UNIVERSITY OF MUMBAI No. UG/105 of 2016-17

CIRCULAR:-

A reference is invited to the Syllabi relating to the B.Com. degree programme **vide** this office Circular No. UG/144 of 2011 dated 14^{th} June, 2011 the Principals of affiliated Colleges in Commerce are hereby informed that the approved by the Academic Council at its meeting held on 24^{th} June, 2016 **vide** item No. 4.76 and that in accordance therewith, the revised syllabus as per Choice Based Credit System for B.Com. Program – Course Structure (Sem. I to VI), which is available on the University's web site (www.mu.ac.in) and that the same has been brought into force with effect from the academic year 2016-17.

MUMBAI – 400 032 October, 2016 (Dr.M.A. Khan)

REGISTRAR

To,

The Principals of affiliated Colleges in Commerce and the Heads of recognized Institutions concerned.

A.C/4.76 /24/06/2016

No. UG/105-A of 2016-17 MUMBAI-400 032

2 October, 2016

Copy forwarded with compliments for information to:-

1) The Dean, Faculty of Commerce,

- 2) The Director, Board of College and University Development,
- 3) The Controller of Examinations,
- 4) The Professor-cum- Director, Institute of Distance and Open Learning (IDOL),
- 5) The Co-Ordinator, University Computerization Centre.

APEX/19/1

(Dr.M.A. Khan) REGISTRAR PTO..

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AC 24-06-2016 Item No. 4.76

Aniversity of Mumbai



Bachelor of Commerce (B.Com) Programme Three Year Integrated Programme-Six Semesters *Course Structure*

Under Choice Based Credit System

To be implemented from Academic Year- 2016-2017 Progressively

Faculty of Commerce

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B.Com Programme Under Choice Based Credit, Grading and Semester System Course Structure

F.Y.B.Com

(To be implemented from Academic Year- 2016-2017)					
No. of Courses	Semester I	Credits	No. of Courses	Semester II	Credits
1	Elective Courses (EC)		1	Elective Courses (EC)	
1A	Discipline Specific Elective(DSE)	Courses	1A	Discipline Specific Elective(DSE) Courses	
1	Accountancy and Financial Management - I	03	1	Accountancy and Financial Management - II	03
1B	Discipline Related Elective(DRE) Courses	1B	Discipline Related Elective(DR	E) Courses
2	Commerce - I	03	2	Commerce - II	03
3	Business Economics - I	03	3	Business Economics - II	03
2	Ability Enhancement Courses (A	AEC)	2	Ability Enhancement Courses (AEC)	
2A	Ability Enhancement Compulso Courses (AECC)	vry	2A	Ability Enhancement Compuls Courses (AECC)	ory
4	Business Communication - I	03	4	Business Communication II	03
5	Environmental Studies I	03	5	Environmental Studies II	03
2B	*Skill Enhancement Courses (SE	C)	2B	**Skill Enhancement Courses ((SEC)
6	Any one course from the following list of the courses	02	6	Any one course from the following list of the courses	02
3	Core Courses (CC)		3	Core Courses (CC)	
7	Mathematical and Statistical Techniques - I	03	7	Mathematical and Statistical Techniques - II	03
	Total Credits	20		Total Credits	20

(To be impleme	ented from	Academic	Vear-	2016-2017)
i o be impleme	enteu from	Acuuennic	reur-	2010-2017)

*List of Skill Enhancement Courses (SEC) for Semester I (Any One)		**List of Skill Enhancement Courses (SEC) for Semester II (Any One)		
1	Foundation Course - I	1	Foundation Course - II	
2	Foundation Course in NSS - I	2	Foundation Course in NSS - II	
3	Foundation Course in NCC - I	3	Foundation Course in NCC - II	
4	Foundation Course in Physical Education - I	4	Foundation Course in Physical Education - II	
Note: Course selected in Semester I will continue in Semester II				

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Aniversity of Mumbai



Revised Syllabus and Question Paper Pattern of Courses of B.Com. Programme First Year Semester I and II

Under Choice Based Credit, Grading and Semester System

(To be implemented from Academic Year- 2016-2017)

Faculty of Commerce

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B.Com. Programme

Under Choice Based Credit, Grading and Semester System *Course Structure*

		F.Y.B	.Com.		
	(To be im	plemented from	Academic	Year- 2016-2017)	
No. of Courses	Semester I	Credits	No. of Courses	Semester II	Credits
1	Elective Courses (EC)		1	Elective Courses (EC)	
1A	Discipline Specific Electi	ve(DSE)Courses	1A	Discipline Specific Elective(DSE)Courses
1	Accountancy and Financ Management I	ial 03	1	Accountancy and Financial Management II	03
1B	Discipline Related Elect	ive(DRE)Courses	1B	Discipline Related Elective(DRI	E)Courses
2	Commerce I	03	2	Commerce II	03
3	Business Economics I	03	3	Business Economics II	03
2	Ability Enhancement Co	ourses (AEC)	2	Ability Enhancement Courses (AEC)	
2A	Ability Enhancement Co Courses (AECC)	mpulsory	2A	Ability Enhancement Compulse Courses (AECC)	ory
4	Business Communicatio	n l 03	4	Business Communication II	03
5	Environmental Studies I	03	5	Environmental Studies II	03
2B	*Skill Enhancement Cou	rses (SEC)	2B	**Skill Enhancement Courses (SEC)
6	Any one course from the following list of the cour		6	Any one course from the following list of the courses	02
3	Core Courses (CC)		3	Core Courses (CC)	
7	Mathematical and Statis Techniques I	tical 03	7	Mathematical and Statistical Techniques II	03
Total Credits 20				Total Credits	20

*List of Skill Enhancement Courses (SEC) for Semester I (Any One)		**List of Skill Enhancement Courses (SEC) for Semester II (Any One)		
1	Foundation Course - I	1	Foundation Course - II	
2	Foundation Course in NSS - I	2	Foundation Course in NSS - II	
3	Foundation Course in NCC - I	3	Foundation Course in NCC - II	
4	Foundation Course in Physical Education - I	4	Foundation Course in Physical Education - II	
Note: Course selected in Semester I will continue in Semester II				

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B.Com. Programme

Under Choice Based Credit, Grading and Semester System Course Structure

(To be implemented from Academic Year- 2016-2017)

Semester I

No. of Courses	Semester I	Credits			
1	1 Elective Courses (EC)				
1A	Discipline Specific Elective(DSE)Courses				
1	Accountancy and Financial Management I	03			
1B	Discipline Related Elective(DRE)Courses				
2	Commerce I	03			
3	Business Economics I	03			
2	Ability Enhancement Courses (AEC)				
2A	Ability Enhancement Compulsory Courses (AECC)				
4	Business Communication I	03			
5	Environmental Studies I	03			
2B	*Skill Enhancement Courses (SEC)				
6	Any one course from the following list of the courses	02			
3	Core Courses (CC)				
7	Mathematical and Statistical Techniques I	03			
	Total Credits	20			

	*List of Skill Enhancement Courses (SEC) for Semester I (Any One)		
1	Foundation Course - I		
2	Foundation Course in NSS - I		
3	Foundation Course in NCC - I		
4	Foundation Course in Physical Education - I		
	•		

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Elective Courses (EC) Discipline Specific Elective(DSE) Courses

1.Accountancy and Financial Management I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Accounting standards issued by ICAI and Inventory valuation	15
2	Final Accounts	15
3	Departmental Accounts	15
4	Accounting for Hire Purchase	15
	Total	60

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Sr. No.	Modules / Units		
1	Accounting standards issued by ICAI and Inventory valuation		
	 Accountingstandards: Concepts, benefits, procedures for issue of accounting standards Various AS : AS – 1: Disclosure of Accounting Policies Purpose, Areasof Policies, Disclosure of Policies, Disclosure of Change in Policie Illustrations AS–2: Valuation of Inventories (Stock) Meaning, Definition, Applicability, Measurement of Invento Disclosure in Final Account, Explanation with Illustrations. AS – 9: Revenue Recognition Meaning and Scope, Transaction sexcluded, Sale of Goods, Rendering of Service Effects of Uncertainties, Disclosure, Illustrations. 		
	 Inventory Valuation Meaning of inventories Cost for inventory valuation Inventory systems : Periodic Inventory system and Perpetual Inventory System Valuation: Meaning and importance Methods of Stock Valuation as per AS – 2 : FIFO and Weighted Average Method Computation of valuation of inventory as on balance sheet date:If inventory is taken on a date after the balance sheet or before the balance sheet 		
2	Final Accounts		
	Expenditure: Capital, Revenue Receipts: Capital, Revenue Adjustment and Closing Entries Final accounts of Manufacturing concerns (Proprietary Firm)		
3	Departmental Accounts		
	Meaning Basis of Allocation of Expenses and Incomes/Receipts Inter Departmental Transfer : at Cost Price and Invoice Price Stock Reserve Departmental Trading and Profit & Loss Account and Balance Sheet		
4	Accounting for Hire Purchase		
	Meaning Calculation of interest Accounting for hire purchase transactions by asset purchase method based on full cash price Journal entries, ledger accounts and disclosure in balance sheet for hirer and vendor(excluding default, repossession and calculation of cash price)		

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Elective Courses (EC)-Discipline Related Elective (DRE) Courses

2.Commerce I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Business	12
2	Business Environment	11
3	Project Planning	12
4	Entrepreneurship	10
	Total	45

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Sr. No.	Modules / Units				
1	Business				
	Introduction: Concept, Functions, Scope and Significance of business. Traditional				
	and Modern Concept of business.				
	Objectives of Business: Steps in setting business objectives, classification of				
	business objectives, Reconciliation of Economic and Social Objectives.				
	New Trends in Business: Impact of Liberalization, Privatization and				
	Globalization, Strategy alternatives in the changing scenario, Restructuring and turnaround strategies				
2	Business Environment				
2					
	Introduction: Concept and Importance of business environment, Inter- relationship between Business and Environment				
	Constituents of Business Environment: Internal and External Environment,				
	Educational Environment and its impact, International Environment – Current				
	Trends in the World, International Trading Environment – WTO and Trading Blocs				
	and their impact on Indian Business.				
3	Project Planning				
	Introduction: Business Planning Process; Concept and importance of Project				
	Planning; Project Report; feasibility Study types and its importance				
	Business Unit Promotion: Concept and Stages of Business Unit Promotion,				
	Location – Factors determining location, and Role of Government in Promotion.				
	Statutory Requirements in Promoting Business Unit:Licensing and Registration				
4	procedure, Filling returns and other documents, Other important legal provisions				
4	Entrepreneurship				
	Introduction: Concept and importance of entrepreneurship, factorsContributing to				
	Growth of Entrepreneurship, Entrepreneur and Manager, Entrepreneur and Intrapreneur				
	The Entrepreneurs: Types of Entrepreneurs, Competencies of an				
	Entrepreneur,Entrepreneurship Training andDevelopment centers in				
	India.Incentives to Entrepreneurs inIndia.				
	Women Entrepreneurs: Problems and Promotion.				

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Elective Courses (EC)-Discipline Related Elective (DRE) Courses

3.Business Economics I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction	10
2	Demand Analysis	15
3	Supply and Production Decisions	10
4	Cost of Production	10
	Total	45

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Sr. No.	Modules / Units
1	Introduction
	Scope and Importance of Business Economics - basic tools- Opportunity Cost principle- Incremental and Marginal Concepts. Basic economic relations - functional relations: equations- Total, Average and Marginal relations- use of Marginal analysis in decision making, The basics of market demand, market supply and equilibrium price- shifts in the demand and supply curves and equilibrium
2	Demand Analysis
3	 Demand Function - nature of demand curve under different markets Meaning, significance, types and measurement of elasticity of demand (Price, income cross and promotional)- relationship between elasticity of demand and revenue concepts Demand estimation and forecasting: Meaning and significance - methods of demand estimation : survey and statistical methods (numerical illustrations on trend analysis and simple linear regression) Supply and Production Decisions Production function: short run analysis with Law of Variable Proportions-
	Production function with two variable inputs- isoquants, ridge lines and least cost combination of inputs- Long run production function and Laws of Returns to Scale - expansion path - Economies and diseconomies of Scale and economies of scope
4	Cost of Production
	Cost concepts: Accounting cost and economic cost, implicit and explicit cost, social and private cost, historical cost and replacement cost, sunk cost and incremental cost -fixed and variable cost - total, average and marginal cost - Cost Output Relationship in the Short Run and Long Run (hypothetical numerical problems to be discussed) Extensions of cost analysis: cost reduction through experience - LAC and Learning curve - Break even analysis (with business applications)

Ability Enhancement Courses (AEC)

4. Business Communication I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Theory of Communication	10
2	Obstacles to Communication in Business World	10
3	Business Correspondence	12
4	Language and Writing Skills	13
	Total	45

Note:

One tutorial per batch per week in addition to number of lectures stated above (Batch size as per the University norms)

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Sr. No.	Modules / Units	
1	Theory of Communication	
1	ConceptofCommunication:Meaning,Definition,Process,Need,FeedbackEmergenceofCommunication as a key concept in the Corporate andGlobal worldImpact of technological advancements on CommunicationChannels and Objectives of Communication:Channels-Formal and Informal- Vertical, Horizontal, Diagonal, GrapevineObjectives of Communication: Information, Advice, Order and Instruction,Persuasion, Motivation, Education,Warning, and Boosting the Morale ofEmployees(A brief introduction to these objectives to be given)Methods and Modes of Communication:Methods:Verbal and Nonverbal, Characteristics of Verbal CommunicationCharacteristics of Non-verbal Communication, Business EtiquetteModes: Telephone and SMS Communication 3 (General introduction to Telegramto be given) Facsimile Communication [Fax]	
2	Computers and E- communication Video and Satellite Conferencing Obstacles to Communication in Business World	
	 Problems in Communication /Barriers to Communication: Physical/ Semantic/Language / Socio-Cultural / Psychological / Barriers, Ways to Overcome these Barriers Listening: Importance of Listening Skills, Cultivating good Listening Skills – 4 Introduction to Business Ethics: Concept and Interpretation, Importance of Business Ethics, Personal Integrity at the workplace, Business Ethics and media, Computer Ethics, Corporate Social Responsibility Teachers can adopt a case study approach and address issues such as the following so as to orient and sensitize the student community to actual business practices: Surrogate Advertising, Patents and Intellectual Property Rights, Dumping of Medical/E-waste, Human Rights Violations and Discrimination on the basis of gender, race, caste, religion, appearance and sexual orientation at the workplace 	
3	Business Correspondence	
	 Theory of Business Letter Writing: Parts, Structure, Layouts—Full Block, Modified Block, Semi - Block Principles of Effective Letter Writing, Principles of effective Email Writing, Personnel Correspondence: Statement of Purpose, Job Application Letter and Resume, Letter of Acceptance of Job Offer, Letter of Resignation [Letter of Appointment, Promotion and Termination, Letter of Recommendation (to be taught but not to be tested in the examination)] 	

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Sr. No.	Modules / Units		
4	Language and Writing Skills		
	Commercial Terms used in Business Communication		
	Paragraph Writing:		
	Developing an idea, using appropriate linking devices, etc		
	Cohesion and Coherence, self-editing, etc [Interpretation of technical data,		
	Composition on a given situation, a short informal report etc.]		
	Activities		
	 Listening Comprehension 		
	 Remedial Teaching 		
	 Speaking Skills: Presenting a News Item, Dialogue and Speeches 		
	 Paragraph Writing: Preparation of the first draft, Revision and Self – Editing, 		
	Rules of spelling.		
	 Reading Comprehension: Analysis of texts from the fields of Commerce and 		
	Management		

Ability Enhancement Courses (AEC)

5.Environmental Studies I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Environment and Ecosystem	13
2	Natural Resources and Sustainable Development	13
3	Populations and Emerging Issues of Development	13
4	Urbanisation and Environment	13
5	Reading of Thematic Maps and Map Filling	08
	Total	60

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Sr. No.	Modules / Units
1	Environment and Ecosystem
	Environment: Meaning, definition, scope and its components; concept of an ecosystem : definition, Characteristics, components and types, functioning and structure; Food Chain and Food Web- Ecological Pyramids - Man and environment relationship; Importance and scope of Environmental Studies.
2	Natural Resources and Sustainable Development
	Meaning and definitions ; Classification and types of resources, factors influencing resource; Resource conservation- meaning and methods- I and non-conventional resources, problems associated with and management of water, forest and energy resources- resource utilization and sustainable development
3	Populations and Emerging Issues of Development
	Population explosion in the world and in India and arising concerns- Demographic Transition Theory - pattern of population growth in the world and in India and associated problems - Measures taken to control population growth in India; Human population and environement- Environment and Human Health – Human Development Index – The World Happiness Index
4	Urbanisation and Environment
	Concept of Urbanisation– Problems of migration and urban environment- changing landuse, crowding and stress on urban resources, degradation of air and water, loss of soil cover impact on biodiversity, Urban heat islands – Emerging Smart Cities and safe cities in India - Sustainable Cities
5	Reading of Thematic Maps and Map Filling
	Reading of Thematic Maps(4 Lectures) Located bars, Circles, Pie charts, Isopleths, Choroplethand Flow map, Pictograms - Only reading and interpretation. Map Filling: (4 Lectures) Map filling of World (Environmentally significant features) using point, line and polygon segment. Concept and Calculation of Ecological Footprint

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Skill Enhancement Courses (SEC)

6. Foundation Course - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Overview of Indian Society	05
2	Concept of Disparity- 1	10
3	Concept of Disparity-2	10
4	The Indian Constitution	10
5	Significant Aspects of Political Processes	10
	Total	45

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Sr. No.	Modules / Units
1	Overview of Indian Society
	Understand the multi-cultural diversity of Indian society through its demographic composition: population distribution according to religion, caste, and gender; Appreciate the concept of linguistic diversity in relation to the Indian situation; Understand regional variations according to rural, urban and tribal characteristics; Understanding the concept of diversity as difference
2	Concept of Disparity- 1
	Understand the concept of disparity as arising out of stratification and inequality; Explore the disparities arising out of gender with special reference to violence against women, female foeticide (declining sex ratio), and portrayal of women in media;Appreciate the inequalities faced by people with disabilities and understand the issues of people with physical and mental disabilities
3	Concept of Disparity-2
	Examine inequalities manifested due to the caste system and inter-group conflicts arising thereof; Understand inter-group conflicts arising out of communalism; Examine the causes and effects of conflicts arising out of regionalism and linguistic differences
4	The Indian Constitution
	Philosophy of the Constitution as set out in the Preamble; The structure of the Constitution-the Preamble, Main Body and Schedules; Fundamental Duties of the Indian Citizen; tolerance, peace and communal harmony as crucial values in strengthening the social fabric of Indian society; Basic features of the Constitution
5	Significant Aspects of Political Processes
	The party system in Indian politics; Local self-government in urban and rural areas; the 73rd and 74th Amendments and their implications for inclusive politics; Role and significance of women in politics

Topics for Project Guidance: Growing Social Problems in India:

- Substance abuse- impact on youth & challenges for the future
- *HIV/AIDS- awareness, prevention, treatment and services*
- Problems of the elderly- causes, implications and response
- Issue of child labour- magnitude, causes, effects and response
- Child abuse- effects and ways to prevent
- Trafficking of women- causes, effects and response

Note:

Out of the 45 lectures allotted for 5 units for Semester I, about 15 lectures may be allotted for project guidance

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Skill Enhancement Courses (SEC)

6.Foundation Course in NSS - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to NSS	10
2	Concept of Society and Social Issues in India	15
3	Indian Constitution and Social Justice	10
4	Human Personality and National Integration	10
	Total	45

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Sr. No.	Modules / Units	
1	Introduction to NSS	
	Introduction to National Service Scheme(NSS)	
	Orientation and structure of National Service Scheme(NSS)	
	National Service Scheme(NSS)- its objectives	
	The historical perspective of National Service Scheme(NSS)	
	National Service Scheme(NSS)- Symbol and its meaning	
	National Service Scheme(NSS)- its hierarchy from national to college level	
	National Service Scheme(NSS) Regular activities	
	Distribution of working hours- Association between issues and programs-	
	community project- urban rural activities, Association- modes of activity	
	evaluation	
2	Concept of Society and Social Issues in India	
	History and philosophy of social sciences in India	
	Concept of society- Development of Indian society - Features of Indian Society-	
	Division of labour and cast system in India	
	Basic social issues in India	
	Degeneration of value system, Family system, Gender issues, Regional imbalance	
3	Indian Constitution and Social Justice	
	Indian Constitution	
	Features of Indian Constitution - Provisions related to social integrity and	
	development	
	Social Justice	
	Social Justice- the concept and its features	
_	Inclusive growth- the concept and its features	
4	Human Personality and National Integration	
	Dimensions of human personality	
	Social Dimension of Human personality- Understanding of the socity	
	Physical Dimension of Human personality- Physical Exercise, Yoga, etc.	
	National integration & Communal Harmony	
	National Integration- its meaning, importance and practice	
	Communal Harmony- its meaning, importance and practice	

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Skill Enhancement Courses (SEC)

6.Foundation Course in NCC - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to NCC, National Integration & Awareness	10
2	Drill: Foot Drill	10
3	Adventure Training, Environment Awareness and Conservation	10
4	Personality Development and Leadership	10
5	Specialized Subject: Army/ Navy/ Air	05
	Total	45

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Sr. No.	Modules / Units
1	Introduction to NCC, National Integration & Awareness
	 Desired outcome: The students will display sense of patriotism, secular values and shall be transformed into motivated youth who will contribute towards nation building through national unity and social cohesion. Genesis, Aims, Objectives of NCC & NCC Song Organisation& Training Incentives & Benefits Religions, Culture, Traditions and Customs of India National Integration: Importance and Necessity Freedom Struggle
2	Drill: Foot Drill
	 Desired outcome: The students will demonstrate the sense of discipline, improve bearing, smartness, turnout, develop the quality of immediate and implicit obedience of orders, with good reflexes. General and Words of Command Attention, Stand at Ease and Stand Easy, Turning and Inclining at the Halt Sizing, Forming Up in Three Ranks and Numbering, Open and Close Order March and Dressing Saluting at the Halt, Getting On Parade, Dismissing and Falling Out Marching, Length of Pace and Time of Marching in Quick Time and Halt, Slow March and Halt Turning on the March and Wheeling. Saluting on the March. Formation of squad and Squad Drill.
3	Adventure Training, Environment Awareness and Conservation
	 Adventure Training Desired outcome: The students will overcome fear & inculcate within them the sense of adventure , sportsmanship , espirit-d-corp and develop confidence , courage , determination, diligence and quest for excellence. Any Two such as – Obstacle course, Slithering, Trekking, Cycling, Rock Climbing, Para Sailing, Sailing, Scuba Diving etc Environment Awareness and Conservation Desired outcome: The student will be aware of the conservation of natural resources and protection of environment. Natural Resources – Conservation and Management
	 Water Conservation and Rainwater Harvesting

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Modules / Units		
Personality Development and Leadership		
 Desired outcome: The student will develop an all-round personality with adequate leadership traits to deal / contribute effectively in life. Introduction to Personality Development Factors Influencing /Shaping Personality: Physical, Social, Physiological, Philosophical and Psychological Self Awareness Know yourself/ Insight Change Your Mind Set Communication Skills: Group Discussion / Lecturettes (Public Speaking) Leadership Traits 		
Types of Leadership		
Specialized Subject: Army Or Navy Or Air		
Army Desired outcome: The training shall instill patriotism, commitment and passion to serve the nation motivating the youth to join the defence forces. It will also acquaint, expose & provide basic knowledge about armed, naval and air-force subjects A. Armed Force • Basic organisation of Armed Forces • Organisation of Army • Badges and Ranks B. Introduction to Infantry and weapons and equipments • Characteristics of 7.62mm SLR Rifle, Ammunition, Fire power, Stripping, Assembling and Cleaning C. Military history • Biographies of renowned Generals (Carriapa / Sam Manekshaw) • Indian Army War Heroes- PVCs D. Communication • Types of Communications • Characteristics of Wireless Technologies (Mobile, Wi-Fi etc.)		
OR		
Navy		
 A. Naval orientation and service subjects History of the Indian Navy-Pre and Post Independence, Gallantry award winners Organization of Navy- NHQ, Commands, Fleets, Ships and shore establishments Types of Warships and their role Organization of Army and Air Force- Operational and Training commands Ranks of Officers and Sailors, Equivalent Ranks in the Three Services B. Ship and Boat Modelling 		

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Sr. No.	Modules / Units
	C. Search and Rescue
	SAR Organization in the Indian ocean
	D. Swimming
	Floating for three minutes and Free style swimming for 50 meters
	OR
	AIR
	A. General Service Knowledge
	Development of Aviation
	History of IAF
	B. Principles of Flight
	Introduction
	Laws of Motion
	Glossary of Terms.
	C. Airmanship
	Introduction
	Airfield Layout
	Rules of the Air
	Circuit Procedure
	ATC/RT Procedures
	Aviation Medicine
	D. Aero- Engines
	Introduction to Aero-engines

Skill Enhancement Courses (SEC)

6.Foundation Course in Physical Education-I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to Basic Relevant concepts in Physical Education	10
2	Components of Physical Fitness	15
3	Testing Physical Fitness	10
4	Effect of Exercise on various Body System	10
	Total	45

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Sr. No.	Modules / Units		
1	Introduction to Basic Relevant concepts in Physical Education		
	 Dimensions and determinants of Health, Fitness & Wellness Concept of Physical Education and its importance Concept of Physical Fitness and its types Concept of Physical Activity, exercise and its types & benefits 		
2	Components of Physical Fitness		
	 Concept of components of Physical Fitness Concept and components of HRPF Concept and components of SRPF Importance of Physical Education in developing physical fitness components. 		
3	Testing Physical Fitness		
	 Tests for measuring Cardiovascular Endurance Tests for measuring Muscular Strength& Endurance Tests for measuring Flexibility Tests for measuring Body Composition 		
4	Effect of Exercise on various Body System		
	 Effect of exercises on Musculoskeletal system Effect of exercises on Circulatory System Effect of exercises on Respiratory System Effect of exercises on Glandular System 		

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Core Courses (CC)

7.Mathematical and Statistical Techniques I

Modules No. of Sr. No. Lectures 1 Shares and Mutual Funds 15 Permutation, Combination and Linear 2 15 **Programming Problems** 3 **Summarization Measures** 15 15 4 **Elementary Probability Theory** 5 **Decision Theory** 15 Total 75

Modules at a Glance

Note:

One tutorial per batch per week in addition to number of lectures stated above (Batch size as per the University norms)

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Sr. No.	Modules / Units		
1	Shares and Mutual Funds		
	 Shares: Concept of share, face value, market value, dividend, equity shares, preferential shares, bonus shares. Simple examples. Mutual Funds:Simple problems on calculation of Net income after considering entry load, dividend, change in Net Asset Value (N.A.V.) and exit load. Averaging of price under the Systematic Investment Plan (S.I.P.) 		
2	Permutation, Combination and Linear Programming Problems		
	 Permutation and Combination: Factorial Notation, Fundamental principle of counting, Permutation as arrangement, Simple examples, combination as selection, Simple examples, Relation between ⁿC_randⁿP_r Examples on commercial application of permutation and combination Linear Programming Problem:Sketching of graphs of (i) linear equation Ax + By + C= 0 (ii) linear inequalities. Mathematical Formulation of Linear Programming Problems upto 3 variables. Solution of Linear Programming Problems upto two variables. 		
3	Summarization Measures		
	 Measures of Central Tendencies: Definition of Average, Types of Averages: Arithmetic Mean, Median, and Mode for grouped as well as ungrouped data. Quartiles, Deciles and Percentiles. Using Ogive locate median and Quartiles. Using Histogram locate mode. Combined and Weighted mean. Measures of Dispersions: Concept and idea of dispersion. Various measures Range, Quartile Deviation, Mean Deviation, Standard Deviation, Variance, Combined Variance. 		
4	Elementary Probability Theory		
	 Probability Theory: Concept of random experiment/trial and possible outcomes; Sample Space and Discrete Sample Space; Events their types, Algebra of Events, Mutually Exclusive and Exhaustive Events, Complimentary events.Classical definition of Probability, Addition theorem (without proof), conditional probability.Independence of Events: P(A ∩ B) = P(A) P(B). Simple examples. Random Variable: Probability distribution of a discrete random variable; Expectation and Variance of random variable, simple examples on probability distributions. 		
5	Decision Theory		
	Decision making situation, Decision maker, Courses of Action, States of Nature, Pay-off and Pay-off matrix; Decision making under uncertainty, Maximin, Maximax, Minimax regret and Laplace criteria; simple examples to find optimum decision. Formulation of Payoff Matrix. Decision making under Risk, Expected Monetary Value (EMV); Decision Tree; Simple Examples based on EMV. Expected Opportunity Loss (EOL), simple examples based on EOL.		

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B.Com. Programme

Under Choice Based Credit, Grading and Semester System Course Structure

(To be implemented from Academic Year- 2016-2017)

Semester II

No. of Courses	Semester II	Credits
1	Elective Courses (EC)	
1A	Discipline Specific Elective(DSE)Courses	
1	Accountancy and Financial Management II	03
1B	Discipline Related Elective(DRE)Courses	
2	Commerce II	03
3	Business Economics II	03
2	Ability Enhancement Courses (AEC)	
2A	Ability Enhancement Compulsory Courses (AECC)	
4	Business Communication II	03
5	Environmental Studies II	03
2B	**Skill Enhancement Courses (SEC)	
6	Any one course from the following list of the courses	02
3	Core Courses (CC)	
7	Mathematical and Statistical Techniques II	03
	Total Credits	20

	*List of Skill Enhancement Courses (SEC) for Semester II (Any One)	
1	Foundation Course - II	
2	Foundation Course in NSS - II	
3	Foundation Course in NCC - II	
4	Foundation Course in Physical Education - II	

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Elective Courses (EC)-Discipline Specific Elective(DSE) Courses

1.Accountancy and Financial Management II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Accounting from Incomplete Records	15
2	Consignment Accounts	15
3	Branch Accounts	15
4	Fire Insurance Claim	15
	Total	60

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Sr. No.	Modules / Units		
1	Accounting from Incomplete Records		
	Introduction Problems on preparation of final accounts of Proprietary Trading Concern (conversion method)		
2	Consignment Accounts		
	Accounting for consignment transactions Valuation of stock Invoicing of goods at higher price(excluding overriding commission, normal/abnormal losses)		
3	Branch Accounts		
	Meaning/ Classification of branch Accounting for Dependent Branch not maintaining full books: Debtors methodStock and debtors method		
4	Fire Insurance Claim		
	Computation of Loss of Stock by Fire Ascertainment of Claim as per the Insurance Policy Exclude: Loss of Profit and Consequential Loss		

Elective Courses (EC)-Discipline Related Elective(DRE) Courses

2. Commerce II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Concept of Services	12
2	Retailing	12
3	Recent Trends in Service Sector	10
4	E-Commerce	11
	Total	45

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Sr. No.	Modules / Units		
1	Concept of Services		
	Introduction: Meaning, Characteristics, Scope and Classification of Services –		
	Importance of service sector in the Indian		
	Marketing Mix Services: Consumer expectations, Services Mix, - Product, Place,		
	Price, Promotion, Process of Services delivery, Physical evidence and people		
	Service Strategies: Market research and Service development cycle, Managing		
	demand and capacity, opportunities and challenges in service sector.		
2	Retailing		
	Introduction: Concept of organized and unorganized retailing , Trends in retailing,		
	growth of organized retailing in India, Survival strategies for unorganized Retailers		
	Retail Format: Store format, Non – Store format, Store Planning, design and		
	layout		
	Retail Scenario: Retail Scenario in India and Global context – Prospects and		
	Challenges in India. Mall Management – Retail Franchising. FDI in Retailing, Careers		
	in Retailing		
3	Recent Trends in Service Sector		
	ITES Sector: Concept and scope of BPO, KPO, LPO and ERP.		
	Banking and Insurance Sector: ATM, Debit & Credit Cards, Internet Banking –		
	Opening of Insurance sector for private players, FDI and its impact on Banking and		
	Insurance Sector in India		
	Logistics: Net working – Importance – Challenges		
4	E-Commerce		
	Introduction: Meaning, Features, Functions and Scope of E-Commerce-Importance		
	andLimitations of E-Commerce		
	Types of E-Commerce: Basic ideas and Major activities of B2C, B2B, C2C.		
	Present status of E-Commerce in India: Transition to E-Commerce in India, E-		
	Transition Challenges for Indian Corporates; on-line Marketing Research.		

Elective Courses (EC)-Discipline Related Elective(DRE) Courses

3. Business Economics II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Market structure: Perfect competition and Monopoly	10
2	Pricing and Output Decisions under Imperfect Competition	15
3	Pricing Practices	10
4	Evaluating Capital Projects	10
	Total	45

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Sr. No.	Modules / Units
1	Market structure: Perfect competition and Monopoly
	Perfect competition and Monopoly models as two extreme cases - profit maximisation and the competitive firm's supply curve - Short run and long run equilibrium of a firm and of industry - monopoly - Sources of monopoly power – short run and long- run equilibrium of a firm under Monopoly
2	Pricing and Output Decisions under Imperfect Competition
	 Monopolistic competition: competitive and monopolistic elements of monopolistic competition - equilibrium of a firm under monopolistic competition, monopolistic competition verses perfect competition- excess capacity and inefficiency - debate over role of advertising (topics to be taught using case studies from real life examples) Oligopolistic markets: key attributes of oligopoly - Collusive and non collusive oligopoly market - Price rigidity - Cartels and price leadership models (with practical examples)
3	Pricing Practices
	Cost oriented pricing methods: cost – plus (full cost) pricing, marginal cost pricing, Mark up pricing, discriminating pricing, multiple – product pricing - transfer pricing (case studies on how pricing methods are used in business world)
4	Evaluating Capital Projects
	Meaning and importance of capital budgeting- steps in capital budgeting - +Techniques of Investment appraisal: Payback Period Method, Net Present Value Method, and Internal Rate of Return Method (with numerical examples)

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Ability Enhancement Courses (AEC)

4.Business Communication II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Presentation Skills	10
2	Group Communication	15
3	Business Correspondence	10
4	Language and Writing Skills	10
	Total	45

Note:

One tutorial per batch per week in addition to number of lectures stated above (Batch size as per the University norms)

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Sr. No.	Modules / Units
1	Presentation Skills
	Presentations:(to be tested in tutorials only) 4 Principles of EffectivePresentationEffective use of OHPEffective use of TransparenciesHow to make a Power-Point Presentation
2	Group Communication
	 Interviews:Group Discussion Preparing for an Interview, Types of Interviews – Selection, Appraisal, Grievance, Exit Meetings:Need and Importance of Meetings, Conduct of Meeting and Group Dynamics Role of the Chairperson, Role of the Participants, Drafting of Notice, Agenda and Resolutions Conference:Meaning and Importance of Conference Organizing a Conference Modern Methods: Video and Tele – Conferencing Public Relations: Meaning, Functions of PR Department, External and Internal Measures of PR
3	Business Correspondence
	 Trade Letters: Order, Credit and Status Enquiry, Collection (just a brief introduction to be given) Only following to be taught in detail:- Letters of Inquiry, Letters of Complaints, Claims, Adjustments Sales Letters, promotional leaflets and fliers Consumer Grievance Letters, Letters under Right to Information (RTI) Act [Teachers must provide the students with theoretical constructs wherever necessary in order to create awareness. However students should not be tested on the theory.]
4	Language and Writing Skills
	Reports: Parts, Types, Feasibility Reports, Investigative Reports Summarisation: Identification of main and supporting/sub points Presenting these in a cohesive manner

Tutorial Activities:

Presentations, Group Discussion, Mock Interviews, Mock Meetings / Conferences, Book Reviews/Summarization, Reading Comprehension: Analysis of texts from the field of Literature

[Suggested Books for Book Reviews: Books from the fields of Management, Finance, and Literature Like – Sun Tzu :The Art of War, Eliyahu M. Goldratt : The Goal , Eliyahu M. Goldratt: It's Not Luck , Spencer Johnson: Who Moved My Cheese, Stephen Lundin, Ph.D, Harry Paul, John Christen: Fish, ChetanBhagat One Night At A Call Center, ChetanBhagat My Three Mistakes , ArindamChoudhary: Count Your Chickens Before They Hatch ,Stephen Covey :Seven Habits of Successful People, George Orwell: Animal Farm, Dr. Abdul Kalam: Wings of Fire]

[N.B.: The above list is only indicative and not prescriptive.]

Ability Enhancement Courses (AEC)

4.Environmental Studies II

Modules at a Glance

Sr.	Modules	No. of
No.		Lectures
1	Solid Waste Management for Sustainable Society	
2	Agriculture and Industrial Development	
3	Tourism and Environment	
4	Environmental Movements and Management	
5	Map Filling	
	Total	60

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Sr. No.	Modules / Units
1	Solid Waste Management for Sustainable Society
	Classification of solid wastes – Types and Sources of Solid Waste ; Effects of Solid Waste Pollution- Health hazards, Environmental Impacts; Solid Waste Management – solid waste management in Mumbai- Schemes and initiatives run by MCGM – role of citizens in waste management in Mumbai
2	Agriculture and Industrial Development
	Environmental Problems Associated with Agriculture: Loss of Productivity, Land Degradation ,desertification - Uneven Food Production – Hunger, Malnutrition and Food Security – Sustainable Agricultural practices Environmental Problems Associated with Industries – pollution -Global warming, Ozone Layer Depletion , Acid rain, - Sustainable Industrial practices – Green Business and Green Consumerism, Corporate Social Responsibility
3	Tourism and Environment
	Tourism: Meaning, Nature, Scope and importance –Typology of tourism- classification; Tourism potentials in India and challenges before India; New Tourism Policy of India; Consequences of tourism : Positive and Negative Impacts on Economy, Culture and environment- Ecotourism
4	Environmental Movements and Management
	Environmental movements in India: Save Narmada Movement, Chipko Movement, Appiko Movement, Save Western Ghat and Save Jaitapur; Environmental Management: Concept, need and relevance; Concept of ISO 14000 and 16000; Concept of Carbon Bank and Carbon Credit.EIA - Environment Protection Acts – Concept and components of Geospatial Technology- Applications of GST in Environmental Management.
5	Map Filling
	Map filling of Konkan and Mumbai (Environmentally significant features and GST centers) using point, line and polygon segment. Concept and Calculation of Environmental Performance Index (EPI)

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Skill Enhancement Courses (SEC)

6. Foundation Course - II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Globalisation and Indian Society	07
2	Human Rights	10
3	Ecology	10
4	Understanding Stress and Conflict	10
5	Managing Stress and Conflict in Contemporary Society	08
	Total	45

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Sr. No	Modules /Units
1	Globalisation and Indian Society
	Understanding the concepts of liberalization, privatization and globalization; Growth of information technology and communication and its impact manifested in everyday life; Impact of globalization on industry: changes in employment and increasing migration; Changes in agrarian sector due to globalization; rise in corporate farming and increase in farmers' suicides.
2	Human Rights
	Concept of Human Rights; origin and evolution of the concept; The Universal Declaration of Human Rights; Human Rights constituents with special reference to Fundamental Rights stated in the Constitution
3	Ecology
	Importance of Environment Studies in the current developmental context; Understanding concepts of Environment, Ecology and their interconnectedness; Environment as natural capital and connection to quality of human life; Environmental Degradation- causes and impact on human life;Sustainable development- concept and components; poverty and environment
4	Understanding Stress and Conflict
	Causes of stress and conflict in individuals and society; Agents of socialization and the role played by them in developing the individual; Significance of values, ethics and prejudices in developing the individual; Stereotyping and prejudice as significant factors in causing conflicts in society. Aggression and violence as the public expression of conflict
5	Managing Stress and Conflict in Contemporary Society
	Types of conflicts and use of coping mechanisms for managing individual stress; Maslow's theory of self-actualisation;Different methods of responding to conflicts in society; Conflict-resolution and efforts towards building peace and harmony in society

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Skill Enhancement Courses (SEC)

6. Foundation Course in NSS - II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Socio-economic Survey and Special Camp	10
2	Orientation of the College Unit and Communication Skills	15
3	Rapport with Community and Programme Planning	10
4	Government Organisations /Non-Government Organisations	10
	Total	45

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Sr. No.	Modules / Units
1	Socio-economic Survey and Special Camp
	Socio economic survey
	Socio-economic survey- its meaning and need,
	Process of Socio-economic survey- design of questionnaire; data collection, data
	analysis and report writing
	Special camping activity
	Concept of camp- Identification of community problems- Importance of group
	living- Team building- Adoption of village- Planning for camp- pre camping, during
	the course of camp and post camping activities
2	Orientation of the College Unit and Communication Skills
	Training and orientation of the program unit in the college
	Leadership training – formation of need based programmmes- Concept of
	campus to community(C to C) activities
	Communication skills and Documentation
	Communication skills- the concept, Verbal, Non-Verbal communication
	The documentation- Activity Report Writing – basics of NSS accounting – Annual
	Report – Press note and preparation
3	Rapport with Community and Programme Planning
	Working with individual group and community
	Ice breaking- interaction games – conflict resolution
	Program planning
	Programme planning- the concept and its features, requirements for successful
	implementation of program- program flow charting- feedback
4	Government Organisations /Non-Government Organisations
	Structure of Government Organisations and Non-Government Organisations
	Government organisations (GO)- its meaning -Legal set up, functioning, Sources
	of funding
	Non-Government organisations (NGO)- its meaning -Legal set up, functioning,
	Sources of funding
	National Service Scheme(NSS)- Government organisations (GO) and Non-
	Government organisations (NGO)
	Government schemes for community development
	Schemes os Government welfare departments for community development-
	provisions & examples

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Skill Enhancement Courses (SEC)

6.Foundation Course in NCC - II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Disaster Management, Social Awareness and Community Development	05
2	Health and Hygiene	10
3	Drill with Arms	10
4	Weapon Training	10
5	Specialized Subject: Army Or Navy Or Air	10
	Total	45

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Sr. No.	o. Modules / Units	
1	Disaster Management, Social Awareness and Community Development	
	 Disaster Management: Desired outcome: The student shall gain basic information about civil defence organisation / NDMA & shall provide assistance to civil administration in various types of emergencies during natural / manmade disasters Civil Defence Organisation and Its Duties/ NDMA Types of Emergencies/ Natural Disaster Assistance during Natural / Other Calamities: Flood / Cyclone/ Earth Quake/ Accident etc. 'Avan' model of NCC 	
	Social Awareness and Community Development:	
	 Desired outcome: The student shall have an understanding about social service and its need, about NGOs and shall participate in community action programmes for betterment of the community. Basics of Social Service, Weaker Sections of Our Society and Their Needs Social/ Rural Development Project: MNREGA, SGSY, NSAP etc. Contribution of Youth towards Social Welfare Civic Responsibilities Causes & Prevention of HIV/AIDS; Role of Youth 	
2	Health and Hygiene	
	 Desired outcome: The student shall be fully aware about personal health and hygiene lead a healthy life style and foster habits of restraint and self awareness. Structure and Functioning of the Human Body Hygiene and Sanitation (Personal and Food Hygiene) Infectious & Contagious Diseases & Their Prevention 	
3	Drill with Arms	
	 Desired outcome: The students will demonstrate the sense of discipline, improve bearing, smartness, turnout, develop the quality of immediate and implicit obedience of orders, with good reflexes. Attention, Stand at Ease and Stand Easy Getting on Parade with Rifle and Dressing at the Order Dismissing and Falling Out Ground / Take Up Arms Present From the Order and Vice-versa General Salute, Salami Shastra 	
4	Weapon Training	
	 Desired outcome: The student shall have basic knowledge of weapons and their use and handling. Characteristics of a Rifle / Rifle Ammunition and its Fire Power Stripping, Assembling, Care and Cleaning and Sight Setting of .22 rifle Stripping, Assembling, Care and Cleaning of 7.62mm SLR Loading, Cocking and Unloading The lying position, Holding and Aiming- I Trigger control and firing a shot Range procedure and safety precautions Short range firing, Aiming- II -Alteration of sight 	
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Sr. No.	Modules / Units
5	Specialized Subject: Army Or Navy Or Air
	 Army Desired outcome: The training shall instill patriotism, commitment and passion to serve the nation motivating the youth to join the defence forces. It will also acquaint, expose & provide basic knowledge about armed, naval and air-force subjects A. Map reading Introduction to types of Maps and Conventional signs Scales and Grid system Topographical forms and technical terms Relief, contours and Gradients
	 Cardinal points and Types of North Types of bearings and use of Service Protractor Prismatic compass and its use and GPS
	 B. Field Craft and Battle Craft Introduction Judging distance Description of ground Recognition, Description and Indication of landmarks and targets
	OR Navy
	 A. Naval Communication Introduction to Naval Modern Communication, Purpose and Principles Introduction of Naval communication Duties of various communication sub-departments Semaphore Introduction of position of letters and prosigns Reading of messages
	 Transmission of messages B. Seamanship Anchor work
	 Parts of Anchor and Cable, their identification Rigging Types of ropes and breaking strength- stowing, maintenance and securing of ropes Practical Bends and Hitches: Reef Knot, Half hitch, Clove Hitch, Rolling Hitch, Timber Hitch, Bow Line, Round Turn and Two half hitch and Bow line on the Bight and its basic elements and uses. Introduction to Shackles, Hooks, Blocks and Derricks, Coiling Down and Splicing of rope
	 C. Boat work Parts of Boat and Parts of an Oar Instruction on boat Pulling- Pulling orders Steering of boat under oars, Practical instruction on Boat Pulling, Precautions while pulling

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Sr. No.	Modules / Units
	OR
	Air
	A. Air frames
	Aircraft Controls
	Landing Gear
	B. Instruments
	Basic Flight Instruments
	C. Aircraft Particulars
	 Aircraft Particulars (Type specific)
	D. Aero modelling
	History of Aero modelling
	 Materials used in Aero modelling
	Type of Aero models
	 Flying/ Building of Aero models

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Skill Enhancement Courses (SEC)

6.Foundation Course in Physical Education-II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Development of Fitness	10
2	Health, Fitness and Diseases	15
3	Yoga Education	10
4	Daily Schedule of Achieving Quality of Life and Wellness	10
	Total	60

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Sr. No.	Modules / Units	
1	Development of Fitness	
	Benefits of physical fitness and exercise and principles of physical fitness	
	Calculation of fitness index level 1-4	
	 Waist-hip ratio Target Heart Rate, BMI and types and principles of exercise (FITT) 	
	Methods of training – continues, Interval, circuit, Fartlek and Plyometric	
2	Health, Fitness and Diseases	
	Definition of obesity and its management	
	Communicable diseases, their preventive and therapeutic aspectS	
	Factors responsible for communicable diseases	
	• Preventive and therapeutic aspect of Communicable and non- communicable	
	diseases	
3	Yoga Education	
	Meaning and history of yoga	
	 Ashtang yoga and types of yoga 	
	Types of Suryanamaskar and Technique of Pranayam	
	Benefits of Yoga	
4	Daily Schedule of Achieving Quality of Life and Wellness	
	Daily schedule based upon one's attitude, gender, age &occupation.	
	• Basic – module: - Time split for rest, sleep, diet, activity & recreation.	
	• Principles to achieve quality of life:- positive attitude, daily regular exercise,	
	control over food habits & healthy hygienic practices.	

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Core Courses (CC)

7. Mathematical and Statistical Techniques II

Sr. No.	Modules	No. of Lectures
1	Functions, Derivatives and Their Applications	15
2	Interest and Annuity	15
3	Bivariate Linear Correlation and Regression	15
4	Time series and Index Numbers	15
5	Elementary Probability Distributions	15
	Total	75

Modules at a Glance

Note:

One tutorial per batch per week in addition to number of lectures stated above (Batch size as per the University norms)

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Sr. No.	Modules / Units		
1	Functions, Derivatives and Their Applications		
	 Concept of real functions: Constant function, linear function, xⁿ,e^x,a^x,logx. Demand, Supply, Total Revenue, Average Revenue, Total cost, Average cost Profit function. Equilibrium Point, Break-even point. Derivative of functions: 		
	 Derivative as rate measure, Derivative of xⁿ,e^x,a^x,logx. Rules of derivatives: Scalar multiplication, sum, difference, product, quotient (Statements only), Simple problems. Second order derivatives. Applications: Marginal Cost, Marginal Revenue, Elasticity of Demand. Maxima and Minima for functions in Economics and Commerce. (Examination Questions on this unit should be application oriented only.) 		
2	Interest and Annuity		
	 Interest: Simple Interest, Compound Interest (Nominal& Effective Rate of Interest), Calculations involving upto 4 time periods. Annuity: Annuity Immediate and its Present value, Future value. Equated Monthly Installments (EMI) using reducing balance method & amortization of Ioans. Stated Annual Rate & Affective Annual Rate Perpetuity and its present value. Simple problems involving up to 4 time periods. 		
3	Bivariate Linear Correlation and Regression		
	 Correlation Analysis: Meaning, Types of Correlation, Determination of Correlation: Scatter diagram, Karl Pearson's method of Correlation Coefficient (excluding Bivariate Frequency Distribution Table) and Spearman's Rank Correlation Coefficient. Regression Analysis: Meaning, Concept of Regression equations, Slope of the Regression Line and its interpretation. Regression Coefficients (excluding Bivariate Frequency Distribution Table), Relationship between Coefficient of Correlation and Regression Coefficients, Finding the equations of Regression lines by method of Least Squares. 		
4	Time series and Index Numbers		
	Time series: Concepts and components of a time series. Representation of trend by Freehand Curve Method, Estimation of Trend using Moving Average Method and Least Squares Method (Linear Trend only). Estimation of Seasonal Component using Simple Arithmetic Mean for Additive Model only (For Trend free data only). Concept of Forecasting using Least Squares Method. Index Numbers: Concept and usage of Index numbers, Types of Index numbers, Aggregate and Relative Index Numbers, Lasperye's, Paasche's, Dorbisch-Bowley's, Marshall-Edgeworth and Fisher's ideal index numbers, Test of Consistency: Time Reversal Test and Factor Reversal Test. Chain Base Index Nos. Shifting of Base year. Cost of Living Index Numbers, Concept of Real Income, Concept of Wholesale Price Index Number. (Examples on missing values should not be taken)		

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5	Elementary Probability Distributions		
	Probability Distributions:		
	 Discrete Probability Distribution: Binomial, Poisson (Properties and applications only, no derivations are expected) 		
	 Continuous Probability distribution: Normal Distribution. (Properties and applications only, no derivations are expected) 		

Tutorial:

Two tutorials to be conducted on each unit i.e. 10 tutorials per semester. At the end of each semester one Tutorial assignment of 10 marks should be given.

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Reference Books

	Reference Books
Α	ccountancy and Financial Management
•	Introduction to Accountancy by T. S. Grewal, S. Chand and Company (P) Ltd., New Delhi Advance Accounts by Shukla & Grewal, S. Chand and Company (P) Ltd., New Delhi Advanced Accountancy by R. L Gupta and M Radhaswamy, S. Chand and Company (P) Ltd., New Delhi Modern Accountancy by Mukherjee and Hanif, Tata Mc. Grow Hill & Co. Ltd., Mumbai Financial
•	Accounting by LesileChandwichk, Pentice Hall of India Adin Bakley (P) Ltd. Financial Accounting for Management by Dr. Dinesh Harsalekar, Multi-Tech. Publishing Co. Ltd., Mumbai. Financial Accounting by P. C. Tulsian, Pearson Publications, New Delhi Accounting Principles by Anthony, R.N. and Reece J.S., Richard Irwin Inc. Financial Accounting by Monga, J.R. Ahuja, GirishAhujaandShehgal Ashok, Mayur Paper Back Compendium of Statement & Standard of Accounting, ICAI. Indian Accounting Standards, Ashish Bhattacharya, Tata Mc. Grow Hill & Co. Ltd., Mumbai Financial Accounting by Williams, Tata Mc. Grow Hill & Co. Ltd., Mumbai Company Accounting Standards by ShrinivasanAnand, Taxman. Financial Accounting by V.
•	Rajasekaran, Pearson Publications, New Delhi. Introduction to Financial Accounting by Horngren, Pearson Publications. Financial Accounting by M. Mukherjee.M. Hanif. Tata McGraw Hill Education Private Ltd; New Delhi
	ommerce
•	Business Organisation Management Maheshwari, Rajendra P ,Mahajan, J.P.,International Book
•	House Business Organisation, Maheshwari, Rajendra P, Mahajan, J.P., International Book House
•	Introduction To Commerce, Vikram, Amit, Atlantic Pub
•	A Course Book On Business Environment, Cherunilam, Francis, Himalaya Pub
	Business Environment, Cherunilam,Francis, Himalaya Pub
٠	Essentials Of Business Environment, Aswathappa,K., Himalaya Pub
٠	Essentials Of Business Environment, Aswathappa, Himalaya Pub
٠	Strategic Management, Kapoor, Veekkas, Taxmann
	Strategic Management, David,Fred R., Phi Leraning
٠	Strategic Management, Bhutani, Kapil, Mark Pub.
•	Strategic Management, Bhutani, Kapil, Mark Pub.
•	Entrepreneurship, Hisrich, Robert D, Mc Graw Hill
•	Entrepreneurship Development, Sharma, K.C., Reegal Book Depot Service Marketing, Temani, V.K., Prism Pub
	Service Marketing, Temani, V.K., Prism Pub
•	Management Of Service Sector, Bhatia, B S, V P Pub
•	Introduction To E – Commerce, Dhawan, Nidhi, International Book House
•	Introduction To Retailing, Lusch, Robert F., Dunne, Patrick M., Carver, James R., Cengage Learning
•	Retailing Management, Levy Michael., Weitz Barton A,Tata Mcgraw Hill

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Business Economics

- Mehta, P.L.: Managerial Economics Analysis, Problem and Cases (S. Chand & Sons, N. Delhi, 2000)
- Hirchey .M., Managerial Economics, Thomson South western (2003)
- Salvatore, D.: Managerial Economics in a global economy (Thomson South Western Singapore, 2001)
- Frank Robert.H, Bernanke. Ben S., Principles of Economics (Tata McGraw Hill (ed.3)
- Gregory Mankiw., Principles of Economics, Thomson South western (2002 reprint)
- Samuelson & Nordhas.: Economics (Tata McGraw Hills, New Delhi, 2002)
- Pal Sumitra, Managerial Economics cases and concepts (Macmillan, New Delhi, 2004)

Business Communication

- Agarwal, Anju D(1989) A Practical Handbook for Consumers, IBH.
- Alien, R.K.(1970) Organisational Management through Communication.
- Ashley, A(1992) A Handbook Of Commercial Correspondence, Oxford University Press.
- Aswalthapa, K (1991)Organisational Behaviour, Himalayan Publication, Mumbai.
- Atreya N and Guha (1994) Effective Credit Management, MMC School of Management, Mumbai.
- Bahl, J.C. and Nagamia, S.M. (1974) Modern Business Correspondence and Minute Writing.
- Balan,K.R. and Rayudu C.S. (1996) Effective Communication, Beacon New Delhi.
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- Banerjee, Bani P (2005) Foundation of Ethics in Mangement Excel Books 10. Businessworld Special Collector's Issue: Ethics and the Manager
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Question Paper Pattern (Practical Courses)

Maximum Marks: 100

Questions to be set: 06

Duration: 03 Hrs.

All Questions are Compulsory Carrying 15 Marks each.

Question	Particular	Marks
No		
Q-1	Objective Questions A) Sub Questions to be asked 12 and to be answered any 10 B) Sub Questions to be asked 12 and to be answered any 10 (*Multiple choice / True or False / Match the columns/Fill in the blanks)	20 Marks
Q-2	Full Length Practical Question OR	15 Marks
Q-2	Full Length Practical Question	15 Marks
Q-3	Full Length Practical Question OR	15 Marks
Q-3	Full Length Practical Question	15 Marks
Q-4	Full Length Practical Question OR	15 Marks
Q-4	Full Length Practical Question	15 Marks
Q-5	Full Length Practical Question OR	15 Marks
Q-5	Full Length Practical Question	15 Marks
Q-6	A) Theory questionsB) Theory questionsOR	10 Marks 10 Marks
Q-6	Short Notes To be asked 06 To be answered 04	20 Marks

Note:

Practical question of 15 marks may be divided into two sub questions of 7/8 and 10/5Marks.

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Question Paper Pattern (Theoretical Courses)

Maximum Marks: 100

Questions to be set: 06

Duration: 03 Hrs.

All Questions are Compulsory Carrying 15 Marks each.

Question	Particular	Marks
No		
Q-1	Objective Questions	20 Marks
	A) Sub Questions to be asked 12 and to be answered any 10	
	B) Sub Questions to be asked 12 and to be answered any 10	
	(*Multiple choice / True or False / Match the columns/Fill in the	
	blanks)	
Q-2	Full Length Question	15 Marks
	OR	
Q-2	Full Length Question	15 Marks
Q-3	Full Length Question	15 Marks
	OR	
Q-3	Full Length Question	15 Marks
Q-4	Full Length Question	15 Marks
	OR	
Q-4	Full Length Question	15 Marks
Q-5	Full Length Question	15 Marks
	OR	
Q-5	Full Length Question	15 Marks
Q-6	A) Theory questions	10 Marks
	B) Theory questions	10 Marks
	OR	
Q-6	Short Notes	20 Marks
	To be asked 06	
	To be answered 04	

Note:

Theory question of 15 marks may be divided into two sub questions of 7/8 and 10/5Marks.

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