

# **M Com. SYLLABUS**

**Under  
Choice Based Credit System (CBCS)**



**2019**

**DEPARTMENT OF COMMERCE  
Bodoland University  
Debargaon  
Kokrajhar (BTAD), Assam-783370**

## **M.Com. SYLLABUS**

### A Brief Outline

The proposed M.Com. syllabus has a distinct objective to equip the students with knowledge, skills and attitude to become more suitable for the present and emerging job market. The courses are intended to impart intensive training and knowledge in the subject and help the students to acquire wider perspectives both for research and professional application. The syllabus has been designed student centered where there is flexibility for the students to have a greater choice of courses appropriate to their interests, needs and long term goals based on their future.

The courses are offered with Choice Based Credit System (CBCS) thus facilitating the students to have Core Courses minimum 64 Credits spread over 4 semesters for mastering in the subject (for the award of Master Degree in Commerce) by acquiring the required depth and at the same time to select open courses of his/her choice and based on his/her aptitude from any subject offered by the departments/centers in the Bodoland University campus.

The syllabus also includes good number of open elective courses (each carrying 3 credits) of inter disciplinary out of which any one course shall be selected in every semester in order to suit the needs of interest of students.

## M. COM. COURSE STRUCTURE

<b>Semester-I</b>		<b>Credits</b>
<b><u>Core Course (CC)</u></b>		
MCOM-CC01-101	Financial Statement Analysis	4
MCOM-CC02-102	Financial System in Modern Banking	4
MCOM-CC03-103	Organizational Theory and Behavior	4
MCOM-CC04-104	Business Statistics	4
MCOM-CC05-105	International Marketing	4
<b><u>Open Elective (OE)</u></b> ( <i>Any one course to be selected</i> )		
MCOM-OE01-106	(A)-Business Finance	2
	(B)-Office Management and Business Communication	

<b>Semester-II</b>		<b>Credits</b>
<b><u>Core Course (CC)</u></b>		
MCOM-CC06-201	Advanced Financial Accounting	4
MCOM-CC07-202	Financial Management and Policy	4
MCOM-CC08-203	Entrepreneurial Development	4
MCOM-CC09-204	Financial Market and Services	4
MCOM-CC10-205	Investment Analysis and Portfolio Management	4
<b><u>Open Elective (OE)</u></b> ( <i>Any one course to be selected</i> )		
MCOM-OE-02-206	A- E-Commerce	2
	B-Insurance and Risk Management	

<b>Semester-III</b>		<b>Credits</b>
<b><u>Core Course (CC)</u></b>		
MCOM-CC11-301	Accounting Theory & Practice	4
MCOM-CC12-302	Research Methodology	4
MCOM-CC13-303	Operation Research & Computer Application	4
MCOM-CC14-304	Business Environment	4
MCOM- Spln01-305	(Any one)	4
	(A) Advance Cost and Management Accounting	
	(B) Human Resource Management	
	(C) Micro Finance & Rural Development	

**Semester-IV****Credits****Core Course (CC)**

MCOM-CC15-401	International Business Management	4
MCOM-CC16-402	Tax Planning & Management	4
MCOM-CC17-403	Strategic Management	4
MCOM-CC18-404	Project-Dissertation	4
MCOM-Spln02-405 (Any one)		4
	A) Advanced Corporate Accounting	
	B) International Relation and Labour Laws	
	C) Global Trade and Finance	

**(Each Credit=15 contact hours)****CURRICULAM DESIGN****Semester-I**

Paper Code	Name of Paper	Marks Distribution		Total Marks	Credit (L+T+P)
		Internal	External		
MCOM-101	CC01	20	80	100	4+0+0=4
MCOM-102	CC02	20	80	100	4+0+0=4
MCOM-103	CC03	20	80	100	4+0+0=4
MCOM-104	CC04	20	80	100	4+0+0=4
MCOM-105	CC05	20	80	100	4+0+0=4
MCOM-106	OE-01	00	50	50	2+0+0=2

**Semester-II**

Paper Code	Name of Paper	Marks Distribution		Total Marks	Credit (L+T+P)
		Internal	External		
MCOM-201	CC06	20	80	100	4+0+0=4
MCOM-202	CC07	20	80	100	4+0+0=4
MCOM-203	CC08	20	80	100	4+0+0=4
MCOM-204	CC09	20	80	100	4+0+0=4
MCOM-205	CC-10	20	80	100	4+0+0=4
MCOM-206	OE-02	00	50	50	2+0+0=2

**Semester-III**

<b>Paper Code</b>	<b>Name of Paper</b>	<b>Marks Distribution</b>		<b>Total Marks</b>	<b>Credit (L+T+P)</b>
		<b>Internal</b>	<b>External</b>		
<b>MCOM-301</b>	<b>CC11</b>	<b>20</b>	<b>80</b>	<b>100</b>	<b>4+0+0=4</b>
<b>MCOM-302</b>	<b>CC12</b>	<b>20</b>	<b>80</b>	<b>100</b>	<b>4+0+0=4</b>
<b>MCOM-303</b>	<b>CC13</b>	<b>20</b>	<b>80</b>	<b>100</b>	<b>4+0+0=4</b>
<b>MCOM-304</b>	<b>CC14</b>	<b>20</b>	<b>80</b>	<b>100</b>	<b>4+0+0=4</b>
<b>MCOM-305</b>	<b>Spln-01</b>	<b>20</b>	<b>80</b>	<b>100</b>	<b>4+0+0=4</b>

**Semester-IV**

<b>Paper Code</b>	<b>Name of Paper</b>	<b>Marks Distribution</b>		<b>Total Marks</b>	<b>Credit (L+T+P)</b>
		<b>Internal</b>	<b>External</b>		
<b>MCOM-401</b>	<b>CC15</b>	<b>20</b>	<b>80</b>	<b>100</b>	<b>4+0+0=4</b>
<b>MCOM-402</b>	<b>CC16</b>	<b>20</b>	<b>80</b>	<b>100</b>	<b>4+0+0=4</b>
<b>MCOM-403</b>	<b>CC17</b>	<b>20</b>	<b>80</b>	<b>100</b>	<b>4+0+0=4</b>
<b>MCOM-404</b>	<b>CC18</b>	<b>20</b>	<b>80</b>	<b>100</b>	<b>4+0+0=4</b>
<b>MCOM-405</b>	<b>Spln-02</b>	<b>20</b>	<b>80</b>	<b>100</b>	<b>4+0+0=4</b>

**Total Credit=76**

**MCOM-CC01-101 Financial Statement Analysis**  
**Full Marks: 100 (Int. Assessment 20 + 80 End-term)**

***Objective:** The objective of this paper is to provide students with theoretical as well as practical knowledge of the financial statement analysis and its use in various areas*

**Unit I: Accounting Information, Reporting and Standards**

Concept of Accounting information, Sources of Accounting Information, Qualitative features of Accounting Information; various user groups of Accounting Information and their Accounting Information need in decision making process.

Financial Reporting:— Need of Conceptual Framework, Statutory/Mandatory/ voluntary discloser, Content of annual reports, Quality of financial reporting, Reporting regulation in India, Reporting regulations for Partnership firms, Reporting regulations of Companies.

Accounting Standard:— Standard Setting Process in India — International Accounting Standard Board (IASB) and International Financial Reporting Standard, Accounting Standard Board (ASB), Indian Accounting Standards and their convergence with IFRS.

Review of Companies Act.1913 (including its amendments) in the preparation and presentation of Financial Statement.

**Unit II: Financial Statement**

Concept, Objectives, Use and Limitations of Financial Statements, Constituents and Elements of Financial Statement and their features—Income statement, position statement, Statement of changes in financial position.

Financial Statement Analysis- Significance of Financial Statement analysis, Traditional Approaches vs. Modern Approaches to Analysis and Interpretation of Financial Statements.

Financial statement analysis and decision making- Profitability analysis and decision, inter-firm and intra- firm comparison and decision, working Capital management and decision, Inventory decision.

**Unit III: Tools & Techniques of Financial Statement Analysis**

Various tools and techniques and their respective Uses and limitations- Internal and External analysis, Horizontal-Vertical analysis, Static-Dynamic Analysis, diagrammatic and graphic representation of data. Comparative Statement Analysis, Common Size Analysis, Trend analysis. Statement of Changes in Working Capital:—Funds flow Statement analysis, Cash Flow Statements Analysis.

## **Unit IV: Ratio Analysis**

Concept of Ratio Analysis, Objectives, Usefulness, Limitation of Ratio Analysis technique and the various precautions to be taken while using Ratios. Ratio analysis techniques, its classifications and their respective use in decision making process—Traditional classification (balance sheet, profit and loss Account Ratio, Mixed ratio), Functional Classification (liquidity Ratio, Solvency Ratio, Activity Ratio, Profitability Ratios).

Strategic and Integrated Managerial Analysis of Corporate Financial Statements: Analysis of Profitability, Overall Ratio Analysis, and Analysis of Quality of Earnings - Innovative Techniques of Financial Statements: Analysis per employee, Analysis per equity share (Including problems). Valuation of Asset, liability and owners equity.

### **Suggested Readings:**

1. IFRS for India, Dr.A.L.Saini, Snow white publications
2. Roadmap to IFRS and Indian Accounting Standards by CA Shibarama Tripathy
3. IFRS explained – A guide to International financial reporting standards by BPP learning Media
4. IFRS for finance executives by Ghosh T P, taxman allied services private limited
5. IFRS concepts and applications by Kamal Garg, Bharath law house privatelim ited
6. IFRS: A Quick Reference Guide by Robert J. Kirk, Elsevier Ltd.
7. First lesson to International Financial ReportingStandards beginners guide by MP Vijay Kumar, prime knowledge services.
8. A student's guide to international financial reporting standards by Clare Finch, Kalpan Publishing.

**Note: Any other related books and latest edition of the readings may be used.**

**MCOM-CC02-102 Financial System in Modern Banking**  
**Full Marks: 100 (Int. Assessment 20 + 80 End-term)**

*Objective: The objective of this paper is to provide theoretical knowledge of the financial system as well as modern banking practices prevailing in country.*

**Unit-I: Financial System**

Nature, Characteristics, Significance and Role of Financial System; Constituents/components of Financial System; Financial System and Economic Development, Recent trends, Overview of Indian Financial System.

**Unit-II: Banking Institution**

Commercial Banks- History of growth of commercial banks, its traditional and modern functions, its type and structure, role of commercial banks in a nation, Development of Commercial Banks in India, Reforms in Commercial Banking in India, Innovations in Commercial Banking Services, Net-banking/online banking-its merit and demerits.

**Unit-III: Non-Banking Institutions**

Non-banking financial institutions (NBFIs), Types of NBFIs, Functions of NBFIs, Role of NBFIs, Sources of Finance and Investment Policies of NBFIs, Mutual Fund-Types of Mutual Funds, Role of Mutual Funds in the financial system, Merchant banking- its functions and role.

**Unit-IV: Regulatory Institutions in Financial System**

Reserve Bank of India (RBI)-its functions and powers, role of RBI in regulating financial system, credit control methods of RBI; Insurance Regulatory Development Authority of India (IRDAI)-its objectives, role and functions; Securities Exchange Board of India (SEBI)- its objectives, power and functions; Credit Rating Agency (CRA)-its importance and functions.

**Suggested Readings:**

1. Kohn Meir, *Financial Institutions and Markets*, Oxford University Press.
2. Madura Jeff, *Financial Markets and Institutions*, South Western Cengage Learning.
3. Mishkin, Fredrick S. and Stanley G. Eakins, *Financial Markets and Institutions*, Pearson Education, India.
4. Kidwell, David S., Backwell, David W., Whidbee, David A. and Sias Richard W., *Financial Institutions, Markets and Money*, Wiley.
5. Reserve Bank of India – Various publications.

**Note: Any other related books and latest edition of the readings may be used.**



**MCOM-CC03-103      Organizational Theory and Behavior**  
**Full Marks: 100 (Int. Assessment 20 + 80 End-term)**

*Objective: The objective of this paper is to provide students with theoretical knowledge of any organizational behavior as well as understanding the process of developing own behavior*

**UNIT-I: Introduction**

Organizational Theories and Behavior: Classical, Neo-classical and Contemporary. Authority, Power, status, formal and informal structure. Flat and Tall structures. Bureaucratization of Behavior and actions. Organizational Behavior-concepts, determinants, models, challenges and opportunities of OB. Transaction cost and organizational behaviors Contributing disciplines to the OB. Individual Behavior: Foundations of individual behavior, values, attitudes, personality and emotions. Theory X and Theory Y, Chris Argyris 7 behavior patterns, Perceptual process.

**UNIT – II: Group Decision making and Communication**

Concept and nature of decision making process, Individual versus group decision making, Nominal group technique and Delphi technique, models of communication, communication effectiveness in organizations. Feedback, TA, Johari Window.

**UNIT – III: Motivation:**

Concept of motivation, Need hierarchy, Maslow's Need Hierarchy, Two factor theory, Contemporary theories of motivation (ERG, Cognitive evaluation, goal setting, equity) expectancy model. Behavior modification, Motivation and organizational effectiveness.

**UNIT- IV: Leadership, Power and Conflict:**

Concept and theories, Behavioral approach, Situational approach, Leadership effectiveness, Contemporary issues in leadership. Power and conflict. Bases of Power, power tactics, sources of conflict patterns, levels and conflict resolution strategies. Organizational Culture, Organizational Development and Stress Management:

**Suggested Readings:**

1. Organization Behavior by Dr. Dipin Mathur
2. Organization Behavior By Prof.Vikram Puri
3. Organization Behavior by Dr F.C Sharma
4. Organization Theory And Behavior by Ghosh And Kumar

**Note: Any other related books and latest edition of the readings may be used.**

**MCOM-CC04-104      Business Statistics**  
**Full Marks: 100    (Int. Assessment 20 + 80 End-term)**

**Objective:** *The objective of this paper is to equip students with some of the important statistical techniques for managerial decision making and to provide ground for learning advanced analytical tools used in research.*

**Unit I: Theory of Probability and Probability Distributions:**

Probability- various approaches, dependent and independent events, Probability rules. Baye's rule, importance of probability theory in decision making; mathematical expectation & variance of a random variable, laws of expectation; concept of probability distribution, normal probability distribution, Standard probability distributions

**Unit II: Partial and Multiple Correlation and Regression, Association of Attributes:**

Concept of partial and multiple correlation and regression, various formulate and problems; association of attributes: Concept, order of a class, class frequency, consistency of data, kinds of association of attributes, methods of measuring association between two attributes, partial association.

**Unit III: Measures of Inequality**

The variance and the coefficient of variation, the standard deviation of logarithms, the Lorenz curve and Gini coefficient. Statistical Quality Control (SQC) Meaning of SQC, process control; control charts: X, R, P and C charts, product control; single and double sampling inspection plans, concepts of OC curve, AQL, LTPD, AOQ and AOQL.

**Unit IV: Theory of Estimation and Testing of Hypothesis**

Sampling distribution of a statistic and its standard error, statement of Central Limit Theorem, estimation of the mean and the variance; Testing of hypothesis: Type I and Type II errors, one tailed and two tailed tests, tests based on standard normal test, 't' test, chi-square ( $\chi^2$ ) test and F-test.

**Suggested Readings:**

1. Levin, R.I. and D.S. Rubin, *Statistics for Management*, Prentice-Hall of India.
2. Aczel, Amir D., and Soonderpandian, J., *Complete Business Statistics*, Tata McGraw Hill Publishing.
3. Anderson, Sweeny and Williams, *Statistics for Business and Economics*, CENGAGE Learning, New Delhi

4. Kazmeir Leonard J., *Business Statistics*, Tata McGraw Hill Publishing Company, New Delhi
5. Vohra, N. D., *Business Statistics*, Tata McGraw Hill Publishing Company, New Delhi
6. Freund, J. E. And F. J. Williams, *Elementary Business Statistics – The Modern Approach*, Prentice Hall of India Private Ltd., New Delhi.

**Note: Any other related books and latest edition of the readings may be used.**

**MCOM-CC05-105 : International Marketing**  
**Full Marks: 100 ( Int. Assessment 20 + 80 End-term)**

*Objective: The objective of this paper is to equip students with some theoretical knowledge about global business marketing concepts and tools*

**Unit I-Introduction:**

Introduction to International Business- an overview; International marketing management process, International marketing information system. International Marketing Environment: Influence of physical, economic, socio - cultural, political and legal environments on international marketing decisions; International marketing information system.

International Market Segmentation, Selection and Positioning; International market entry strategies –Exporting, licensing, contract manufacturing, joint venture, setting -up of wholly owned subsidiaries abroad.

**Unit II-International Product Planning and Pricing decisions:**

Major Product decisions-product design, labeling, packaging, branding and product support services; Product standardization vs. adaptation; Managing product line; International trade product life cycle; New product development.

Pricing decisions for International Markets: Factors affecting international price determination; International pricing process and policies; Delivery terms and currency for export price quotations; Transfer pricing; Counter trade as a pricing tool- types and problems of counter trading.

**Unit III-International Distribution Decisions:**

Distribution channel- from traditional to modern channel structures, Intermediaries for international markets-their roles and functions; Alternative middlemen choices, Factors affecting choice of channels; Locating, selecting and motivating channel members; International distribution logistics- Issues and Planning.

**Unit IV-International Promotion Strategies:**

Communications across countries-complexities and issues; Country-of-origin effect; Sales promotions in international markets, trade fairs and exhibitions, International public relations,

International Advertising decisions, Personal selling and sales management; Developing international promotion campaign.

**Unit V-Emerging trends in International Marketing:** International Marketing through Internet; Ecological concerns and international marketing ethics.

**Suggested Readings:**

1. Keegan, Warran J. and Mark C. Green, *Global Marketing*, Pearson.
2. Cateora, Phillip R. ;Grahm, John L. and Prashant Salwan, *International Marketing*, Tata McGraw Hill.
3. Czinkota, Michael R. and Illka A. Ronkainon, *International Marketing*, Cengage Learning.
4. Terpstra, Vern; Foley, James and Ravi Sarathy, *International Marketing*, Naper Press.

**Note: Any other related books and latest edition of the readings may be used.**

**MCOM-OE01-106 (A) : Business Finance**  
**Full Marks: 50 ( Int. Assessment 00 + 50 End-term)**

*Objective: To equip students effectively with knowledge and skills of forming business and way of raising business finance in the market*

**Unit-I : Introduction**

Business finance-meaning and concepts, characteristics, importance of business finance, Scope of business finance, role of business finance, risk and business finance, relationship between business finance and accounting

**Unit-II : Sources of Business Finance**

Short-term finance-its sources, ways of raising short-term sources, Long term finance, equity capital, methods of raising equity finance, Preference share, Debentures, Convertible loan notes, Warrants, Term loans, Asset-backed finance(securitization), Leasing

**Unit-II : Finance Functions**

Financial decision, Liquidity decision, Investment decision, Dividend decision- factors affecting finance functions.

**Suggested Readings:**

1. Eddie McLaney, Business Finance-Theory and Practice, Pearson Education.
2. Chitra Ranjan Sarkar- Managing business Enterprises, DVS Publishers

**Note: Any other related books and latest edition of the readings may be used.**

## **MCOM-OE01-106 (B): Office Management and Business Communication**

**Full Marks: 50 ( Int. Assessment 00 + 50 End-term)**

*Objective: To equip students effectively with skills of office management and also acquire skills in reading, writing, comprehension and communication along with electronic media for business communication*

### **Unit-I : Office Management and Communication**

Concept of management, management style, functions of management; Communication- Nature of communication, its process, types (verbal & non-verbal), Importance of communication, forms of communication, Different barriers to communication causes-Linguistic barriers, Psychological barriers, Interpersonal barriers, Cultural barriers, Physical barriers, Organizational barriers

### **Unit-II : Business Correspondence, Reports Writing and Presentation**

Letter writing, presentation, Inviting quotations, Sending quotations, Placing orders, Inviting tenders, Sales letters, Claim and adjustment letters and social correspondence, Memorandum, Inter-office Memo, Notices, Minutes, Job application letter, Preparing resume, Business reports-its Types, Characteristics, Importance, Elements of structure, Process of writing, Order of writing, Final draft, Check list for reports, Oral presentation-its characteristics, presentation plan, power point presentation, Visual aids.

### **Suggested Readings:**

1. Bovee, and Thill, Business Communication Today, Pearson Education
2. Lesikar, R.V. & Flatley, M.E. Kathryn Rentz; Business Communication Making Connections in Digital World, 11th ed., McGraw Hill Education.
3. Shirley Taylor, Communication for Business, Pearson Education
4. Locker and Kaczmarek, Business Communication: Building Critical Skills, TMH
5. Leena Sen, Communication Skills, PHI Learning

**Note: Any other related books or latest edition of text books may be used.**

## M. Com 2<sup>nd</sup> Semester Course

<b>Semester-II</b>		<b>Credits</b>
<b><u>Core Course (CC)</u></b>		
MCOM-CC06-201	Advanced Financial Accounting	4
MCOM-CC07-202	Financial Management and Policy	4
MCOM-CC08-203	Entrepreneurial Development	4
MCOM-CC09-204	Financial Market and Services	4
MCOM-CC10-205	Investment Analysis and Portfolio Management	4
<b><u>Open Elective (OE)</u></b> ( <i>Any <b>one</b> course to be selected</i> )		
MCOM-OE-02-206	A- E-Commerce	2
	B-Insurance and Risk Management	

**MCOM-CC06-201      Advance Financial Accounting**  
**Full Marks: 100 ( Int. Assessment 20 + 80 End-term)**

**MCOM-CC07-202      Financial Management and Policy    Marks 80**  
**Full Marks: 100 ( Int. Assessment 20 + 80 End-term)**

**Unit I:** **Marks 20**

Introduction to Financial Management- objectives, nature and scope of finance function, components of financial system. Financing Decision- operating and financial leverage, capital structure theories, Net income approach, net operating income approach, traditional approach, factors affecting capital structure, optimal structure, over capitalization and under-capitalization

**Unit II:** **Marks 20**

Working capital management, estimation of working capital requirements, working capital policy-conservation, moderate and aggressive, cash management, receivables management, financing current assets-sources, regulations of bank finance and recommendation of various committees.

Long-term investment decisions-principles and methods of appraisal- concept and measurement of cost of capital-risk and return analysis of capital investments. Computation of various types of return

**Unit-III:** **Marks 20**

Dividend Policy: Introduction, Dividend-Valuation Model, Walter's Model, Criticism, Gordon's Model, the Miller-Modigliani (MM) Hypothesis, Determinant of Dividend Policy

**Unit-IV:** **Marks 20**

Inflation and financial management, effects of inflation on current assets, fixed assets, liabilities working capital and profit, inflation and capital budgeting. Constituents and preparation of project Report: contents, evaluation of projects and techniques of evaluation.

**Suggested Readings:**

1. Financial Management by P. Shandra



2. Financial Management by IM Pandey

3. Financial Management by Sharma

**MCOM-CC08-203 Entrepreneurial Development**  
**Full Marks: 100 ( Int. Assessment 20 + 80 End-term)**

**Unit I:**

**Marks 20**

Introduction: definition-nature-scope and importance its relevance in different economic systems- its significance to Indian economy under the new economic order.

**Unit II:**

**Marks 20**

Setting-up of an entrepreneurial venture a) Identifying and conceiving opportunities in agriculture, trade, industry, transports, insurance and related service organizations. b) Converting conceived business opportunities into reality: location, infrastructure facilities, Aid from Government, semi-up of an enterprise on hand (case studies in setting up of as enterprise covering a minimum of five years of initial period)

**Unit III:**

**Marks 20**

Management of the Venture

a) Stages of development- small, medium and large scale.

b) Management of functional areas viz. production, purchase, Marketing, Finance, Personnel, Finance, at different stages development in terms of planning and control and decision making management of conflict.

c) Environment facing different kinds of ventures at different stages of development governmental laws.

d) Self-development of the entrepreneur-self-evaluation of the individual and institution at different stages of enterprise and entrepreneurial growth, motivation for individual and institutional development- training needs of the entrepreneur evaluation of the organization structures.

e) Creativity and Techno-economic innovation for entrepreneurs' management of family business-socio-psychological factors influencing entrepreneurship development.

**Unit IV:****Marks 20**

Professional entrepreneurship and professional managers- their role in managing on enterprise position in the Indian management scene-agencies promoting entrepreneurial development -role of concessions, subsidies incentives- A technical assistance. Entrepreneurs in India- study of profiles- recent trends- scope use profitability profit-oriented and non-profit oriented organization

**Suggested Readings:**

1. Entrepreneurship Development by Khanka
2. Entrepreneurship Development in India by Gupta
3. Management And Entrepreneurship by N.V.R by Naidu
4. Etrpreneurship and Management by S.Nagendra and V.S Manjunath

**MCOM-CC09-204: FINANCIAL MARKETS AND SERVICES****Full Marks: 100 ( Int. Assessment 20 + 80 End-term)****Unit-I****Marks 20**

Money Market- Features of Developed Money Market, Constituents of Money Market, Money Market Instruments and its advantages, Participants in Money Market, Importance of Money Market, Recent Developments in Indian Money Market, Discount and Finance House of India (DFHI).

**Unit-II****Marks 20**

Capital Market- Features, Money market vs Capital market, New Issue Market, its Functions, Methods of Floating New Issues, Players in New Issue Market, Merits and Demerits of Primary Market; Stock Exchange- its Functions, Difference and Relationship between New Issue Market and Stock Exchange, Listing of Securities, its Merits and Demerits, Procedure of Listing, Registration of Stock Brokers, Stock Market Trading Mechanism, New Modes of Trading

**Unit III****Marks 20**

Financial Services- Features, Scope of Financial Services, Various Financial Products and Services, Financial Services and Promotion of Industries, Innovative Financial Instruments, Causes for Innovation of Financial Services, Role of Financial Services, Some Challenges for Financial Service Sector in India.

#### **Unit IV**

**Marks 20**

Hire Purchase- Concept and characteristics, Origin and Development, Bank and Hire Purchase Business; Leasing- concept and classification, advantages and disadvantages of leasing, Leasing vs. Hire Purchase, evolution of Indian Leasing Industry, Tax implications of Leasing; Venture Capital- nature and scope, Advantages and Disadvantages, Investment Process; Consumer Finance- its sources, terms and conditions, Features of Consumer Credit, Factors influencing Consumer Finance, Role of Consumer Credit; Other Financial Services- Housing Finance, Depository Services, Demat Service, Stock Broking Services.

#### **Suggestion Reading:**

- 1. Financial Markets and Services by Pandian**
2. Financial Management Services by D Kumar
3. B. Kunju Kunju- Financial Markets and Financial Services in India
4. Financial Markets and Services by E.Gordon and K.Natarajan

**MCOM-CC10-205 Investment Analysis and Portfolio Management**  
**Full Marks: 100 ( Int. Assessment 20 + 80 End-term)**

**Unit I:**

**Marks 20**

Investment: concept, objectives, security and non-security form of investment, concept of portfolio management, phases of portfolio management; risk and return, types of risk measurement of risk

**Unit II:**

**Marks 20**

Securities market: securities market and their functions, methods of raising capital, stock market in India, security market Indices- purpose, factors influencing construction of index, methods of constructing index

**Unit III:**

**Marks 20**

Analysis of equity investment: economic analysis, industry and company analysis, technical analysis, efficient market hypothesis.

Portfolio Analysis: meaning, portfolio risk and return, mark with risk-return optimization, single index model, Sharpe index model, portfolio data, efficient frontier; portfolio selection- risk and investor preference, capital asset pricing model

**Unit IV:**

**Marks 20**

Portfolio Revision: meaning, significance and strategies; portfolio evaluation meaning, performance measurement of portfolios, Sharpe's, Treynor's and Jensens's measure of portfolio performance. Derivative: meaning and evaluation of derivatives, options, futures, portfolio management using futures and options

**Suggested Readings:**

1. Security Analysis and Portfolio Management by Kevin
2. Banu, M.A.S: Security analysis and Portfolio management
3. A Pant: Security analysis and Portfolio management

**Open Elective (OE)** (*Any one course to be selected*)

MCOM-OE-02-206      A- E-Commerce

**E-Commerce**

**Full Marks: 50 ( Int. Assessment 00 + 50 End-term)**

**Objectives:** *To enable the student to become familiar with the mechanism for conducting business transactions through electronic means*

**Unit 1: Introduction:**

Meaning, nature, concepts, advantages, disadvantages and reasons for transacting online, types of E-Commerce, e-commerce business models (introduction , key elements of a business model and categorizing major E-commerce business models), forces behind e-commerce. Technology used in E-commerce: The dynamics of world wide web and internet( meaning, evolution and features) ; Designing, building and launching e-commerce website (A systematic approach involving decisions regarding selection of hardware, software, outsourcing vs. in-house development of a website)

**Unit 2: E-payment System:**

Meaning, purpose, advantages and disadvantages of transacting online, E-commerce applications in various industries, Models and methods of e-payments (Debit Card, Credit Card, Smart Cards, e-money), digital signatures (procedure, working and legal position), payment gateways, online banking (meaning, concepts, importance, electronic fund transfer, automated clearing house, automated ledger posting), risks involved in e-payments. Need and concepts, the e-commerce security environment, Offences and Cyber-crimes, Penalties and adjudication

**Suggested Readings**

1. Kenneth C. Laudon and Carlo Guercio Traver, E-Commerce, Pearson Education.
2. David Whiteley, E-commerce: Strategy, Technology and Applications, McGraw Hill Education
3. Bharat Bhaskar, Electronic Commerce: Framework, Technology and Application, 4th Ed., McGraw Hill Education
4. PT Joseph, E-Commerce: An Indian Perspective, PHI Learning

5. KK Bajaj and Debjani Nag, E-commerce, McGraw Hill Education
6. TN Chhabra, E-Commerce, Dhanpat Rai & Co.
7. Sushila Madan, E-Commerce, Taxmann
8. TN Chhabra, Hem Chand Jain, and Aruna Jain, An Introduction to HTML, Dhanpat Rai & Co.

## **B-Insurance and Risk Management**

**Full Marks: 50 ( Int. Assessment 00 + 50 End-term)**

**Objective:** *To give a general idea about the nature, growth, development of insurance business in India and expose to students to the different aspects of basic insurance management principles.*

### **UNIT-I: Insurance Theories (12 classes):**

Meaning, Functions and scope of life, fire, engineering, accident, marine and aviation insurance, Contract of insurance, basic legal concepts, types of insurance, Terms of insurance contracts, Settlement of claims: Procedures, different ways of settlement of claims, Role of surveyors and loss assessors, Indian Insurance Industry: Structure and organization, Regulations of Insurance Business- IRDA Act, 2000

### **UNIT-II: Risk Management in Insurance (12 classes):**

Types of Risk in Insurance Business, Insurable risk- Factors that limit the insurability risk, Insurers as managers of Risk, Insurer operation, Reinsurance, and Insolvency Risk, Identification and evaluation of risk – risk analysis, Risk control – loss prevention and its importance, Risk retention and its importance

### **Core Readings**

1. Harrington and Neihaus Risk Management and Insurance (TMG, New Delhi, 2006)
2. Tripathy and Pal Insurance-Theory and Practice (PHI, New Delhi, 2008)
3. Redja Principles of Risk Management and Insurance (TMG, New Delhi, 2005)
4. Kothari&Bahi, Principles and Practice of Insurance (Sahitya Bhavan, Agra, 2004)

### **Additional readings**

1. M N. Misra, Insurance Principles and Practices (S Chand & Co, New Delhi,2004)
2. Vinayakam, Radhshyam & Vasudevan Insurance: Principles and Practice (S Chand & Co., New Delhi)

3. Kotreshwar Risk management-Insurance and Derivatives  
(Himalaya Publishing House,2005)

### M.Com 3<sup>rd</sup> Semester Course

<b>Semester-III</b>		<b>Credits</b>
<b><u>Core Course (CC)</u></b>		
MCOM-CC11-301	Accounting Theory & Practice	4
MCOM-CC12-302	Research Methodology	4
MCOM-CC13-303	Operation Research & Computer Application	4
MCOM-CC14-304	Business Environment	4
MCOM- Spln01-305	(Any one)	4
(A)	Advance Cost and Management Accounting	
(B)	Human Resource Management	
(C)	Micro Finance & Rural Development	

#### **MCOM-CC11-301      Accounting Theory & Practice** **Full Marks: 100 ( Int. Assessment 20 + 80 End-term)**

***Objective:** The course aims at acquainting the students with a coherent set of logical principles and a general frame of reference for evaluation and development of sound accounting practices.*

Unit-I:

Accounting Theory: Nature and Scope. Accounting methodology. Different approaches to theory construction. Conceptual framework of financial accounting and reporting.

Unit-II:

Issues in accounting standard setting. Accounting standards in India. Income concepts for financial reporting. Measurement and reporting of revenues, expenses, gains and losses

Unit-III:

Depreciation policy. Valuation of asset and liabilities. Revaluation of fixed assets and income measurement. Adjustments for changing prices and financial reporting

Unit-IV:

Nature of ownership Equities. Creditorship Securities. Corporate Reporting: Objectives, disclosure requirements, periodic and segment reporting. Harmonization of corporate reports. Recent developments in financial accounting and reporting

1. Anthony R.N., D.F. Hawkins and K.A. Merchant, *Accounting: Text and Cases*,

McGraw Hill, 1999

2. Richard G. Schroeder, Myrtle W. Clark and Jack M. Cathey, *Financial Accounting*

*Theory and Analysis, Text Readings and Cases*, John Wiley and Sons, 2005.

3. Ahmed Riahi Belkaoui, *Accounting Theory*, Quorm Books, 2000.

4. Jawahar Lal, *Accounting Theory and Practice*, Himalaya Publishing House, 2008.

5. L.S. Porwal, *Accounting Theory*, TMH, 2000.

## **MCOM-CC12-302      Research Methodology**

**Full Marks: 100    ( Int. Assessment 20 + 80 End-term)**

**Unit I:**

**Marks 20**

Concept and nature of research, objectives of research, criteria of a good research, social science research, business research, approaches to research-qualitative and quantitative research, types of research- pure and applied research, descriptive and analytical research, exploratory and empirical research, case study research, research and research methodology, difficulties of social science research in India.

**Unit II:**

**Marks 20**

Research Design- features of a good research design. defining research problem, components of research problem, selection and formulation of research problem; formulation of hypothesis, types of research design research design for experimental, exploratory and descriptive research



**Unit III:****Marks 20**

Sampling Design: meaning and significance of sample, sampling process, principles of sampling: essentials of a good sample, methods of sampling: random sampling, stratified sampling, judgment or purposive sampling, double and multistage sampling; determination of sample size

**Unit IV:****Marks 20**

Data Collection: types of data, methods of collection of primary data, collection secondary data and limitations of secondary data.

Data processing, analysis and interpretation: steps in data processing, editing, coding, classification and tabulation, analysis and interpretation of data. Test of Significance and Analysis of Variance (ANOVA): testing of hypothesis, Z-test, chi-square test and F-test; ANOVA: meaning, basics principles, assumptions, one-way and two-way ANOVA

**Suggested Readings:**

1. Research Methodology by Dr.Kumar
2. Research Methodology by C.R kothari

**MCOM-CC13-303      Operation Research & Computer Application**  
**Full Marks: 100    ( Int. Assessment 20 + 80 End-term)**

***Objective:** To provide knowledge of decision making with respect to the business, trade, industry, and other related activities where operation research techniques are applicable and also knowledge of applying computer in business. .*

**Operations Research**

**Unit I :** Origin and development of Operations Research (O.P.), various models, phases of O.R., O.R and decision making, characteristics of O.R., role of O.R. in managerial decision making, uses and limitations of O.R.

**Unit II :** Linear Programming Problem (LPP) : Meaning, uses and limitations, formulation of general LPP, solutions of LPP, solutions of LPP by graphic method and simplex method, artificial variable technique, duality in linear programming, economic interpretations of dual variables.

**Unit III :**Transportation and Assignment Problems: Transportation problem definition, mathematical formulation of transportation problem to find the initial basic feasible salutation, to

derive optimal solution by Modi Method, Concept of assignment problem; balanced and unbalanced assignment problem, difference between a transportation problem and an assignment problem.

### Computer Application

**Unit iV** : : Application of computer in Business, E-Commerce: Meaning , concept, scope and promise; E-commerce and E-business; lure of E-commerce; different categories of E-commerce, future of E-commerce; System Analysis and Design: concept of system; characteristics of a system, elements of a system; types of systems, systems models; open or closed systems; man-made information system; computer based information system. Information System Development: The process of system development, system life cycle; system development methodologies, System planning and initial investigation; Accounting software/packages.

### **Suggested Readings:**

1. Operation Research by N.P. Agarwal, Indus Valley Publications.
2. Quantitative Techniques for Decision Making by Anand Sharma, Himalaya Publishing House.
3. Any other books related to the contents of syllabus.

**MCOM-CC14-304      Business Environment**  
**Full Marks: 100    ( Int. Assessment 20 + 80 End-term)**

***Objective:** To provide knowledge of the policies and legal provisions of the Government with respect to the business environment in India.*

**Unit-I: Theoretical Framework of Business Environment**

Concept, significance and nature of business environment, elements of business of business environment; Government-business interface; changing dimension of business environment; Business-economic system interface

**Unit-II: Economic Environment of Business**

New Industrial Policy, Public Sector Policy, Disinvestment policy and EXIM policy, New Industrial Policy for North East India; Industrial Development under different Plan Periods, Government policy on Foreign Investment, Foreign Collaboration and Indian experience, Trade Liberalization.

**Unit-III: Legal Environment of Business**

Changing dimension of Legal Environment: FEMA and Competition Act. Intellectual Property Rights and Patent Law; Labour Laws- Factors influencing emergence of Labour Laws, Importance of Labour Laws; Government policy on Environment: Water pollution Act. Air pollution Act. Environment protection Act.

**Unit-IV: Social Environment**

Social Responsibility of Business-Models; Business Ethics-Ethical dilemmas and Managing Ethics, Corporate governance, Contemporary issues in Corporate Social Responsibility and Governance.

**MCOM- Spln01-305 (Any one)**

**(A) Advance Cost and Management Accounting**  
**Full Marks: 100 (Int. Assessment 20 + 80 End-term)**

Unit I:

Cost concepts and Analysis: Relevant costs for decision making, Decision in pricing, product mix, make or buy, shut down etc.

Unit II:

Management control system: Objectives, Maximization of value or Profit, Management control system, strategy formulation and control, Management control procedure. Responsibility Accounting: Transfer Pricing

Unit III:

Budgetary control: Behavioral aspect of Budget, Participation in budgetary process, performance budgeting and zero-based budgeting. Management Information System: Concept, Objectives, Functions, types and nature or Reports and their contents. Application of computer in Management Accounting Purposes

Unit IV:

Value analysis, cost control reduction and productivity, cost efficiency and effectiveness. Cost and Management Audit. Activity based costing: Human Resource Accounting; Environmental Accounting.

**Suggested Readings:**

1. Management Accounting by Jain
2. Cost and Management Accounting by N. Gupta
3. Accounting for Management by Jawaharlal

**(B) Human Resource Management**  
**Full Marks: 100 ( Int. Assessment 20 + 80 End-term)**

Unit I:

Basic Human Resource Planning: Macro level scenario of Human Resource Planning, concept and process of Human Resource Planning, Methods and Techniques- Demand and supply forecasting. Job Analysis: concept, scope and limitation, job description. Job specification. Action Areas: issues and experiences, selection and recruitment, induction and placement, performance and potential appraisal, transfer, promotion and reward policies, retrenching, separation, down signing, outplacement, managing diversity, managing compensation, succession planning.

Unit II:

Measurement of Human Resource Planning: Human resource information system, human resource accounting, human resource audit, productive incentive. Human Resource Development: concept, evolution, definition, scope, functions and importance of Human resource scanning, Role of HRM in strategic planning

Unit III:

Importance of training, preparation of training programme and their implementation, training of operative personnel, executive development programme, career development challenges, self development. Evaluation of training effectiveness. Promoting work effort, motivation, theories of motivation, incentive schemes, principles of fringes, labor turnover and absenteeism

Unit IV:

A brief introduction to wage and salary policies and administration Job enlargement and environment, job design, employees moral and industrial productivity, occupational hazard and safety, accident analysis and prevention.

Disciplining and counseling of employees, importance of human relation, concept of industrial relation, present state of industrial relation in India, an idea about trade unionism, industrial disputes- causes and remedial measures, union regulation, collective bargaining, workers. Participation in management, labor legislation, cost-benefit concept in HRM. Challenges to HRM. Short case studies in strategic human resource management, corporate culture, HRM planning and industrial relations

**Suggested Readings:**

- 1.Human Resource Management by S.S khanka
- 2.Human Resource Management by Vinay Tiwari
- 3.A text Book on Human Resource Management by R.S Dwivedi
- 4.Human Resource Management by K Aswathappa

### **(C) Micro Finance & Rural Development**

**Full Marks: 100 ( Int. Assessment 20 + 80 End-term)**

#### **Unit-I Concept and Methodology**

Concept and evolution of micro finance, characteristics, needs, principles of microfinance, Clients and services, Role of microfinance , participants in microfinance system, Microfinance in India, Microfinance in north east region; Microcredit and microfinance, comparison of microfinance and banks. Microfinance methodology-International models and best practices in Asian countries and India- Grameen model (Joint Liability Group), SHG-bank linkage model.

#### **Unit-II Micro Finance Institutions (MFIs)-**

Forms/types of MFIs, Aims, MFIs operating in India; Group Dynamics- fund management-Credit linkage of SHGs, Rate of interest, Repayment management, Audit system, Monitoring risks and delinquency, Restructure of loan; Innovations in Indian microfinance- micro-insurance-crop, agricultural, health; Micro-pension, Recent innovation by NABARD, Initiatives in Indian microfinance.

#### **Unit-III Self Help Group (SHG)**

SHG Federation- objectives, features of good SHG, benefits and functions, formation and operation of SHGs, important role of SHGs, Income generating activities of SHGs, impact of SHGs in socio-economic development, shortcomings and corrective measures to improve SHG, Government sponsored programmes involving SHGs

#### **Unit-IV Rural Development**

Concepts and connotations, Principles, Policies and Management, Basic elements of development, Raising expectations and development, Development and Change, Causes and Consequences of Development, Why rural development. Role of MFIs & SHG in Rural Development, Government initiative for rural development.

**Suggested Readings:**

1. Micro Finance and Micro Enterprises in India by S.K. Jena
2. Finance and Banking System by M.P. Aghav
3. Micro and Small enterprises in North East India: M Rahman

**Semester-IV**

**Credits**

**Core Course (CC)**

MCOM-CC15-401	International Business Management	4
MCOM-CC16-402	Tax Planning & Management	4
MCOM-CC17-403	Strategic Management	4
MCOM-CC18-404	Project-Dissertation	4
MCOM-Spln02-405 (Any one)		4
A	Advanced Corporate Accounting	
B	International Relation and Labour Laws	
C	Global Trade and Finance	

**MCOM-CC15-401      International Business Management**  
**Full Marks: 100 ( Int. Assessment 20 + 80 End-term)**

**MCOM-CC16-402      Tax Planning & Management**

**Full Marks: 100 (Int. Assessment 20 + 80 End-term)**

**Unit I**

**Tax Planning & Management:** Meaning concept of Tax planning and Tax management- distinction between tax planning & tax management, tax evasion and tax avoidance, Tax planning in respect of Residential status, Tax incidence.

**Unit II**

**Individual Tax Planning:** Tax Planning with reference to computation of taxable income under various heads– Salary, House Property, Profit from business and profession, Capital Gains and Income from other sources, Tax planning with respect to deductions, exemptions, Rebate, Relief, Concession and incentives(Problems focused on tax planning).

**Unit III**

**Corporate Tax Planning:** Concepts and significance of corporate tax planning; Techniques of corporate tax planning; Tax planning in regard to setting up and dates of commencement of business, Make or buy decisions; Financial Management decisions, Capital Structure. Shut down or continue operations; Foreign collaborations and incidence of taxation on domestic companies; provisions for relief in respect of double taxation.

**Unit IV**

**Tax Planning and Managerial Decisions:** Tax planning while setting up of a business-with reference to location, nature and form of organizations; Tax planning related to Special



Economic Zones (SEZ), Export Processing Zones (EPZ) and Export Oriented Units (EOUs), Minimum Alternate Tax.

**Suggested Readings:**

1. Srinivas.E.A, Corporate Tax Planning, Tata McGraw Hill,
2. Singhania, Vinod. K, Taxmann's Direct Taxes, Law & Practice.
3. Tax System in India by M.M. Sury
4. Tax Reforms in India by V.Rani
5. Tax and taxation system in India: S Kumari

**MCOM-CC17-403 Strategic Management**  
**Full Marks: 100 ( Int. Assessment 20 + 80 End-term)**

Unit – I:

Corporate Strategy : Introduction (12 classes) The importance of Strategic Management Strategic Content, Process and roles Corporate Vision, Mission & Philosophy Strategic Management in different contexts , Ethics and Social Responsibility

Unit-II:

Strategic Analysis : External Assessment, Porter's 5 Competitive Forces Industry Analysis - The External Factor Evaluation (EFE) Matrix, The Competitive Profile Matrix (CPM) Internal Assessment- Resource Based View (RBV), The Value Chain and the Internal Factor Evaluation (IEF)

Unit – III:

Strategic Options: Porter's Generic Strategies Integration Strategies, Intensive Strategies. Diversification and Differentiation Strategies, Functional Strategy- Manufacturing, Financial, Marketing, Human Resource, Research & Development

Unit- IV:

Strategy Implementation & Evaluation (12 classes) Organising Implementation-Staffing, Leading and Job Design. Strategy Implementation for international business. Strategy Evaluation - Techniques of Evaluation & Control.

**MCOM-CC18-404      Project-Dissertation**  
**( Project = 80 + Viva = 20)**

**MCOM-Spln02-405 (Any one)**

**(A) Advance Corporate Accounting**

**Full Marks: 100                      (Int. Assessment 20 + 80 End-term)**

**Unit I**

**Valuation of Goodwill & Share:** Meaning, types, features of Goodwill; factors of valuation of Goodwill; various methods of valuation of Goodwill with example, Valuation of Share, objectives & Needs of valuation of share; Factors influencing the valuations of shares; various methods of valuation of shares.

**Unit II**

**Amalgamation of Companies:** Meaning and Objectives of Amalgamation, Absorption Reconstruction; Purchases consideration; methods of purchase consideration; Methods of Amalgamation; Accounting for Amalgamation: Preparation of Balance Sheets.

**Unit III**

**Accounts of Holding Companies:** Holding Companies – Definition – Accounts Consolidation – Preparation of Consolidated Balance Sheet – Minority Interest – Pre-acquisition or Capital Profits – Cost of Control or Goodwill – Inter- Company Balance – Unrealized Inter-company profits – Revaluation of assets and liabilities – Bonus Shares – Treatment of Dividend.

**Unit IV**

**Liquidation of Companies:** Liquidation, Mode of Winding-up, Compulsory Winding-up, Voluntary Winding-up, Statement of Affairs, Deficiency Account, Overriding Preferential Payment, Preferential Creditor's, Liquidators, Liquidator's Final Statement of Account

**Suggested Readings:**

1. Corporate Accounting by S. K. Paul, New Central Books Agency.

2. Advance Accounts, by M. C. Sukla
3. Advance Accounting Debra C. Jeter, Paul K. Chaney

**(B) International Relation and Labour Laws**  
**Full Marks: 100 ( Int. Assessment 20 + 80 End-term)**

Unit I:

Approaches to industrial relations, Dynamics of Industrial conflict, unfair labour practices and victimization. Industrial work force analysis, size and composition. Problems of Commitment. Trade Unionism. Theories, structure, types and growth, trade union in developing economy.

Unit II:

Trade union movement in India, issues in trade unions democratic unionism, problems: size, structure, finance, problem of leadership. Political influence on trade unions. Workers Education. The trade union-rivalry and reorganization. Employers organization. Role of trade union in the changed economic scenario.

Unit III :

Management V s. Union, rights, unions and technological changes. Industrial relation system. Role of state in industrial relations. Industrial relations and labour policy since independence. Instruments of economic coercion, discipline, domestic enquiry grievance procedure and disciplinary action. Principle of natural justice.

Unit IV:

Machinery for prevention of industrial disputes. Welfare Officer works committees. Joint Management Council, Ethical Codes. Lok Adalat as a body to conduct mediation. Methods of settlement Industrial Disputes. Arbitration Adjudication, Tripartite and Bipartite Machinery.

Unit V:

Collective Bargaining, workers' participation in management. Labour management and cooperation. Industrial relations and related legislations with special reference to industrial disputes Act. 1947 labour welfare and social security

**(C) GLOBAL TRADE & FINANCE**  
**Full Marks: 100 ( Int. Assessment 20 + 80 End-term)**

*Objective: To provide comprehensive knowledge to the students on various aspects of global trade such as export or import financing, documentation, payment terms, credit risk and institution for promoting exports.*

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**Unit – I:–**

Understanding of Global Trade and Finance, Foreign Trade Policy, Procedure & Documentation; Balance of Payment – Visible & Invisible Trade; Customs & Excise – Procedure & Documentation; Shipment Finance – Pre & Post, Sources of Funds; Financing Instruments; Forex & Export Management.

**Unit – II:**

Pre-Shipment & Post Shipment Finance - Forms of Credit, Purpose, Selection Criteria, Credit Terms; Domestic & Foreign Currency Loans Merits & Limitations, Letter of Credit – Types & Procedures; Export Bills – Purchase, Negotiation, Discounting, Rediscounting: Procedures of Settlement.

**Unit –III:**

Financing Strategies – Import Vs Export Financing Strategies – Framework, Determinants, Implementation & Management; Financial Collaboration - Competitive Advantage, Market Expansion,; Hybrid Financing Strategies.

**Unit IV:**

Financing Institutions & Export Promotion – Role of World Trade Organization, Economic Unions, Reserve Bank of India, EXIM Bank of India, Export Credit Guarantee Corporation, Banks & Financial Institutions; Export Promotion – Export Councils & Boards, Export Oriented Units, Special Economic Zones, Economic Promotion Zones, Economic Processing Zones, Agricultural Export Processing Zones; Logistics Financing for Export Promotion – Issues & Challenges

**Text Books:**

1. The Handbook of International Trade and Finance Andera Grath 2008, British Library cataloging – in- – publication data
2. Agrawal D.K (2003), ‘Text Book of Logistics and Supply Chain Management’, Mac Millan Publishers India Ltd

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