capital Expenditure	9	14+6
Unit-4	<u>Verification of Assets and liabilities:</u> ➤ Verification and valuation of fixed assets and current assets ➤ Liability, Public Deposit, Creditors, Bills payable, Outstanding Expenses and contingent Liabilities	9	14+6
Unit-5	<u>Investigation:</u> ➤ Meaning, Definition, Distinguish of Auditions and Investigation ➤ Investigation on Behalf of an intending purchase of a business ➤ Investigation in the case of suspected fraud ➤ Investigation on behalf the Bank granting a Loan	9	14+6

Reference / Textbooks/Additional Reading:

1. Gupta Kamal – Contemporary Auditing, Tata Mc Graw Hill
2. Tondon B. N. –Principle of Auditing, S.Chand.
3. Pagare Dinkar–Principles and Practice of Auditing, S. Chand.
4. Sharma T. R. – Auditing Principles and Problems, Sahitya Bhavan, Agra.

**B.Com.
SEMESTER - II****CORE ELECTIVE:**

Paper No. BCom-CE-208B (Statistics)

Title of the Paper: **Statistics - II (Operational Research)****Credits: 03****Total Marks: 100 Marks**

Semester End Examination: 70 Marks

Internal Evaluation: 30 Marks

Unit	Detailed Syllabus	Teaching Hours	Marks/Weight
Unit-1	Linear Programming Problem: Meaning of linear programming, its uses, assumptions and limitations, Explanation of basic terminologies, Mathematical form of linear programming problem, Solution of linear programming problem by using graphical methods, Simple formulation problems (for two variables).	9	14+6
Unit-2	Transportation Problem: Definition of balanced Transportation Problem (T.P.), General Transportation table and its mathematical form, Initial basic feasible solution and initial cost by using North-West Corner rule, Least Cost Method, Vogel's Approximation Method, Examples base on these methods.	9	14+6
Unit-3	Assignment and Replacement Problems: Definition of balanced Assignment Problem (A.P.), its mathematical form, Application of Hungarian method for solving A.P. in the cases of maximization and minimization problem, Meaning of Replacement problem (R.P.), Simple examples of replacement problem when the units are deteriorate depending on time and money value remains same.	9	14+6
Unit-4	PERT and CPM Techniques: Meaning and characteristics of PERT, Explanation of basic terms - activity, event, dummy activity, Fulkerson's rule for numbering the events, Meaning of Critical Path Method (CPM), Differences between PERT and CPM, Earliest start time, Earliest finish time, Latest start time, Latest finish time, Total float time of activities, Uses and limitations of PERT and CPM and simple examples.	9	14+6
Unit-5	Sequencing Problem: Meaning of sequencing problem, Johnson's algorithm for two machine & n-job problem, three machine & n-job problem and m-machine & n-job problem.	9	14+6

Reference / Text -Books / Additional Reading:

1. H.A.Taha, Operations. Research, Macmillan Publishing Co. Inc.
2. Vohra N.D, Quantitative Techniques in Management Tata McGraw Hill, New Delhi.
3. J.K.Sharma : O.R. Theory and Applications, Macmillan India Ltd.
4. Anderson, Sweeney, Williams, An Introduction to Management Science Quantitative Approach to Decision Making, Cengage Learning India Pvt. Ltd. New Delhi.
5. Barry Render, Ralph M. Stair , Michael E. Hanna, Quantitative Analysis for Management, Pearson Education(Singapore) Pte. Ltd.



B.Com.
SEMESTER - II

CORE ELECTIVE:

Paper No. BCom-CE-208C (Business Management)

Title of the Paper: **Business Management - II (Distribution Management)**

Credits: 03

Total Marks: 100 Marks

Semester End Examination: 70 Marks

Internal Evaluation: 30 Marks

Unit	Detailed Syllabus	Teaching Hours	Marks/Weight
Unit-1	Distribution System • Distribution Channels why are they required? • Activities that a typical distribution channel perform • Distribution Channel Strategy	9	14+6
Unit-2	<u>Distribution Channel Management - I</u> Distribution costs, control & customer service • Designing customer oriented marketing channels • Conceiving the Channel Flows • Linking the Service Output objectives to the flows • Conducting Cost Analysis • Designing the Ideal Channel • Comparing the Ideal with the reality	9	14+6
Unit-3	<u>Distribution Channel Management - II</u> • Linking the Service Output objectives to the flows • Conducting Cost Analysis • Designing the Ideal Channel • Comparing the Ideal with the reality	9	14+6
Unit-4	Selection of Channel & Selection of Ideal Channel Partners • Channel Relationships • Channel Control • Channel Power • Channel Positioning	9	14+6
Unit-5	Motivational Tools of Distribution Channels • Channel Influence Strategies • Managing Channel Conflicts • Promotion and Payment systems as a tool of Motivating Channel Members	9	14+6

Reference / Text -Books / Additional Reading:

1. Sales & Distribution Management: By Dr. S. L. Gupta Excell Book
2. Sales & Distribution Management: By Tapan. K. Panda & Sunil Sahadev, Oxford University Press, 2005.
3. Channel Management: By Ansaree, PHI (EEE)



**B.Com.
SEMESTER - II**

CORE ELECTIVE:

Paper No. BCom-CE-208D (Banking)

Title of the Paper: **Banking - II (Fundamentals of Banking - II)**

Credits: 03

Total Marks: 100 Marks

Semester End Examination: 70 Marks

Internal Evaluation: 30 Marks

Unit	Detailed Syllabus	Teaching Hours	Marks / Weight
Unit-1	Organizational structure of banks, unit banks advantages and disadvantages, Branch banking advantages and disadvantages, Subsidiaries, correspondent bank, Joint ventures, venture capital, mergers, of banks. Banking in Indian context	9	14+6
Unit-2	Banker and customer, general relation of customer and banker, legal relation of banker and customer, special features of relationship, banker as borrower & debtor, the termination of banker and customer relationship or closing of an account. Management Principles with reference to banks, personnel management, Regional rural Bank, NABARD	9	14+6
Unit-3	Co-operative banking in India - Primary Co-operative credit societies, District Co-operative banks and State Co-operative bank, their management functions and limitation, its management function and limitation. Bank deposits, management of bank deposits and advances, profit & loss account, balance sheet.	9	14+6
Unit-4	Different means of remittances demand draft, Mail transfer, Telegraphic and Telephonic transfer Credit card-A.T.M. (Automated teller machine) Tele banking - Home Banking-Inter linked branches banking - Online banking-computerization in banking field. Bank records, management of records, List & detail of banks in India, RBI	9	14+6
Unit-5	Banker-customer management, CRM, Merchant banking,	9	14+6

Reference / Text -Books / Additional Reading:

1. Banking theory and practice, Premkumar Shrivastav, Himalaya Publishing House
2. Banking theory law & practice, Gordon - Natrajan, Himalay Publishing House
3. Basic of banking, Indian Institute of Banking & Finance-Taxman Publication
4. Fundamentals of Banking theory & practice by Basu A.K.,



**B.Com.
SEMESTER - II**

CORE ELECTIVE:

Paper No. BCom-CE-208E (Banking & Insurance)

Title of the Paper: **Banking & Insurance - II (Fundamentals of Insurance)**

Credits: 03

Total Marks: 100 Marks
Semester End Examination: 70 Marks
Internal Evaluation: 30 Marks

Unit	Detailed Syllabus	Teaching Hours	Marks / Weight
Unit-1	<u>An introduction to Insurance:</u> Definition and Nature of Insurance Evolution of Insurance Purpose and need of insurance, Role and Important of Insurance, Nature of Life Insurance, Risk Identification & Evaluation, Factors affecting risk, Measurement of risk and mortality tables	9	14+6
Unit-2	<u>Short details about various Insurance Institutions:</u> Insurance as a security tool, Economic and commercial significance of insurance, Functions & characteristics of insurance Calculation of premium, Payment of bonus	9	14+6
Unit-3	<u>Company Law:</u> Capital management, structure of company management, Directors qualifications, powers& duties, Meetings	9	14+6
Unit-4	Policy construction, Life & Non life insurance schemes	9	14+6
Unit-5	<u>General Insurance:</u> Marine Insurance, Fire insurance, Home insurance, Auto insurance, Miscellaneous insurance.	9	14+6

Reference / Text -Books / Additional Reading:

1. Mishra M .N : Insurance Principles and Practises; . Chand & Co; New Delhi
2. Insurance Regulatory Development Act 1999
3. Life Insurance Corporation Act 1956
4. Kshitij Patukale: Insurance for Every One; Macmillan India Ltd
5. I.C. -01 Principles of Insurance , Insurance Institute of India & I.C.33
6. Williams, Arthur; "Risk Management and Insurance; McGraw Hill.
7. Vaubhan J, Emmet; "Fundamentals of Risk and Insurance Wiley Publications.
8. Harrington; "Risk Management and Insurance; McGraw Hill.



B.Com.
SEMESTER - II

CORE ELECTIVE:

Paper No. BCom-CE-208F (Marketing)

Title of the Paper: **Marketing - II (Personal Selling)**

Credits: 03

Total Marks: 100 Marks

Semester End Examination: 70 Marks

Internal Evaluation: 30 Marks

Unit	Detailed Syllabus	Teaching Hours	Marks / Weight
Unit-1	Personal Selling: Nature and importance; Functions of a salesman; Types of selling; Personal selling as a career. Salesmanship and Qualities of Salesman: Buyer - seller dyads; Product Knowledge; Customer knowledge - buying motives and selling points.	9	14+6
Unit-2	Scientific Selling Process: Basic steps in personal selling - prospecting, pre-approach, and qualifying.	9	14+6
Unit-3	Approach and Presentation: Methods of approaching a customer; Presentation process and styles; Presentation planning.	9	14+6
Unit-4	Objection Handling: Types of Objections; Handling customer objections.	9	14+6
Unit-5	Closing Sales and follow up: Methods of closing sale; Executing sales order - Follow-up - importance and process.	9	14+6

Reference Books:

1. Condiff, Still and Govani et.al : Sales Management, : Prentice Hall India, New Delhi.
2. Smith R. Sales Management: Prentice Hall of India, New Delhi.
3. Vaccaro J.P.: Sales Management - Text: Cases & Readings: Prentice Hall, New Delhi.
4. Harper H.W : Modern Advertising : Practice and Principles; McGraw Hill, New York.
5. Condiff E.W. and Still R.R. Basic Marketing - Concepts, Decisions and Strategy; Prentice Hall of India, New Delhi.
6. Brink Edwar L. and Kelly W. T.: The Management of Promotion; Prentice Hall, New York.
7. Kotler Philip: Marketing Management: Prentice Hall, New Jersey.



B.Com.
SEMESTER – II

CORE ELECTIVE:

Paper No. BCom–CE–208G (MIP)

Title of the Paper: **MIP2-IT & Its Application – II**

Credits: 03

Total Marks: 100 Marks

Semester End Examination: 70 Marks

Internal Evaluation: 30 Marks

Unit	Detailed Syllabus	Teaching Hours	Marks/Weight
Unit 1	SPREADSHEET-I 1. Introduction to Spreadsheet 2. Some popular Spreadsheet packages on different OS platforms. 3. Application of Spreadsheet.	09	14
Unit 2	SPREADSHEET-II 1. Building spreadsheet using Formulas 2. Conditions and Calculations. 3. sorting database, Conditional Formatting 4. Auto filter/advance filter.	09	14
Unit 3	SPREADSHEET-III [Function] 1. Mathematical 2. Statistical 3. Logical, 4. Date & Time 5. Text function.	09	14
Unit 4	SPREADSHEET-IV 1. Graph facilities 2. Subtotal, 3. Pivot tables 4. Other advanced features of MS Excel.	09	14
Unit 5	MS-ACCESS-I 1. Introduction of MS-Access 2. Data types 3. Creating Database, Table, Query, Report, Forms. 4. Managing Database with Simple Database Problems.	09	14

Reference / Text-Books / Additional Reading:

1. PC Software for windows made simple, By R.K.Taxali(Tata McGraw Hill)
2. Office 2007- BPB Pulication
3. Office 2007 Bible –John Walkenbach, Herb Tyson
4. Teach yourself visually Ms-Office 2007- SheryKinkoph.



B.Com.
SEMESTER - II

SUBJECT ELECTIVE:

Paper No. BCom-SE-209A (Business Mathematics)

Title of the Paper: **Business Mathematics - II**

Credits: 03

Total Marks: 100 Marks
Semester End Examination: 70 Marks
Internal Evaluation: 30 Marks

Unit	Detailed Syllabus	Teaching Hours	Marks / Weight
Unit-1	Integration: Integration as anti-derivative process; Standard forms; Indefinite Integration, Methods of integration-by substitution, by parts, and by use of partial fractions.	9	14+6
Unit-2	Applications of Integration, Definite integration; Finding areas in simple cases; Consumer and producers surplus, Application in Business and Economics problems.	9	14+6
Unit-3	Linear Programming :Formulation of LPP; Graphical method of solution ; Problems relating to two variables including the case of mixed constraint; Cases having no solution, multiple solution, unbounded solution and redundant constraints. For two Variables.	9	14+6
Unit-4	Arithmetic progression and Geometric progression, Arithmetic, Geometric and Harmonic Mean, Relation between A.M., G.M., H.M. A.M and G.M. (Practical Problems only).	9	14+6
Unit-5	Compound interest and Annuities; Certain different types of interest rates; Concept of present and Future value, and Amount of an Annuity; Types of Annuities; Present Value and amount of an Annuity, including the case of Continuous Compounding; Valuation of simple loans and debentures; Problems relating to sinking funds	9	14+6

Reference / Text -Books / Additional Reading:

1. Business Mathematics, D.C.Sancheti & V.K.Kapoor, S.Chand& Sons
2. Business Mathematics, J.K.Singh & Deepti Rani, Himaliya Publishing House
3. Business Mathematics, G.C.Patel & A.G. Patel, Atul Prakashan.



B.Com.
SEMESTER - II

SUBJECT ELECTIVE:

Paper No. BCom-SE-209B (EDP)

Title of the Paper: **Fundamentals of Entrepreneurship - II**

Credits: 03

Total Marks: 100 Marks

Semester End Examination: 70 Marks

Internal Evaluation: 30 Marks

Unit	Detailed Syllabus	Teaching Hours	Marks / Weight
Unit-1	<ul style="list-style-type: none">Venture capital - Meaning and Impedance, Sources Documents required for Venture Capital Finance. Promotion of a Venture, Risk Capital in Market.	9	14+6
Unit-2	<ul style="list-style-type: none">External Environmental Analysis:Economic, Cultural & Technological Environment, Competitive Factors, Legal requirements for Establishment of a new unit and Raising of Funds	9	14+6
Unit-3	<ul style="list-style-type: none">Role of Entrepreneur - Role of an Entrepreneur in Economic Growth as an Innovator, Generation of Employment Opportunities, Complementing and Supplementing Economic Growth, Bringing about Social. Stability and balanced Regional development of Industries	9	14+6
Unit-4	<ul style="list-style-type: none">Role of Export - Promotion and Import - Substitution, Forex - earnings and augmenting and meeting local demand	9	14+6
Unit-5	<ul style="list-style-type: none">Entrepreneurial Developments Programmes (EDPs): EDPs, their role, relevance and achievements in organising EDPs, Critical Evaluation	9	14+6

Reference / Text -Books / Additional Reading:

1. Tandon B.C.: Environment and Entrepreneur chugh publication, Allahabad
2. Simmer A David, Entrepreneurial Megabuks Jhon Wiley & sons, New York.
3. Shrivastav S.B. Practical Guide to Industrial Entrepreneur sultan chand & sons & sons, New Delhi
4. Prasanna Chandra. Project - Preparation, Appraisal & Implementation, Tata MecGraw Hill, New Delhi
5. Pandey I.M. Venture capital, The Indian Experience, PHI, New Delhi.
6. Holl - j: Entrepreneurship - New Venture creation, PHI. New Delhi.