



Sh. L. N. Hindu College, Rohtak (Haryana)

Course Plan

Department of Commerce

Program: B.Com (Pass)

Taxation Law - I (5.01)

SCHEME

Course Name	Taxation Law - I	Course Type	Theory & Numerical
Course Code	(5.01)	Class	B.com Vth Sem
Instruction Delivery	Per week Lectures: 4, Tutorial:1, Practical: 1 Total No. CQlasses Per Sem: 60(L), 15(T) Assessment in Weightage: Sessional (20%), End Term Exams (80%)		
Course Coordinator	Dr. Rashmi Chhabra	Course Instructors	Theory: Dr. Rashmi Chhabra

COURSE OVERVIEW

The Income Tax Act, 1961 is the primary legislation in India that governs the taxation of income. It has undergone amendments over the years to adapt to changing economic scenarios. Here's an overview of the key aspects covered by the Income Tax Act, 1961. An "Income Tax" course typically covers various aspects of the tax system related to individuals, businesses, and other entities. The course may be designed for students studying finance, accounting, business, or individuals who want to understand how income taxes work..

PREREQUISITE

Before delving into the study of income tax, it can be beneficial to have a foundational understanding of certain concepts and areas. While formal prerequisites may not be mandatory, having a background in the following subjects can make learning income tax more accessible and comprehensible:

- **Basic Accounting Knowledge:** Understanding basic accounting principles, financial statements, and accounting terminology is essential. It provides the groundwork for comprehending the financial aspects of taxation.
- **Financial Mathematics:** A grasp of basic mathematical concepts, including percentages, interest calculations, and time value of money, is important for various tax computations.
- **Introduction to Economics:** Familiarity with economic concepts can help students understand the broader economic implications of taxation policies.
- **Legal Foundations:** Basic knowledge of legal principles, contracts, and business law can aid in understanding the legal framework within which tax laws operate.
- **Business Finance Basics:** Understanding financial management and basic finance principles helps students analyze the financial impact of taxes on businesses.
- **Legal Research Skills:** Introduction to legal research skills can be valuable for students to navigate tax laws and regulations effectively.



Sh. L. N. Hindu College, Rohtak (Haryana)

Course Plan

- **Research Skills:** Developing research skills is essential for staying updated on changes in tax laws and regulations.

Remember that different courses may have varying expectations, and the level of detail required may depend on the specific course or program. Always review the course syllabus and consult with.

COURSE OBJECTIVE

When designing a course to teach students about the Income Tax Act of 1961 (I assume you meant 1961, as there's no specific Income Tax Act of 1962), the objectives are typically tailored to provide students with a comprehensive understanding of the legislation and its practical applications. Here are some common course objectives:

- **Understand the Legislative Framework:** Gain a thorough understanding of the Income Tax Act of 1961, its structure, and the various sections and schedules that constitute the law.
- **Interpretation of Key Concepts:** Interpret and comprehend key concepts such as income, residential status, exemptions, deductions, and tax liabilities as defined in the Income Tax Act.
- **Application of Provisions:** Apply the provisions of the Income Tax Act to real-life scenarios, enabling students to analyze and solve practical taxation problems.
- **Differentiate Between Heads of Income:** Differentiate and understand the computation of income under various heads, including salary, house property, business or profession, capital gains, and other sources.
- **Tax Planning and Management:** Develop skills in tax planning and management, considering legal avenues for minimizing tax liabilities and optimizing financial structures.
- **Comprehend Business Taxation:** Understand the taxation of businesses, including sole proprietorships, partnerships, and corporations, and the related provisions for deductions and allowances.
- **Familiarity with Tax Return Filing:** Gain practical knowledge of filing income tax returns, including the preparation and submission of various forms for individuals and businesses.
- **Explore Legal and Ethical Aspects:** Discuss the legal and ethical aspects of taxation, emphasizing compliance with the law, ethical considerations, and consequences of noncompliance.

These objectives aim to equip students with the knowledge and skills necessary to navigate and apply the provisions of the Income Tax Act of 1961 in professional settings. The course should provide a solid foundation for individuals pursuing careers in taxation, finance, accounting, or related fields.



Sh. L. N. Hindu College, Rohtak (Haryana)

Course Plan

COURSE OUTCOMES (COs)

After the completion of the course, the student will be able to:

CO No.	Course Outcomes
1	Students would identify the technical terms related to Income Tax. Students would determine the residential status of an individual and scope of total income.
2	Students would compute income from salaries, house property, business/profession, capital gains and income from other sources.
3	Students would discuss the various benefits/ deductions under Chapter VI-A of the Income tax act, 1961.
4	Be aware of the ethical, social and security issues of information system and online payment systems.

COURSE CONTENT

Content
UNIT-I Basic concepts: Income, agricultural income, person, assessee, assessment year, previous year, gross total income, total income, maximum marginal rate of tax. Permanent Account Number (PAN) Residential status; Scope of total income on the basis of residential status Exempted income under section 10, agriculture income.
UNIT-II Computation of income under different heads Income from Salaries(Including retirement plans), Income from house property
UNIT-III Computation of income under different heads – Profits and gains of business or profession(Including depreciation) Capital gains –
UNIT-IV Income from other sources . Clubbing of income set-off and carry forward of losses Deductions from gross total income

LESSON PLAN (THEORY AND TUTORIAL CLASSES)

Sr. No	Topic to be Delivered	Tutorial Plan	Unit
1.	Understanding basic concepts of income tax , Learn to differentiate between categories of income	Practice of theoretical concept	1
2.	Understanding basis of residential status and tax incidence	Practice of theoretical concept	1



Sh. L. N. Hindu College, Rohtak (Haryana)

Course Plan

3.	Conditions of residential status and exemptions of that conditions	Practice of theoretical concept	1
4.	Deemed to be residents, and on the base source of income	Practice of theoretical concept	1
5.	Illus of residential status	Practice of numerical and theoretical concept	1
6.	Agriculture income-an introduction Rules regarding agriculture income	Practice of theoretical concept	1
7.	Partly taxable and partly exempted agriculture income	Practice of theoretical concept	1
8.	Illus of agriculture income	Practice of numerical and theoretical concept	1
9.	Exempted income - an introduction Fully exempted incomes	Practice of theoretical concept	1
10.	Fully taxable incomes and partly exempted incomes with proper example	Practice of theoretical concept	1
11.	After completion of this unit a doubt class and a class test of 20 marks	Practice of numerical and theoretical concept	1
12.	Introduction on all the components taxable under the head salary .	Practice of theoretical concept	2
13.	Explaining in detail the difference between allowances and perquisites, Small practical Questions on each topic	Practice of theoretical concept	2
14.	Chart showing computation of income from salary. Explanation on deduction u/s 16. Small discussion on deduction u/s 80C also	Practice of numerical and theoretical concept	2
15.	Solving of full Questions on calculation of income U/H Salary	Practice of numerical and theoretical concept	2
16.	Illus 1-15(small practical)	Practice of numerical and theoretical concept	2
17.	Illus 16-23	Practice of numerical and theoretical concept	2
18.	Illus 24-31	Practice of numerical and theoretical concept	2
19.	Illus 32-39	Practice of numerical and theoretical concept	2
20.	computation of income from salary(including retirement plans), gratuity, pension	Practice of theoretical concept	2
21.	Earned leave salary, compensation on retrenchment, compensation on voluntary retirement, provident fund	Practice of theoretical concept	2
22.	Illus 1-7	Practice of numerical and theoretical concept	2
23.	Illus 1-12	Practice of numerical and theoretical concept	2



Sh. L. N. Hindu College, Rohtak (Haryana)

Course Plan

24	Illus 12-17	Practice of numerical and theoretical concept	2
25	Concept of Income under the head house property (introductory session)	Practice of theoretical concept	2
26	Understanding concept of standard rent, expected rent, municipal rent, actual rent, GAV, NAV, Small practical Questions on each topic	Practice of theoretical concept	2
27	Discussion in detail on different cases of house property	Practice of theoretical concept	2
28	Explanation on deduction u/s 24	Practice of theoretical concept	2
29	Detailed discussion to understand deduction on interest on borrowed capital u/s 24	Practice of theoretical concept	2
30	Complete format discussion about house property step by step with proper example.	Practice of numerical and theoretical concept	2
31	Solving of full Questions on calculation of income from House Property •	Practice of numerical and theoretical concept	2
32	Illus 1-11	Practice of numerical and theoretical concept	2
33	Illus 12-19	Practice of numerical and theoretical concept	2
34	Illus 20-25	Practice of numerical and theoretical concept	2
35	Illus 26-31	Practice of numerical and theoretical concept	2
36	PGBP to be discussed according to the section mentioned in the guidelines prepared by the department.	Practice of theoretical concept	3
37	Focus on section 44	Practice of theoretical concept	3
38	Discussion in case of profit and loss a/c is given, or income and receipt a/c is given or income and expenditure a/c is given	Practice of theoretical concept	3
39	Discussed about the rate of depreciation, and computation of income from PGBP	Practice of numerical and theoretical concept	3
40	Illus 1-8	Practice of numerical and theoretical concept	3
41	Illus 9-18	Practice of numerical and theoretical concept	3
42	Illus 19-25	Practice of numerical and theoretical concept	3
43	Explaining the concept of capital assets	Practice of theoretical concept	3
44	In-depth discussion on cases like compulsory acquisition, converting stock into capital asset or vice-versa, concept of previous	Practice of theoretical concept	3



Sh. L. N. Hindu College, Rohtak (Haryana)

Course Plan

	owner etc		
45	Concept of indexation and non-indexation	Practice of theoretical concept	3
46	Special emphasis on exemption U/S 54 and other	Practice of theoretical concept	3
47	Explaining treatment of incomes under residuary head and emphasis on taxability of Gift Learning Outcome • Student should be able to solve simple problems	Practice of numerical and theoretical concept	3
48	Illus 1-8	Practice of numerical and theoretical concept	3
49	Illus 9-17	Practice of numerical and theoretical concept	3
50	Illus 18-25	Practice of numerical and theoretical concept	3
51	Illus 26-31	Practice of numerical and theoretical concept	3
52	Explaining the concept of clubbing of income with emphasis of clubbing of income in case of minor, spouse etc. with examples.	Practice of theoretical concept	4
53	Clubbing of income with practical knowledge	Practice of numerical and theoretical concept	4
54	Explaining set off and carry forward of losses under various heads of income	Practice of theoretical concept	4
55	set off and carry forward of losses with proper illus.	Practice of numerical and theoretical concept	4
56	Explaining the various sections from 80C to 80U in respect of deductions to be made from gross total income	Practice of theoretical concept	4
57	80C to 80E	Practice of theoretical concept	4
58	80 EE to 80 GGC	Practice of theoretical concept	4
59	80 IA-80LA	Practice of theoretical concept	4
60	80 P to 80 U	Practice of theoretical concept	4
61	Income for other source:- an introductory session	Practice of theoretical concept	4
62	Deductions allowable under- the head “income from other sources”	Practice of theoretical concept	4
63	Illus 1-7	Practice of numerical and theoretical concept	4
64	Illus 8-15	Practice of numerical and theoretical concept	4



Sh. L. N. Hindu College, Rohtak (Haryana)

Course Plan

Text Book

DR. H.C. MEHROTRA, DR. S.P GOYAL, SAHITYA BHAWAN PUBLICATIONS, AGRA

Reference Books

- ❖ *Singhania, Vinod K. and Monica Singhania. Students' Guide to Income Tax, University Edition. Taxmann Publications Pvt. Ltd., New Delhi.*
- ❖ *Ahuja, Girish and Ravi Gupta. Systematic Approach to Income Tax. Bharat Law House, Delhi.*
- ❖ *Pagare, Dinkar. Law and Practice of Income Tax. Sultan Chand and Sons, New Delhi.*
- ❖ *4. Lal, B.B. Income Tax Law and Practice. Konark Publications, New Delhi*
- ❖ *Direct Taxes & Practice : Dr. V K Singhania, Taxman Publications.*
- ❖ *Dr. S P Goyal, Sahitya Bhawan Publications, Agra.*
- ❖ *Direct Taxes Law & Practice : Dr. Bhagwati Prasad, Wishva Prakashan, New Delhi*
- ❖ *Simplified Approach to Income Tax : Dr. Girish Ahuja & Dr. Ravi Gupta – Sahitya Bhawan Publishes & Distributors, Agra*
- ❖ *Income Tax Reports. Company Law Institute of India Pvt. Ltd., Chennai.*
- ❖ *Taxman. Taxman Allied Services Pvt. Ltd., New Delhi.*
- ❖ *Current Tax Reporter. Current Tax Reporter, Jodhpur.*

Web/Links for e-content

<https://www.scribd.com/document/463849016/NOTES-1-Income-Tax-601-BBA-6-Sem>

<https://kamarajcollege.ac.in/wp-content/uploads/Elective-Income-Tax-Law-Practice-I.pdf>

<https://rccmindore.com/wp-content/uploads/2015/06/Income-Tax-Procedure-PracticeU12345-RB.pdf>



Sh. L. N. Hindu College, Rohtak (Haryana)

Course Plan

PRACTICE QUESTIONS (QUESTION BANK)

S No	Problem
UNIT I	
1.	Explain these concept:- Income, Assessment year Previous year etc PAN Slab rates and its calculation Heads of income, gross income and Total income.
2.	Residential status; Scope of total income on the basis of residential status, Discussion in detail on rules pertaining to residential status,
3.	Describe Agriculture income.
4.	Write the difference between Indian and foreign income and incidence of tax based on type of income.
5.	Explain the concept of exempt incomes under section 10
Unit-ii	
6.	Explain all the components taxable under the head salary.
7.	Explaining in detail the difference between allowances and perquisites
8.	Write short notes on:- a) Earned leave salary b) Compensation on retrenchment c) Compensation on voluntary retirement d) Provident fund
9.	Explanation on deduction u/s 16
10.	Write short notes on:- a) House rent allowance b) Entertainment allowances c) Rent free accommodation d) Profit in lieu of salary
11.	Write short notes on:- a) Standard rent b) Expected rent c) Municipal rent d) Actual rent
12.	Understanding concept of standard rent
13.	Explain the concept GAV, NAV
14.	Discussion in detail on different cases of house property



Sh. L. N. Hindu College, Rohtak (Haryana)

Course Plan

15.	<ol style="list-style-type: none"> 1. Explanation on deduction u/s 24 2. Detailed discussion to understand deduction on interest on borrowed capital u/s 24
Unit- iii	
16.	What deductions are allowed to a businessman in computing profits? Specify the expenses disallowed.
17.	Write shorts notes on:- <ol style="list-style-type: none"> I. PGBP to be discussed according to the section mentioned in the guidelines prepared by the department. • II. Explain section 44
18.	Write shorts notes on:- <ol style="list-style-type: none"> I. Explaining the concept of capital assets • II. in-depth discussion on cases like compulsory acquisition, III. converting stock into capital asset or vice-versa, IV. Concept of previous owner etc. • V. Concept of indexation and non-indexation • VI. special emphasis on exemption u/s 54 and other exemption sections •
19.	Explain the Book Profit in the firm .
20.	Write shorts on:- <ol style="list-style-type: none"> A. Expenses on scientific research B. Deductions in respect of preliminary expenses C. Bad debts
Unit-iv	
21.	Explaining the various sections from 80C to 80U in respect of deductions to be made from gross total income
22.	Describe the methods of computing income under the head “income from other sources”
23.	Explain short notes:- <ol style="list-style-type: none"> 1. Tax-free non- government Securities 2. Less-tax government securities
24.	Write short notes:- <ol style="list-style-type: none"> a. Income from lottery b. Profit on loss on the sale of securities c. Sub letting d. Grossing up of interest
25.	Explaining set off and carry forward of losses under various heads of income
26.	Explaining the concept of clubbing of income with emphasis of clubbing of income in case of minor, spouse etc. With examples.



Sh. L. N. Hindu College, Rohtak (Haryana)

Course Plan



Sh. L. N. Hindu College, Rohtak (Haryana)

Course Plan



Sh. L. N. Hindu College, Rohtak (Haryana)

Course Plan

Department of Commerce

Program: B.Com III

Cost Accounting

SCHEME

Course Name	Cost Accounting	Course Type	Theory & Numerical
Course Code	5.02	Class	B.com V Sem.
Instruction Delivery	Per week Lectures: 4, Tutorial:1, Practical: 1 Total No. Classes Per Sem: 60(L), 15(T) Assessment in Weightage: Sessional (20%), End Term Exams (80%)		
Course Coordinator	Dr. Rajesh Gahlawat	Course Instructors	Dr. Rajesh Gahlawat

COURSE OVERVIEW

Cost accounting looks to assess the different costs of a business and how they impact operations, costs, efficiency, and profits. Individually assessing a company's cost structure allows management to improve the way it runs its business and, therefore, improve the value of the firm.

PREREQUISITE

A bachelor's degree with an emphasis on accounting is a minimum requirement for cost accountants, but some companies will require experience and advanced training for the role. Cost accountants are expected to be proficient with accounting software and data collection and analysis tools.

COURSE OBJECTIVE

Objective 1: To understand the Basics of Cost , its objects, advantages, methods and techniques.

Objective 2: To prepare Stores Ledger under FIFO, LIFO and Weighted Average Method.

Objective 3: To understand the treatment of labor cost related items and the methods of remunerating labor, To understand the meaning of Overhead, its classification, allocation and apportionment of factory overheads, to apportion service department overheads to production departments, to know the meanings of Operating Costing.

Objective 4: To know the reasons for differences in profits between Financial Accounting and Cost Accounting, need for reconciliation and preparation of Reconciliation Statement.



Sh. L. N. Hindu College, Rohtak (Haryana)

Course Plan

COURSE OUTCOMES (COs)

After the completion of the course, the student will be able to:-

CO No.	Course Outcomes
1	cost accounting, cost elements, and inventory control help businesses streamline operations, improve cost management, and enhance profitability. Effective cost accounting allows for precise decision-making, while understanding cost elements provides insights into where resources are being consumed. Proper inventory control ensures optimal stock levels, reduces wastage, and contributes to efficient production processes.
2	Labour cost control involves managing and minimizing labor costs through efficient hiring, training, proper scheduling, and maintaining productivity. Methods include reducing idle time, monitoring overtime usage, and reducing turnover, Overheads are the indirect costs incurred in the production of goods or services. Unlike direct costs, overheads cannot be traced directly to a specific product or service but are necessary for the overall operation of the business.
3	Unit costing, also known as output costing , is a method used to determine the cost per unit of production. Operating costing is a method of costing used by service industries to determine the cost of services rendered, rather than goods produced. Reconciliation of cost and financial accounts is the process of comparing and aligning the differences between cost accounting records and financial accounting records . This is necessary because cost accounts are primarily designed for internal management purposes.
4	Contract Costing provides detailed control and financial oversight on large projects, allowing for accurate cost tracking, progress reporting, and risk management. It ensures that costs are attributed correctly, and revenues are recognized progressively, maintaining cash flow throughout long-term project.

COURSE CONTENT

Unit-I

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

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

Unit – II

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

Unit – III

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

Unit – IV

Unit and output costing : meaning and objectives; cost sheet – meaning, Performa, types



Sh. L. N. Hindu College, Rohtak (Haryana)

Course Plan

preparation of cost sheet; determination of tender price; production account – types.
Reconciliation of cost and financial accounts : Meaning, Objectives and procedure.

LESSON PLAN (THEORY AND TUTORIAL CLASSES)

Sr. No	Topic to be Delivered	Tutorial Plan	Unit
1.	Meaning of Cost Accounting, Costing, Cost Accountancy, Features Cost Accounting.	Practice of theoretical concept	1
2.	Cost Accounting Vs Management Accounting	Practice of theoretical concept	1
3.	Objectives and functions, scope of Cost Accounting, Cost Accounting Vs Financial Accounting	Practice of theoretical concept	1
4.	Advantages and limitations of Cost Accounting ➤ Methods of Costing	Practice of theoretical concept	1
5.	➤ Techniques or Types of Costing	Practice of numerical and theoretical concept	1
6.	Cost Units – Meaning and purpose. i) Cost Centers – Meaning and purpose. ii) Cost Accounting Departments	Practice of theoretical concept	1
7.	Elements of Cost:- material cost, Labour cost, Expenses.	Practice of theoretical concept	1
8.	Overheads and indirect expenses Classification of cost:- on the base of nature, functions, behavior, production process, time period.	Practice of numerical and theoretical concept	1
9.	Material cost accounting:- Purchase of material Centralized and decentralized purchasing system Purchase cycle.	Practice of theoretical concept	1
10	Functions of storekeeper and location and organization of stores departments. Bin card	Practice of theoretical concept	1
11	Costing of materials, Pricing of material issued:- LIFO, FIFO, HIFO, BASE STOCK METHOD, Simple Average method	Practice of numerical and theoretical concept	1
12	weighted Average method , market price method, standard price method Inflated price method	Practice of theoretical concept	2
13	Inventory :- meaning and definitions, types of material, objectives of material control, functions of material control	Practice of theoretical concept	2



Sh. L. N. Hindu College, Rohtak (Haryana)

Course Plan

14	Scope of material control:- ABC Analysis, VED Analysis, HML Analysis, FSN Analysis,	Practice of numerical and theoretical concept	2
15	SDE Analysis, SOS Analysis EOQ Analysis, JIT Technique.	Practice of numerical and theoretical concept	2
16	Purchase of material, storing of material , issue of material , Verification of material,	Practice of numerical and theoretical concept	2
17	Importance and principles of material control, methods of inventory control.	Practice of numerical and theoretical concept	2
18	Difference between wastage, and scrap, and numerical of EOQ.	Practice of numerical and theoretical concept	2
19	Meaning of Labour cost, classification of labour cost, compositions of labour cost, System of labour control	Practice of numerical and theoretical concept	2
20	Time booking, time keeping, casual worker, out workers, Accounting procedure for labour	Practice of theoretical concept	2
21	Labour turnover, cost of labour turnovers, idle time, overtime	Practice of theoretical concept	2
22	Methods of wage payment an introduction.:- time rate system	Practice of numerical and theoretical concept	2
23	Piece rate system, incentives scheme	Practice of numerical and theoretical concept	2
24	Halsey premium scheme, halsey weir scheme, rowan premium scheme	Practice of numerical and theoretical concept	2
25	Gantt task bonus scheme, emersion efficiency bonus scheme, bedaux scheme, priestman output bonus scheme	Practice of theoretical concept	2
26	Overhead accounting, classification of overhead, codification of overhead, collection of overhead.	Practice of theoretical concept	2
27	Treatment of different overhead items, items excluded from cost accounting	Practice of theoretical concept	2
28	Poblems of distribution of overhead, distribution scheme of production overhead.	Practice of theoretical concept	2
29	Basis of apportionment	Practice of theoretical concept	2
30	Basis of allocation	Practice of numerical and theoretical concept	2
31	Basis of absorption	Practice of numerical and theoretical concept	2
32	Classification of different overheads	Practice of numerical and theoretical concept	2
33	Machine hour rate	Practice of numerical and theoretical concept	2
34	Unit costing or output costing an introduction, objectives, elements	Practice of numerical and theoretical concept	2



Sh. L. N. Hindu College, Rohtak (Haryana)

Course Plan

35	Methods of determining unit cost Cost sheet State of cost Production account Format description	Practice of numerical and theoretical concept	2
36	Illus 1 to 10	Practice of theoretical concept	3
37	Illus 11 to 14	Practice of theoretical concept	3
38	Illus 15 to 19	Practice of theoretical concept	3
39	Illus 19 to 25	Practice of numerical and theoretical concept	3
40	Illus 26 to 31	Practice of numerical and theoretical concept	3
41	Unit or output costing Calculation of estimates, tender price, and quotation price.	Practice of numerical and theoretical concept	3
42	Illus 1 to 5	Practice of numerical and theoretical concept	3
43	Illus 1 to 7	Practice of theoretical concept	3
44	Illus 8 to 15	Practice of theoretical concept	3
45	cost and financial accounting meaning of reconciliation,	Practice of theoretical concept	3
46	causes for the difference between the results of cost accounting and financial accounting. Objective reconciliation statement	Practice of theoretical concept	3
47	reconciliation statement methods	Practice of numerical and theoretical concept	3
48	procedure of preparing reconciliation statement reconciliation accounts formats ,	Practice of numerical and theoretical concept	3
49	memorandum reconciliation statement	Practice of numerical and theoretical concept	3
50	Illus of reconciliation accounts	Practice of numerical and theoretical concept	3
51	Illus of reconciliation accounts	Practice of numerical and theoretical concept	3
52	Illus of memorandum reconciliation statement	Practice of theoretical concept	4
53	Contract costing:- Specimen of contract costing Determination of profit and loss a/c	Practice of numerical and theoretical concept	4
54	Illus 1 to 8	Practice of theoretical concept	4
55	Incomplete contract Work in progress a/c Preparation of balance sheet in case of	Practice of numerical and theoretical concept	4



Sh. L. N. Hindu College, Rohtak (Haryana)

Course Plan

	incomplete contract Work certified Work uncertified		
56	Illus 9 to 16	Practice of theoretical concept	4
57	Uncertified has to determined Illus 17 to 23	Practice of theoretical concept	4
58	Incomplete contacts showing loss Reserve for contingencies Illus 24-32	Practice of theoretical concept	4
59	Incomplete contracts near completion. Illus 33 to 37	Practice of theoretical concept	4
60	Escalation clause Cost plus contract	Practice of theoretical concept	4

Text Book

Prof. M.L AGARWAL, DR. K.L GUPTA

Reference Books

- *S. P. Jain and K.L. Narang Cost and Management Accounting*
- *Colin Drury Management and Cost Accounting*
- *Nigam Theory and Techniques of Cost Accounting*
- *Dr. S.N. Maheshwari Cost Accounting*
- *M.N. Arora Cost Account*



Sh. L. N. Hindu College, Rohtak (Haryana)

Course Plan

PRACTICE QUESTIONS (QUESTION BANK)

S No	Problem
UNIT I	
1	Explain meaning of Cost Accounting, Costing, Cost Accountancy and Features Cost Accounting.
2	Define objective , functions ,scope of cost accounting. Differentiate cost accounting and financial accounting.
3	Write shorts notes on:- a) Advantages and limitations of Cost Accounting b) Methods of Costing c) Techniques or Types of Costing
4	Write shorts notes on:- a) Cost Units – Meaning and purpose. b) Cost Centers – Meaning and purpose. c) Cost Accounting Departments
5	Define Elements of Cost:- material cost, Labour cost, Expenses
6	Write shorts notes on:- I. Purchase of material II. Centralized and decentralized purchasing system III. Purchase cycle. IV. Functions of storekeeper V. Bin card VI. location and organization of stores departments
7	Describe Material cost accounting and its method(LIFO, FIFO, HIFO, BASE STOCK METHOD, weighted Average method , market price method, standard price method Inflated price method Simple Average method)
8	Explain different techniques of material cost control.
UNIT-II	
9	Define meaning of Labor cost, classification of labor cost, compositions of labor cost, System of labor control
10	Write shorts notes on:- I. Time booking II. Time keeping III. Casual worker IV. Out workers,
11	Write Shorts Notes On:- I. Labour Turnover II. Cost Of Labour Turnovers, III. Idle Time IV. Overtime
12	Define Methods of wage payment.(time rate system, Piece rate system, incentives scheme, Halsey premium scheme, halsey weir scheme, rowan premium scheme, Gantt task bonus scheme, emersion efficiency bonus scheme, bedaux scheme, priestman output bonus scheme



Sh. L. N. Hindu College, Rohtak (Haryana)

Course Plan

13	What do you mean by Overhead accounting, classification of overhead, codification of overhead, allocation of overhead.
14	Treatment of different overhead items, items excluded from cost accounting
15	Poblems of distribution of overhead, distribution scheme of production overhead.
UNIT- III	
16	Define Unit costing or output costing , its objectives, elements, Methods of determining unit cost
17	Write Shorts Notes On:- I. Cost sheet II. State of cost III. Production account IV. Format of cost sheet
18	Illus of unit costing.
19	Write Shorts Notes On:- I. Incomplete contract II. Work in progress a/c III. Preparation of balance sheet in case of incomplete contract IV. Work certified V. Work uncertified
UNIT-IV	
20	Define job costing and its Advantage, limitations and difference between contract costing and job costing
21	Illus of job costing
22	Define Process costing including job products and By products.
23	Fomat pf process costing
24	Illus of process costing
25	Write Shorts Notes On:- I. Wastage and its treatment in normal ways, II. Treatment of normal loss, having realisable value, III. Scrap treatment, IV. Abnormal wastage
26	Write Shorts Notes On:- I. Joint product II. By products, III. Product distinction between joint products and by product
27	Illus of joint product
29	Define reconciliation statement, causes for the difference between the results of cost accounting and financial accounting. Objective reconciliation statement
30	Explain the procedure of preparing reconciliation statement reconciliation accounts formats ,memorandum reconciliation statement



Sh. L. N. Hindu College, Rohtak (Haryana)

Course Plan

Department of Commerce
Program: B. Com Pass 5th Sem
Accounting For Managers (5.03)

SCHEME

Course Name	Financial Management	Course Type	Theory
Course Code	5.03	Class	B. Com 5th Sem
Instruction Delivery	Per week Lectures: 4, Tutorial:1, Practical: - Total No. Classes Per Sem: 60(L), 15(T), -(P) Assessment in Weightage: Sessional (20%), End Term Exams (80%)		
Course Coordinator	Dr Shalu	Course Instructors	Theory: Dr Shalu

COURSE OVERVIEW

After completing the course, the student shall be able to: Develop an understanding of accounting for Management Accounting, Prepare Common size statements and comparative analysis of a company, Ration Analysis, Develop an understanding of cash flow statements, Capital Budgeting and Capital Rationing

PREREQUISITE

Financial Statements, Budgeting

COURSE OBJECTIVE

After completing this course, students will be able to:

- To provide an in-depth understanding of the core finance functions and decisions in the area of Management Accounting. Further provide a practical and problem insight for effective financial decision-making.
- Understanding Comparative Analysis, Trend Analysis and Common Size Analysis, Ration Analysis
- Understanding Cash Flow Statement
- Understanding Capital Budgeting and Capital Rationing

COURSE OUTCOMES (COs)

After the completion of the course, the student will be able to:

CO No.	Course Outcomes
1	Understand details related to company accounts and aspects related with Amalgamation and Understand External Reconstruction
2	Analyse the accounting procedure for Liquidation of Shares.
3	Understanding Final Accounts of Banking Companies
4	Understanding Accounts of Holding Companies.



Sh. L. N. Hindu College, Rohtak (Haryana)

Course Plan

COURSE CONTENT

Content
<p>Unit – I Management Accounting: Nature and Scope of Management Accounting: Meaning, functions, Scope of Management Accounting, The Management Accountant, The Controller, The Treasurer, Management Accounting Principles, Management Accounting vs Financial Accounting vs. Cost- Accounting, Utility of management Accounting, Limitations of Management Accounting, Tools of Management Accounting.</p> <p>Unit – II Analysis and Interpretation of Financial Statements: meaning and types of financial statements, analysis and interpretation of financial statements, Types of financial analysis, steps involved in financial analysis, techniques of financial analysis. Ratio Analysis : meaning of ratios, classification of ratios, profitability ratios, balance sheet ratios and turnover ratios, advantages and limitations of ratio analysis.</p> <p>Unit – III Cash Flow Statement : Meaning, objectives, limitations and accounting procedure; Financial planning</p> <p>Unit – IV Capital Budgeting : Meaning, nature, need, importance, appraisal methods, capital rationing.</p>

LESSON PLAN (THEORY AND TUTORIAL CLASSES)

L. No	Topic to be Delivered	Tutorial Plan	Unit
1	Management Accounting- Evolution, meaning, nature, scope	Practice of Numerical & Theoretical Topics	1
2	Management Accounting- Objective, functions, techniques and limitations		
3	Discuss Practical Questions		
4	Analysis and Interpretation of Financial Statements	Practice of Numerical & Theoretical Topics	2
5	Discuss Practical Questions		
4	meaning and types of financial statements, analysis and interpretation of financial statements,	Practice of Numerical & Theoretical Topics	
5	Types of financial analysis, steps involved in financial analysis, techniques of financial analysis		
	Discuss Practical Questions		



Sh. L. N. Hindu College, Rohtak (Haryana)

Course Plan

	Ratio Analysis : meaning of ratios, classification of ratios, profitability ratios, balance sheet ratios and turnover ratios, advantages and limitations of ratio analysis.	Practice of Numerical & Theoretical Topics	
	Discuss Practical Questions		
	Cash Flow Statement : Meaning, objectives, limitations and accounting procedure;	Practice of Numerical & Theoretical Topics	3
	Discuss Practical Questions		
	Financial planning	Practice of Numerical & Theoretical Topics	
	Discuss Practical Questions		
	Capital Budgeting : Meaning, nature, need, importance, appraisal methods	Practice of Numerical & Theoretical Topics	4
	Discuss Practical Questions		
	capital rationing	Practice of Numerical & Theoretical Topics	
	Discuss Practical Questions		

Text Book

Goel, D.K., Corporate Accounting. Arya Publications, New Del

Reference Books

Shukla M.C, Grewal T.S and Gupta S.C Advance Accounts: S.Chand and Comp., New Delhi.

Gupta R.L & Radha Swami M. Company Accounts: Sultan Chand and sons, New Delhi.

Monga J.R. ,Ahuja Girish and Sehgal Ashok Financial Accounting: Mayur Paper Bags, Noida.

Web/Links for e-content

- https://books.google.co.in/books/about/Corporate_Accounting.html?id=xhc5EAAAQBAJ&redir_esc=y
- https://cc.bingj.com/cache.aspx?q=corporate+accounting+book&d=4814787533234104&mk_t=en-IN&setlang=en-US&w=HP74t9fbLoiNg12g_5w480kgDx5kJiz

PRACTICE QUESTIONS (QUESTION BANK)



Sh. L. N. Hindu College, Rohtak (Haryana)

Course Plan

S No	Problem
1	Define Management Accounting. Explain its nature scope and functions
2	Discuss the difference between Financial Accounting and Management Accounting
3	What do you mean by interpretation and analysis of financial statements? What are the limitations of such analysis?
4	Explain the procedure of Capital Budgeting in details.
5	Discuss the concept of Capital Rationing.
6	What do mean by Accounting Ratios? State all the Accounting Ratios with their formula in details.
7	Explain Cash Flow Statement. Give its accounting format.
8	Explain the procedure of valuation of Assets.
9	Explain the procedure of accounting for price level change.
10	What do you mean by Marginal Costing. Discuss the difference between Marginal and Absorption Costing
11	Explain the difference between break even point and Margin of safety.
12	Explain break even charts and its types.
13	What do you mean by standard costing? Explain its advantages and limitations.
14	Explain variance analysis. Differentiate between labour variance, material variance and overhead variance
1	Define Management Accounting. Explain its nature scope and functions
2	Discuss the difference between Financial Accounting and Management Accounting
3	What do you mean by interpretation and analysis of financial statements? What are the limitations of such analysis?
4	Explain the procedure of Capital Budgeting in details.
5	Discuss the concept of Capital Rationing.
6	What do mean by Accounting Ratios? State all the Accounting Ratios with their formula in details.
7	Explain Cash Flow Statement. Give its accounting format.
8	Explain the procedure of valuation of Assets.
9	Explain the procedure of accounting for price level change.
10	What do you mean by Marginal Costing. Discuss the difference between Marginal and Absorption Costing



Sh. L. N. Hindu College, Rohtak (Haryana)

Course Plan

11	Explain the difference between break even point and Margin of safety.
12	Explain break even charts and its types.
13	What do you mean by standard costing? Explain its advantages and limitations.
14	Explain variance analysis. Differentiate between labour variance, material variance and overhead variance
1	Define Management Accounting. Explain its nature scope and functions
2	Discuss the difference between Financial Accounting and Management Accounting
3	What do you mean by interpretation and analysis of financial statements? What are the limitations of such analysis?
4	Explain the procedure of Capital Budgeting in details.
5	Discuss the concept of Capital Rationing.
6	What do mean by Accounting Ratios? State all the Accounting Ratios with their formula in details.
7	Explain Cash Flow Statement. Give its accounting format.
8	Explain the procedure of valuation of Assets.
9	Explain the procedure of accounting for price level change.
10	What do you mean by Marginal Costing. Discuss the difference between Marginal and Absorption Costing
11	Explain the difference between break even point and Margin of safety.
12	Explain break even charts and its types.



Sh. L. N. Hindu College, Rohtak (Haryana)

Course Plan

Department of Commerce

Program: B.Com.(Pass)

Financial Market Operations (5.04)

SCHEME

Course Name	Financial Market Operations	Course Type	Theory
Course Code	5.04	Class	B.Com.(Pass) 5 th Sem Sem.
Instruction Delivery	Per week Lectures: 5, Tutorial: -, Practical: - Total No. Classes Per Sem: 65(L), -(T), -(P) Assessment in Weightage: Sessional (20%), End Term Exams (80%)		
Course Coordinator	Dr. Deepti Sharma	Course Instructors	Dr. Deepti Sharma

COURSE OVERVIEW

Financial market operations give the overview of Indian financial system and its parts. Students get an opportunity to know about various investment instruments available in a market for long term as well as short term investment. This subject helps to understand the functioning and related guidelines of stock exchanges and development banks of India.

PREREQUISITE

Students should be familiar with the basic concepts of financial market and banking system of India.

COURSE OBJECTIVE

To provide Knowledge of overall structure of financial market, its functioning, its components and various guidelines which govern the market to students.

COURSE OUTCOMES (COs)

After the completion of the course, the student will be able to:

Course Outcomes	
CO1	The students of Financial Market operations become familiar with the overall composition and structure of financial market along with the knowledge of financial institutions, financial players and different financial services provided by these institutions.
CO2	Students will get the detailed knowledge of Securities and exchange board of India. The course offers detailed guidelines provided by Government and SEBI to protect the investors from various kinds of grievances. On the whole, In this semester,



Sh. L. N. Hindu College, Rohtak (Haryana)

Course Plan

CO3	Students will acquire the knowledge of different functionaries of stock exchange and various financial services offered by financial market.
CO4	The course will provide a thorough knowledge of Development financial Institutions of India and types of mutual funds.

COURSE CONTENT

Content
<p style="text-align: center;">Unit – I</p> <p>Money Market: Indian Money Markets Composition and Structure; (a) Acceptance houses (b) Discount houses and (c) Call money market; Recent trends in Indian money market. Capital Market : Security market- (a) New Issue Market (b) Secondary market; functions and role of stock exchange listing, procedure and legal requirements Public issue pricing and marketing, Stock exchange – National Stock Exchange and over the Counter exchanges.</p>
<p style="text-align: center;">Unit – II</p> <p>SEBI – Introduction, Role, Its powers, Objectives, Scope & Functions. Investors Protection:- Grievances concerning stock exchange and dealings and their removal.</p>
<p style="text-align: center;">Unit - III</p> <p>Functionaries on stock exchanges: - Brokers, Sub brokers, Market makers, Jobbers, Portfolio Consultants, Institutional Investors, Depository. Financial Services: - Merchant Banking – Functions and Roles; SEBI guidelines; credit rating – concept, functions, and types.</p>
<p style="text-align: center;">Unit – IV</p> <p>Role, Policy measures relating to Development Financial Institution in India. Products & Services offered by IFCI, IDBI, IIBI, SIDBI, IDFC, EXIM, NABARD & ICICI. Meaning and benefits of mutual funds, types, SEBI guidelines.</p>

LESSON PLAN (THEORY AND TUTORIAL CLASSES)

L. No	Topic to be Delivered	Tutorial Plan	Unit
1.	Overview of Indian Financial system	Test of Ch 1	I
2.	Introduction of financial Market		
3.	Financial Institutions: Banks		
4.	NBFC		



Sh. L. N. Hindu College, Rohtak (Haryana)

Course Plan

5.	Financial services	Problem Discussed			
6.	Fee based services				
7.	Fund based services				
8.	Difference between money and capital market				
9.	Innovative instruments				
10.	Introduction of Indian money market				
11.	Importance of Money market				
12.	Unorganized money market				
13.	Types of Unorganized money market			Presentation	
14.	Treasury bills				
15.	Commercial bills and commercial Papers				
16.	COD and MMFs				
17.	Repo and Reverse Repo rate				
18.	The Discount Market				
19.	DFHI and STCI				
20.	NSE and OTCEI				
21.	Reforms of Money market				
22.	Primary market				
23.	Types of capital market				
24.	Gilt- edged Market				
25.	Issue Mechanism				
26.	Book Building Process				
27.	Mutual Funds	Presentation of students	IV		



Sh. L. N. Hindu College, Rohtak (Haryana)

Course Plan

28	Types of Mutual Funds		
29	Credit rating: Overview		
30	Provisions of Credit Rating		III
31	CRISIL		
32	ICRA		
33	Role of Credit rating agencies	Test of Ch-10	
34	Short ques of credit rating		
35	Introduction of merchant banking		
36	Functions of merchant banking		
37	Role of Merchant Banking		
38	Fees and Renewal		
39	Guidelines of Merchant banking		
40	Functionaries of stock exchange: Introduction		
41	Broker and sub broker		
42	Market Maker		
43	Jobber		
44	Mutual Funds as functionary		
45	FII		
46	NRI		
47	Portfolio Manager		
48	SEBI: Introduction	Presentation of students	II
49	Functions of SEBI		
50	Guidelines of SEBI		



Sh. L. N. Hindu College, Rohtak (Haryana)

Course Plan

51	Guidelines of Share issue and debentures		
52	Guidelines of Book Building Process		
53	Guidelines of Money market instruments		
54	Investor protection: Introduction		
55	Grievances related to Investor		
56	Investor Protection Cell		
57	SEBI and Investor Protection		
58	Role of CRISIL in Investor Protection		
59	Development Banks: Introduction	Revision of Unit IV	IV
60	Need for establishment of Development banks		
61	IDBI		
62	IFCI and ICICI		
63	State level Development banks		
64	Agriculture Banks		
65	EXIM Banks		

Text Book

Alok Goyal and Mridula Goyal, Financial Market Operations, V.K. Publications

Reference Books

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

Web/Links for e-content

1. dcpict.github.io/EDC_Website/pdf/STOCK1.pdf



Sh. L. N. Hindu College, Rohtak (Haryana)

Course Plan

2. https://www.sebi.gov.in/sebi_data/attachdocs/1321419837830.pdf
3. https://www.bseindia.com/downloads1/PPT8_IntroductiontoMutualFundsInvesting.pdf

PRACTICE QUESTIONS (QUESTION BANK)

S No	Question
1	Discuss Briefly the various types of Instruments that are dealt in Money Market.
2	What do you mean by capital Market? Explain the nature and importance of capital market.
3	What do you mean by Financial Institutions? Explain the types of financial Institutions in India.
4	“An individual as well as company can become member of stock exchange”. Discuss explaining their eligibility conditions.
5	What is SEBI? Give its Guidelines for the public issue of debenture and share
6	Explain the objectives and Functions of board?
7	What do you mean by investor? Why they make Investment? What are the causes of their Grievances?
8	Write a note on Market Maker
9	Write a note on stock Broker.
10	Explain the functioning of OTCEI
11	Explain the functions and Role of stock exchanges
12	Write note on Listing on stock exchanges
13	Explain New Issue Market
14.	Explain the role of functionaries of stock exchange
15.	Give the functions of Merchant Banking in Detail
16.	Write a note on NABARD
17	Write a note on IDBI
18.	Write a note on IFCI
19.	Explain the types of Mutual Funds in Detail
20.	Explain the constitution of Mutual Fund
21.	Who needs credit Rating in the Capital Market? what are the benefits of credit rating



Sh. L. N. Hindu College, Rohtak (Haryana)

Course Plan

22.	Write a short note on Trustee
23.	Write a short note on Open ended Scheme
24.	Write a short note on Asset Management Company
25.	State the Risks to be considered while investing in Mutual funds



Sh. L. N. Hindu College, Rohtak (Haryana)

Course Plan

Department of Commerce

Program: B.Com Vth Sem

Entrepreneurship and Small Scale Business

SCHEME

Course Name	ESSB	Course Type	Theory
Course Code	5.05	Class	B.Com 5 th Sem
Instruction Delivery	Per week Lectures: 4, Tutorial:1, Practical: - Total No. Classes Per Sem: 50(L), 10(T), -(P) Assessment in Weightage: Sessional (20%), End Term Exams (80%)		
Course Coordinator	Dr. Shalu	Course Instructors	Dr. Shalu

COURSE OVERVIEW

Formally defined, The entrepreneurship and small scale business. This will provide you with the skills required to start, grow and manage a small business including developing the personal skills needed for success .

PREREQUISITE

Basics of Entrepreneurship and Small Scale Business

COURSE OBJECTIVE

The objective of this course is to develop motivation & reinforces entrepreneurial traits and the spirit of enterprise and to facilitate decision making process for setting-up of a new enterprise.

COURSE OUTCOMES (COs)

After the completion of the course, the student will be able to:

CO No.	Course Outcomes
1	Identification of business opportunities
2	Developing business plans
3	Strengthening entrepreneurial competencies
4	Acquiring skills in managing a small venture



Sh. L. N. Hindu College, Rohtak (Haryana)

Course Plan

COURSE CONTENT

Content
<p>Unit – I Entrepreneur-Entrepreneurship-Enterprise: Conceptual issues. Entrepreneurship vs. Management. Roles and functions of entrepreneurs in relation to the enterprise and in relation to the economy. Entrepreneurship as an interactive process between the individual and the environment. Small business as the seedbed of entrepreneurship. (The teachers should emphasize to students the desirability as well as feasibility of a career in entrepreneurship in the Indian scenario.) Entrepreneurial competencies. Entrepreneurial motivation, performance and rewards.</p> <p>Unit – II Opportunity scouting and idea generation: role of creativity & innovation and business research. Sources of business ideas. Entrepreneurial opportunities in contemporary business environment, for example opportunities network-marketing, franchising, business process outsourcing in the early 21st century. (The students be advised to visit various product/service franchisees, BPO concerns and meet up/downlinks in the Network Marketing.) The process of setting up a small business: preliminary screening and aspects of the detailed study of the feasibility of the business idea and financing/non-financing support agencies to familiarize themselves with the policies/programmes and procedures and the available schemes.) Preparation of Project Report and Report on Experiential Learning of successful/unsuccessful entrepreneurs.</p> <p>Unit – III Managerial roles and functions in a small business. Designing and redesigning business processes, location, layout, operations planning & control. Basic awareness of the issues impinging on quality, productivity and environment. Managing business growth. The pros and cons of alternative growth options: internal expansion, acquisitions & mergers, integration & diversification. Crises in business growth.</p> <p>Unit – IV Issues in small business marketing. The concept and application of product life cycle (ptc), advertising & publicity, sales & distribution management. The idea of consortium marketing, competitive bidding/tender marketing, negotiation with principal customers. The contemporary perspectives on Infrastructure Development, Product and Procurement Reservation, Marketing Assistance, Subsidies and other Fiscal & Monetary Incentives. National, state level and grass-root level financial and nonfinancial institutions in support of small business development.</p>



Sh. L. N. Hindu College, Rohtak (Haryana)

Course Plan

L.	Topic to be Delivered	Tutorial Plan	Unit
1.	Concept of Entrepreneur	Black Board & Visual Aids	1
2.	Concept of Entrepreneurship		
3.			
4.	Concept of Enterprise		
5.	Roles and functions of entrepreneurs in relation to the enterprise and in relation to the economy		
6.	Entrepreneurial competencies		
7.	Entrepreneurial motivation, performance and rewards.		
8.	Opportunity scouting and idea generation	Black Board & Visual Aids	2
9.	Sources of business ideas		
10.	Entrepreneurial opportunities in contemporary business environment		
11.	business process outsourcing in the early 21st century		
12.	process of setting up a small business		
13.	preliminary screening and aspects of the detailed study of the feasibility of the business idea		
14.	financing/non-financing support agencies to familiarize themselves with the policies/programmes and procedures		
15.	Report on Experiential Learning of successful/unsuccessful entrepreneurs.		
16.	Managerial roles and functions in a small business.	Black Board & Visual Aids	3
17.	Designing and redesigning business processes location, layout, operations planning & control		
18.	Basic awareness of the issues impinging on quality, productivity and environment		
19.	Managing business growth		
20.	The pros and cons of alternative growth options: internal expansion, acquisitions & mergers, integration & diversification		
21.	Crises in business growth.		
22.	Issues in small business marketing	Black Board & Visual Aids	4
23.	The concept and application of product life cycle (ptc), advertising & publicity, sales & distribution management		
24.	The idea of consortium marketing, competitive bidding/tender marketing, negotiation with principal customers		
25.	The contemporary perspectives on Infrastructure Development		

LESSON PLAN (THEORY AND TUTORIAL CLASSES)



Sh. L. N. Hindu College, Rohtak (Haryana)

Course Plan

26	Product and Procurement		
27	Reservation		
28	Marketing Assistance		
29	Subsidies		
30	Fiscal & Monetary Incentives.		
31	National, state level and grass-root level financial and nonfinancial institutions in support of small business development.		

Text Book

Dr. Sanjeet Sharma, Entrepreneurship and Small Scale Business, VK Publication.

Reference Books

1. Brandt, Steven C.. The 10 Commandments for Building a Growth Company, Third Edition, Macmillan Business Books, Delhi, 1977
2. Bhide, Amar V., The Origin and Evolution of New Businesses, Oxford University, Press, New York, 2000. . Desai, Vasant, Small Scale Enterprises Vols. 1-12. Mumbai, Himalaya Publishin, House. (Latest edition).
3. Desai, Vasant, Small Scale Enterprises Vols. 1-12. Mumbai, Himalaya Publishin, House. (Latest edition).
4. Dollinger. Mare J., Entrepreneurship: Strategies and Resources. Illinois, Irwin, 1955.
5. Holt, David H., Entrepreneurship: New Venture Creation, Prentice-Hall of India, New Delhi, latest Edition. 6. Panda, Shiba Charan, Entrepreneurship Development, New Delhi, Anmol Publications. (Latest Editions)

Web/Links for e-content

- [Online books](#), and library resources [in your library](#) and [in other libraries](#) about Entrepreneurship and Small Scale Business
- Media related to Entrepreneurship and Small Scale Business at Wikimedia Commons
- Quotations related to Entrepreneurship and Small Scale Business at Wikiquote
- https://www.sultanchandandsons.com/images/BookImages/Chapters/267_TC%20176%20Entrepreneurship%20and%20small%20Business%20Managment.pdf
- <https://www.inderscience.com/jhome.php?jcode=ijesb>



Sh. L. N. Hindu College, Rohtak (Haryana)

Course Plan

PRACTICE QUESTIONS (QUESTION BANK)

S No	Problem
1	Explain Entrepreneur
2	Explain of Entrepreneurship
3	Explain of Enterprise
4	What is the Roles and functions of entrepreneurs in relation to the enterprise and in relation to the economy
5	Explain Entrepreneurial competencies
6	Define Entrepreneurial motivation, performance and rewards.
7	Define Opportunity scouting and idea generation
8	Define the Sources of business ideas
9	Explain Entrepreneurial opportunities in contemporary business environment
10	What are the Business process outsourcing in the early 21st century
11	Explain the Process of setting up a small business
12	Define Preliminary screening and aspects of the detailed study of the feasibility of the business idea
13	Define Financing/non-financing support agencies to familiarize themselves with the policies/programmes and procedures
14	Report on Experiential Learning of successful/unsuccessful entrepreneurs.
15	Define Managerial roles and functions in a small business.
16	Explain the Designing and redesigning business processes location, layout, operations planning & control
17	Basic awareness of the issues impinging on quality, productivity and environment
18	Managing business growth
19	The pros and cons of alternative growth options: internal expansion, acquisitions & mergers, integration & diversification
20	Crises in business growth.
21	What are the Issues in small business marketing
22	The concept and application of product life cycle (ptc), advertising & publicity, sales & distribution management
23	The idea of consortium marketing, competitive bidding/tender marketing, negotiation with principal customer.
24	The contemporary perspectives on Infrastructure Development.
25	Explain Product and Procurement
26	Explain Reservation



Sh. L. N. Hindu College, Rohtak (Haryana)

Course Plan

27	Explain Marketing assistance
28	Explain Subsidies
29	Explain Fiscal & monetary incentives.
30	Define the National, state level and grass-root level financial and nonfinancial institutions in support of small business development.



Sh. L. N. Hindu College, Rohtak (Haryana)

Department of Economics Course Plan

Program: BCom Pass 3rd year

International Trade (5.06 i)

SCHEME

Course Name	International trade	Course Type	Theory
Course Code	..	Class	BCom. Pass V Sem.
Instruction Delivery	Per week Lectures: 3, Tutorial:1, Practical: 0- Total No. Classes Per Sem: 45(L), 15(T), -(P) Assessment in Weightage: Sessional (20%), End Term Exams (80%)		
Course Coordinator	Dr Sandeep Kumar	Course Instructors	Theory: Dr Sandeep Kumar Practical: --

COURSE OVERVIEW

This course provides an in-depth understanding of international business, exploring key concepts such as the distinction between domestic and international business, globalisation, and the stages of business internationalisation. It examines various entry modes, the role of multinational enterprises, and foreign direct investment, along with theories of international trade and government influence. Students will also learn about international marketing strategies, pricing, logistics, and the impact of global institutions like the WTO, IMF, and World Bank on trade and finance.

PREREQUISITE

- Basic understanding of business and economics principles.
- Familiarity with global economic trends and market dynamics.

COURSE OBJECTIVE

The objective of this course is to equip students with a comprehensive understanding of international business dynamics, including trade theories, market entry strategies, and the global business environment. It aims to develop skills for assessing international markets, managing multinational operations, and navigating trade regulations, while also understanding the role of global institutions in shaping international trade.

COURSE OUTCOMES (COs)

After the completion of the course, the student will be able to:

CO No.	Course Outcomes
1	Analyze the risks and challenges involved in international business and propose suitable strategies for global expansion. KL1
2	Evaluate different modes of entering international markets and the role of multinational enterprises in the global economy. KL2
3	Apply key international trade theories to real-world trade scenarios and understand the impact of government intervention on international trade. KL3
4	Design effective international marketing, pricing, and logistics strategies tailored to foreign markets. KL4

COURSE CONTENT

Content

Unit I

International Business:

An overview, domestic business, International business, major risks and challenges of international

business, international business environment components and determinants, stages of internationalisation of business, international business approaches, concept of globalisation.

Unit II

Modes of entering into international business, nature of multinational enterprise and international direct investment, foreign exchange, determination of exchange rates, balance of payments.

Unit III

Theories of international trade absolute advantage theory, comparative advantage theory, factor proportions theory, product life-cycle theory of great, government influence on trade, Russian foreign government intervention, instruments of trade control, role of WTO, IMF and World Bank in international trade.

Unit IV

Assessing international markets, designing products for foreign markets branding decisions, international promotions policy, international pricing, international logistics and distribution.

LESSON PLAN (THEORY AND TUTORIAL CLASSES)

L. No	Topic to be Delivered	Tutorial Plan	Unit
1	Introduction to International Business	Practice Questions	1
2	Domestic vs. International Business		
3	Major Risks in International Business		
4	Challenges in International Business	Practice Questions	
5	International Business Environment: Economic and Political Factors		

6	International Business Environment: Technological and Cultural Factors		1
7	Stages of Internationalisation of Business	Practice Questions	
8	Approaches to International Business		
9	Globalisation: Concept and Impact on Business		
10	Globalisation and Business Strategies	Practice Questions	
11	Case Studies on Globalisation and Internationalisation		
12	Revision and Q&A for Unit I		
13	Modes of Entry into International Markets	Practice Questions	
14	Joint Ventures, Strategic Alliances, and Franchising		
15	Nature of Multinational Enterprises (MNEs)	Practice Questions	2
16	International Direct Investment: Types and Benefits		
17	Determination of Foreign Exchange Rates		
18	Foreign Exchange Markets and Instruments	Practice Questions	

19	Balance of Payments: Components and Importance		
20	Balance of Payments: Deficit and Surplus Management		
21	Case Study: Foreign Direct Investment and Exchange Rates		
22	Revision and Q&A for Unit II	Practice Questions	
23	Absolute Advantage Theory of International Trade		
24	Comparative Advantage Theory and Applications		
25	Factor Proportions Theory (Heckscher-Ohlin Model)		
26	Product Life Cycle Theory in International Trade	Practice Questions	3
27	Government Influence on Trade: Tariffs and Quotas		
28	Government Influence on Trade: Subsidies and Non-tariff Barriers		
29	Trade Policy Instruments: Tariffs, Quotas, and Regulations		
30	Role of WTO in Global Trade Liberalisation	Practice Questions	

31	Role of IMF in International Financial Stability		
32	Role of World Bank in Global Economic Development		
33	Russian Foreign Government Intervention in Trade	Practice Questions	
34	Instruments of Trade Control and Their Impact		
35	Revision and Q&A for Unit III	Practice Questions	
36	Assessing International Markets: Market Research and Entry Analysis		
37	Designing Products for Foreign Markets		
38	Branding Decisions in Global Markets	Practice Questions	4
39	International Promotions Policy		
40	International Pricing Strategies		
41	International Distribution Channels		
42	International Logistics: Global Supply Chain Management		
43	Case Studies in International Marketing and Logistics		
44	Emerging Trends in International Business		
45	Revision and Q&A for Unit IV; Course Recap		

Text Book

"International Economics" by Paul Krugman and Maurice Obstfeld

Reference Books

1. "International Business" by Paul B. Thornton and John J. Wild
2. "International Business: Strategy, Management, and the New Realities" by C. B. Bhattacharya and H. K. M. Dhingra

Web/Links for e-content

- **Investopedia: International Business**

Investopedia International Business

A comprehensive resource covering key concepts, definitions, and articles on international business.

- **Khan Academy: Globalization and Trade**

[Khan Academy Globalization and Trade](#)

Offers free online courses and videos on globalization, trade theories, and international economics.

- **The World Bank: International Trade**

[World Bank International Trade](#)

Provides data, research, and insights on international trade policies and practices around the world.

PRACTICE QUESTIONS (QUESTION BANK)

Unit I: International Business Overview

1. Define international business and explain its importance in today's economy.
2. What are the key differences between domestic and international business?
3. Identify and describe three major risks associated with international business.
4. Discuss the challenges faced by companies when entering international markets.
5. What are the components of the international business environment?
6. Explain the determinants that influence international business operations.
7. Describe the stages of internationalisation a business might go through.
8. What are the various approaches to international business?
9. How does globalization affect international business strategies?
10. Discuss the impact of cultural differences on international business.

Unit II: Entering International Business

11. List and explain the different modes of entering international markets.
12. What are the advantages and disadvantages of joint ventures?
13. Define multinational enterprises and their role in the global economy.
14. Explain foreign direct investment and its significance for host countries.
15. How are foreign exchange rates determined?
16. Discuss the importance of foreign exchange markets in international business.
17. What is the balance of payments, and why is it important?
18. How can a country manage a balance of payments deficit?
19. Discuss a case study on foreign direct investment in a developing country.
20. What factors influence the choice of market entry mode?

Unit III: International Trade Theories and Policies

21. Explain the absolute advantage theory and provide an example.
22. What is comparative advantage theory, and how does it affect trade?
23. Describe the factor proportions theory and its implications for trade.
24. Explain the product life cycle theory and its relevance to international trade.
25. Discuss the role of government intervention in international trade.
26. What are the different instruments of trade control?
27. How does the World Trade Organization (WTO) facilitate international trade?
28. Describe the role of the International Monetary Fund (IMF) in global finance.
29. What is the purpose of the World Bank, and how does it support international development?
30. Discuss the impact of Russian government intervention in international trade.

Unit IV: International Marketing and Logistics

31. How do companies assess international markets before entry?
32. What factors should be considered when designing products for foreign markets?
33. Explain the importance of branding decisions in international marketing.
34. Discuss the components of an international promotions policy.
35. What strategies can businesses use for international pricing?
36. Describe the challenges associated with international distribution channels.
37. What role does logistics play in international business operations?
38. How can technology improve international supply chain management?
39. Discuss a case study on successful international marketing strategies.
40. What emerging trends are shaping international business today?

General and Application Questions

41. How can cultural differences be managed in international business negotiations?
42. What are the ethical considerations in international business?
43. Describe the impact of technology on international trade.
44. How do geopolitical factors influence international business decisions?
45. Discuss the significance of sustainability in international business practices.
46. What are the benefits and challenges of operating in a globalized economy?
47. How do trade agreements influence international business strategies?
48. What is the role of corporate social responsibility in multinational enterprises?
49. Discuss the implications of currency fluctuations on international business.
50. How can businesses adapt their strategies in response to changing global economic conditions?