



Programme Project Report (PPR)

Bachelor of Commerce (B.Com)

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ABOUT AMET DEEMED TO BE UNIVERSITY

The Academy of Maritime Education and Training (AMET) was established in the year 1993 at Chennai and elevated as a Deemed to be University during 2007.

AMET is the India's first Maritime Deemed to be University for maritime related education, training and research. During these three decades of journey, AMET has become as a "Global Maritime Knowledge Hub" which is suitably recognized by both National and International Authorities.

- AMET is ranked as one among the TOP 3 Maritime Universities of the World in the PIMET ranking by the International Association of Maritime Universities (IAMU).
- The Directorate General of Shipping (DGS), Ministry of Shipping, Government of India has accredited AMET with Grade A1 (Outstanding) for the past five consecutive terms through its Comprehensive Inspection Programme.
- In addition, the National Assessment and Accreditation Council (NAAC) of India have accredited AMET with A Grade and National Board of Accreditation has accredited selected Engineering and Management Programmes.
- AMET is also ranked high both in ARIIA and NIRF Ranking by the Government of India.
- The University is recognized as a Scientific and Industrial Research Organization (SIRO) by the Department of Scientific and Industrial Research (DSIR) Government of India.
- The University is offering joint degrees with world renowned Universities such as James Cook University, Australia, Edge Hill University, United Kingdom etc.
- Through specific MoUs with major shipping companies like AP Moller Maersk and V-Ships, AMET is providing appointment orders along with admission to meritorious students.
- Around 20,000 of our passed out graduates occupy exalted positions in Shipping Companies, globally and proudly sail all over the world spreading the message of the quality education imparted at AMET which made them to occupy such coveted ranks in Shipping Companies in India and abroad.
- AMET secured its compliance certificate for ISO 9001:2015 QMS standards from the prestigious and globally renowned DET NORSKE VERITAS, Norway.
- AMET serves as an ocean of knowledge for over 3500 students pursuing Programmes ranging from Diploma to Doctoral programs through Faculty of Maritime Studies, Faculty of Engineering and Technology, Faculty of Advanced Computing Science, Faculty of Management Studies, Faculty of Commerce, Faculty of Life Sciences, Faculty of Liberal Arts, Faculty of Science and Humanities, related to marine and general sector programmes.

- For over two decades AMET is remaining as the favorite destination for campus interviews by many shipping giants such as AP MOLLER MAERSK, GOODWOOD, NYK, SONANGOL, VSHIPS, WALLEMS, SHELL, CHEVRON, STENA and so goes a list of over 100 companies.
- AMET has been recognized as a premier institution for marine and marine related jobs and has earned a position as a trustworthy consultants for research and development projects wherein the investment are worth to the tune of several crores of rupees.
- 21st August 2023 marks a another mile stone in the history AMET as the first batch of 80 cadets for BSc Nautical Science and BE Marine Engineering walked into the sprawling Maersk center of excellence established by AMET
- The Mearsk centre of excellence has been established exclusively to train the cadets selected for A.P.Moller Maersk. The cadets will be trained under the nautical and engineering streams and will be awarded degree in B.Sc Nautical Science and BE Marine Engineering. The exclusive campus hosts a plethora of electrical and electronic laboratories, workshops, communication labs, safety lab, seamanship lab, simulators, facility to scale up to adopt augmented and virtual reality and a canal to practice boat rowing and operation of life boats.

AMET has a very ambitious vision 2025 plan wherein it aims to be a one stop solution for all marine related activities happening around the world and has clearly charted out an action plan to gauge its growth towards its 2025 milestone. The dogged perseverance of AMET's unmatched faculty gears up the student to meet the challenges of their life and career with tenacity of mind, endeavor to face them and emerge victorious. With a synergistic attitude prevailing among management, staff and student, AMET is all set to achieve and sustain a status par excellence.

PREAMBLE

1. PRELIMINARY DEFINITIONS AND NOMENCLATURE

In these Regulations, unless the context otherwise requires

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- i. **“Programme”** means Under-graduate Degree Programme Online Learning (OL).
- ii. **“Course”** means a Theory/Project work and any other subject that is normally studied in a semester.
- iii. **“Institution”** means Academy of Maritime Education and Training (AMET) Deemed to be University
- iv. **“Academic Council”** means the Academic Council, which is the apex body on all academic matters of Academy of Maritime Education and Training (AMET) Deemed to be University
- v. **“Controller of Examinations”** means the Controller of Examinations of Academy of Maritime Education and Training (AMET) Deemed to be University, who is responsible for the conduct of examinations and declaration of results.
 - i. **“Director”** means the Director of the Centre for Distance and Online Education (CDOE), CDOE is a part of AMET. AMET credentials – 30 years in existence.
 - ii. **“Online Learning”** means a mode of providing flexible learning opportunities by overcoming the separation of teacher and learner using the internet, e-learning materials and full-fledged programme delivery through the internet using technology-assisted mechanism and resources.
 - iii. **“Self-Learning e-Module (SLM) for Online mode”** means a modular unit of course material in e-learning form which is inter alia of course material in e-learning form which is inter alia self-explanatory, self-contained, self-directed at the learner, and amenable to self-evaluation, and enables the learner to acquire the prescribed level of learning in a course of study and includes contents in the form of a combination of the following e-Learning content, namely

- e-Text Materials
- Audio Podcasts
- Video Lectures
- Audio-Visual interactive material
- Virtual Classroom Zoom/Team/WebEx/Google Class Room sessions
- Virtual Simulation labs and
- Self-Assessment Quizzes or Tests;

CONTENTS OF PROGRAMME PROJECT REPORT (PPR)

I. Programme's Mission and Objectives:

The mission and objectives of a Bachelor of Commerce (B.Com) program typically revolve around providing students with a strong foundation in various aspects of commerce, business, and related fields. The mission of a B.Com program is to prepare students for careers in the world of commerce by providing them with a comprehensive understanding of fundamental business principles, economics, finance, accounting, and related disciplines. It aims to foster critical thinking, analytical skills, and ethical decision-making in students to excel in the dynamic business environment.

The major Objectives of B.Com program are as follows

Academic Excellence: To provide a rigorous academic curriculum that covers a wide range of subjects including accounting, economics, finance, marketing, management, and business law.

Skill Development: To equip students with practical skills necessary for success in various domains of commerce such as analytical thinking, problem-solving, communication, and decision-making.

Industry Relevance: To ensure that the program's content is aligned with current industry trends and practices, thereby preparing students to meet the demands of the business world.

Ethical and Social Responsibility: To instill ethical values and social responsibility in future business leaders by emphasizing the importance of ethical conduct, corporate social responsibility, and sustainability in business practices.

Global Perspective: To expose students to global business environments, fostering an understanding of international markets, cross-cultural communication, and the impact of globalization on commerce.

Career Readiness: To facilitate opportunities for internships, practical experiences, and industry connections that enhance students' employability and readiness for entry-level positions or further studies in commerce-related fields.

Continuous Improvement: To regularly review and update the curriculum, teaching

methodologies, and learning resources to maintain relevance and quality in education.

By aligning the curriculum and activities with these objectives, a B.Com program aims to produce graduates who are well-equipped with the knowledge, skills, and ethical grounding required to excel in the diverse and ever-evolving world of commerce and business.

II. Relevance of the program with HEI's mission and goals:

The relevance of a Bachelor of Commerce (B.Com) program within a Higher Education Institution's (HEI) mission and goals is significant as it contributes to the institution's overall objectives and vision. Here's how the B.Com program aligns with the HEI's mission and goals:

Academic Excellence and Reputation: The B.Com program contributes to the academic excellence and reputation of the HEI by offering a comprehensive and high-quality curriculum in commerce-related disciplines. Its relevance lies in providing a robust educational framework that aligns with the institution's standards for quality education.

Alignment with Institutional Mission: If the HEI's mission includes preparing students for careers in business, finance, or related fields, the B.Com program directly supports this mission. It becomes a key avenue for fulfilling the institution's commitment to providing students with education that meets industry standards and prepares them for the workforce.

Meeting Student Demand: If the institution aims to cater to the diverse educational needs and demands of students, offering a B.Com program becomes crucial. Commerce programs often attract a wide range of students interested in pursuing careers in business, finance, accounting, and related fields.

Industry Relevance and Partnerships: A strong B.Com program with industry-relevant curriculum and practical exposure helps the HEI establish and maintain partnerships with businesses, fostering a reputation for producing graduates who are well-prepared and sought after in the job market.

Contributing to Research and Innovation: In some cases, the B.Com program might integrate research opportunities or projects that contribute to the institution's research objectives, fostering innovation in areas such as finance, economics, or business management.

Global Perspective and Diversity: If the HEI values a global perspective and aims to create a

diverse learning environment, the B.Com program's curriculum might include international business components, attracting a diverse student body and promoting cross-cultural understanding.

Community Engagement and Impact: Through initiatives like internships, community projects, or outreach programs related to commerce, the B.Com program might contribute to the institution's goals of community engagement and social impact.

By aligning the B.Com program with the HEI's broader mission and goals, the institution ensures that its educational offerings are relevant, impactful, and contribute to the holistic development and success of its students within the context of the institution's vision.

VISION:

To continuously upgrade the quality of our curriculum and pedagogy in order to achieve the status of one of the top-ranking institutions in the Online Learning in the world.

MISSION:

- To be a source of effective value based managerial talent for the sustained development of Business Management, Logistics, and Shipping, not only in India but across the Globe.
- To emerge as a Centre of Excellence in technical, managerial and leadership in business based industrial needs.
- To disseminate world-class, cutting edge education and training that shapes the way organizations operate and businesses are led and managed.
- To produce world-class, socially responsible, creative leaders and entrepreneurs who think on a global scale.
- To endow students with the educational opportunity belonging to different socio-economic backgrounds.
- To engage meaningfully with business trade and commerce to create a better society.

III. Nature of prospective target group of learners:

Prospective target groups for a Bachelor of Commerce (B.Com) program through Online Learning (OL) mode can vary but generally include (a) individuals who are already employed but wish to enhance their qualifications or skills in business administration without leaving their jobs, (b) Those who might not have access to conventional on-campus education due to various reasons like geographical constraints, family commitments, or financial limitations, (c) People who might have taken a break from education or work and are now looking to re-enter or advance in the workforce, (d) Individuals from different academic backgrounds seeking to transition into the field of business administration, (e)

Self-paced Learners: People who prefer flexibility in their learning schedule and prefer to study at their own pace.

For an Online Learning program in B.Com, the flexibility and accessibility offered by such a mode of education tend to attract a diverse group of learners with varied backgrounds, experiences, and motivations. Therefore, B.Com programme is designed to cater to this diverse group by offering flexible schedules, online resources, and support systems to accommodate the learners' needs.

IV. Appropriateness of programme to be conducted in Online Learning and/or Online mode to acquire specific skills and competence:

A B.Com programme conducted through Online Learning (OL) can be highly appropriate for acquiring specific skills and competence due to several reasons:

Flexibility and Accessibility: Online modes offer flexibility in learning, allowing students to access course materials, lectures, and resources at their convenience. This accommodates working professionals, international students, or individuals with other commitments, enabling them to acquire skills without disrupting their schedules.

Industry-Relevant Curriculum: These programs can offer up-to-date and industry-aligned content, including case studies, simulations, and real-world scenarios, providing students with practical knowledge and skills required in the shipping and logistics sectors.

Global Reach and Diversity: Online platforms enable participation from a diverse range of students worldwide, fostering a rich learning environment where individuals from different backgrounds and geographical locations can share insights and experiences, enhancing the

overall learning experience.

Technology Integration: Utilization of technology in online learning can simulate real-world logistics scenarios, use interactive tools for understanding supply chain operations, and offer practical experiences through virtual simulations or software applications used in the industry.

Networking Opportunities: Virtual discussions, forums, and collaborative projects facilitate networking among students, alumni, and industry professionals, creating opportunities for knowledge exchange, mentorship, and career growth.

Cost-effectiveness: Online programs often have lower tuition fees and eliminate expenses related to commuting or relocation, making quality education more accessible to a broader spectrum of learners.

Adaptability to Industry Changes: The shipping and logistics industry evolves rapidly. Online programs can be more agile in updating their curriculum to match industry trends and innovations, ensuring students are equipped with the most relevant skills and knowledge.

V. Instructional Design:

Instructional design is the practice of designing, creating and delivering learning materials and programs. It can be applied to both physical and virtual education, including online courses.

The 5 steps of ADDIE instructional model is used with the steps such as

- Analyze
- Design
- Develop
- Implement
- Evaluate

V. Instructional Design:

a. Curriculum Design & Credit Structure

B.Com-Semester-I

S.No	Course Code	Course Name	L	T	P	C
Foundation Course						
1	CDOEBC101D	Business Mathematics	3	0	0	3
2	CDOEBC102D	Business English I	2	0	0	2
3	CDOEBC103D	Communication Skills I	0	0	2	1
Programme Core (Mandatory)						
1	CDOEBC104D	Financial Accounting I	3	0	0	3
2	CDOEBC105D	Introduction to Shipping Business	3	0	0	3
3	CDOEBC106D	Introduction to Logistics	3	0	0	3
4	CDOEBC107D	Business Economics	3	0	0	3
5	CDOEBC108D	Introduction to Information Technology	3	0	0	4
Programme Elective						
		Elective-1	3	0	0	3
						25

B.Com-Semester-II

S.No	Course Code	Course Name	L	T	P	C
Foundation Course						
1	CDOEBC201D	Business Statistics	3	0	0	3
2	CDOEBC202D	Business English II	2	0	0	2
3	CDOEBC203D	Communication skills Laboratory II	2	0	0	1
Programme Core						
1	CDOEBC204D	Financial Accounting II	3	0	0	3
2	CDOEBC205D	Port Management	3	0	0	3
3	CDOEBC206D	Banking and financial institution	3	0	0	3
4	CDOEBC207D	Supply Chain Management	3	0	0	3
5	CDOEBC208D	Introduction to Programming	3	0	0	4
Programme Elective						
		Elective-2	3	0	0	3
						25

B.Com-Semester-III

S.No	Course Code	Course Name	L	T	P	C
Foundation Course						
1	CDOEBC301D	Interpersonal Communication	0	0	2	1
Programme Core						
1	CDOEBC302D	Cost and Management Accounting	3	0	0	3
2	CDOEBC303D	Ship Chartering	3	0	0	3
3	CDOEBC304D	Principles of Management	3	0	0	3
4	CDOEBC305D	Multimodal Transportation and Logistic Planning	3	0	0	3
5	CDOEBC306D	Database Management System	3	0	0	4
Programme Elective						
		Elective-3	3	0	0	3
						20

B.Com-Semester-IV

S.No	Course Code	Course Name	L	T	P	C
Foundation Course						
1	CDOEBC401D	Professional Communication	0	0	2	1
Programme Core						
1	CDOEBC402D	Financial Management	3	0	0	3
2	CDOEBC403D	Retail Logistics and Warehouse Management	3	0	0	3
3	CDOEBC404D	Marine Insurance	3	0	0	3
4	CDOEBC405D	Entrepreneurship Development	3	0	0	3
5	CDOEBC406D	Web Technology	3	0	0	4
Programme Elective						
		Elective-4	3	0	0	3
						20

B.Com-Semester-V

S.No	Course Code	Course Name	L	T	P	C
Programme Core						
1	CDOEBC501D	Direct and Indirect Taxation	4	0	0	4
2	CDOEBC502D	Liner Trade Operations	3	0	0	3
3	CDOEBC503D	Research Methodology	3	0	0	3
4	CDOEBC504D	International Trade	3	0	0	3
5	CDOEBC505D	Fundamentals of Artificial Intelligence	4	0	0	4
Programme Elective						
		Elective-5	3	0	0	3
						20

B.Com-Semester-VI

S.No	Course Code	Course Name	L	T	P	C
1	CDOE601D	B. Com Project	0	0	0	10

Programme Electives						
S.No	Course Code	Course Name	L	T	P	C
1	CDOEBCE1D	Corporate Communication	3	0	0	3
2	CDOEBCE2D	Organisational Behaviour	3	0	0	3
3	CDOEBCE3D	Mercantile Law	3	0	0	3
4	CDOEBCE4D	Marketing Management	3	0	0	3
5	CDOEBCE5D	Exim Procedure and Forex Management	3	0	0	3
6	CDOEBCE6D	E-Commerce and Digital Processing	3	0	0	3
7	CDOEBCE7D	Fundamentals of HRM	3	0	0	3
8	CDOEBCE8D	Micro Finance Operations	3	0	0	3
9	CDOEBCE9D	Auditing and Assurance	3	0	0	3
10	CDOEBCE10D	Total Quality Management	3	0	0	3

Total Credits: 120

Semester	Credits
I	25
II	25
III	20
IV	20
V	20
VI	10
Total Credits	120

b. Detailed Syllabi

Detailed Syllabus for the Programme / Courses is attached in Annexure

c. Duration of the Program

The Programme can be completed in a minimum of 3 years and also as per UGC Regulations.

d. Faculty & Support Staff Requirements

Faculty shall be allocated as per the requirements stipulated in the UGC Regulations & Guidelines for OL, as the following

Associate Professor / Assistant Professor : 2 nos.

Support Staff also shall be allocated, as per the guidelines, for the first 5000 students shall be ensured at all times.

e. Instruction Delivery Mechanisms

Courses are delivered in a 'self-study' mode with learning material in the form of SLM's, (print form / eBook Form) and Self Assessments being available to the students. Additionally ,Personal Contact Programs (PCP's) in classroom lecture mode at campus and online via recorded lecture / virtual classroom sessions to be provided as per a fixed schedule towards the end of each term.

f. Instruction Media

Program Instruction shall be delivered using Print SLM, eBook/eSLM, as well as a Personal Contact Program that shall be conducted in classroom mode, as well as broadcast using the internet using virtual classroom platform for students unable to attend physically.

g. Student Support Service Systems

Learner Support Service via Web, Chat, Call Support. Access to counsellors at Department on University campus. Access to Library resources at the University / Department.

VI. Procedure for admissions, curriculum transaction and evaluation:

A. ELIGIBILITY FOR ADMISSION

Eligibility for Admission into OL Programmes (B.Com) are as follows:

S.No.	Programme	Admission Requirements
1	B.Com (ODL/OL)	Candidates must have passed their class XII examinations from any stream through a recognized board in order to be eligible to apply for B.Com programme.

- For admission into OL programme other than Indian students stated above, foreign students are also eligible to enrol this programme.
- Admission Eligibility requirements for ODL/OL programmes (B.Com) are same as programme (B.Com) offered in full time regular (conventional) mode under respective Regulations.
- Eligibility conditions for admission such as class obtained, number of attempts in the qualifying examination and physical fitness will be as prescribed by this Institution from time to time.

B. PROGRAM DELIVERY – METHOD & TOOLS

Study material, in the form of print books (SLM's) , as well as ebook form, shall be provided to each student at the beginning of the year.

A Web based Portal which shall allow the student access to the following

- Admission & Enrolment Details
- Fee Details and Online Fee Payment Gateway
- Prospectus, Regulations & Syllabus
- Notifications (Admissions, fees, examinations etc)
- Course List, with completion status and scores /results
- eBook's / ePrint of SLM's.
- Self Assessment/Practice Tests (unscored)
- Continuous Assessments /Assignments
- Online PCP Classroom Lectures (Recorded or via Virtual Classroom session) as conducted eachsemester.
- Online Learners forum, for student to student interaction.
- Online Copy of the Grade sheet.

C. DURATION AND STRUCTURE OF PROGRAMME

The minimum and the maximum period for completion of programme will be as follows:

Programme (ODL/OL)	Min. No. of Semesters	Max. No. of Semesters
Bachelor of Commerce (B.Com)	6	12

- This programme is designed to include the following components as prescribed in the respective curriculum:
 - a. Core courses
 - b. Elective courses
 - c. Assignments
 - d. Project work

- The medium of instruction and examination in the above components are only in English.
- The curriculum and syllabi of B.Com OL programme shall be as per the guidelines of the UGC and approved by the Academic Council and Executive Council of this Institution.
- Each academic year shall normally be for one year which is divided into two semesters. The continuous internal assessments and semester-end examinations shall follow the Academic Calendar and Examination Schedule.
- The curriculum and syllabi of OL programmes of B.Com are same as curriculum and syllabi of programmes B.Com offered in full time regular (conventional) mode under respective regulations.
- The curriculum of B.Com OL programmes shall follow the minimum prescribed credits required for the award of the degree as specified in the UGC guidelines for this programme as given below:

Programmes	Minimum Prescribed Credits
Bachelor of Commerce (B.Com)	120

The norms for delivery of courses offered through OL mode are as follows:

S.No.	Credit Value of the Course	Size of SMLs Range (in terms of units)	No. of Assignments	No. of Counseling Sessions Theory (10 percent of Total Study Hours) (hrs.)	Study Hours of Learner (hrs.)
1	2	6-10	1	6	60
2	4	14-20	2	12	120
3	6	20-28	3	18	180
4	8	30-34	4	24	240

D. DELIVERY OF ONLINE MATERIALS

As per UGC guidelines, Learning Materials are delivered through LMS (Learning Management System) platform with 4 Quadrant approach. Unit wise CIA (Continuous internal Assessment) is designed as per Blooms Taxonomy assessment

recommendations and conducted online using LMS Platform as per the semester requirement of the course.

Quadrant I: e-Tutorial with audio, animation, simulation and video materials

Quadrant II: Lecture notes in the PDF, video demonstrations, interactive chats, web links, open-source simulators, case studies and role-plays will be provided as per the course needs.

Quadrant III: Discussion Forums, Feedback Forums, Helpdesk for Doubts clearing Sessions for every course unit will be coordinated by the coordinator and conducted by the respective faculties.

Quadrant IV: Self-Assessment like MCQ, Quizzes, Assignments, FAQ on course units, Clarification post assessment discussion forums.

Norms for Delivery of Courses in Online Mode

S.No.	Credit value of the course	No. of Weeks	No. of Interactive Sessions		Hours of Study Material		Self-Study hours including Assessment etc.	Total Hours of Study (based on 30 hours per credit)
			Synchronous Online Counselling/ Webinars/ Interactive Live Lectures (1 hour per week)	Discussion Forum/ asynchronous Mentoring (2 hours per week)	e-Tutorial in hours	e-Content hours		
1	2 credits	6 weeks	6 hours	12 hours	10	10	22	60
2	4 credits	12 weeks	12 hours	24 hours	20	20	44	120
3	6 credits	14 weeks	14 hours	28 hours	30	30	66	180
4	8 credits	16 weeks	16 hours	32 hours	40	40	88	240

E. ASSESSMENTS AND EXAMINATIONS

- The weightage for different components of assessments for programmes offered through OL mode shall be as under:
 - a) Formative Assessment (Continuous Internal Assessment) : 30 %.
 - b) Summative assessment (End Semester Examination) : 70 %

For project work the assessment pattern is as follows:

Review of Project Work		Dissertation & Viva-Voce	
Component	Marks	Component	Marks
First Review	5	Presentation	15
Second Review	10	Content Originality	15
Third Review	15	Study/Model and Analysis Validity	15
		Findings & Conclusion	15
		Future Scope	10
Total	30		70

- End Semester Assessment Pattern for Online Learning Mode: All End Semester Examinations or Term-End Semester for programmes offered through Open and Learning mode shall be conducted through proctored examination (online testing) within Territorial Jurisdiction, in the examination centre located in the headquarters (AMET Deemed to be University Campus, Chennai). The Exams shall be under the direct control and responsibility of the University.
- End Semester Assessment Pattern for Online Learning Mode: The Examinations for online learning mode shall be conducted using the technology-enabled to conduct an online test with all the security arrangements ensuring transparency and credibility of the examinations, or through the Proctored Examination and in conformity with any other norms for such examination as may be laid down by the Commission.
- Appearing for semester-end theory examination for each course is mandatory and a student should secure a minimum 40% marks for BBA and B.Com programmes, in each course in semester-end examination for the successful completion of the course.
- The components of continuous assessment for theory and practical courses shall be finalized in the first-class committee meeting.
- For the first attempt of the arrear theory examination, the internal assessment marks scored for a course during the first appearance shall be considered for grading along with the marks scored in the semester-end arrear examination. From the subsequent appearance onwards, full weightage shall be assigned to the marks scored in the semester-end examination to award grades and the internal assessment marks secured during the course of study shall not be considered.

The procedures followed for awarding marks and fixing grades for OL programmes such as BBA & B.Com are the same as for programmes offered in the regular (conventional) mode.

F. PASSING, DECLARATION OF RESULTS AND GRADE SHEET

- All assessments for a course shall be made on absolute marks basis. However, the Class Monitoring Committee without the student members shall meet within 5 days after the End Semester Examination and analyse the performance of students in all assessments of a course and award letter grades. The letter grades and the corresponding grade points for B.Com are as follows:

Letter Grades	Grade Points	Percentage of Marks
O (Outstanding)	10	100
A+ (Excellent)	9.0 – 9.9	Marks \geq 90 and Marks \leq 99
A (Very Good)	8.0 – 8.9	Marks \geq 80 and Marks \leq 89
B+ (Good)	7.0 – 7.9	Marks \geq 70 and Marks \leq 79
B (Above Average)	6.0 – 6.9	Marks \geq 60 and Marks \leq 69
C (Average)	5.0 – 5.9	Marks \geq 50 and Marks \leq 59
P (Pass)	4.0 – 4.9	Marks \geq 40 and Marks \leq 49
RA (Re-Appear)	0.0 – 3.9	Marks $<$ 40
AB (Absent)	0	Absent

Grade Point Average (G.P.A.)

$$= \frac{\text{Sum of multiplication of grade points and the credits of the courses (Total Credit Points)}}{\text{Sum of the credits of the courses (passed) in a semester (No. of Credits)}}$$

* G.P.A. and No. of Credits will not be displayed for Students who have not cleared all the courses.

Marks

Maximum CIA (Continuous Internal Assessment)	30
Maximum ESE (End Semester Examinations)	70

- A student who earns a minimum of five grade points, declared to have successfully completed the course. Such a course cannot be repeated by the student for improvement of grade.
- The results, after awarding of grades, shall be signed by the Chairman of the Class Committee and declared by the Controller of Examinations.
- Within one week from the date of declaration of result, a student can apply for reevaluation of his / her semester end theory examination answer script more courses, on payment of prescribed fee to the Controller of Examinations.
- After results are declared, grade report shall be issued to each student, which contains the following details:
 - a. List of courses along with course code enrolled during the semester / arrear courses, if any;
 - b. Marks secured (CIA, ESE & Total);
 - c. Passing Minimum;
 - d. Grade Point Semester Wise Grade Point Average (GPA) of all courses enrolled from first semester onwards, if completed for the semester
 - e. Result
- GPA is the ratio of the sum of the products of the number of credits of courses registered and the grade points courses, taken for all the courses, to the sum of the number of credits of all the courses in the semester.

$$\text{Grade Point Average (G.P.A.)} = \frac{\text{Sum of multiplication of grade points and the credits of the courses (Total Credit Points)}}{\text{Sum of the credits of the courses (passed) in a semester (No. of Credits)}}$$

* G.P.A. and No. of Credits will not be displayed for Students who have not cleared all the courses.

- The formula for the conversion of CGPA to the equivalent percentage of marks is as follows:

$$\text{Percentage Equivalent of Marks} = \text{CGPA} \times 10$$

- After successful completion of the programme, the Degree shall be awarded upon fulfilment of curriculum requirements and classification based on CGPA as follows:

Classification	CGPA
First Class with Exemplary	9.0 CGPA and Above (First Attempt within stipulated Time and no break of study)
First Class with Distinction	7.5 CGPA and Above (First Attempt within stipulated Time and no break of study)
First Class	6 CGPA and Below 7.5 CGPA
Second Class	5.0 and Below 6 CGPA

- For the purpose of classification, the CGPA shall be rounded to two decimal places. For the purpose of comparison of the performance of students and ranking, CGPA will be considered up to three decimal places.

G. POWER TO MODIFY THE REGULATION

Academy of Maritime Education and Training (AMET) Deemed to be University's Academic Council has the RIGHT and POWER TO MODIFY any of the above regulations from time to time as per the guidelines.

VII. Requirement of the laboratory support and Library resources:

Students registered in the OL programme and who desire to avail themselves of library facilities will be permitted to make use of the Exclusive Library earmarked for OL programmes in the University and also they will be permitted to use the main University Library.

VIII. Cost estimate of the programme and the provisions:

The Finance Committee will set aside budgetary provisions towards Programme Development, Programme Delivery, and Programme Maintenance. Once the programmes are operational, fee receipts from the program may be used to cover the same, as per the guidance of the Executive Council. The cost estimate is given in Indian Rupees (INR) for launching three online programmes such as MBA, BBA, and B.Com:

1. Technology Infrastructure:	
Website Development:	17,55,000
Learning Management System (LMS):	70,20,000
Video Conferencing Tools:	3,51,000
2. Content Creation:	
Curriculum Development:	17,55,000
Multimedia Production:	1,75,50,000
Copyrights and Licensing:	3,51,000
3. Faculty and Staff:	
Instructional Designers:	5,00,000
Subject Matter Experts:	5,00,000
Technical Support:	1,00,000
4. Marketing and Promotion:	
Digital Marketing:	25,00,000
Branding and Design:	25,00,000
5. Administration and Operations:	
Administrative Staff:	12,00,000
Legal and Regulatory Compliance:	1,00,000
6. Infrastructure and Equipment:	
Servers and Hosting:	24,57,000
Computers and Devices:	24,57,000
7. Miscellaneous Expenses:	
Training and Development:	5,00,000
Contingency Fund:	10,00,000
	4,25,96,000

IX. Quality assurance mechanism and expected program outcomes

- a. Review Mechanism for Programme
- b. Course Benchmarking
- c. Mechanism for Monitoring Effectiveness.

The IQAC is striving to bring newer initiatives pertaining to research, campus development, ICT adoption in teaching, providing better focus for the research scholars through workshops, coordinating Academic and Administrative Audit of the University, etc. At the end of every academic year, the University conducts assessment of the curriculum / course/ academic programme by students. The assessment focuses on broad areas like 1) reasons for selecting courses, 2) facilities available in the Departments, 3) quality of the syllabus, 4) internal assessment evaluation, 5) quality of the teacher in terms of regularity to classes, command over language, encouragement of students in the classes, completion of syllabus and 5) rating of the programme and the Department. This feedback contributes to the academic radar prepared by the IQAC.

Towards the Quality Assurance Mechanism for OL Programs, the University shall establish a Centre for Internal Quality Assurance exclusively for programmes in the Online Learning mode and follow the Quality Assurance Guidelines on learning materials in multiple media, human resources, curriculum and pedagogy, as specified in the UGC OL Regulations.

The CIQA will be required to conduct training and capacity building of teaching and administrative staff and counselors at regular intervals.

The University IQAC's cell shall work closely with the CIQA to develop Feedback mechanisms, to allow for Program and Process Review on a regular basis. 360 Degree feedback, from Students, Faculty, Counsellors and Admin Staff shall be processed, and suggestions and improvements incorporated accordingly.

The Course shall be benchmarked with the Courses conducted in campus, for full time students, in order to ascertain the quality. Students Learning outcomes as measured in the exam's and test shall be compared on a regular basis. Post completion of a Degree Program, students will be regularly polled / interviewed using email feedback surveys, to measure impact of the program on their professional and academic lives. These indicators shall be used to constantly improve upon the programs, and make them at par industry standards and expectations.

ANNEXURE - DETAILED SYLLABI



CBCS SYLLABUS (2023-2024)

B.Com

PROGRAM		B.Com										
Course Code: CDOEBC101D		Course Name: Business Mathematics						L	T	P	C	
								4	0	0	4	
Year and Semester		I (I Semester)										
Course category		Foundation Course										
Course Objective		<ol style="list-style-type: none"> To create an understanding of Statistical concepts in solving business-related problems. To analyze statistical problems using SPSS 										
Course Outcome		<p>The Students will be able to</p> <ol style="list-style-type: none"> Summarize introduction to business Mathematics Examine the Basic theory of matrices, determinants, and set theory Apply the significance of finance in mathematics Examine linear programming and its uses. Know the concept of Interpolation techniques. Solve mathematical problems related to business 										
	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PSO1	PSO2	PSO3	PSO4	
CO1	3	2	2	2	3	3	3	3	1	3	3	
CO2	3	2	3	2	2	2	1	3	2	2	3	
CO3	3	2	3	3	2	2	2	3	2	2	3	
CO4	3	3	2	3	3	2	3	3	1	3	3	
CO5	3	2	2	3	2	3	2	3	2	3	3	
CO6	3	2	2	3	2	3	3	3	1	2	2	
AVERAGE	3	2.1	2.3	2.6	2.3	2.5	2.3	3	1.5	2.5	2.8	
Correlation Levels		1. Slight (Low)				2. Moderate (Medium)			3. Substantial (High)			



CBCS SYLLABUS (2023-2024)

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UNIT 1 : MATRICES AND DETERMINANTS

Types of matrices; Algebra of matrices Properties of determinants; calculations of values of determinants upto third order; Adjoint of a matrix, elementary row and column operations; solution of a system of linear equations having unique solution and involving not more than three variables.

UNIT 2: SET THEORY

Introduction - Sets and Its elements - Representation of a set - Some standard sets - Types of Sets - Operation on Sets - De-morgan Law's - Symmetric Difference of Sets - Cardinal number of a set - Order pairs and Cartesian Product of Two sets.

UNIT 3 : MATHEMATICS FOR FINANCE

Normal and Effective Rates of Interest - Equation of Value of Money - Simple - Compound and Continuous Discounting - Depreciation- Present Value of an Annuity- Present Value of an Annuity Due - Present Value of Deferred Annuity Amount of Annuity.

UNIT 4 : LINEAR PROGRAMMING

Advantages of using Linear Programming - Limitations of Linear Programming - Application Areas of Linear Programming - General Mathematical Model of Linear Programming Problem.

UNIT 5: INTERPOLATION AND APPROXIMATION

Interpolation with equal intervals: Newton's forward and backward difference formulae. Interpolation with unequal intervals: Lagrange's interpolation – Newton's divided difference.

TEXT BOOKS :

1. Business Mathematics, D.C. Sancheti, V.K. Kapoor., Published by Sultan Chand & Sons (P) Ltd. (2012)
2. Business Mathematics- Kashyap Trivedi, Pearson Education India
3. Numerical Methods – T. Veerarajan Tata McGraw-Hill Education.

REFERENCES :

1. Business Mathematics & Statistics, B.M Aggarwal., published by, 2nd Edition Ane books pvt ltd.
2. Business Mathematics and Statistics- Andy Francis, Cengage Learning EMEA



CBCS SYLLABUS (2023-2024)

B.Com

PROGRAM	B.Com														
Course Code: CDOEBC103D	Course Name :		L	T	P	C									
	Communication Skills-I		0	0	2	1									
Year and Semester	I Year (I Semester)														
Course Category	Course Category														
Course Objective	1. To listen conversation and motivational speeches. 2. To enable students speaking effectively in real life situations and soft skills. 3. To equip them with employability skills to enhance their prospect of placements.														
Course Outcome	At the end of the course, the student should be able to:														
	CO	Course Outcome												BTL	
	CO1	Communicate with others in practical, business-oriented situations												K1	
	CO2	Identify the proper tone of language required in writing and speaking in business communication.												K4	
	CO3	Relate between letters and memos and various forms of Business Communication.												K2	
	CO4	Display knowledge on grammar and other linguistic features in writing various forms of business communication.												K3	
	CO5	Write business reports, minutes, proposals etc.,												K3	
	CO6	Present the report and memos in front of an audience.												K3	
PPOs / COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
CO1	-	-	-	-	-	3	2	2	3	3	-	3	-	-	-
CO2	-	-	-	-	-	2	2	2	3	3	-	3	-	-	-
CO3	-	-	-	-	-	3	2	2	3	3	-	3	-	-	-
CO4	-	-	-	-	-	2	2	2	3	3	-	3	-	-	-
CO5	-	-	-	-	-	3	2	2	3	3	-	3	-	-	-
CO6	-	-	-	-	-	2	2	2	3	3	-	3	-	-	-
AVERAGE						2.5	2.0	2.0	3.0	3.0		3.0			
CORRELATION LEVELS				1. SLIGHT (LOW)				2. MODERATE (MEDIUM)				3. SUBSTANTIAL (HIGH)			

Unit I Fundamentals of Communication

Communication Cycle, Levels of communication; Flow of communication; Communication networks; General and Technical Communication.

Unit II Listening and Speaking

Types of listening - Listening to lectures, dialogues from TV/radio/Podcast – motivational speeches – Self-introduction - JAM

Unit III Reading and Technical Writing Skills

Reading Comprehension tests ranging from magazine and newspapers – strategies of reading – summarize a



CBCS SYLLABUS (2023-2024)

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text – Writing job applications – Cover letter – Resume

Unit IV Soft Skills

Human values – intercultural communication – learning strategies – lateral thinking - Motivation - career planning

Unit V Interview Skills

Kinds of interviews – Required Key Skills – Corporate culture – Mock interviews- FAQ- Online Interview- Panel Interview -Video samples.

Reference Books

Business English Certificate Materials, Cambridge University Press

Communication Skills. Sanjay Kumar and Pushpa Latha, Oxford University Press, 2011

Exercises in Spoken English Part – I – III, Hyderabad, Oxford University Press.

<http://www.oxforddictionaries.com/words/writing-job-applications>

Software

1. Orell Talk
2. EWL (English Edu. – Will. Wordsworth – Language Lab)



CBCS SYLLABUS (2023-2024)

B.Com

PROGRAM	B.Com											
Course Code: CDOEBC104D	Course Name :						L	T	P	C		
	Financial Accounting - I						4	1	0	4		
Year and Semester	I (I Semester)											
Course Category	Core											
Course Objective	<ol style="list-style-type: none"> To help students to understand the point of accounting and need for it and explore the fundamental accounting principles. To make students to understand the preparation of final accounts To help students to understand the importance of methods of depreciation To help students to understand the ways of committing errors in accounting and procedure to rectify it. To make students to understand the methods of single entry system, and about the differences between single entry systems and double entry system. 											
Course Outcome	<p>The Students will be able to</p> <ol style="list-style-type: none"> Apply the basics of financial accounting Prepare final accounts of a sole trading concern Explain the classification of errors Apply the need and methods of depreciation Explain how to prepare accounts as per single entry. Make use of the Accounting concepts and conventions. 											
	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PSO1	PSO2	PSO3	PSO4	
CO1		2	1	1	1	1	1	1	1	1	2	
CO2	2	2	2	1	1	1	1	1	1	1	1	
CO3	3	3	3	3	3	2	3	3	3	2	3	
CO4	3	3	3	3	3	3	3	2	3	2	3	
CO5	2	3	3	3	2	1	1	2	2	3	2	
CO6	2	3	2	3	2	2	3	3	2	2	2	
Average	2.17	2.67	2.33	2.33	2	1.67	2	2	2	1.83	2.17	
Correlation Levels		1. Slight (Low)				2. Moderate (Medium)			3. Substantial (High)			



CBCS SYLLABUS (2023-2024)

B.Com

UNIT 1: FINANCIAL ACCOUNTING

Meaning and scope of Accounting, Basic Accounting Concepts and Conventions – Objectives of Accounting – Accounting Transactions – Double Entry Bookkeeping – Journal, Ledger, Preparation of Trial Balance – Preparation of Cash Book, Users of Accounting Information

UNIT 2: PREPARATION OF FINAL ACCOUNTS OF A SOLE TRADING CONCERN

Preparation of final accounts - Adjustments – Closing Stock, Outstanding and Prepaid Items, Accrued and Income received in Advance, Depreciation, Provision for Bad Debts, Provision for Discount on Debtors, Interest on Capital and Drawings, Loss of Stock due to Fire, Managerial Remuneration

UNIT 3: CLASSIFICATION OF ERRORS

Meaning of Accounting errors, Types Of errors in Accounting, Rectification of errors – Preparation of Suspense Accounts, Bank Reconciliation Statement

UNIT 4: DEPRECIATION AND SCHEDULE III OF COMPANIES ACT

Meaning, Causes, Types – Straight Line Method – Written Down Value Method (including Change in Method) Introduction of Companies Act 2013, Schedule III Format (Preparation Of Financial statement)

UNIT 5: SINGLE ENTRY

Meaning, Features, Defects, Differences between Single Entry and Double Entry System – Statement of Affairs – Conversion Method (Simple Problems).

TEXT BOOKS

1. Financial Accounting, T.S.Reddy, A.Murthy, Publisher: Margham Publishers
2. Fundamentals of Advanced Accounting (Financial Accounting) – Volume I, R.S.N Pillai, Bagavathi, S.Uma, Publisher: Sultan Chand & co.,

REFERENCE

1. An Introduction to Accountancy, S.N.Maheswari, Publisher: Vikas Publishing House.
2. Advance Accounts Volume 1 M.C. Sukula & T.S. Gravwal S.C. Gupta



CBCS SYLLABUS (2023-2024)

B.Com

Course Code: CDOEBC105D	Course Name : Introduction to Shipping Business							L	T	P	C
								4	0	0	4
Year and Semester	I (II Semester)										
Course Category	Core										
Course Objective	<ol style="list-style-type: none"> To get an introduction to the shipping industry. To learn the basic specifications of a ship To learn about the classification of cargoes and ships To get an insight about shipping practitioners and their organizations To learn about the relationship between trading and shipping. To gain knowledge on shipping, classification of cargoes, and shipping practitioners 										
Course Outcome	<p>The Students will be able to</p> <ol style="list-style-type: none"> Apply the functioning of the shipping industry. Distinguish the different specifications of a ship Classify the different classifications of cargoes and ships Relate to the roles of shipping practitioners and their organizations Apply the relationship between trading and shipping. Apply the functioning of shipping business 										
	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PSO1	PSO2	PSO3	PSO4
CO1	3	2	2	2	3	3	3	3	1	3	3
CO2	3	2	3	2	2	2	1	3	2	2	3
CO3	3	2	3	3	2	2	2	3	2	2	3
CO4	3	3	2	3	3	2	3	3	1	3	3
CO5	3	2	2	3	2	3	2	3	2	3	3
CO6	3	2	2	3	2	3	3	3	1	2	2
AVERAGE	3	2.1	2.3	2.6	2.3	2.5	2.3	3	1.5	2.5	2.8
Correlation Levels		1. Slight (Low)				2. Moderate (Medium)			3. Substantial (High)		



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UNIT1: INTRODUCTION TO SHIPPING

Scope of shipping business, Function of shipping, Challenges facing the shipping industry. Commercial Geography: Continents, Countries, Oceans, Seas, Maritime Canals, Concept of Sectors and Trade Lanes.

UNIT2: BASIC SPECIFICATIONS OF A SHIP

LOA, LWL, LBP, Beam, DWT, GT, Draught, Hull, Ballast, Types and methods of tonnage measurement, Concept of Displacement, Load Lines.

UNIT 3: CLASSIFICATION OF CARGOES & SHIPS

Dry Bulk Cargoes, Liquid Bulk Cargoes, General Merchandise, Unitization of Cargoes, Containerization of Cargoes-Types of Containers. Classification of Ships: Bulk Carriers-Handy, Handy max, Panamax, Supramax, Cape Size; Tankers-LR, MR, VLCC, ULCC, Aframax, Suezmax; Container Ships.

UNIT4: SHIPPING PRACTITIONERS & THEIR ORGANIZATIONS

Ship Owners, Ship Operators, Ship Agents, Ship Brokers, Ship Financiers, Ship Chandlers, Ship Insurers, Maritime Administrators, Ship Classification Societies, Ship Builders, Freight Forwarders, NVOCC's.

UNIT5: RELATIONSHIP BETWEEN TRADING AND SHIPPING

Trading Process, Involvement of shipping documents in the Trading Process, INCOTERMS & shipping related responsibilities of seller and buyer for various INCOTERMS, Carriage of Goods by Sea Acts 1971 & 1992.

TEXT BOOKS:

1. Elements of shipping, Alan Branch, Publisher: Sterling/ Routledge
2. Commercial Shipping Handbook, Peter Bro die, Publisher: Lloyd's of London Press

REFERENCE:

1. The Business of Shipping, Lane C. Kendall and James J.Buckley, Publisher: Cornell Maritime Press
2. Introduction to Shipping- Witherby Shipping Business



CBCS SYLLABUS (2023-2024) Regulation

B.Com

PROGRAM	B. Com				
Course Code: CDOEBC106D	Course Name: Introduction to Logistics	L	T	P	C
		4	0	0	4
Year and Semester	1 st Year (II Semester)				
Course Category	Core				
Course Objective	<ol style="list-style-type: none"> 1. To introduce the students to the concepts of logistics 2. To make students understand the relationship between logistics and customer service. 3. To learn the significance of global logistics 4. To understand the concept of warehousing and transportation. 5. To make students to understand role of logistics in EXIM. 				
Course Outcome	<p>The students will be able to</p> <ol style="list-style-type: none"> 1. Recall the concepts of logistics. 2. Distinguish the relationship between logistics and customer service. 3. Understand the significance of global logistics. 4. Apply the concept of warehousing and transportation. 5. Understand role of logistics in EXIM. 6. Illustrate the significance of logistics. 				



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	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PSO1	PSO2	PSO3	PSO4
CO1	1	2	1	1	1	1	1	1	1	1	2
CO2	2	2	2	1	1	1	1	1	1	1	1
CO3	3	3	3	3	3	2	3	3	3	2	3
CO4	3	3	3	3	3	3	3	2	3	2	3
CO5	2	3	3	3	2	1	1	2	2	3	2
CO6	2	3	2	3	2	2	3	3	2	2	2
AVERAGE	2.17	2.67	2.33	2.33	2	1.67	2	2	2	1.83	2.17
Correlation Levels			1. Slight (Low)			2. Moderate (Medium)			3. Substantial (High)		

Unit-I: Introduction to Logistics:

History of Logistics Need for logistics-Cost and Productivity, cost saving & Productivity improvement. Logistics, Cost, reduction in logistics cost, benefits of efficient Logistics, Principles of Logistics, Technology & Logistics -Informatics, Logistics optimization. Listing of Sub-sectors of Logistics

Unit-II: Logistics and Customer Service

Definition of Customer Service Elements of Customer Service-Phases in Customer Service-Customer Retention -Procurement and Outsourcing -Definition of Procurement/Outsourcing -Benefits of Logistics Outsourcing -Critical Issues in Logistics Outsourcing

Unit-III: Global Logistics

Global Logistics -Global Supply Chain -Organizing for Global Logistics-Strategic Issues in Global Logistics - Forces driving Globalization -Modes of Transportation in Global Logistics Barriers to



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Global Logistics -Markets and Competition -Financial Issues in Logistics Performance -Integrated Logistics - Need for Integration - Role of 3PL&4PL.

Unit-IV: Warehousing and Transportation

- a) Warehouse: Warehouse-Meaning, Types of Warehouses Benefits of Warehousing.
- b) Transportation-Meaning; Types of Transportations, efficient transportation system and Benefits of efficient transportation systems.
- c) Courier/Express -Courier/Express-Meaning, Categorization of Shipments, Courier Guidelines, Pricing in Courier -Express Sector for international and domestic shipping.
- d) E-Commerce -Meaning, Brief on Fulfillment Centers, Reverse logistics in e-commerce sector, Marketing in e-commerce and future trends in e-commerce.

Unit-V: EXIM

- a) EXIM: Brief on EXIM/FF & CC, Multi-modal transportation, brief on customs clearance, bulk load handling and brief on trans-shipment.
- b) Supply chain. c) Cold chain.
- d) Liquid Logistics. e) Rail Logistics.

TEXTBOOKS

1. Fundamentals of Logistics Management (The Irwin/McGraw-Hill Series in Marketing), Douglas
2. Lambert, James R Stock, Lisa M. Ellram, McGraw-Hill/Irwin, First Edition, 1998. Vinod V.
3. Sople (2009) Logistic Management (2nd Edition) Pearson Limited.

REFERENCE BOOKS

1. Logistics Management for International Business: Text and Cases, Sudalaimuthu & Anthony Raj, PHI Learning, First Edition, 2009.
2. Fundamentals of Logistics Management, David Grant, Douglas M. Lambert, James R.



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CBCS SYLLABUS 2023 -2024 Regulation

B.Com

PROGRAM	B.Com				
Course Code: CDOEBC107D	Course Name: Business Economics	L	T	P	C
		4	3	1	0
Year and Semester	1 st Year I Semester				
Course Category	Core				
Course Objective	<ol style="list-style-type: none"> 1. To introduce the students to the concepts of demand and supply 2. To understand consumer theory 3. To understand the significance of production and cost 4. To know about the market structure 5. To understand the concept of direction coordination and control 				
Course Outcome	<p>The students will be able to</p> <ol style="list-style-type: none"> 1. Apply the students to the concepts of demand and supply. 2. Analyze consumer theory. 3. Utilize the principles of production and cost. 4. Illustrate the market structure. 5. To understand the concept of income distribution and factor pricing 6. Apply the concepts of economics. 				



CBCS SYLLABUS 2023 -2024 Regulation

B.Com

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PSO 1	PSO2	PSO3	PSO4
CO1	3	3	2	2	1	1	1	2	1	1	1
CO2	3	3	1	3	2	1	1	3	2	3	2
CO3	3	3	3	3	2	2	2	3	2	3	3
CO4	3	3	3	3	3	3	3	3	3	3	3
CO5	3	3	3	3	3	3	3	3	3	3	3
CO6	3	3	3	3	3	3	3	3	3	3	3
AVERAGE	3	3	2.5	2.83	2.33	2.17	2.17	2.83	2.33	2.83	2.5
Correlation Levels	1. Slight (Low)			2.Moderate (Medium)			3. Substantial (High)				

UNIT I: INTRODUCTION

Demand and Supply: Determinants of demand, movements vs. shift in demand curve, Determinants of Supply, Movement along a supply curve vs. shift in supply curve; -Market equilibrium and price determination. b) Elasticity of demand and supply. c) Application of demand and supply.

UNIT II: CONSUMER THEORY

Ordinal Utility theory: (Indifference curve approach): Consumer's preferences; Interference curves; Budget line; Consumer's equilibrium; Income and substitution effect; Price consumption curve and the derivation of demand curve for a commodity; Criticisms of the law of demand.

UNIT III: PRODUCTION AND COST

Production: Firm as an agent of production. Concepts of Production function. Law of variable proportions; Isoquants; Return to scale. Economics and Diseconomies of scale.

Costs: Costs in the short run. Costs in the long run, Profit maximization and cost minimization. Equilibrium of the firm, Technological Change: the very long run.



CBCS SYLLABUS (2023-2024) Regulation
B.Com

UNIT IV: MARKET STRUCTURE

Perfect Competition: Assumption; Theory of a firm under perfect competition; Demand and Revenue; Equilibrium of the firm in the short run and long run, the long run industry supply curve: increasing, decreasing and constant cost industry. Allocation efficiency under perfect competition

Monopoly: Short-run and long-run equilibrium of monopoly firm; Concept of supply curve under monopoly; Allocation inefficiency and dead-weight loss monopoly; Price discrimination.

Imperfect Competition: Difference between perfect competitions, monopoly, and imperfect competition.

Monopolistic Competition: Assumption; Short – run Equilibrium; Long run Equilibrium; Concepts of excess capacity; Empirical relevance.

Oligopoly: Causes for the existence of oligopolistic firms in the market rather than perfect **Competition;** Cooperative vs. Non cooperative Behaviour and dilemma of oligopolistic firms.

UNIT V: INCOME DISTRIBUTION AND FACTOR PRICING

Demand for factors. Supply of factor, backward bending supply curve for labour concepts of economic rent; Functional Distribution of Income.

TEXT BOOK:

1. Managerial Economics, Dwivedi, D.N, Publisher: Vikas Publishing House PvtLtd.
2. Managerial Economics, Varshney. R.L. and Maheshwari. K.L., Publisher: Prentice Hall of India
3. Business Economics, K. JothiSivagnanam, R. Srinivasan, Publisher: Tata McGraw Hill
4. Managerial Economics- Petersen / Jain, Pearson Education India

REFERENCE BOOKS:

1. Salvatore, D. Schaum's, Outline of Theory and Problems of Microeconomic Theory, McGraw-Hill, International Edition, New Delhi.
2. Ahuja, H.L., Business Economics, S. Chand & Co., New Delhi.
3. Pindyck, R.S., and D.L. Rubinfeld, Microeconomics, Prentice-Hall of India Pvt. Ltd.
4. Deepashree, Business Economics, Ane Books Pvt. Ltd., New Delhi.
5. Varian, H.R., Intermediate Microeconomics: A Modern Approach, Affiliated East-West Press, New Delhi.



CBCS SYLLABUS (2023-2024) Regulation
B.Com

PROGRAM	B.Com										
Course Code: CDOEBC108D	Course Name : Introduction to Information Technology							L	T	P	C
								4	0	0	4
Year and Semester	I (I Semester)							Contact hours per week (4 Hrs)			
Prerequisite course	NIL										
Course category	Core										
Course Objective	<ul style="list-style-type: none"> To give the basic knowledge about computer functionalities To provide the fundamental knowledge of computer networks To learn the concepts of e-governance and ethical hacking. To study the concepts of MS packages To understand the applications of IT 										
Course Outcome	<p>At the end of the course the Students will be able to</p> <ol style="list-style-type: none"> Describe the functions of computer Identify the different types of network communication with real time applications Demonstrate the concepts of E-Governance and Ethical hacking Apply the Microsoft office packages Identify the application of IT in various sectors Analyze the basic structure of computer 										
	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PSO1	PSO2	PSO3	PSO4
CO1		2	1	1	1	1	1	1	1	1	2
CO2	2	2	2	1	1	1	1	1	1	1	1
CO3	3	3	3	3	3	2	3	3	3	2	3
CO4	3	3	3	3	3	3	3	2	3	2	3
CO5	2	3	3	3	2	1	1	2	2	3	2
CO6	2	3	2	3	2	2	3	3	2	2	2
Average	2.17	2.67	2.33	2.33	2	1.67	2	2	2	1.83	2.17
Correlation Levels		1. Slight (Low)				2. Moderate (Medium)			3. Substantial (High)		



CBCS SYLLABUS (2023-2024) Regulation
B.Com

UNIT 1: INTRODUCTION TO COMPUTER

Introduction to computers: Basic components and functioning of the computers – Evolution of computers – Characteristics and uses of computers – Types of computers – Types of Hardware – Types of Software-Types of Memory – files and directories.

UNIT 2: COMPUTER NETWORK AND OPERATING SYSTEM

Computer and Communication: Types – needs – Communication Media – Network topologies– Operating system: Basics – function of operating system – classification of operating system.

UNIT 3: E-GOVERNANCE AND ETHICAL HACKING

E-Governance: Introduction- Needs – Scope - Issues- Applications of E-Governance, Ethical Hacking: Introduction- Hacking Methodology- Ethical Hacking Laws and Tests.

UNIT 4: OFFICE AUTOMATION

MS-Word: Introduction-formatting with documents-working with table -chart-working with graphics-mail merge- MS Excel: Introduction-working and formatting with worksheets-formulas – functions-charts, MS Power Point: Getting Started with PowerPoint-Working with List and Graphs-Enhancing a Presentation -Finalizing a Presentation, MS Access: Introduction – working with database and tables- queries-forms-reports.

UNIT 5: APPLICATIONS OF IT

Societal Impacts Of Information Technology: World Wide Web –HTTP – HTTPS – Email - Social networks: Face book, Twitter, LinkedIn, WhatsApp - Advantages and limitations - Privacy, security and integrity of information – Intellectual Property rights - Careers in Information technology.

TEXT BOOKS:

1. Sinha P.K., Computer Fundamentals, BPB Publishing.
2. E-Governance: Concepts and Case Studies, C.S.R. Prabhu, Prentice-Hall of India Private Limited, 2004.
3. Michael T. Simpson, Kent Backman, James E. “Corley, Hands-On Ethical Hacking and Network Defense”, Second Edition, CENGAGE Course.

REFERENCES :

1. Andrew S.Tanenbaum, "Computer Networks", 4th Edition, Prentice Hall of India,2003.
2. Introduction to Information Technology - Alexis Leon, Mathews Leon, and Leena Leon, Vijay Nicole Imprints Pvt. Ltd., 2013.
3. Microsoft Office 2007 Bible - John Walkenbach, Herb Tyson, Faithe Wempen, Cary N.Prague,Michael R.groh,Peter G.Aitken, and Lisa a.Bucki -Wiley India pvt. ltd



CBCS SYLLABUS (2023-2024) Regulation
B.Com

PROGRAM	B.Com				
Course Code:	Course Name:	L	T	P	C
CDOEBCE1D	Corporate Communication	4	3	1	0
Year and Semester	1 st Year I Semester				
Course Category	Core				
Course Objective	<ol style="list-style-type: none"> 1. To understand the scope business communication 2. To gain knowledge about business communication channels 3. To study about the business writing 4. To familiarize the business transactions through telephone 5. To understand the business and corporate writing skills 				
Course Outcome	<p>The student will be able to</p> <ol style="list-style-type: none"> 1. Explain the fundamentals of business communication 2. Evaluate the channels of business communication 3. Discuss the process of business writing 4. Appraise the telephonic business transaction 5. Adapt the corporate writing skills 6. Examine the effective communication process for business sustainability 				

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PSO1	PSO2	PSO3	PSO4
CO1	3	1	3	1	3	3	1	2	2	2	2
CO2	3	2	3	3	3	2	2	2	3	2	2
CO3	3	2	3	3	2	1	1	2	3	3	2
CO4	3	2	3	3	2	2	2	2	3	3	3
CO5	3	3	3	3	2	2	2	2	3	3	3
CO6	3	2	3	3	2	3	2	2	3	2	3
AVERAGE	3.00	2.00	3.00	2.67	2.33	2.17	1.67	2.00	2.83	2.50	2.50



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Correlation Levels	1. Slight (Low)	2.Moderate Medium)	3. Substantial (High)
UNIT 1 : BUSINESS COMMUNICATION			
Basic Principles of Communication: Introduction, Understanding Communication, the Communication Process, Barriers to Communication, the Importance of Communication in the Workplace.			
UNIT 2 :TYPES AND CHANNELS OF COMMUNICATION			
Introduction, Types of Communication, Classification of Communication Channels, communication network in organizations			
UNIT 3 : BUSINESS WRITING			
Standard Business Letters, Answering Enquiries, Handling Letters of Complaint, Drafting E-mail for Business Correspondence. Non Receipt of a Letter Sent through Registered Post, Non Receipt of Money Sent through Money Order, Change in Residential Address, A New Telephone Connection, Shifting of Telephone, Frequent Disorder of Telephone			
UNIT 4 : BUSINESS TRANSACTIONS OVER TELEPHONE			
Telephone Manners in Business Situations, Handling Customer Orders and Enquiries, Making Appointments, Canceling or Postponing Appointments, Handling Complaint Calls, Handling Delivery and After-Sales Problems, Asking for and Giving Information			
UNIT 5 : GENERAL WRITING SKILLS& CORPORATE WRITTEN COMMUNICATION			
Essays in 250 words, Descriptive Paragraphs in 150 words. Corporate Written Communication: Various types of communications used by Corporates viz. Agenda, minutes, notification, circulars, memo, reports, and Director's statement, abstract.			
TEXT BOOKS :			
1. Business Communication, K.Sundar, A. Kumara Raj, Publisher: Vijay Nicole Imprints Pvt Ltd collaborationwith Tata McGraw Hill Education Pvt Ltd.			
2. Business Communication Today, 11th edition, Courtland L. Bovee, John V. Thill, Barbara E. Schatzman, Publisher: Prentice Hall.			
REFERENCE			
1. Interface 2, Publisher: Cambridge University Press			



CBCS SYLLABUS (2023-2024) Regulation

B.Com

PROGRAM	B.Com Logistics and Computer Applications											
Course Code CDOEBCE2D	Course Name : Organisational Behavior						L	T	P	C		
							3	0	0	3		
Year and Semester	I (I Semester)											
Course category	Core											
Course Objective	<ol style="list-style-type: none"> To understand the scope of management To learn about the functions of management To study about the leadership styles. 											
Course Outcome	<p>The student will be able to</p> <ol style="list-style-type: none"> Learn about the nature of management; Understand the importance of planning and organizing; Learn how to direct and control managerial activities; Learn about personality and organizational behavior; Understand the importance and need for motivation; Apply the managerial theories in organization. 											
	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PSO1	PSO2	PSO3	PSO4	
CO1		2	1	1	1	1	1	1	1	1	2	
CO2	2	2	2	1	1	1	1	1	1	1	1	
CO3	3	3	3	3	3	2	3	3	3	2	3	
CO4	3	3	3	3	3	3	3	2	3	2	3	
CO5	2	3	3	3	2	1	1	2	2	3	2	
CO6	2	3	2	3	2	2	3	3	2	2	2	
Average	2.17	2.67	2.33	2.33	2	1.67	2	2	2	1.83	2.17	
Correlation Levels		1. Slight (Low)				2. Moderate (Medium)			3. Substantial (High)			
UNIT 1 : NATURE OF MANAGEMENT												
<p>Concept, Nature and Evolution of Management Thought: Early contributors, Schools of Management Thought: Scientific Management School, Fayol's Contribution, Managerial levels, managerial skills, Contingency theory of management; Social and Ethical issues in management, Challenges of managing 21st century corporations/organization</p>												
UNIT 2 : MANAGERIAL FUNCTIONS												
<p>Planning - concept, importance, types, essential features of planning, principles of planning, steps in planning process, barriers in planning; Organizing principles of organization, Formal and informal organization, Line structure, Line and staff structure, Functional structure, Matrix structure, Committees, Authority, responsibility, accountability, delegation of authority,</p>												



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departmentation, decentralization, Span of Control. General principles of directing, MBO, MBE models. Controlling: Concept, Importance of controlling, Types of control, Steps in control process.

UNIT 3 : ORGANISATIONAL BEHAVIOUR

Introduction to Organisational behaviour -concept and significance; Contributing disciplines, Personality - Factors influencing personality –Johari’s window of Self Awareness; emotions and moods. Attitudes and values; Perception & factors distorting Perception,; Learning – Classical conditioning and operant conditioning; Motivation: Process of motivation; Theories of motivation - need hierarchy theory, theory X and theory Y, two factor theory, ERG theory, need theory, expectancy theory, equity theory.

UNIT 4 : LEADERSHIP AND GROUP DYNAMICS

Leadership: Concept; Leadership styles; Theories -trait theory, behavioral theory, Fielder's contingency theory; Harsey and Blanchard's situational theory; Managerial grid; contemporary issues in leadership Group Dynamics: Group -definition and importance, types of groups, group formation, group development, group composition, group performance factors; group decision making techniques.

UNIT 5 : ORGANISATIONAL DYNAMICS

Organizational culture: Concept, characteristics, elements of culture, creating and sustaining organizational culture. Organizational change: Concept, nature, forces for change, resistance to change, managing resistance to change, Kurt Lewin theory of change. Organizational Conflict and Negotiations: types of conflict; Functional and dysfunctional organizational conflicts; Resolution of conflict. Work stress.

TEXT BOOKS :

1. Management - Theory & Practice, C.B. Gupta, Publisher: Sultan Chand & Co
2. Principles of Management, P.N.Tripathi, Publisher: Tata Mcgraw Hill
3. Organisational Behaviour, Stephen.Robbins, Publisher: Pearson Education
4. Fundamentals of Management, Robbins, S.P. and Decenzo, D.A., Pearson Education Asia, New Delhi.

REFERENCE :

1. Organizational behaviour, F Luthans, Publisher: Tata McGraw Hill
2. Essentials of Management - Koontz and Odonell, Publisher: Tata McGraw Hill



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Course Name: B.Com

PROGRAM	B.Com											
Course Code: CDOEBC201D	Course Name: Business Statistics							L	T	P	C	
								3	2	0	4	
Year and Semester	I (II Semester)											
Course category	Foundation Course											
Course Objective	To create an understanding of Statistical concepts in solving business related problems.											
Course Outcome	The Students will be able to 1. Summarize introduction to business statistics 2. Examine the measures of central tendency and variation 3. Apply the significance and analysis of Time series 4. Examine the basic concept of Probability 5. Outline about the sampling procedure and some testing of hypothesis. 6. Apply statistics in business problems											
Pos/COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3	PSO4	
CO1	1	2	1	1	1	1	1	1	1	1	2	
CO2	2	2	2	1	1	1	1	1	1	1	1	
CO3	3	3	3	3	3	2	3	3	3	2	3	
CO4	3	3	3	3	3	3	3	2	3	2	3	
CO5	2	3	3	3	2	1	1	2	2	3	2	
CO6	2	3	2	3	2	2	3	3	2	2	2	
Average	2.17	2.67	2.33	2.33	2	1.67	2	2	2	1.83	2.17	
Correlation Levels	1. Slight (Low)			2. Moderate (Medium)				3. Substantial (High)				



CBCS SYLLABUS 2023-2024 Regulation

Course Name: B.Com

UNIT 1 : Measures Of Central Tendency

Introduction-Meaning and definition of Statistics-Collection and tabulation of statistical data- Presentation of statistical data-Graphs and diagrams-Measures of central tendency- Arithmetic Mean, Median, Mode, Harmonic mean and geometric mean.

UNIT 2: Measures Of Variations

Measures of Variation - Standard Deviation Mean deviation - Quartile Deviation - Range-Lorenz Curve. Simple correlation – scatter diagram - Karl pearson’s correlation- Rank correlation-Regression.

UNIT 3 : Time Series Analysis

Analysis of Time series – Methods of measuring trend and seasonal variations.

UNIT 4 : Basic Concept of Probability

Probability – Addition and Multiplication Theorem – Conditional Probability – Baye’s Theorem (Without Proof) – Sample Problems.

UNIT 5 : Sampling Techniques

Sampling Procedures – Simple, Stratified, and Systematic Sampling. Hypothesis testing – Fundamental ideas – Large Sample Test –Small sample test –t, F - Chi-square (Without Proof) –Simple application.

TEXT BOOKS :

1. R. Vittal, Business Statistics –Margham Publications
2. Business Statistics & Operation Research, S.P.Gupta, P.K.Gupta, Manmohan –sultan Chand & Sons.

REFERENCES :

1. S.P.Gupta- Business Statistics, Sultan chand & Sons.
2. R.S.N. Pillai-Statistics Theory & Practics-S. Chand.



CBCS SYLLABUS 2023-2024 Regulation

Course Name: B.Com

PROGRAM	B.Com											
Course Code: CDOEBC202D	Course Name : Business English -II							L	T	P	C	
								2	0	0	2	
Year and Semester	I Year (II Semester)											
Course category	Fountation Course											
Course Objective	<ol style="list-style-type: none"> To engage learners in meaningful language activities to improve their LSRW skills. To help leaners understand the purpose, contexts and different types of business communication. To communicate effectively with others in practical, business oriented situations. To express themselves in English with greater fluency, accuracy and confidence. To handle themselves in English in a variety of business contexts of negotiating, using the telephone, making presentations, and socializing. 											
Course Outcome	At the end of the course the student should be able to:											
	CO	Course Outcome									BTL	
	CO1	Read and write in grammatically correct sentences.									K1	
	CO2	Express themselves in a meaningful manner to different levels of people in their academic and social domains.									K4	
	CO3	Read with correct pause, pronunciation and comprehend the text.									K2	
	CO4	Understand how the English language is used in written communication and in various business situations.									K2	
	CO5	Use English in their professional environment and be able to communicate themselves effectively in their chosen profession.									K3	
	CO6	Have a working knowledge of business words and phrases and Basic English grammar.									K2	
Pos/COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3	PSO4	
CO1	-	3	-	-	-	-	-	-	-	-	-	
CO2	2	3	-	-	-	-	2	-	-	-	-	
CO3	2	3	-	-	-	-	-	-	-	-	-	
CO4	-	3	-	-	-	-	2	-	-	-	-	
CO5	2	3	-	-	-	-	2	-	-	-	-	
CO6	2	3	-	-	-	-	2	-	-	-	-	
average	2.00	3.00	-	-	-	-	2.00	-	-	-	-	
Correlation Levels	1. Slight (Low)				2. Moderate (Medium)				3. Substantial (High)			



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Course Name: **B.Com**

UNIT I

Reading: Tobermory by Saki - **Listening:** Corporate Responsibility - **Writing:** e-mails - **Vocabulary:** One word Substitutions - **Grammar:** Punctuation.

UNIT II

Reading: The Refugees by Pearl S Buck - **Listening:** Sustainable Banking, Banking Prospective - **Writing:** Memos, Agenda, Minutes - **Vocabulary:** Collocations - **Grammar:** 'If' - clauses.

UNIT III

Reading: A Dialogue on Civilization by CEM Joad - Introduction - **Listening** Operation Consulting, Types of Consulting, Features - **Writing:** Job Application - Cover Letter & Resume - **Vocabulary:** Commonly Confused Words - **Grammar:** Use of Prepositions.

UNITIV

Reading: A Psalm of Life by HW Longfellow - **Listening:** Advice for Start-up Business, Types, Advantages and Disadvantages - **Writing:** Report Writing - **Vocabulary:** Compound Words - **Grammar:** Articles & Determiners.

UNIT V

Reading: No Men are Foreign by James Falconer Kirkup - **Listening:** Developments in Online Business - **Writing:** Proposal Writing - **Vocabulary:** Fixed, Semi-fixed Expressions - **Grammar:** Modal Verbs.

TEXT BOOK

1. Parikh J P, Surve A, Swarnabharati and Bahrainwala A (2011) Business Communication: Basic Concepts and Skills, Chennai: Orient Blackswan.

REFERENCE BOOKS

2. Interface 1, Publisher: Cambridge University Press India Pvt. Ltd
3. Cambridge Advanced Learner's Dictionary (Latest Edition)
4. Murphy, R (2009) Essential Grammar in Use, London: Cambridge.
5. Redman, S (2008) English Vocabulary in Use, London: Cambridge.
6. Samson, T, (2011) *Business English*, New Delhi: Tata McGraw-Hill Publishing Limited.



CBCS SYLLABUS 2023-2024 Regulation

Course Name: B.Com

PROGRAM	B.Com				
Course Code: CDOEBC203D	Course Name :	L	T	P	C
	Communication Skills - II	0	0	2	1

Year and Semester	I Year (II Semester)
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Course category	Foundation course
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Course Objective	<ol style="list-style-type: none"> To make them realize the importance of career development in current scenario. To enhance their communicative skills in real life situations. To help learners participate passionately improve their listening and speaking skills.
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Course Outcome	<p>At the end of the course, the student should be able to:</p> <ol style="list-style-type: none"> Speak effectively with appropriate competence and performance. Read different genres of texts, infer implied meanings and critically analyse and evaluate them for ideas as well as for method of presentation. Listen/view and comprehend different spoken excerpts critically and infer unspoken and implied meanings. Use communication strategies to participate in groups. Participate effectively in work place related activities pertained to technical communication.
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PPOs/ COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3
CO1	-	-	-	-	-	3	2	2	3	3	-	3	-	-	-
CO2	-	-	-	-	-	2	2	2	3	3	-	3	-	-	-
CO3	-	-	-	-	-	3	2	2	3	3	-	3	-	-	-
CO4	-	-	-	-	-	2	2	2	3	3	-	3	-	-	-
CO5	-	-	-	-	-	3	2	2	3	3	-	3	-	-	-
CO6	-	-	-	-	-	2	2	2	3	3	-	3	-	-	-
AVERAGE						2.5	2.0	2.0	3.0	3.0		3.0			
CORRELATION LEVELS						4. SLIGHT (LOW)	5. MODERATE (MEDIUM)					6. SUBSTANTIAL (HIGH)			

Unit-I Listening

Listening to Conversation and Speeches by Native Speakers - group discussion and interview skills - Speaking - Describing a simple process - Asking and answering questions.

Unit-II Writing Skills

Writing job applications - cover letter - resume – emails – letters – reports – blogs

Unit-III Presentation Skills

Presentation skills - Elements of effective presentation – Structure of presentation - Presentation tools -



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Course Name: B.Com

General and Technical topics-Honing Body-language-Extempore

Unit-IV Group Discussions

Why is GD part of selection process? - Structure of GD – Moderator – led and other GDs - Strategies in GD – Team work - Body Language - Mock GD -Video samples

Unit-V Interview Skills

Preparation – Punctuality – Professionalism – Communication – Confidence – Showing interest – Follow up.

Reference Books

1. Communication Skills. Sanjay Kumar and Pushpalatha, Oxford University Press, 2011
2. Exercises in Spoken English Part – I – III, Hyderabad, Oxford University Press.
3. <http://www.oxforddictionaries.com/words/writing-job-applications>



CBCS SYLLABUS 2023-2024 Regulation

Course Name: B.Com

PROGRAM	B.Com												
Course Code: CDOEBC204D	Course Name : Financial Accounting II							L	T	P	C		
								3	2	0	3		
Year and Semester	I (II Semester)												
Course category	Core												
Course Objective	<ol style="list-style-type: none"> To expose students to accounting methods of non-profit organizations To make students to get an exposure on practical accounting treatment for different types of organization. To help students to know about the accounting treatment of branch and departmental accounts. To make students to understand the concepts of Hire purchase and Installment systems To help students to know about the accounting procedure of Insurance Companies. 												
Course Outcome	<p>The Students will be able to</p> <ol style="list-style-type: none"> Summarize exposure on preparation of accounts with respect to non-trading organizations Explain how accounting is to be maintained with respect to branches Explain accounting aspects with respect to departmental accounts Apply the concept of hire purchase and installment system of buying Summarize understanding about insurance claims. Explain accounting treatment for different types of organizations 												
	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PSO1	PSO2	PSO3	PSO4		
CO1	3	3	2	2	1	1	1	2	1	1	1		
CO2	3	3	1	3	2	1	1	3	2	3	2		
CO3	3	3	3	3	2	2	2	3	2	3	3		
CO4	3	3	3	3	3	3	3	3	3	3	3		
CO5	3	3	3	3	3	3	3	3	3	3	3		
CO6	3	3	3	3	3	3	3	3	3	3	3		
AVERAGE	3	3	2.5	2.83	2.33	2.17	2.17	2.83	2.33	2.83	2.5		
Correlation Levels			1. Slight (Low)				2. Moderate (Medium)			3. Substantial (High)			



CBCS SYLLABUS 2023-2024 Regulation

Course Name: B.Com

UNIT 1: NON- TRADING ORGANIZATIONS

Introduction, Features, Capital and Revenue Expenditure, Preparation of Receipts and Payments Account, Income & Expenditure Account and Balance Sheet of Non-Trading Organizations

UNIT 2: BRANCH ACCOUNTS

Dependent Branches – Stock and Debtors System – Distinction between Wholesale Profit and Retail Profit- Independent Branch (Foreign branches excluded)

UNIT 3: DEPARTMENTAL ACCOUNTS

Basis for allocation of expenses – Inter departmental transfer at Cost or selling price – Treatment of expenses which cannot be allocated

UNIT 4: HIRE PURCHASE AND INSTALLMENTS AND AVERAGE DUE DATE

Default and repossession – Hire Purchase trading account. Installment Purchase system. Average due date Calculations and usages

UNIT 5: INSURANCE CLAIM

Loss of Stock – Calculation of Closing Stock as on the date of Fire – Average Clause- Calculation of amount of claim Loss of Profit – Standing charges, Indemnity Period Turnover (IPTO), Standard Turnover (STO), Annual Turnover(ATO), Short sales

TEXT BOOKS:

1. R. L. Gupta & V. K. Gupta - Advanced Accounting, Sultan Chand, New Delhi.
2. T. S. Reddy & Murthy - Financial Accounting, Margham Publications, Chennai.
3. Jain & Narang - Financial Accounting, Kalyani Publishers

REFERENCE :

1. An Introduction to Accountancy, S.N.Maheswari, Publisher: Vikas Publishing House.
2. Shukla & Grewal - Advanced Accounting, S. Chand, New Delhi



CBCS SYLLABUS 2023-2024 Regulation

Course Name: B.Com

PROGRAM		B.Com										
Course Code: CDOEBC205D	Course Name Port Management	L	T	P	C							
		3	1	0	3							
Year and Semester		I (II Semester)										
Prerequisite course		Introduction to Shipping										
Course category		Core										
Course Objective		<ol style="list-style-type: none"> To impart knowledge on port ownership and their management To provide knowledge on how a port functions To create a basic understanding on port operations To give an insight into the development of ports on par with technology To provide knowledge on regulations governing ports 										
Course Outcome		<p>The Students will be able to</p> <ol style="list-style-type: none"> Show the basic idea on the management of ports as a business entity Have an understanding on infrastructure facilities and services offered by a port Apply the different types of port ownership and management Apply the challenges in port operations Summarize understanding on how ports have transformed with the advancement in shipping technology Apply the legal framework for port management 										
Pos/ COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3	PSO4	
CO1	1	2	1	1	1	1	1	1	1	1	2	
CO2	2	2	2	1	1	1	1	1	1	1	1	
CO3	3	3	3	3	3	2	3	3	3	2	3	
CO4	3	3	3	3	3	3	3	2	3	2	3	
CO5	2	3	3	3	2	1	1	2	2	3	2	
CO6	2	3	2	3	2	2	3	3	2	2	2	
Average	2.17	2.67	2.33	2.33	2	1.67	2	2	2	1.83	2.17	



CBCS SYLLABUS 2023-2024 Regulation

Course Name: B.Com

Correlation Levels	1. Slight (Low)	2. Moderate (Medium)	3. Substantial (High)
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Unit - I: Port Ownership and Management

Port ownership structure- Types of port ownership and administration - Organizations concerning ports - Boards governing the ports - Port ownership in Indian context: Acts governing the Ports in India - Port ownership structure in India.

UNIT - II: PORT STRUCTURE AND FUNCTIONS

Definition - Types and Layout of the Ports. Main functions and features of ports: Infrastructure and connectivity - Administrative functions - Operational functions. Main services: Services and facilities for ships - Administrative formalities - Cargo transfer - Services and facilities for cargo

UNIT - III: PORT OPERATIONS

Berths and Terminals - Berth Facilities and Equipment - ship Operation – Pre-shipment planning, the stowage plan and on-board stowage - cargo positioning and stowage on the terminal - Developments in cargo/container handling and terminal operation - Safety of cargo operations - Cargo security: Measuring and evaluating performance and productivity.

Unit - IV: SHIPPING TECHNOLOGY AND PORT

Phases of port development - Development in terminal operation. Shipping technology and port- Ship development and port development - Port time and ship speed - Other technical development affecting port.

UNIT - V: REGULATORY FRAMEWORK FOR PORTS

Environment regulation: Port environmental pollution - Environmental Management System – HAZMAT (Hazardous Materials) - BWM (Ballast Water Management). Port Security: ISM, ISPS, Occupation Safety and Health Administration - ISO1400.

TEXT BOOKS :

1. Elements of shipping, Alan Branch, Publisher: Sterling/ Routledge
2. Business & Law for the Shipmaster, F.N.Hopkins, Publisher: Brown, Son & Ferguson Ltd
3. Commercial Shipping Handbook, Peter Brodie, Publisher: Lloyd's of London Press

REFERENCES :

1. Ship broking and Chartering Practice, Ihre.R&Gordon.L, Publisher: Lloyd's of London Press
2. Maritime Economics, Martin Stopford, Publisher: Routledge



CBCS SYLLABUS 2023-2024 Regulation

Course Name: B.Com

PROGRAM	B.Com										
Course Code: CDOEBC206D	Course Name: Banking and Financial Institutions							L	T	P	C
								3	1	0	3
Year and Semester	I (II Semester)										
Course category	Core										
Course Objective	<ol style="list-style-type: none"> 1. To exposes students to the various aspects of the Indian financial system and banking, 2. Know the various issues and challenges in banking sector. 3. know the various aspects of the Indian financial system and Banking 4. Know the various issues and challenges in banking sector. 5. Know about electronic remittances 6. Know about advances and appraisal of loan proposal 										
Course Outcome	<p>The students will be able to</p> <ol style="list-style-type: none"> 1. Show the acquainted with the Indian financial system 2. Apply the different services performed by a bank 3. Outline about advances and appraisal of loan proposals 4. Examine electronic remittances 5. Summarize insight on the role of financial institutions in bringing about economic development 6. Outline about Banking Regulation Act, 1949 										
	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PSO1	PSO2	PSO3	PSO4
CO1	3	3	2	2	1	1	1	2	1	1	1
CO2	3	3	1	3	2	1	1	3	2	3	2
CO3	3	3	3	3	2	2	2	3	2	3	3
CO4	3	3	3	3	3	3	3	3	3	3	3
CO5	3	3	3	3	3	3	3	3	3	3	3
CO6	3	3	3	3	3	3	3	3	3	3	3
AVERAGE	3	3	2.5	2.83	2.33	2.17	2.17	2.83	2.33	2.83	2.5
Correlation Levels	1. Slight (Low)			2. Moderate (Medium)				3. Substantial (High)			

UNIT I BANKING SYSTEM

Banking Regulation Act, 1949 (Definition of Banking, Licensing, Opening of branches, Functions of Banks, ion) – Role of Banks in Economic Development – Central Banking and Role of RBI and



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Course Name: B.Com

their functions.

UNIT II COMMERCIAL BANKS

Functions – E – Banking – ATM Cards, Debit cards, Personal Identification Number – Online enquiry and update facility – Electronic Fund Transfer – Electronic Clearing System – RTGS – NEFT- IMPS - Credit Creation and Credit Control.

UNIT-III DEPOSITS & LOANS

Opening of an Account & Principles of lending – Types of Deposit Account – Types of customers (Individuals, firms, Trusts, and Companies) – Importance of customer relations – Customer grievances and redressal. Types of Loans – Precautions to be taken by a banker while lending against various securities

UNIT IV NEGOTIABLE INSTRUMENTS

Negotiable instruments – Promissory Note – Bills of Exchange, Cheque, Draft – Definitions, Features – Crossing – Endorsement – Material Alteration – Paying Banker – Rights and Duties –Statutory Protection – Dishonor of Cheques – Role of collecting banker.

UNIT V FINANCIAL INSTITUTIONS

Finance Corporation of India (IFCI); Industrial Credit and Investment Corporation of India (ICICI); State Financial Corporations (SFCs); State Industrial Development Corporations (SIDC'S);

Industrial Development Bank of India (IDBI); Industrial Investment Bank of India (IIBIL);

Unit Trust of India (UTI); Small Industries Development Bank of India (SIDBI) and NABARD.

TEXT BOOKS

1. Banking Law Theory and Practice – Sundaram and Varshney – Sultan Chand Co
2. Banking and Financial Systems – B. Santhanam (Margham Publishers)
3. Banking Law Theory and Practice – S.N. Maheswari – Kalyani Publications
4. Indian Banking – Parameswaran – S. Chand and Co.

REFERENCE BOOKS:

1. Banking Law Theory and Practice – Tanon
2. Banking Law Theory and Practice – Sherlaker & Sherlaker



CBCS SYLLABUS 2023-2024 Regulation

Course Name: B.Com

PROGRAM		B.Com									
Course Code: DOEBC207D		Course Name : Supply Chain Management						L 3	T 1	P 0	C 3
Year and Semester		I (Semester II)									
Course category		Core									
Course Objective		<ol style="list-style-type: none"> To learn the role of supply chain in business To know significance of designing supply chain network To Comprehend revenue management in supply chain To Recognize the different methods of distribution To Comprehend the role of IT in the supply chain process 									
Course Outcome		The student will be able to <ol style="list-style-type: none"> Infer the role of supply chain in business Apply the significance of designing supply chain network Apply revenue management in supply chain Apply the different methods of distribution Comprehend the role of IT in the supply chain process Apply the significance of supply chain management 									
Pos/COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3	PSO4
CO1	1	2	1	1	1	1	1	1	1	1	2
CO2	2	2	2	1	1	1	1	1	1	1	1
CO3	3	3	3	3	3	2	3	3	3	2	3
CO4	3	3	3	3	3	3	3	2	3	2	3
CO5	2	3	3	3	2	1	1	2	2	3	2
CO6	2	3	2	3	2	2	3	3	2	2	2
Average	2.17	2.67	2.33	2.33	2	1.67	2	2	2	1.83	2.17
Correlation Levels		1. Slight (Low)			2. Moderate (Medium)			3. Substantial (High)			



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Course Name: B.Com

UNIT I INTRODUCTION

The nature of firms, evolution of Supply Chain management. The role of Supply Chain management within organizations- Centralized vs. decentralized system. Supply Chain drivers and metrics.

UNIT II DESIGN AND DEVELOPMENT OF A SUPPLY CHAIN NETWORK

Analyzing the value and efficiency of domestic and global Supply Chains network. Supply chain integration- Bullwhip effect- Push-based, pull based systems

UNIT III PRICING AND REVENUE MANAGEMENT IN A SUPPLY CHAIN

Understanding managerial levers, hidden costs, and the impact of promotions and discounts.

UNIT IV DISTRIBUTION AND LOGISTICS IN SUPPLY CHAINS

Direct shipment/intermediate storage Policies - Vehicle routing models- Third-party logistics.

UNIT V INFORMATION TECHNOLOGY IN SUPPLY CHAIN

Enabling supply chain through IT- ERP vendor platforms- Service oriented architecture (SOA)- RFID.

TEXT BOOKS

1. Sunil Chopra and Peter Meindl, Supply Chain Management – Strategy, Planning and Operation, Pearson/PHI, 3rd Edition, 2007.
2. Supply Chain Management by Janat Shah Pearson Publication 2008.

REFERENCES

1. A Logistic approach to Supply Chain Management – Coyle, Bardi, Longley, Cengage Learning, 1/e
2. Donald J Bowersox, Dand J Closs, M Bixby Coluper, Supply Chain Logistics Management, TMH, Second Edition, 2008.



CBCS SYLLABUS 2023-2024 Regulation

Course Name: B.Com

PROGRAM	B.Com										
Course Code: CDOEBC208D	Course Name : Introduction to Programming							L	T	P	C
								3	0	0	3
Year and Semester	I (II Semester)										
Course category	Core										
Course Objective	<ol style="list-style-type: none"> To understand the basic concepts of programming language To teach the fundamental concepts of Python To demonstrate operators and decision making statements To understand arrays and string concepts To apply Python functions for solving various problem 										
Course Outcome	<p>At the end of the course students will able to</p> <ol style="list-style-type: none"> Apply the fundamentals of programming languages Describe the basic concepts of Python Apply operators and decision-making statements Identify the usage of array and string functions Demonstrate the Python functions for solving various problem Analyze the basis of algorithms and problem-solving techniques 										
	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PSO1	PSO2	PSO3	PSO4
CO1	3	2	2	2	3	3	3	2	1	3	3
CO2	3	1	3	2	2	2	1	3	2	2	3
CO3	3	2	3	2	2	1	2	2	2	2	3
CO4	3	2	2	3	3	2	3	3	2	3	3
CO5	3	1	2	3	2	3	2	3	2	3	3
CO6	3	2	2	3	2	3	3	3	1	2	2
AVERAGE	3	1.6	2.3	2.6	2.3	2.5	2.3	2.6	1.6	2.5	2.8
Correlation Levels	1. Slight (Low)			2. Moderate (Medium)				3. Substantial (High)			



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Course Name: B.Com

UNIT I SOFTWARE DEVELOPMENT PROCESS

Software Deployment -Types of Software Deployment Strategies- Stages of software deployment- Software Deployment Methodologies..

UNIT II INTRODUCTION TO PYTHON

Keywords and Identifiers- Data types in Python- Variables in Python – Declaration and Use.

UNIT III OPERATORS AND DECISION MAKING

Operators in Python – Assignment, Logical, Arithmetic etc.- Conditional Statement-Looping

UNIT IV PYTHON COLLECTIONS (ARRAYS)

List – Tuple - Sets – Dictionary- String Manipulation – Basic Operations, Slicing

UNIT V FUNCTIONS

Built in function- User Defined Functions – Defining, Calling- Types of Functions -Arguments - Modules – Packages.

TEXT BOOKS

1. Martin C. Brown, “Python: The Complete Reference”, 4th Edition, Mc-Graw Hill, 2018.
2. Allen B. Downey, “Think Python: How to Think like a Computer Scientist”, 2nd Edition, O’Reilly Publishers, 2016.

REFERENCE BOOKS

1. Paul Deitel and Harvey Deitel, “Python for Programmers”, Pearson Education, 1st Edition, 2021.



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CBCS SYLLABUS 2023-2024 Regulation

Course Name: B.Com

PROGRAM	B. Com				
Course Code: CDOEBCE3D	Course Name: Mercantile Law	L 3	T 1	P 0	C 3
Year and Semester	1 st Year (II Semester)				
Course category	Elective				
Course Objective	<ol style="list-style-type: none">1. To help the students to learn the elements of general contract.2. To understand the various contracts in business or profession3. Understand basic principles and origin in commercial law.4. To know about rules of Indian Contract Act5. Expose to elements of a valid contract.6. To understand the various contract of Agency				
Course Outcome	The students will be able to <ol style="list-style-type: none">1. Infer the principles of general contract how it is made and what are the legal implications of it.2. Understand about offer acceptance and consideration.3. Learn about free consent, capacity to contract & legality of object.4. Understand about quasi contracts and Performance of Contract.5. Learn about Contract of agency6. Apply the provisions of Indian Contracts Act 1872				



CBCS SYLLABUS 2023-2024 Regulation

Course Name: B.Com

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PSO1	PSO2	PSO3	PSO4
CO1		2	1	1	1	1	1	1	1	1	2
CO2	2	2	2	1	1	1	1	1	1	1	1
CO3	3	3	3	3	3	2	3	3	3	2	3
CO4	3	3	3	3	3	3	3	2	3	2	3
CO5	2	3	3	3	2	1	1	2	2	3	2
CO6	2	3	2	3	2	2	3	3	2	2	2
Average	2.17	2.67	2.33	2.33	2	1.67	2	2	2	1.83	2.17
Correlation Levels			1. Slight (Low)			2. Moderate (Medium)			3. Substantial (High)		

UNIT-I: INDIAN CONTRACT ACT

Object of Law of Contract-The Indian Contract Act 1872-meaning and definition of contract-essential elements of a valid contract- Classification of contracts.

UNIT-II: OFFER, ACCEPTANCE, CONSIDERATION

Offer- meaning-definition-rules relating to offer-tenders-cross and counteroffer. Acceptance-meaning and definition, who can accept? - legal rules as to acceptance-communication offer and acceptance- revocation of acceptance-revocation of offer and acceptance. Consideration-meaning definition legal rules relating to consideration-stranger to contract and consideration-contracts without consideration.

UNIT-III: PARTIES CAPACITY, FREE CONSENT AND LEGALITY OF OBJECT

Minors-rules relating to agreements with minors-persons disqualified by law to enter into valid contact persons of unsound mind-Free consent- Meaning and definition of consent and free consent-coercion-Essentials of Coercion-fraud-Essentials of fraud-Misrepresentation- essentials of misrepresentation-Difference between fraud and misrepresentation-undue influence Difference between undue influence and fraud. -essentials of undue influence-mistake-types of mistakes. Legality of object-When is consideration or object unlawful and illegal agreements opposed to public policy.



CBCS SYLLABUS 2023-2024 Regulation

Course Name: B.Com

UNIT-IV: QUASI CONTRACT AND PERFORMANCE OF CONTRACTS

Quasi contracts-Meaning and Definition, Types of Quasi Contracts. Contingent contracts-Meaning and Definition- Rules regarding Contingent Contracts. Meaning and definition-offer to perform-contracts which need not be performed-Devolution of joint rights and liabilities-persons allowed to demand for the performance-time and place of performance-performance of reciprocal promises-time as the essence of contract-appropriation of payments-assignment of contracts.

UNIT-V: CONTRACT OF AGENCY

Agency – Definition – Creation of Agency – Kinds of Agency – Distinction between Agent and Servant – Rights and Duties of Agent – Relations of Principal with third party – Relation – Delegation – Duties and Rights of Agent – Extent of Agents Authority – Personal liability of Agent – Termination of Agent.

TEXTBOOK:

1. Kapoor N.D, Elements of Mercantile Law, Sultan Chand & Sons, New Delhi-2010
2. Balachandran V, & Thothardi, Business Law, Tata McGraw Hill Publishing Company Ltd., 2010

REFERENCE BOOKS:

1. Shukla M. C., Mercantile Law, Vikas Publishing House. New Delhi- 2010
2. Shukla M.C., Mercantile Law, Sultan Chand & Sons, New Delhi- 2009



CBCS SYLLABUS (2023 -24) Regulation

Course Name: B.Com

PROGRAM		B.Com								
Course Code: CDOEBCE4D		Course Name : Marketing Management			L 3	T 1	P 0	C 3		
Course category		Elective								
Course Objective		<ol style="list-style-type: none"> To provide a basic understanding of the dynamic market environment & Consumer behavior To get an introduction to marketing and its environment To learn the need for market segmentation and consumer behaviour analysis Get to know about product management and pricing decisions Learn about the need for integrated marketing communication Get to know about management of distribution function 								
Course Outcomes		<p>The Students will be able to</p> <ol style="list-style-type: none"> Understand marketing and its environment Understand the need for market segmentation and consumer behaviour analysis Apply product management and pricing decisions in business Distinguish need for integrated marketing communication Assume management of distribution function Understand the concept of marketing 								
	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PSO1	PSO2	PSO3
CO1	3	3	2	2	1	1	1	2	1	1
CO2	3	3	1	3	2	1	1	3	2	3
CO3	3	3	3	3	2	2	2	3	2	3
CO4	3	3	3	3	3	3	3	3	3	3
CO5	3	3	3	3	3	3	3	3	3	3
CO6	3	3	3	3	3	3	3	3	3	3
AVERAGE	3	3	2.5	2.83	2.33	2.17	2.17	2.83	2.33	2.83
Correlation Levels		1. Slight (Low)			2. Moderate (Medium)			3. Substantial (High)		
UNIT 1 : INTRODUCTION TO MARKETING AND MARKETING ENVIRONMENT										9 hours



CBCS SYLLABUS (2023 -24) Regulation

Course Name: B.Com

Definition of Market and Marketing, Core Concepts of Marketing, Marketing and Selling (concepts and differences). Marketing Environment: Elements of Company's Micro and Macro environment.

UNIT 2 :MARKET SEGMENTATION AND CONSUMER BEHAVIOUR

Concept, Needs, Variables/Bases for Segmenting Consumer Market, Attributes of Effective Segmentation, Concept of Target Market and Selection of Target Market. Consumer Behavior: Buying situations, Roles in consumer decision making, the consumer decision-making process, Tools to study buyer behavior.

UNIT 3 :PRODUCT MANAGEMENT AND PRICING DECISIONS

Definition of Product, Classification of Product and Levels of Product, Concept of Product Line, Product Line Decisions, Product Mix Definition, Definition of Brand and Brand Equity, Selection of Brand Name. **Pricing Decisions:** Concept of Price, Pricing Objectives, Factors Influencing Pricing, Methods of Pricing, Types of pricing strategies.

UNIT 4 : INTEGRATED MARKETING COMMUNICATIONS

Advertising Decisions (Advertising objectives, sales objectives, behavioral goals, communication related goals), Media selection, Advertising effectiveness, Objectives of consumer-oriented sales promotion programmes, Trade promotion, Personal selling, Role of salesperson, Direct Marketing

UNIT 5 : MANAGING THE DISTRIBUTION FUNCTION

Role of middlemen or Intermediaries, Types and Nature of middlemen, Channel Levels, Factors influencing distribution decisions, Identifying major distribution alternatives, Terms and Responsibilities of Intermediaries, VMS, HMS, MMS, Managing the Channel.

TEXT BOOKS

1. Marketing Management, RajanSaxena, Publisher: Tata McGraw Hill
2. Marketing Management, Ramaswamy, V.S. and Namakumari, S., Publisher: Macmillan India

REFERENCES :

1. Marketing Management, Philip Kotler, Keller, Koshy and Jha, Publisher: Pearson
2. Fundamentals of Marketing, William J. Stanton, Publisher: McGraw Hill



CBCS SYLLABUS (2023 -24) Regulation

Course Name: B.Com

PROGRAM	B.Com															
Course Code: CDOEBC301D	Course Name : Interpersonal Communication							L	T	P	C					
								0	0	2	1					
Year and Semester	II Year (III Semester)															
Course category	Core															
Course Objective	<ol style="list-style-type: none"> 1. To learn various aspects of different cultures and the need for the effective interpersonal communication 2. To understand the techniques of communication among members in group. 3. To use language effectively to avoid conflict and tension. 4. To mould the personality` so as to reduce and repair conflicts 5. To learn the need for socialization. 															
Course Outcome	<p>At the end of the course, the student should be able to:</p> <ol style="list-style-type: none"> 1. Recognize aspects of various cultures and the need for interpersonal communication. Give presentation without any inhibition 2. Demonstrate the need for effective communication between two people/groups. 3. Make use of effective and appropriate language at various interpersonal situations to avoid conflict, tension and stress. Participate in debates and discussions to argue effectively and persuasively. 4. Practice the IP principles so as to reduce and repair conflict in interpersonal relationships. 5. Explain family and social relationships and need for socialization. 6. Discuss case studies in relation to IPC 															
PPOs / COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3	
CO1	-	-	-	-	-	3	2	2	3	3	-	3	-	-	-	
CO2	-	-	-	-	-	2	2	2	3	3	-	3	-	-	-	
CO3	-	-	-	-	-	3	2	2	3	3	-	3	-	-	-	
CO4	-	-	-	-	-	2	2	2	3	3	-	3	-	-	-	
CO5	-	-	-	-	-	3	2	2	3	3	-	3	-	-	-	
CO6	-	-	-	-	-	2	2	2	3	3	-	3	-	-	-	
AVERAGE						2.5	2.0	2.0	3.0	3.0		3.0				
CORRELATION LEVELS				7. SLIGHT (LOW)				8. MODERATE (MEDIUM)				9. SUBSTANTIAL (HIGH)				



CBCS SYLLABUS (2023 -24) Regulation

Course Name: B.Com

Unit I: PRESENTATION SKILLS

Axioms of interpersonal Communication - One minute presentation – Extempore - Formal Presentation on the chosen topics - Greeting and Introducing - Offering Help.

Unit II: APPREHENSION AND ASSERTIVENESS

Group Discussion - Aggressiveness and assertiveness - perception in interpersonal communication-Making Requests - Telephonic Conversation

Unit III: VERBAL AND NON VERBAL MESSAGES

Word Stress - Sentence Stress and Intonation-Body language-signs- gestures- postures- kinesics- paralinguistic features (accent, pronunciation, volume, pause, and pitch).

Unit IV: POWER IN INTERPERSONAL RELATIONSHIP

Conflict in interpersonal relationships - Conflict Resolution - Relationship maintenance and repair-Asking and Giving Permission-Giving Instructions and Directions

Unit V: SOCIALIZATION

Benefits of socialization- Effect of social media - Case studies (common /domestic /academic /work situations).

Reference Books

1. DeVito, Joseph, *The Interpersonal Communication Book*, 13th Edition, Published by Longman Pub Group, Updated in its 13th edition, 2000.
2. Kathleen S. Verderber, *Inter-Act: Interpersonal Communication Concepts, Skills and Contexts*, Rudolph F. Verderber, 2000.
3. Clifford Whitcomb, *Effective Interpersonal and Task Communication Skills for Engineers*, Atlantic Publishers. 2010.

Web Resources

<https://www.ted.com/talks>

<https://www.skillsyouneed.com/ips/communication-skills.html>



CBCS SYLLABUS (2023 -24) Regulation

Course Name: B.Com

PROGRAM		B.Com										
Course Code: CDOEBC302D	Course Name : COST AND MANAGEMENT ACCOUNTING	L		T		P		C				
		4		1		0		4				
Year and Semester	2 year / III semester											
Course category	Core											
Course Objective	<ol style="list-style-type: none"> To expose students to the various costing concepts and tools of management accounting Understand the basic concepts and processes used to determine total cost Know the various costing concepts and tools of management accounting Know to analyse and evaluate information for cost ascertainment, planning , control and decision making. Know about preparation of various budget in a business Know about the managerial applications of marginal costing 											
Course Outcome	<p>The Students will be able to</p> <ol style="list-style-type: none"> To Summarize exposure to the nature and scope of cost accounting Examine the different techniques of store/inventory control Explain how to interpret financial statements Summarize introduction into budgetary control Examine the managerial applications of marginal costing and BEP Explain how to interpret financial statements 											
	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PSO1	PSO2	PSO3	PSO4	
CO1	3	3	2	2	1	1	1	2	1	1	1	
CO2	3	3	1	3	2	1	1	3	2	3	2	
CO3	3	3	3	3	2	2	2	3	2	3	3	
CO4	3	3	3	3	3	3	3	3	3	3	3	
CO5	3	3	3	3	3	3	3	3	3	3	3	
CO6	3	3	3	3	3	3	3	3	3	3	3	
AVERAGE	3	3	2.5	2.83	2.33	2.17	2.17	2.83	2.33	2.83	2.17	
Correlation Levels			1. Slight (Low)				2. Moderate (Medium)			3. Substantial (High)		



CBCS SYLLABUS (2023 -24) Regulation

Course Name: B.Com

UNIT 1: INTRODUCTION TO COST AND MANAGEMENT ACCOUNTING

Meaning – Definition – Scope – objectives- Function – Merits and Demerits of Cost and Management Accounting – Difference between Cost, Management and Financial Accounting, Elements of Cost Concepts and Costs Classification, Tools and Techniques of Management Accounting

UNIT 2: STORES/INVENTORY CONTROL TECHNIQUES

Preparation of Cost Sheet- Stores Control – EOQ- Maximum, Minimum, Reordering Levels – Pricing of Material Issues- FIFO, LIFO, Average Cost, Standard Price Methods – Labor cost – Remuneration and Incentives

UNIT 3: INTERPRETATION OF FINANCIAL STATEMENTS

Cash Flow and Fund Flow Analysis – Difference between Funds flow and Cash flow statement

UNIT 4: BUDGETING

Concepts of Budget, Budgeting and Budgetary Control, Types of budget, Static and Flexible Budgeting, Preparation of Cash budget, Sales Budget, Production Budget, Materials budget, capital Expenditure budget and Master Budget, Advantages and Limitations of Budgetary Control

UNIT 5: COST VOLUME PROFIT ANALYSIS AND STANDARD COSTING

Meaning and Assumptions, Concept of Break even analysis. Sums of C-V-P Analysis (including Key Factor) Decision Making – Make/Buy, Shut Down and Export Proposal. Meaning, Benefits and Limitations, calculation of Variances- Material, Labor (excluding idle time) and Overheads

TEXT BOOKS:

1. Cost & Management Accounting-T.S. Reddy & Y. Hariprasad Reddy, Margham Publications
2. Cost and Management Accounting – S. N. Maheshwari, Sultan Chand

REFERENCE BOOKS

1. Advanced Cost Accounting-Jain and Narang, Kalyani Publication, New Delhi.
2. Cost Accounting with Managerial Emphasis- Horngren, Prentice Hall India, 3rd Edition. 2008, New Delhi



CBCS SYLLABUS (2023 -24) Regulation

Course Name: B.Com

PROGRAM		B. Com									
Course Code: CDOEBC303D	Course Name : Ship chartering	L	T	P	C						
		3	1	0	3						
Year and Semester	III (V Semester)										
Course category	Core										
Course Objective	1.To gain knowledge on fundamentals of freight market 2. To understand the principles of ship chartering 3.To learn about the chartering market practices 4. To study the parties of voyage charter 5. to gain knowledge on time charter party										
Course Outcome	The Students will be able to 1. Identify the functions of freight market 2. Explain the principles of ship chartering and voyage estimation 3. Examine the chartering market practices. 4. Discuss the role and functions of voyage charter party 5. Explain the kinds and importance of voyage charter party. 6. Apply the Chartering principles and practices for shipping industry.										
Pos/COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3	PSO4
CO1	2	-	-	-	-	2	2	2	-	-	2
CO2	2	-	-	-	2	2	2	2	-	2	2
CO3	2	-	-	-	2	-	2	2	-	2	2
CO4	3	-	-	-	3	-	2	3	2	3	2
CO5	2	-	-	-	-	-	2	2	-	-	2
CO6	2	-	-	-	2	2	2	2	2	2	2
Average	2.2	-	-	-	2.3	2.0	2.0	2.2	2.0	2.3	2.0
Correlation Levels	1. Slight (Low)			2. Moderate (Medium)				3. Substantial (High)			



CBCS SYLLABUS (2023 -24) Regulation

Course Name: B.Com

UNIT 1: THE FREIGHT MARKET

The dry cargo market, The liner market, The Ro/Ro market, The tanker market, The general cargo market, The sale, and purchase market.

UNIT 2: PRINCIPLES OF SHIP CHARTERING AND VOYAGE ESTIMATION

Voyage Charter, Time Charter, Bareboat-cum-demise Charter, Contract of affreightment, Definition of a Tramp Voyage, Costs and Revenues of a typical voyage, Voyage Estimate exercise.

UNIT 3: CHARTERING MARKET PRACTICE

Offer, Counteroffer, Negotiations, Finalization of Fixture, Explanation of abbreviated fixture reports in simple language.

UNIT 4: VOYAGE CHARTER PARTY

The vessel, the voyage, The cargo, The freight, Loading and discharging, Lay time, Cesar and line, cargo liability.

UNIT 5: TIME CHARTER PARTY

The vessel, The trade, The cargo, The period, Delivery and Redelivery, The hire and payment of hire, Off-hire, Damage to the vessel.

TEXT BOOKS:

1. Ship broking and Chartering Practice, IhreR&Gordon.L, Publisher: Lloyd's of London Press
2. Elements of shipping, Alan Branch, Publisher: Sterling/ Routledge

REFERENCES:

1. Business & Law for the Shipmaster, F.N.Hopkins, Publisher: Brown, Son & Ferguson Ltd
2. Commercial Shipping Handbook, Peter Brodie, Publisher: Lloyd's of London Press



CBCS SYLLABUS (2023 -24) Regulation

Course Name: B.Com

PROGRAM	B.Com											
Course Code: CDOEBC304D	Course Name: Principles of Management							L 4	T 0	P 0	C 4	
Year and Semester	2 nd Year (III Semester)											
Course category	Core											
Course Objective	<ol style="list-style-type: none"> To make the students to understand the basic concepts of management. To make the students learn the concept of planning To understand the organization structures To differentiate Authority and Responsibility To understand Direction Co-ordination & Control To prepare the students to know about the significance of the management in Business 											
Course Outcome	<p>The Students will be able to</p> <ol style="list-style-type: none"> Recall the basic concepts of management. Apply the concept of planning Classify the organization structures Distinguish Authority and Responsibility Interpret Direction Co-ordination & Control Relate the significance of the management in Business 											
	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PSO1	PSO2	PSO3	PSO4	
CO1	3	1	3	1	3	3	1	2	2	2	2	
CO2	3	2	3	3	3	2	2	2	3	2	2	
CO3	3	2	3	3	2	1	1	2	3	3	2	
CO4	3	2	3	3	2	2	2	2	3	3	3	
CO5	3	3	3	3	2	2	2	2	3	3	3	
CO6	3	2	3	3	2	3	2	2	3	2	3	
AVERAGE	3.00	2.00	3.00	2.67	2.33	2.17	1.67	2.00	2.83	2.50	2.50	
Correlation Levels	1. Slight (Low)					2.Moderate (Medium)			3. Substantial (High)			



CBCS SYLLABUS (2023 -24) Regulation

Course Name: B.Com

Unit I: Introduction

Definition – Importance – Nature and Scope of Management – Process of Management - Role and functions of Managers - Levels of Management Scientific Management Contributions to Management by different Schools of thought.

Unit II: Planning

Nature – Importance -Types of Planning - Steps in planning - Objectives of Planning – Policies - Decision making Process-Types of Decisions. HRM- Meaning, -Nature and scope of HRM.

Unit III: Organization

Meaning and Types of organizations - Principles – Formal and Informal organization - Organisation Structure – Span of Control – Departmentalization – Basis - Meaning and Importance of Departmentalization. Policies - Meaning and Types – Procedures - Forecasting.

Unit IV: Authority and Responsibility

Authority – Definition – Sources – Limitations – Difference between Authority and Responsibility – Delegation of Authority – Meaning – Principles and importance – Centralization Vs Decentralization- Leadership & Communication

Unit V: Direction Co-ordination & Control

Direction – Nature - Purpose. Co-ordination – Need – Types and Techniques – Requisites for Excellent Co-ordination. Controlling – Meaning – Importance – Control Process.

TEXT BOOK:

1. N.V..S.Raju.- Fundamentals of Management - CENGAGE ,New Delhi.
2. James Campbell Quick, Dbra L.nelson, Preetam Khandelwal - CENGAGE ,New Delhi.
3. Gupta,C.B.ManagementTheory&Practice,SulthanChand&Sons,New Delhi.
4. Prasad,L.M.Principles&PracticeofManagement,SultanChand&Sons,New Delhi.

REFERENCE BOOKS:

1. Tripathi,P.C.&Reddy,P.N.PrinciplesofManagements,TataMcGrawHill,NewDelhi.
2. Weihri chand Koontz,Management-A Global Perspective.
3. Premavathy N, Principles of Management, Sri Vishnu Publications, Chennai.
4. Jayasankar,J. Business Management, Margham Publication,Chennai.
5. Sundar,K.PrinciplesofManagement,VijayNicoleImprintsPvt.Ltd.,Chennai



CBCS SYLLABUS (2023 -24) Regulation

Course Name: B.Com

PROGRAM		B.Com										
Course Code: CDOEBC305D		Course Name: Multimodal Transportation and Logistics Planning						L	T	P	C	
								4	0	0	4	
Year and Semester		2 nd Year III Semester										
Course category		Core										
Course Objective		<ol style="list-style-type: none"> To introduce the students to the concept of multimodal transport and logistics planning To Understand the system of multimodal transport To Comprehend the nuances in multimodal operations To Understand the legal aspects of multimodal transport To Comprehend the nuances in logistics planning To Understand the logistics network at the international level 										
Course Outcome		<p>The student will be able to</p> <ol style="list-style-type: none"> Discover the multimodal transport system Categorize the nuances in multimodal operations Examine the legal aspects of multimodal transport Analyze the nuances in logistics planning Apply the logistics network at the international level Relate to the concept of multimodal transport and logistics planning 										
Pos/ COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3	PSO4	
CO1	1	2	1	1	1	1	1	1	1	1	2	
CO2	2	2	2	1	1	1	1	1	1	1	1	
CO3	3	3	3	3	3	2	3	3	3	2	3	
CO4	3	3	3	3	3	3	3	2	3	2	3	
CO5	2	3	3	3	2	1	1	2	2	3	2	
CO6	2	3	2	3	2	2	3	3	2	2	2	
Average	2.17	2.67	2.33	2.33	2	1.67	2	2	2	1.83	2.17	
Correlation Levels		1. Slight (Low)			2. Moderate (Medium)			3. Substantial (High)				

UNIT I: MULTI-MODALISM

Multi-modal Trade Routes - Evolution - Basic Intermodal System - Modal Interface - Factors outlining why shipper prefer Multi-modalism - Multi-Modalism Strategy – Components. Role of multimodal transport in international logistics



CBCS SYLLABUS (2023 -24) Regulation
Course Name: B.Com

UNIT II: PHYSICAL MULTIMODAL OPERATIONS

Liners - Tramps - Specialized Vessels - Terms - Road transport vehicle – Road Transport Weight and Measurement - Rail Transport Vehicle and Equipment – Air Transport - Ports - LCL - FCL - NVOCC - Freight forwarders - Consolidator - ICD -CFS- Free Trade Area - SEZ - Factors affecting mode and route choice.

UNIT III: CONVENTIONS RELATING TO MULTIMODAL TRANSPORT

Cargo Liability Convention: International Conventions relating to Bill of Lading (The Hague and Hague/Visby Rules (Appendix 8) - Hamburg Rule - Convention relating to Through Transport operation by Land, Rail, Air - Conventions relation to Dangerous Cargo - Carriage of Perishable Goods - International Convention for safe containers 1972 (CSC).

UNIT IV : LOGISTICS AND TRANSPORT PLANNING

Different Types of Logistics and Transport Organizational Structures. Logistics and Transport planning –controlling- decision-making. Logistics and Transport Environment Analysis - Legal and Ethical framework.

UNIT V INTERNATIONAL LOGISTICS NETWORKS

Characteristics of international logistics networks- networks owned by international corporations-leadership network- partnership network- management of international logistics network

TEXT BOOKS

1. ALAN E BRANCH & MICHAEL ROBARTS (2014) *Branch's Elements of Shipping* 9th Edition, Routledge Publication.
2. CLAUS, HYLDAGER (2013rrr) *Logistics and Multi-modal Transport*. 2013 Edition, Institute of Chartered Shipbrokers

REFERENCE

1. The Business of Shipping, Lane C. Kendall and James J. Buckley, Publisher: Cornell Maritime Press
2. Textbook of Logistics and Supply Chain Management D K Agrawal, Macmillan
3. Logistics & Supply Chain Management- Martin Christopher, Pearson



CBCS SYLLABUS (2023 -24) Regulation

Course Name: B.Com

PROGRAM	B. Com										
Course Code: CDOEBC306D	Course Name: Database Management System							L	T	P	C
								4	0	0	4
Year and Semester	II (III Semester)										
Course category	Core										
Course Objective	<ol style="list-style-type: none"> To Apply the fundamentals of Database Management Systems To learn the basic data models and to represent a database system using ER diagrams. To study the uses the database schema and need for normalization To retrieve the data using SQL To study the types of database. 										
Course Outcome	<p>The student will be able to</p> <ol style="list-style-type: none"> Outline the principles of database concepts. Write queries using normalization criteria and optimize queries. Store and retrieve the data using SQL. Evaluate business information problem and find the requirements of a problem in terms of data. Apply backup and recovery procedure in database. Analysis of database design and methodology. 										
	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PSO1	PSO2	PSO3	PSO4
CO1	3	2	2	2	3	3	3	2	1	3	3
CO2	3	2	3	2	2	2	2	3	2	3	3
CO3	3	2	3	2	2	1	3	3	2	2	3
CO4	3	2	2	2	3	2	3	3	2	3	3
CO5	3	1	3	3	2	3	2	3	2	3	3
CO6	3	2	2	2	2	3	3	3	1	2	2
AVER AGE	3	1.8	2.5	2.1	2.3	2.5	2.6	2.8	1.6	2.6	2.8
Correlation Levels	1. Slight (Low)					2. Moderate (Medium)			3. Substantial (High)		



CBCS SYLLABUS (2023 -24) Regulation

Course Name: B.Com

UNIT-I INTRODUCTION TO DATABASE CONCEPTS:

Database Management System - File based system - Advantages of DBMS over file based system - Database Approach - Three level architecture of DBMS or logical DBMS architecture - Need for three level architecture - Database Administrator (DBA) Functions & Role - Data files indices and Data Dictionary - Types of Database.

UNIT- II RELATIONAL AND ER MODELS

Data Models - Relational Model – Domains - Tuple and Relation - Super keys - Candidate keys - Primary keys and foreign key for the Relations - Relational Constraints - Domain Constraint - Key Constraint - Integrity Constraint - Relational Operations - Entity Relationship (ER) Model – Entities – Attributes – Relationships - More about Entities and Relationships - Defining Relationship for College Database - E-R Diagram - Conversion of E-R Diagram to Relational Database.

UNIT –III NORMALISATION

Referential Integrity - Entity Integrity - Redundancy and Associated Problems – Single Valued Dependencies – Normalization - Rules of Data Normalization - The First Normal Form -The Second Normal Form - The Third Normal Form - Boyce Codd Normal Form

UNIT-IV: STRUCTURES QUERY LANGUAGE (SQL)

SQL Meaning – SQL commands - Data Definition Language - Data Manipulation Language - Data Control Language – Transaction Control Language - Queries using Order by – Where - Group by - Nested Queries. Joins – Views – Sequences - Indexes and Synonyms - Table Handling.

UNIT-V: PL/SQL

Introduction to PL/SQL: PL/SQL architecture-Data types in PL/SQL - PL/SQL program structure- PL/SQL conditional Statement- Looping Statement- Function- procedure-Trigger.

TEXT BOOK:

1. Database System Concepts – Silberschatz Korth Sudarshan, International (6th Edition) McGraw Hill Higher Education, 2011.
2. Database Systems: Concepts. Design and Applications, Pearson Education, S.K.Singh.

REFERENCE BOOK:

1. Jose A.Ramalho – Learn ORACLE 8i BPB Publications 2003.
2. “Oracle 9i The complete reference“, Kevin Loney and George Koch, Tata McGraw Hill, 2004.
3. “Database Management Systems”, Ramakrishnan and Gehrke, Mc Graw Hill, Third Edition, 2003.



CBCS SYLLABUS (2023 -24) Regulation

Course Name: B.Com

PROGRAM		B.Com											
Course Code: CDOEBCE5D		Course Name: EXIM Procedure & FOREX Management						L		P		C	
								3		0		3	
Year and Semester		2 year/ III semester											
Course category		Elective											
Course Objective		<ol style="list-style-type: none"> To understand export as an economy changer and To learn about the various stakeholder's role To understand export process, To learn about the documentation process in export and import 											
Course Outcome		<p>The students will be able to</p> <ol style="list-style-type: none"> Understand the role of export trade in strengthening the economy Learn about India's export trade practices Learn about export pricing and financing Learn about import management Learn about import documentation Understand the export import process 											
Pos/COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3	PSO4		
CO1	1	2	1	1	1	1	1	1	1	1	2		
CO2	2	2	2	1	1	1	1	1	1	1	1		
CO3	3	3	3	3	3	2	3	3	3	2	3		
CO4	3	3	3	3	3	3	3	2	3	2	3		
CO5	2	3	3	3	2	1	1	2	2	3	2		
CO6	2	3	2	3	2	2	3	3	2	2	2		
Average	2.17	2.67	2.33	2.33	2	1.67	2	2	2	1.83	2.17		
Correlation Levels		1. Slight (Low)			2. Moderate (Medium)			3. Substantial (High)					



CBCS SYLLABUS (2023 -24) Regulation

Course Name: B.Com

UNIT 1: INTRODUCTION TO EXPORT MANAGEMENT

Definition, balance payments position, Need-for export, WTO impact on the government policies, FTA's, role of taxes on the export and import revenue creation. Insulation of organization to environment in terms of policy, procedures, partners, process and pricing, Process of export management,

UNIT 2: INDIA'S EXPORT TRADE

Trends in India's export trade since independence, Composition of India's export trade, Direction of India's export trade, India's share in world trade, Reasons for India's poor share in world trade, Export of services. Export Product Planning: Modes of entry in foreign markets, Criteria for selection of products for exports, Steps in new product development process, identifying foreign markets for export of products, Product Branding, Product packaging and labeling requirements. Export procedure and incentives impact on the procedures, related customs formalities

UNIT 3: EXPORT PRICING AND FINANCE

Export Pricing – Factors determining export price, Export pricing objectives, Export pricing quotations, Marginal cost pricing, Break even pricing, Export pricing strategies Export offer process incoterms, role, denomination of export contract, Export Finance – Types of export finance, Features of pre-shipment and post-shipment finance, Methods of payment, Role of commercial banks and EXIM banks in export finance, Role of ECGC in export risk management. Banking procedure, Procedure for realization of export incentives, Main export incentives available to Indian exporters.

UNIT 4: IMPORT MANAGEMENT

Procurement planning, Identification, selection of suppliers. Purchase contract, terms of payments. Import policies. Role of a customs house agent and freight forward agents. Type of customs duties, valuation rules.

UNIT 5: IMPORT DOCUMENTATION

Customs Act., Ware housing, Tariffs, Refund and Recoveries of customs, Rebates and Special facilities. Quality Systems – ISO 9000 series, Patenting, Project, Import and Export (Contract, Trunkey, Civil Construction, Services), EPZs & SEZs. Provisions and restrictions for import and export in India.

TEXTBOOKS:

1. Export Management – P. K. Khurana – Galgotia Publishing Company, New Delhi.
2. Export Management – T. A. S. Balagopal – Himalaya Publishing House, Mumbai.

REFEREECE

1. Export/import procedures and documentation - Thomas E Johnson, Amacom; 4 edition
2. Export Management – D. C. Kapoor – Vikas Publishing House Pvt. Ltd., New Delhi.



CBCS SYLLABUS (2023 -24) Regulation

Course Name: B.Com

PROGRAM	B. Com										
Course Code: CDOEBCE6D	Course Name: E-Commerce and Digital Processing							L	T	P	C
								3	0	0	3
Year and Semester	2 nd Year (III Semester)										
Course category	Elective										
Course Objective	<ol style="list-style-type: none"> To understand the purpose of E- Commerce To Know the importance of E-Commerce in business model To learn basics of E-Market and E-Payment To learn fundamental concepts on digital processing. To learn implementation techniques in enterprise applications 										
Course Outcome	<p>The Students will be able to</p> <ol style="list-style-type: none"> Recognize the E-Commerce and its functional modules Learn the new technologies in E-commerce application Implement the business in using E-commerce technology Understand the importance of digital processing in business management Know the various types of digital process Know the usage of E-Commerce in business applications 										
	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PSO1	PSO2	PSO3	PSO4
CO1	3	1	3	1	3	3	1	2	2	2	2
CO2	3	2	3	3	3	2	2	2	3	2	2
CO3	3	2	3	3	2	1	1	2	3	3	2
CO4	3	2	3	3	2	2	2	2	3	3	3
CO5	3	3	3	3	2	2	2	2	3	3	3
CO6	3	2	3	3	2	3	2	2	3	2	3
AVERAGE	3.00	2.00	3.00	2.67	2.33	2.17	1.67	2.00	2.83	2.50	2.50
Correlation Levels			1. Slight (Low)				2. Moderate (Medium)			3. Substantial (High)	



CBCS SYLLABUS (2023 -24) Regulation

Course Name: B.Com

UNIT – I E-COMMERCE

Introduction to E-commerce: An Overview of Electronic Commerce – Electronic Commerce Framework - Evolution of Electronic Commerce, Traditional Commerce vs E-Commerce Advantages and Disadvantage of E-commerce, Roadmap of e-commerce in India

UNIT – II E-COMMERCE BUSINESS MODELS

E-commerce Business Model: Business to Consumer (B2C) Models - Consumer to Consumer (C2C) Models - Business to Business (B2B) Models - Business-to-Employee (B2E) - Government-to-Government (G2G) - Government-to-Employee (G2E) Government-to-Business (G2B) - Government-to-Consumer (G2C) - Factors That Influence Trust Building in E-commerce.

UNIT – III EDI

ELECTRONIC DATA INTERCHANGE (EDI) Introduction - Traditional EDI Systems - Benefits and Drawbacks - Data Transfer and Standards - Financial EDI - EDI Systems and the Internet - Messaging Security Issues - Confidentiality Integrity -Authentication, Encryption Techniques-Cyber Laws

UNIT –IV DIGITAL PROCESS

Electronic Payment Systems: Electronic Payment Systems, Electronic Cash, Smart Cards and Electronic Payment Systems, Credit Card Based Electronic Payment Systems, Electronic Payment Systems: Security, Privacy and risk.

UNIT V: DIGITAL PROCESSESING

Online and mobile Commerce in Advertising, Auction, Personal Selling , Sales Promotion, Public Relations, Booking and Ticketing – Virtual shopping malls — Wireless telemedicine -Interactive Voice Response (IVR) - Transaction security issues

TEXT BOOK

1. mir Manzoor, E-Commerce: An Introduction, 2010.LAP LAMBERT Academic Publishing
2. Chaston, E-marketing Strategy, Tata McGraw Hill.
3. P. T. S. J. JOSEPH, E-COMMERCE, PHI Learning Pvt. Ltd., 2011

REFERENCES

1. Paul S Richardson, Internet Marketing, Tata McGraw Hill
2. Marry Lou Roberts, Internet Marketing, Tata McGraw Hil
3. Thomas Eisenmann, Internet Business Models, Tata McGraw Hill



CBCS SYLLABUS (2023 -24) Regulation

Course Name: B.Com

PROGRAM	B. Com															
Course Code: CDOEBC401D	Course Name : Professional Communication								L	T	P	C				
									1	0	0	1				
Year and Semester	II Year (IV Semester)															
Course category	Core															
Course Objective	<ol style="list-style-type: none">1. To enhance the Employability and Career Skills of students2. To enlighten the students towards effective skills for career development3. To prepare themselves for interviews and develop their confidence4. To deliver short speeches in front of an audience5. To prepare effective and impressive CV and Cover Letters															
Course Outcome	At the end of the course, the student should be able to: <ol style="list-style-type: none">1. Face an interview2. Present effective speeches using verbal and non verbal techniques3. Use appropriate vocabulary in formal communication4. Write CVs effectively and persuasively5. Comprehend different genres of speech and the implied meanings effectively6. Participate in Group discussions and debates effectively															
PPOs / COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3	
CO1	-	-	-	-	-	-	-	-	-	3	-	2	-	-	-	
CO2	-	-	-	-	-	-	-	-	-	1	-	3	-	-	-	
CO3	-	-	-	-	-	1	-	-	1	3	-	-	-	-	-	
CO4	-	-	-	-	-	-	-	-	-	3	-	1	-	-	-	
CO5	-	1	-	-	-	-	-	-	2	3	-	-	-	-	-	
CO6	1	-	-	-	-	1	-	-	1	3	-	-	-	-	-	
AVERAGE																
CORRELATION LEVELS				10. SLIGHT (LOW)				11. MODERATE (MEDIUM)				12. SUBSTANTIAL (HIGH)				

UNIT I

Introduction to Professional communication – importance of Soft Skills – Hard skills – employability and career Skills – Grooming as a professional with values

UNIT II

Presentation Skills – Self-Introduction – Individual presentation on current affairs - Technical presentations – role play.



CBCS SYLLABUS (2023 -24) Regulation
Course Name: B.Com

UNIT III

Planning a Resume'- writing a resume- writing application letters - understanding the interview process - common types of interview- Preparing for a job interview - mock Interviews.

UNIT IV

Recognizing differences between groups and teams - managing time - managing stress - understanding career management - developing a long-term career plan - making career changes

UNIT V

Planning for the interview - types of interviews (one to one interview, panel interview telephonic and Skype interview) - interview etiquettes - dress code for interview – frequently asked questions (FAQ).

Text Books:

1. **How to Write a CV That Really Works: A Concise, Clear and Comprehensive Guide to Writing an Effective CV**, Paul McGee Hachette UK, 2014
2. **Essentials of Business Communication**, Mary Ellen Guffey, Dana Loewy, Cengage Learning, 2012
3. **Interview Skills that win the job: Simple techniques for answering all the tough questions**, Michael Spiropoulos, Allen & Unwin, 2005
4. **Effective Interviewing and Interrogation Techniques**, William L. Fleisher, Nathan J. Gordon, Academic Press, 2010

References:

1. <http://www.utsa.edu/careercenter/PDFs/Interviewing/Types%20of%20Interviews.pdf>
2. <http://www.amu.apus.edu/career-services/interviewing/types.htm>
3. <http://www.careerthinker.com/interviewing/types-of-interview/>



CBCS SYLLABUS (2023 -24) Regulation

Course Name: B.Com

PROGRAM	B. Com											
Course Code: CDOEBC402D	Course Name: Financial Management							L	T	P	C	
Year and Semester	2 nd Year (IV Semester)							4	0	0	4	
Course category	Core											
Course Objective	<ol style="list-style-type: none">1. To acquaint students with fundamental aspects of finance such as sourcing, deploying and monitoring the financial activities.2. Know the theories and techniques of financial management3. Understand the financial problems in business practice4. Have relevant, systematic, efficient and actual knowledge of financial management5. Apply in practice financial decision and resolve financial decision.											
Course Outcome	The students will be able to <ol style="list-style-type: none">1. Get an idea about the nature of financial management2. Learn the techniques of capital budgeting3. Develop an understanding of the concept of cost of capital4. Understand the basic of working capital management5. Learn about the concept of capital structure and dividend decisions.6. Understand the financial problems in business practice											
	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PSO1	PSO2	PSO3	PSO4	
CO1	3	3	2	2	1	1	1	2	1	1	1	
CO2	3	3	1	3	2	1	1	3	2	3	2	
CO3	3	3	3	3	2	2	2	3	2	3	3	
CO4	3	3	3	3	3	3	3	3	3	3	3	
CO5	3	3	3	3	3	3	3	3	3	3	3	
CO6	3	3	3	3	3	3	3	3	3	3	3	
AVERAGE	3	3	2.5	2.83	2.33	2.17	2.17	2.83	2.33	2.83	2.5	



Correlation Levels	1. Slight (Low)	2.Moderate (Medium)	3. Substantial (High)
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UNIT 1 : NATURE OF FINANCIAL MANAGEMENT

Scope of Finance & Financial Management, Finance Functions, financial objectives of business firm - Financial Manager's Role, importance of Financial Management in business, Organization Chart of Finance function.

UNIT 2 : CAPITAL BUDGETING DECISIONS

Meaning and Importance of Investment Decisions, Types of Investment Decisions, Techniques for Evaluating Investment Proposals -Discounted Cash Flow Methods- NPV, IRR; Non-Discounted Cash Flow Methods- Payback Period, ARR.

UNIT 3 : COST OF CAPITAL

Meaning, Definition- Components of Cost of Capital, Importance of Cost of Capital, Factors determining Cost of Capital-Computation of cost of capital-Cost of Debt-Equity capital, preferential capital, Cost of Retained earnings, Determination of Weighted average cost of capital and Marginal cost of capital.

UNIT 4 : WORKING CAPITAL MANAGEMENT:

Introduction – Meaning of Working Capital-Definition- Concept of Working Capital-Types- Permanent & Variable, Significance, Adequacy - Advantages-Factors determining Working Capital Requirements-Working Capital Management-Forecasting of Working Capital Requirements-Operating Cycle/Cash Conversion Cycle-Sources of Working capital.

UNIT 5 CAPITAL STRUCTURE AND DIVIDEND DECISIONS

Meaning & Importance of Capital Structure, Factors affecting Capital Structure, Over & Under Capitalization, theories of capital structure, Dividend policy-Factors affecting the dividend policy-Dividend policies-stable dividend, stable payout.



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(Deemed to be University Under Section 3 of UGC Act 1956)



CBCS SYLLABUS (2023 -24) Regulation

Course Name: B.Com

TEXT BOOKS :

1. Financial Management, S.N. Maheswari, Publisher: Sultan Chand & co.,
2. Financial Management: Theory & Practices, Prasanna Chandra, Publisher: Tata McGraw Hill

REFERENCES

1. Financial Management, I.M.Pandey, Publisher: Vikas Publishing House
2. Financial Management, Khan & Jain, McGraw Hill
3. Fundamentals of Financial Management, Chandra Bose, Publisher: Prentice Hall of India
4. Financial Management- A. Murthy Margham Publications



CBCS SYLLABUS (2023 -24) Regulation

Course Name: B.Com

PROGRAM		B. Com											
Course Code: CDOEBC403D		Course Name : Retail Logistics and Warehouse Management						L	T	P	C		
								3	1	0	3		
Year and Semester		II (IVSemester)											
Course category		Core											
Course Objective		<ol style="list-style-type: none"> 1.To gain knowledge on the basics of Retail Logistics 2. To understand the principles warehousing in retail 3.To learn about retail supply chain strategies 4. To study about e-commerce and retail logistics 5. To gain knowledge of emerging trends in retail logistics and warehousing 											
Course Outcome		<p>The Students will be able to</p> <ol style="list-style-type: none"> 1. Understand the fundamental concepts and principles of retail logistics and its role in the retail supply chain. 2. Analyze and apply inventory management techniques, including safety stock calculations and reorder point determination, to optimize retail operations. 3. Gain insights into developing effective retail supply chain strategies, aligning them with organizational goals, and utilizing demand forecasting to enhance supply chain efficiency. 4. Assess the impact of e-commerce on retail logistics, implement e-fulfillment strategies, and manage reverse logistics effectively. 5. Equipped with knowledge of emerging trends in retail logistics, including sustainability practices, circular economy concepts, and their application in the modern retail supply chain. 6. Understand the concepts of Retail Logistics and Warehouse Management 											
Pos/ COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3	PSO4		
CO1	2	-	-	-	-	2	2	2	-	-	2		
CO2	2	-	-	-	2	2	2	2	-	2	2		
CO3	2	-	-	-	2	-	2	2	-	2	2		
CO4	3	-	-	-	3	-	2	3	2	3	2		
CO5	2	-	-	-	-	-	2	2	-	-	2		
CO6	2	-	-	-	2	2	2	2	2	2	2		



CBCS SYLLABUS (2023 -24) Regulation

Course Name: B.Com

Average	2.2	-	-	-	2.3	2.0	2.0	2.2	2.0	2.3	2.0
Correlation Levels	1. Slight (Low)				2. Moderate (Medium)			3. Substantial (High)			

UNIT 1: INTRODUCTION TO RETAIL LOGISTICS

Overview of Retail Logistics - Understanding the retail supply chain - Role of logistics in retail- Retail Inventory Management - Inventory control methods - Safety stock and reorder points - Retail Transportation Management - Modes of transportation in retail - Routing and scheduling

UNIT 2: WAREHOUSING IN RETAIL

Warehousing Operations - Warehousing functions and processes - Warehouse layout and design - Warehouse Technology - Automation and robotics in warehousing - Warehouse management systems (WMS) - Warehouse Performance Metrics - Key performance indicators (KPIs) - Continuous improvement in warehousing

UNIT 3: RETAIL SUPPLY CHAIN STRATEGIES

Supply Chain Strategy Development - Aligning supply chain with retail strategy - Demand forecasting and planning - Omni-Channel Retailing - Multi-channel vs. omni-channel retailing - Supply chain implications of omni-channel

UNIT 4: E-COMMERCE AND RETAIL LOGISTICS

E-commerce in Retail - Impact of e-commerce on the retail supply chain - E-fulfillment strategies - Reverse Logistics in Retail - Returns management - Sustainability and reverse logistics.

UNIT 5: EMERGING TRENDS AND CASE STUDIES

Sustainability in Retail Logistics - Green logistics practices - Circular economy in retail - Case Studies - Real-world examples of successful retail logistics and warehousing management

TEXTBOOKS:

1. "Retail Logistics and Supply Chain Management" by John Fernie and Leigh Sparks
2. "Warehouse Management: A Complete Guide to Improving Efficiency and Minimizing Costs in the Modern Warehouse" by Gwynne Richards

REFERENCE BOOKS:

1. "Supply Chain Management: Strategy, Planning, and Operation" by Sunil Chopra and Peter Meindl
2. "Logistics and Supply Chain Management" by Martin Christopher
3. "The Handbook of Logistics and Distribution Management" by Alan Rushton, Phil Croucher, and Peter Baker
4. "Retailing Logistics & Fresh Food Packaging: Managing Change in the Supply Chain" by Margaret Bruce and Christopher M. Lowe
5. "Logistics Management and Strategy: Competing Through the Supply Chain" by Alan Harrison and Remko Van Hoek



CBCS SYLLABUS (2023 -24) Regulation

Course Name: B.Com

PROGRAM	B. Com										
Course Code: CDOEBC404D	Course Name : Marine Insurance							L	T	P	C
								4	0	0	3
Year and Semester	II (IVSemester)										
Course category	Core										
Course Objective	1.To understand the concept of marine insurance 2.To comprehend the marine insurance market structure 3.To know the risks covered by marine insurance 4.To acquire knowledge in different institute clauses 5.To gain knowledge on marine insurance claims										
Course Outcome	On successful completion of the course, the students will be able to CO1 Explain the significant concept of marine insurance. CO2 Analyse the marine insurance market structure CO3 Examine the classes of risk coverage in marine insurance. CO4 Analyse the different institute clauses. CO5 Examine marine insurance claim procedure and documentation										
Pos/COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3	PSO4
CO1	2	-	-	-	-	2	2	2	-	-	2
CO2	2	-	-	-	2	2	2	2	-	2	2
CO3	2	-	-	-	2	-	2	2	-	2	2
CO4	3	-	-	-	3	-	2	3	2	3	2
CO5	2	-	-	-	-	-	2	2	-	-	2
CO6	2	-	-	-	2	2	2	2	2	2	2
Average	2.2	-	-	-	2.3	2.0	2.0	2.2	2.0	2.3	2.0
Correlation Levels	1. Slight (Low)			2. Moderate (Medium)				3. Substantial (High)			

UNIT 1: THE CONCEPT OF MARINE INSURANCE

Evolution of marine insurance – Nature and scope- marine insurance contract- General principles of marine insurance –indemnity- Insurable interest – proximate cause -utmost good faith.



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Course Name: B.Com

UNIT 2: MARINE INSURANCE MARKET STRUCTURE

The international marine insurance market- Division between Lloyd's, Insurance companies and P&I Clubs – Lloyd's brokers and agents- Marine insurance market structure in India-Insurance brokers

UNIT 3: CLASSES OF RISKS COVERED UNDER MARINE INSURANCE

Hull & Machinery - Freight and Hire - War Risk- Cargo Liability- Employee Liability -Protection & Indemnity Third Party (incl. collision, damage to other property, death & personal injury, pollution liability)

UNIT 4: INSTITUTE CLAUSES

Institute Time Clauses Hulls - Institute War and Strikes Clauses Hulls, Institute Time Clauses Freight, Institute Cargo Clauses (A) - Institute Cargo Clauses (B) - Institute Cargo Clauses (C) - Institute War Clauses (Cargo) - Institute Strike Clauses (Cargo)

UNIT 5: MARINE INSURANCE CLAIMS

The concept of total loss - actual and constructive. Particular average and General Average (GA) – GA settlement. The principle of salvage. Claim procedures and Documentation – Right of Subrogation.

TEXTBOOKS:

1. Marine insurance by Solomon Stephen Huebner (Nabu Press)
2. Marine Insurance: Its Principles and Practice by Templeman (Qureshi Press)
3. The Modern Law of Marine Insurance by D. Rhidian Thomas (Lloyd's List)

REFERENCES:

1. N D Kapoor– Elements of Mercantile Law – Sultan Chand & Sons
2. Simon Baughen“Shipping Law” – Cavendish Publishing



CBCS SYLLABUS (2023 -24) Regulation

Course Name: B.Com

PROGRAM		B. Com										
Course Code: CDOEBC405D		Course Name: Entrepreneurship Development					L	T	P	C		
							3	1	0	3		
Year and Semester		II (IV Semester)										
Course category		Core										
Course Objective		<ol style="list-style-type: none"> To acquaint the students with knowledge of types of enterprises and To inculcate entrepreneurial qualities to become creative and innovative entrepreneurs. To enable student to do business projects 										
Course Outcome		<p>The students will be able to</p> <ol style="list-style-type: none"> To Outline the basics of entrepreneurship Explain the process of setting up a new business together with problems to be faced. Examine project management. Examine financial analysis and sources of finance. Summarize idea about marketing channels. Develop entrepreneurship skills 										
Pos/COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3	PSO4	
CO1	1	2	1	1	1	1	1	1	1	1	2	
CO2	2	2	2	1	1	1	1	1	1	1	1	
CO3	3	3	3	3	3	2	3	3	3	2	3	
CO4	3	3	3	3	3	3	3	2	3	2	3	
CO5	2	3	3	3	2	1	1	2	2	3	2	
CO6	2	3	2	3	2	2	3	3	2	2	2	
Average	2.17	2.67	2.33	2.33	2	1.67	2	2	2	1.83	2.17	
Correlation Levels		1. Slight (Low)			2. Moderate (Medium)			3. Substantial (High)				
UNIT 1 ENTREPRENEURSHIP												
Definitions and Structure, The Entrepreneurial Culture, The Concept of Entrepreneurship, Classification and Types of Entrepreneurs, Entrepreneurial Traits and Motivation, , Entrepreneur Vs. Salaried people												
UNIT 2 SETTING UP A SMALL INDUSTRY												
Steps for Starting a Small Industry, Selection of Types of Organization, Incentives and Subsidies, Opportunities Problems of Entrepreneurship, Sickness in Small-scale Industries - Reasons and Remedies, Importance of SME to our Economy.												



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Course Name: B.Com

UNIT 3 PROJECT MANAGEMENT.

Concept of Projects and Classification, Project Report, Project Appraisal, Factory location and Layout, Institutions in Aid of Entrepreneurs. Development of Women Entrepreneurs

UNIT 4 FINANCIAL ANALYSIS & SOURCES OF FINANCE

Financial Appraisal, Break-Even Analysis, Profitability Analysis, Sources of Development Finance, Project Financing, Institutional Finance to Entrepreneurs.

UNIT 5 MARKETING CHANNEL

Methods of Marketing, Marketing Channels, Marketing Institutions and Assistance, Setting Quality Standards.

TEXTBOOKS:

1. Dynamics of Entrepreneurial Development and Management, Vasant Desai, Publisher: Himalayan Book Company
2. Entrepreneur Development, Gupta & Srinivasan, Publisher: Pearson

REFERENCES:

1. Entrepreneurship Development and Management, Dr. A.K. Singh, Publisher: Laxmi Publications
2. Entrepreneurial Development, S. S. Khanka, Publisher: S. Chand



CBCS SYLLABUS (2023 -24) Regulation

Course Name: B.Com

PROGRAM	B. Com										
Course Code: CDOEBC406D	Course Name: Web Technology							L	T	P	C
								4	0	0	4
Year and Semester	2 nd Year (IV Semester)										
Course category	Humanities and Social Sciences			Management courses			Core		Professional Elective		
Course Objective	<ol style="list-style-type: none"> To study the basic HTML tags To apply List and table in web page To use Forms & Frames in web page To learn CSS style sheets To gain knowledge in PHP 										
Course Outcome	<p>The students will be able to</p> <ol style="list-style-type: none"> Understand the concepts of HTML. Apply the knowledge of HTML tags. Design static web page. Apply forms and frames in web page. Apply CSS in the web page. Create a dynamic web page using PHP. 										
	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PSO1	PSO2	PSO3	PSO4
CO1	3	2	2	2	2	3	3	2	1	3	3
CO2	3	1	2	2	2	2	3	3	2	3	3
CO3	3	2	3	1	3	2	3	3	2	3	2
CO4	3	2	3	2	2	2	3	3	2	3	3
CO5	3	1	2	2	3	2	2	3	2	2	3
CO6	3	2	3	2	2	3	3	3	1	2	3
AVERAGE	3	1.6	2.5	1.8	2.3	2.3	2.8	2.8	1.6	2.6	2.8
Correlation Levels			1. Slight (Low)				2. Moderate (Medium)			3. Substantial (High)	



CBCS SYLLABUS (2023 -24) Regulation

Course Name: B.Com

UNIT I: INTRODUCTION

HTML: Markup Languages – HTML version- HTML common tags – header – text styling – linking – images – formatting text – special characters, horizontal rules and line breaks- comment lines.

UNIT II: LIST AND TABLE

Ordered and unordered lists: List-Unordered lists- headings in a list – ordered lists- Nested lists. Table handling: Tables- table creation in HTML- Width of the Tables and cells-Cells spanning multiple rows/Columns- Coloring cells – Column specification.

UNIT III: FRAMES & FORMS

Frames: Frame set - Definition – Frame definition –Nested Frames- Forms: Action attributes –Method attributes – form Elements.

UNIT IV: CASCADING STYLE SHEET

Introduction to Cascading Style Sheets– Elements of styles Inline styles – CSS types: inline- internal –external styles- Embedded Style Sheets – Conflicting Style – Linking External Style Sheets.

UNIT V: PHP

PHP Introduction –Syntax- Variables- Echo / Print - Data Types-Operators- PHP Form: handling and Validation- Decision making statement: If Else if- Looping Statement: For, while Switch- Array- Function

Textbooks:

1. Martyr Steep, Jessica Miller and Victoria Kirst, —Web Programming Step by Step, Step by Step Publishing, Second edition, 2017.
2. Elizabeth Castro, Bruce Hyslop, —HTML5 and CSS3, Peachpit Press, Seventh edition, 2015
3. Beginning PHP5”, Dave W. Mercer, Allan Kent, Steven D. Nowicki, 2004 Edition, Wiley Publication.

Reference Books:

1. “PHP- A Beginner’s Guide”, Ashok Appu, Wiley Publication.
2. Joel Sklor, —Principles of Web Design , Cengage learning, Sixth edition, 2016
3. John Pollock, —Javascript: A Beginner’s Guide, McGraw Hill, Fourth edition, 2015



CBCS SYLLABUS (2023 -24) Regulation

Course Name: B.Com

PROGRAM		B.Com										
Course Code CDOEBCE7D		Course Name : Fundamentals of Human Resource Management						L 3	T 0	P 0	C 3	
Year and Semester		III (V Semester)										
Course category		Elective										
Course Objective		<ol style="list-style-type: none"> To enable the students gain complete insight into various domains of Human Resource Management To teach students the basic principles of human resources management. To help the students to learn how an organization acquires, rewards, motivates, uses and generally manages it people effectively. To help the students to become better leaders by enhancing their effectiveness in managing human resources. To help the students to learn fundamental HRM frameworks and analyze the overall role of HRM in business. 										
Course Outcome		<p>The students will be able to</p> <ol style="list-style-type: none"> Learn the nature and scope of human resource management. Get an exposure about planning and procurement. Learn about maintenance and development. Know the importance of compensation. Understand the concept of Maritime HRM Learn the principles of Human resource Management 										
Pos/COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3	PSO4	
CO1	1	2	1	1	1	1	1	1	1	1	2	
CO2	2	2	2	1	1	1	1	1	1	1	1	
CO3	3	3	3	3	3	2	3	3	3	2	3	
CO4	3	3	3	3	3	3	3	2	3	2	3	
CO5	2	3	3	3	2	1	1	2	2	3	2	
CO6	2	3	2	3	2	2	3	3	2	2	2	
Average	2.17	2.67	2.33	2.33	2	1.67	2	2	2	1.83	2.17	



CBCS SYLLABUS (2023 -24) Regulation

Course Name: B.Com

PROGRAM	B. Com
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Correlation Levels	1. Slight (Low)	2. Moderate (Medium)	3. Substantial (High)
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UNIT 1: NATURE & SCOPE

History & evolution of Human Resource Management as a Discipline, Managerial & Operative Functions, Organisation of HR Department, Objectives of HRM, Competencies required for HR Managers, Importance of HR Department Barriers to effective functioning, Future of HR.

UNIT 2: PLANNING & PROCUREMENT

HR planning - Recruitment, selection, placement, induction, Promotion, and transfer policy. Job analysis, job-description, job specification, typical manpower planning scheme for large organizations - steps involved.

UNIT 3: MAINTENANCE & DEVELOPMENT

Definition of Training & Development, Training need assessment, Types/methods/techniques of training, Setting up and maintaining a good Training and Development Department, Role of HR manager.

UNIT 4 COMPENSATION

Wage and salary administration, the rationale behind them, essential steps in formulating compensation package, Job evaluation, methods and importance, latest trends, Whether wages can be fixed on scientific basis alone. Performance Appraisal - Methods, Pre - requisites, Pitfalls and remedies

UNIT 5: Maritime HRM

Organisational Structure of Shipping Company, Unique features of Maritime Employment –Terms & Conditions, Career avenues and paths in Maritime Industry, HR practices of Maritime Industry –Merits & Demerits.

TEXT BOOKS

1. Human Resource Management, T.N. Chhabra, Publisher: DhanpatRai Publishers
2. Human Resource Management: Text And Cases, K. Aswathappa, Publisher: Tata Mcgraw Hil

REFERENCE

1. Human Resource Development, P.C. Tripathi, Publisher: Sultan Chand & sons
2. Human Resource Management - Alan Price, Cengage Learning, 2011



CBCS SYLLABUS (2023 -24) Regulation

Course Name: B.Com

Course Code: CDOEBCE8D	Course Name : Micro Finance Operations	L	T	P	C						
		3	0	0	3						
Year and Semester	2 nd Year (IV Semester)										
Prerequisite course	NIL										
Course category	Elective										
Course Objective	To gain knowledge on 1. The system of banking and micro finance 2. Banking products and services 3. Structure of micro finance market 4. Self Help Groups (SHG) 5. Banker customer relationship										
Course Outcome	1.	Take part to act as customer relationship officer in a bank									
	2.	Developed to act Advisor to Self Help Groups									
	3.	Demonstrate the system of banking and micro finance									
	4.	Simplify the Structure of micro finance market									
	5.	Evaluate knowledge on Self Help Groups (SHG)									
	6.	Experiment with Banker customer relationship									
	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PSO1	PSO2	PSO3	PSO4
CO1	3	1	3	1	3	3	1	2	2	2	2
CO2	3	2	3	3	3	2	2	2	3	2	2
CO3	3	2	3	3	2	1	1	2	3	3	2
CO4	3	2	3	3	2	2	2	2	3	3	3
CO5	3	3	3	3	2	2	2	2	3	3	3
CO6	3	2	3	3	2	3	2	2	3	2	3
AVERAGE	3.00	2.00	3.00	2.67	2.33	2.17	1.67	2.00	2.83	2.50	2.50
Correlation Levels			1. Slight (Low)			2. Moderate (Medium)			3. Substantial (High)		



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Course Name: B.Com

Unit1

Role and importance of banks-Structure of Indian banking industry– basic banking products and services - banker customer relationship

Unit 2

Evolution of microfinance in India-Mainstream microfinance institutions

Unit 3

Need and importance of Micro finance- meaning of different models of micro finance. SHGs- their significance

Unit 4

Organization structure of MF-its products and service

Unit 5

Understanding the role & importance of back-office operations in an MFI

Reference Books

1. Microfinance in India, K G Karmakar - Managing Director, National Bank for Agriculture and Rural Development (NABARD), Sage publications.
2. Microfinance Studies: Introduction and Overview, Cyril Fouillet, Marek Hudon, Barbara Harris White & James Copestake, Oxford Development Studies



CBCS SYLLABUS (2023 -24) Regulation

Course Name: B.Com

PROGRAM	B. Com				
Course Code: CDOEBC501D	Course Name: DIRECT AND INDIRECT TAXATION	L 4	T 1	P	C 4
Year and Semester	III (V Semester)				
Course category	Core				
Course Objective	<ol style="list-style-type: none">1. To help in understanding practical aspects of accounting2. To introduce the students to tally package3. To make the students understand the concept of GST4. To learn the steps in filing income tax				
Course Outcome	The Students will be able to <ol style="list-style-type: none">1. Summarize introduction to tally2. Examine advance accounting in tally3. Summarize exposure in managing inventory through tally4. Apply the about GST5. Apply filing of income tax6. Apply the practical application of taxation and accounting				

	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PSO1	PSO2	PSO3	PSO4
CO1	3	3	2	2	1	1	1	2	1	1	1
CO2	3	3	1	3	2	1	1	3	2	3	2
CO3	3	3	3	3	2	2	2	3	2	3	3
CO4	3	3	3	3	3	3	3	3	3	3	3
CO5	3	3	3	3	3	3	3	3	3	3	3
CO6	3	3	3	3	3	3	3	3	3	3	3
AVERAGE	3	3	2.5	2.83	2.33	2.17	2.17	2.83	2.33	2.83	2.5
Correlation Levels	1. Slight (Low)			2. Moderate (Medium)			3. Substantial (High)				

UNIT 1: INTRODUCTION TO INCOME TAX Introduction, Residential Status and Incidence of Tax, Five heads of Income Income from Salary – Allowances , Perquisites, Deduction U/S 16 , Profit in lieu of Salary.
UNIT 2 INCOME FROM HOUSE PROPERTY AND BUSINESS OR PROFESSION Income from Salary – Self Occupied, Let Out, deemed to be Let out. Income from Business or Profession



CBCS SYLLABUS (2023 -24) Regulation

Course Name: B.Com

Unit 3 INCOME FROM CAPITAL GAIN AND OTHER SOURCE

Income from Capital Gain – Income from Other Source- Deduction from Gross Total Income.

UNIT 4: ASSESSMENT OF INDIVIDUAL

Assessment of Individual – Set -off and Carry Forward, Clubbing and Aggregation of Income – Income Tax Return Filing

UNIT 5: GST

Introduction, Basic Knowledge about Levy and Collection of Tax, Time and Value of Supply and Input Tax Credit, Registration under GST, Returns under GST

TEXTBOOKS:

1. Income Tax- Hariprasad Reddy, Margham Publications
2. Student Guide to Income Tax Including GST- Dr. Vinoth K. Singhanian & Monica Singhanian, Vikas Book House

REFERENCE

1. Income Tax Law & Practice Gaur. V. P, Narang. D. B., Jain K. C., Kalyani Publications
2. Taxmann's Service Tax: How to Meet Your Obligations, S. S. Gupta, Taxmann Allied Services
3. Indirect Taxes Law and Practice 42nd Edition 2019 by V.S. Datey, Taxmann Allied Services
4. Indirect Taxation (GST & Customs) Dr. S. Varadharajan, Ruthra Learning Publishers
5. Goods And Services TAX GST – H. C. Mehrotra, Sahitya Bhawan Publications



CBCS SYLLABUS (2023 -24) Regulation

Course Name: B.Com

PROGRAM		B.Com										
Course Code: CDOEBC502D		Course Name: Liner Trade Operations					L 3	T 0	P 0	C 3		
Year and Semester		III (V Semester)					Contact hours per week 3 Hrs					
Prerequisite course		NIL										
Course category		Core										
Course Objective		<ol style="list-style-type: none"> To understand the liner shipping operations and its related documentations to understand the concept of stowage of cargo To understand the financial aspects of liner trade 										
Course Outcome		<p>The Students will be able to</p> <ol style="list-style-type: none"> Explain the basics of liner trade. Summarize insight into the principles of stowage of liner cargo. Apply the fundamental of international trade. Apply the principles of liner service pricing. Outline about liner carriers' and merchants' responsibilities and limitations of liability Apply the concepts of liner trade in business 										
Pos/ COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3	PSO4	
CO1	1	2	1	1	1	1	1	1	1	1	2	
CO2	2	2	2	1	1	1	1	1	1	1	1	
CO3	3	3	3	3	3	2	3	3	3	2	3	
CO4	3	3	3	3	3	3	3	2	3	2	3	
CO5	2	3	3	3	2	1	1	2	2	3	2	
CO6	2	3	2	3	2	2	3	3	2	2	2	
Average	2.17	2.67	2.33	2.33	2	1.67	2	2	2	1.83	2.17	
Correlation Levels		1. Slight (Low)			2. Moderate (Medium)			3. Substantial (High)				



CBCS SYLLABUS (2023 -24) Regulation

Course Name: B.Com

UNIT 1: INTRODUCTION TO LINER TRADE

Characteristics of Liner shipping, Liner Service Routes - North-South East-West Trade routes, service options, basic geography, important ports of the world and their location. Different types of Liner ships - types of liner cargo

UNIT 2: STOWAGE OF LINER CARGO

Concept of unitization of cargo, safety of cargo, Layout of a ship and stowage plan of a general cargo liner ship - on- board cargo handling equipment in a general cargo liner ship-, salient features of a general cargo port- role of a transit shed.

UNIT 3: FINANCIAL ASPECTS OF LINER TRADE

The Bill of Lading,- its role and function in international trade- anatomy of a general cargo liner bill of lading, Mates' Receipt, Tally & Survey of cargo - process of reconciliation of Bill of Lading- the concept of "clean and claused" Bill of Lading.

UNIT 4: PRINCIPLES OF LINER SERVICE PRICING

Concept of a liner voyage- operations- service patterns Structure of general cargo liner tariff, Concept of liner conference and its role in pricing - consortium/alliance

UNIT 5 : LINER AGENCY SYSTEM

Roles of commercial and technical departments in a general cargo liner company - the role of a general cargo liner agent - organization structure and the responsibilities of an agent.

TEXT BOOK :

1. Elements of Shipping, 8th Edition by Alan E. Branch.
2. A Liner Shipping Network Design: Routing and Scheduling Considering Environmental Influences
Volker Windeck, Springer Science & Business Media

REFERENCE BOOKS

1. Liner Trades- Seamanship International, 2010
2. Liner Shipping Economics Jan Jansson, Springer Science & Business Media



CBCS SYLLABUS (2023 -24) Regulation

Course Name: B.Com

PROGRAM		B.Com											
Course Code:		Course Name :						L	T	P	C		
CDOEBC503D		Research Methodology						4	0	0	4		
Year and Semester		III (V Semester)											
Course category		Core											
Course Objective		<ol style="list-style-type: none"> Understand the basics research concepts. To understand research design Get an understanding of how to frame hypothesis. Learn about the different methods of data collection. To learn how to analyze data and prepare a research report. 											
Course Outcome		<p>The Students will be able to</p> <ol style="list-style-type: none"> Apply the basics research concepts. To Apply research design Summarize understanding of how to frame hypothesis. Examine the different methods of data collection. To Explain how to analyze data and prepare a research report. Analyses various business problems 											
Pos/COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3	PSO4		
CO1	1	2	1	1	1	1	1	1	1	1	2		
CO2	2	2	2	1	1	1	1	1	1	1	1		
CO3	3	3	3	3	3	2	3	3	3	2	3		
CO4	3	3	3	3	3	3	3	2	3	2	3		
CO5	2	3	3	3	2	1	1	2	2	3	2		
CO6	2	3	2	3	2	2	3	3	2	2	2		
Average	2.17	2.67	2.33	2.33	2	1.67	2	2	2	1.83	2.17		
Correlation Levels			1. Slight (Low)				2. Moderate (Medium)			3. Substantial (High)			

UNIT I INTRODUCTION TO RESEARCH

Research – Types – Objectives of Research – Social Research – Criteria of Good Research – Qualities of a Researcher –



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Course Name: B.Com

Research process – Research problem – Selection of a research problem.

UNIT II RESEARCH DESIGN

Research Design – Meaning – Need for Research Design – Features and Types – Preparation of Research Design.

UNIT III HYPOTHESIS

Hypothesis – Formulation & Types of hypothesis – Sources of hypothesis – testing of hypothesis.

UNIT IV DATA COLLECTION

Collection of Data – Source of information – Primary and Secondary Data – Methods of Data Collection – Interview – Observation – Questionnaire – Schedules – difference between Questionnaire and Schedule.

UNIT V ANALYSIS OF DATA & REPORT WRITING

Procession & Analysis of data – Measures of Central Tendency – Correlation, Regression, Linear Programming (Simple Problems) – Data Processing through computers – Meaning of Thesis writing – Mechanics of thesis writing – Contents of Thesis – Pages of the Preliminary section – Body of the Thesis (outline).

TEXTBOOKS

1. Methodology of Research for Social Science, O.R. Krishnaswamy, Himalaya Publication
2. Research Methodology (Methods and Techniques), C.R. Kothari, New Age International

REFERENCES BOOKS

1. Research Methodology, P. Ravilochanan, Margham Publication
2. Research Methodology in Business, Rummel and Ballaine.
3. Research Methodology for Management & Social Sciences - Adithan Bhujanga Rao.



CBCS SYLLABUS (2023 -24) Regulation

Course Name: B.Com

PROGRAM	B.Com				
Course Code: CDOEBC504D	Course Name:	L	T	P	C
	International Trade	3	1	0	3
Year and Semester	3 rd Year V Semester				
Course category	Core				
Course Objective	<ol style="list-style-type: none">1. To equip the students about the global scenario of business2. To give knowledge about the art of managing business across borders.3. To understand the functioning of foreign exchange market				
Course Outcomes	The Students will be able to <ol style="list-style-type: none">1. Understand that need for international trade.2. Learn to identify the international trade barriers3. Get exposed to the various international organizations and agreements.4. Understand the mechanism of foreign exchange market5. Learn about India's trade and marketing related agencies.6. Understand how to do business across borders				

Pos/ COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3	PSO4
CO1	1	2	1	1	1	1	1	1	1	1	2
CO2	2	2	2	1	1	1	1	1	1	1	1
CO3	3	3	3	3	3	2	3	3	3	2	3
CO4	3	3	3	3	3	3	3	2	3	2	3
CO5	2	3	3	3	2	1	1	2	2	3	2
CO6	2	3	2	3	2	2	3	3	2	2	2
Average	2.17	2.67	2.33	2.33	2	1.67	2	2	2	1.83	2.17
Correlation Levels	1. Slight (Low)			2. Moderate (Medium)			3. Substantial (High)				

UNIT 1: INTERNATIONAL TRADE

Significance, benefits of International Trade, difference between domestic trade and international trade. Impact of International Trade on World Economic Growth



CBCS SYLLABUS (2023 -24) Regulation

Course Name: B.Com

UNIT 2: INTERNATIONAL TRADE BARRIERS

Meaning, Tariff and Non-Tariff Barriers, Impact of Non-Tariff Barriers

UNIT 3: INTERNATIONAL ORGANIZATIONS AND AGREEMENTS

GATT, WTO -functions, principles, agreements, IMF- purposes, facilities provided by IMF, World Bank - purpose, principles, policies.

UNIT 4: FOREIGN EXCHANGE MARKET

Foreign Exchange Rate Mechanism - Concept of Fixed and Flexible Exchange Rates, Spot and forward prices. Factors Influencing Exchange Rate – Demand and supply - Purchase Power Parity, Interest Rate Parity.

UNIT 5: INTERNATIONAL TRADE & MARKETING – INDIAN PERSPECTIVE

Organizational Setup -autonomous bodies, attached and subordinate offices, Export Promotion Measures- EOU, SEZ, Trading house etc EXIM Policy -Features and objectives, Export and Import Policies, Export and Import Documentation and Procedures.

TEXTBOOKS

1. International Business, Francis Cherunilam, Publisher: Prentice Hall India
2. International Business, Charles W.L. Hill, Publisher: Tata McGraw Hill

REFERENCES:

1. International Financial Management, P.G.Apte, Publisher: Tata McGraw Hill
2. International Business, Les Dlabay, James Calvert Scott, Cengage Learning



CBCS SYLLABUS (2023 -24) Regulation

Course Name: B.Com

Course Code: CDOEBC505D	Course Name: Fundamentals of Artificial Intelligence							L	T	P	C	
								4	0	0	4	
Year and Semester	III (V Semester)											
Course category	Core											
Course Objective	<ol style="list-style-type: none">1. To introduce the Artificial Intelligence Techniques2. To understand the problem-solving methods3. To learn the knowledge representation system4. To study the concepts of NLP.5. To gain knowledge in Expert Systems											
Course Outcome	The Students will be able to <ol style="list-style-type: none">1. Understand the basic concepts of KDD.2. Analyze various problem-solving methods.3. Summarize the knowledge representation system.4. Understand the concept of NLP.5. Analyze the expert system.6. Identify the expert system learning methods											
	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PSO1	PSO2	PSO3	PSO4	
CO1	3	2	2	2	3	3	3	3	1	3	3	
CO2	3	2	3	2	2	2	3	3	2	2	3	
CO3	3	2	3	3	2	2	2	3	2	2	3	
CO4	3	3	2	3	3	2	3	3	1	3	3	
CO5	3	2	2	3	2	3	3	3	2	3	3	
CO6	3	2	2	3	2	3	3	3	1	2	3	
AVERAGE	3	2.1	2.3	2.6	2.3	2.5	2.8	3	1.5	2.5	3	
Correlation Levels	1.Slight (Low)			2. Moderate (Medium)					3. Substantial (High)			



CBCS SYLLABUS (2023 -24) Regulation

Course Name: B.Com

UNIT I INTRODUCTION TO AI

Introduction–Definition – Future of Artificial Intelligence – Characteristics of Intelligent Agents–
Typical Intelligent Agents – Problem Solving Approach to Typical AI problems.

UNIT II PROBLEM SOLVING METHODS

Problem solving Methods – Search Strategies- Uninformed – Informed – Heuristics – Local Search
Algorithms and Optimization Problems -Searching with Partial Observations – Constraint Satisfaction Problems
– Constraint Propagation – Backtracking Search

UNIT III KNOWLEDGE REPRESENTATION

First Order Predicate Logic – Prolog Programming – Unification – Forward Chaining-Backward Chaining –
Resolution – Knowledge Representation – Ontological Engineering-Categories and Objects – Events – Mental
Events and Mental Objects – Reasoning Systems for Categories - Reasoning with Default Information

UNIT IV NATURAL LANGUAGE PROCESSING

Overview of Linguistics – grammars and Languages – Basic parsing techniques – semantic Analysis
and representation structures – Natural language generation – natural language systems – Distributed Reasoning
systems – Intelligent agents.

UNIT V EXPERT SYSTEMS

Architecture – Non production systems Architectures – Knowledge acquisition and validation –
Knowledge system building tools – Types of Learning – General Learning model – Learning by induction –
Generalization and specialization – Inductive bias – Explanation based Learning.

TEXT BOOKS

1. Dan W. Patterson, “Introduction to Artificial Intelligence and Expert Systems”, Prentice Hall of India, Delhi, 2001.
2. Elaine Rich and Kevin Knight, “Artificial Intelligence” Tata McGraw Hill Pub. Co., Delhi, 2001.

REFERENCE BOOKS

1. George F Luger, “Artificial Intelligence, structures and strategies for complex problemsolving”, Pearson Education Delhi, 2001



CBCS SYLLABUS (2023 -24) Regulation

Course Name: B.Com

CO6	3	3	3	3	3	3	3	3	3	3	3
AVERAGE	3	3	2.5	2.83	2.33	2.17	2.17	2.83	2.33	2.83	2.5
Correlation Levels	1. Slight (Low)			2.Moderate (Medium)			3. Substantial (High)				

UNIT 1: INTRODUCTION

Auditing – Definitions – Objective – Classification – Advantages and limitations of Auditing – Investigation vs. Auditing - Auditing standards

UNIT 2: STATUTORY AUDITOR

Company Auditor – Qualities, Qualification, Disqualification, Appointment and Removal of auditors – Rights, Duties and Liabilities of auditors – Audit report – Types of opinion

UNIT 3: AUDIT PLANNING & CONTROL

Audit files – Audit programme – Audit notebook – Audit working paper – Internal Control – Internal check – Internal audit – Internal audit vs. external audit

UNIT 4: VOUCHING

Vouching – objects – Importance – Vouching of cash transaction; receipts and Payments – vouching of trade transaction – Vouching of Impersonal Ledgers

UNIT 5: VERIFICATION AND VALUATION

Mode and object of verification – Verification and valuation of assets – Verification of liabilities – Auditor's duty as regards verification and valuation of Assets and Liabilities – Audit of provisions and reserves

TEXT BOOK

1. Dinkar Pagare, *Principles & Practice of Auditing*, Sultan Chand & Sons, New Delhi, 2011
2. Fundamentals of Auditing - Basu, Pearson Education India

REFERENCE BOOKS

1. Spicer & Pegler, *Auditing*, MacMillan Publication, New Delhi, 2000
2. Tandon B.N., *Practical Auditing*, S.Chand Publishers, New Delhi, 2010



CBCS SYLLABUS (2023 -24) Regulation

Course Name: B.Com

PROGRAM	B.Com				
Course Code: CDOEBCE10D	Course Name : Total Quality Management	L 3	T 0	P 0	C 3
Year and Semester	III (V Semester)	Contact hours per week (3Hrs)			
Prerequisite course	NIL				
Course category	Elective				
Course Objective	<ol style="list-style-type: none">1. Introduce students to the foundational concepts, history, and significance of Total Quality Management, emphasizing the role and importance of quality in the realm of commerce and trade.2. Familiarize students with the array of TQM tools and methodologies, from basic quality tools to advanced techniques, enabling them to analyze and solve real-world quality challenges in commercial settings.3. Delve into the renowned philosophies and frameworks of TQM, including but not limited to Deming's 14 Principles, Juran's Trilogy, and ISO 9000 standards, to impart an understanding of their applications and relevance in contemporary commerce practices.4. Highlight the nuances and specific challenges of managing quality in the service sector, exposing students to models, techniques, and technologies that are pivotal in enhancing service quality standards in commerce.5. Engage students with practical case studies, challenges, and emerging trends in TQM, fostering an environment that encourages them to think critically, strategize, and anticipate the evolving nature of quality management in the commerce sector.				
Course Outcome	<p>The Students will be able to</p> <ol style="list-style-type: none">1. Adept At Elucidating The Core Principles, Origins, And Significance Of Total Quality Management In The Context Of Commerce And Trade.2. Competent In Applying A Variety Of TQM Tools And Techniques, Encompassing Both Basic And Advanced Strategies Like Pareto Analysis, QFD, And Statistical Process Control, To Address And Optimize Quality Issues In Commercial Settings3. Gain A Nuanced Understanding Of Established TQM Philosophies And Frameworks, Such As Deming's 14 Principles, Juran's Trilogy, And The ISO 9000 Standards, And Their Applicability In Modern Commerce Practices.4. Develop A Specialized Skill Set To Discern The Distinct Challenges Of Service Quality Versus Manufacturing Quality, Apply Models Like SERVQUAL, And Leverage Technology To Elevate Service Quality Standards In Commerce.5. Drawing From Case Studies, Best Practices, And Future Trends, Students Will Be Equipped To Not Only Strategize And Deploy TQM Initiatives In Commercial Organizations But Also To Anticipate The Evolving Trajectory Of TQM In The Industry.6. Possess A Comprehensive Understanding Of Total Quality Management's Foundational Principles, Tools, And Methodologies.				



CBCS SYLLABUS (2023 -24) Regulation

Course Name: B.Com

Pos/ COs	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3	PSO4
CO1	1	2	1	1	1	1	1	1	1	1	2
CO2	2	2	2	1	1	1	1	1	1	1	1
CO3	3	3	3	3	3	2	3	3	3	2	3
CO4	3	3	3	3	3	3	3	2	3	2	3
CO5	2	3	3	3	2	1	1	2	2	3	2
CO6	2	3	2	3	2	2	3	3	2	2	2
Average	2.17	2.67	2.33	2.33	2	1.67	2	2	2	1.83	2.17
Correlation Levels			1. Slight (Low)			2. Moderate (Medium)			3. Substantial (High)		

Unit 1: Introduction to Total Quality Management

Definition and Overview of TQM - Historical Background - Philosophy and Core Principles -Benefits of TQM in Commerce TQM and Organizational Culture - Role of Leadership -Basic Concepts: Customer Focus, Continuous Improvement, Employee Involvement

Unit 2: Tools and Techniques of TQM

Seven Basic Tools of Quality - Pareto Analysis, Flow Charts, Check Sheets, - Advanced TQM Tools - Quality Function Deployment (QFD) - Failure Mode and Effect Analysis (FMEA) - Taguchi Methods - Statistical Process Control (SPC) - Control Charts - Benchmarking and Quality Circles.

Unit 3: TQM Philosophies and Frameworks

Deming's - Principles - Juran's Trilogy - Crosby's Absolutes of Quality - Baldrige National Quality Program - ISO 9000 and its Significance in Commerce

Unit 4: Quality in Service Sector

Distinction between Service and Manufacturing Quality - SERVQUAL Model - Service Process Matrix - Role of Technology in Service Quality - Best Practices in Service Quality.

Unit 5: Implementing and Sustaining TQM

Steps in TQM Implementation - Role of Top Management and Employees - Challenges in TQM Implementation - Case



AMET
UNIVERSITY
(Deemed to be University Under Section 3 of UGC Act 1956)



CBCS SYLLABUS (2023 -24) Regulation

Course Name: B.Com


Studies: Success and Failure of TQM in Commerce - Future Trends and Evolution of TQM.

TEXTBOOKS

1. "Total Quality Management" B. Janakiraman & Dr. R.K. Gopal
2. "Managing for Quality and Performance Excellence" James R. Evans and William M. Lindsay

REFERENCES books:

1. Goetsch, D. L., & Davis, S. B. (2014). Quality Management for Organizational Excellence. Pearson.
2. Summers, D. C. (2008). Quality. Prentice Hall.
3. Evans, J. R., & Lindsay, W. M. (2016). Managing for Quality and Performance Excellence. Cengage Learning.
4. Deming, W. E. (2000). Out of the Crisis. MIT press.
5. Juran, J. M., & Godfrey, A. B. (1999). Juran's Quality Handbook. McGraw-Hill.

	Academy of Maritime Education and Training (AMET) (A Deemed to be University) 135 East Coast Road, Kanathur, Chennai-603112, Tamil Nadu, India. Web: www.ametuniv.ac.in Email: office@ametuniv.ac.in Phone: +91-44-27444625	ACM MINUTES
		AY 2023 -24

**MINUTES OF THE ACADEMIC COUNCIL MEETING
(SECOND MEETING FOR THE YEAR 2023-24)**

Date: 06-10-2023

Time: 10:00 am to 04:00 pm

Venue: Shri Janakiraman Auditorium, AMET, Chennai.

MEMBERS PRESENT

Prof. Dr. V. Rajendran, Vice-Chancellor (in the chair)

1. Dr.M.Jayaprakashvel, Registrar i/c
2. Dr.V. Sangeetha Albin, Additional Registrar, Maritime Professor, Maritime Programmes.
3. Dr.R.Muthezhilan, Controller of Examination
4. Capt. Gopal Srinivas, Principal, DGS Courses
5. Dr.S.Priya, Dean-Academics
6. Dr.A.Rajesh Kanna, Dean-Administration (i/c)
7. Prof.Dr.T.Sasilatha, Dean-International Relations
8. Dr.N.R.Ramkumar, Dean-Student Welfare
9. Dr.S.Bharathiraja, Dean, Faculty of Engineering and Technology
10. Dr.N.Duraimutharasan, Dean, Faculty of Advanced Computing Sciences
11. Dr.Anita R Warriar, Dean(i/c), Faculty of Sciences and Humanities & Head- Physics
12. Mr.M.Sathishkumar, Head- Marine Engineering
13. Capt.P.Rajendran, Head-Nautical Science
14. Prof.S.K.Bhattacharya, Head-Naval Architecture and Offshore Engineering
15. Dr.C.M.Ramakritinan, Head-Marine Biotechnology
16. Dr.A.Rajesh Kanna, Head-Petroleum Engineering
17. Dr.V.Sridevi, Head-Electrical and Electronics Engineering
18. Mr.R.Theertham, Head-ADNS
19. Dr.John Wyson, Head-Food Processing Technology
20. Mr.Antony Gomez, Head- Pre-Sea Modular Courses
21. Dr.N.Duraimutharasan, Head- Advanced computer sciences
22. Dr.R.Rameshkumar, Head-CSE
23. Dr.N.Sivakumar, Head in-charge, Chemistry
24. Dr.P.Balamurugan, Head- Mathematics
25. Dr.M.Subha, Head-English
26. Dr.K.Sekar, Head-Librarian
27. Dr.J.Rengamani, Director, ODL
28. Dr.D.Arivazhagan, Director, OL



P. Rajendran

29. Dr.R.Sathish, Associate Professor, ODL
30. Dr.R.Balaji, Associate Professor, ODL
31. Dr.Sandeep Kumar Gupta, Professor, ODL
32. Dr.A.Shameem, Professor, ODL
33. Dr.S. Poongavanam, Professor, ODL
34. Dr.Rajalakshmi, Director, Sponsored Research
35. Dr.D.Lakshmi, EEE
36. Dr.A.Suresh, Marine Engineering
37. Dr.R.Rajavel, Marine Engineering
38. Dr.D.Madhesh, Mechanical Engineering
39. Capt.R.K.Kumar, Nautical Science
40. Dr.I.Paulraj Jayasimman, Mathematics
41. Capt.Sartaj Gill, Chief Executive Officer, V.Ships (Online)
42. Capt.Saurabh Mahesh, Head Crew Sourcing & Global Cadet Administration, Maersk Line, Singapore(Online)
43. Capt. Arvind Shankar, Culture & Capability Manager, AP Moller Maersk (Online)
44. Capt.Rohan Sabnis, Manager (Fleet Personnel & Training), Goodwood Ship Management Pte. Ltd. (Online)
45. Mr.J.Shyam Sundar, Director & Chief Operating Officer Flyjac Logistics Pvt. Ltd. (Online)
46. Capt.Dr.Shashank Jahagirdar, Managing Director Synergy Nordic Ship ManagementPvt.Ltd. (Online)
47. Cadet. Janani Shetty, B.Sc Nautical Science – 2nd Year,
48. Cadet. Ashish Khanduja, B.E. Marine Engineering- 1st Year,
49. Ms.Pramiti Roy, B.E. EEEM –IV Year
50. Ms.Anna Job, MBA (SLM) – 1st Year,

MINUTES OF THE MEETING

The Vice-Chancellor welcomed the members of the Academic Council with a welcome note “Governed by the scholarly community, which helps in shaping the academic identity of our AMET University and ensure Academic programmes, Entire Curricula, the inception of new courses and Teaching learning practices” and commenced the proceeding.

1. **Introduction of New Members to the Council: Coordinator - Internal Quality Assurance Cell** has introduced the New Members of the House. The following newly included members were welcomed by the Council Members.

Category-Deans/Directors/HoDs

1. Capt.Gopal Srinivas, Principal, DGS Courses
2. Dr.A.Rajesh Kanna, Dean Administration
3. Dr.S.Jaisankar, Dean Research and Development
4. Dr.S.Bharathiraja, Dean, Faculty of Engineering and Technology
5. Dr.Anita R Warriar, Dean (i/c), Faculty of Science and Humanities



6. C/E. M.Sathish Kumar, HoD, Department of Marine Engineering
7. Dr.S.K.Bhattacharya HoD, Department of Naval Architecture and Offshore engineering
8. Dr.V.Sridevi, HoD, Department of Electrical and Electronics Engineering
9. Dr.Subha, HoD, Department of English
10. Dr. R. Ramesh Kumar, HoD, Department of Computer Science Engineering
11. Dr.Satheesh, HoD, Department of Maritime Commerce
12. Mr.Antony Gomez, HoD, Department of Pre Sea Modular Courses
13. Dr.N.Sivakumar, HoD, Department of Chemistry
14. Mr.Durga Singh, HoD, Department of Global Maritime Distress and Safety Systems
15. Dr.J.Rengamani, Director, ODL
16. Dr.D.Arivazhagan, Director, OL
17. Dr.R.Sathish, Associate Professor, ODL
18. Dr.R.Balaji, Associate Professor, ODL
19. Dr.Sandeep Kumar Gupta, Professor, ODL
20. Dr.A.Shameem, Professor, ODL
21. Dr.S. Poongavanam, Professor, ODL

Category-Associate Professors

1. Capt.R.K.Kumar. Department of Nautical Science
2. Dr.I.PaulrajJayasimman, Department of Mathematics

Special Invitees

1. Capt.Dr.Shashank Jahagirdar, Managing Director Synergy Nordic ship management Pvt Ltd
2. Capt.Arvind Shankar, Culture & Capability Manager, AP Moller Maersk
3. Mr.J.ShyamSundar, Director & Chief Operating Officer Flyjac Logistics Pvt. Ltd.

Category-Students

1. Cadet.Janani Shetty B.Sc Nautical Science - 2nd year
2. Cadet.Ashish Khanduja, B.E. Marine Engineering - 1st year
3. Ms.Pramiti Roy, B.E.EEEM - 3rd year
4. Ms.Anna Job MBA (SLM) - 1st year

2. Vice Chancellor introductory remarks: Hon. Vice Chancellor conveyed his special thanks to all the members of the Academic Council for their august presence.

In his introductory remarks, the Vice Chancellor has emphasized the following aspects

- a) Enlightened about the Best practices of AMET - Admission with appointment order One of the key aspects of the implementation of NEP 2020



- b) Highlighted that AMET University was recognized as a **Scientific and Industrial Research Organization (SIRO)** by the Department of Scientific and Industrial Research (DSIR), Government of India for the period 2022-2025.
- c) The Maritime Programmes of the University are accredited by the Directorate General of Shipping, Government of India, Mumbai through the **Comprehensive Inspection Programme (CIP)** carried out by Internationally Accredited Certification Body, **Det Norske Veritas (Norway) – Germanischer Lloyd (Germany) - DNV-GL**. AMET has been accredited with **Grade A1 Outstanding in the CIP for the past SIX consecutive years**.
- d) In this academic year, **11 MoUs** are for academic collaborations like Students and Faculties Exchange Programmes, Dual degrees, semester abroad, and Internships with **Edge Hill University, United Kingdom, James Cook University (Singapore Campus), and INTI International University, Malaysia**. Collaborations with other Universities across the globe, **Business College of Athens and Greek Institute of Education S.A, Greece, University of Portsmouth, United Kingdom, Business College of Athens, Greece, Greek Institute of Maritime Education, Greece, University of Plymouth, UK, Raja Hali Maritime University (UMRAH), Indonesia, University of Saida Dr. Moulay Tahar, Algeria** are carried out in this academic year.
- e) Shared about the inauguration of AMET Knowledge Park and MAERSK Center of Excellence during June 2023 for the first batch of B.Sc Nautical Science, BE Marine Engineering, and Diploma in Nautical Science cadets
- f) Highlighted the Sustainable Development Goals which are a collection of 17 interlinked global goals to transform our world and they were designed to be a “blueprint to achieve a better and more sustainable future for all” and part of the United Nations 2030 Agenda for Sustainable Development. UN SDN works towards a world of peace and prosperity, eradicating major issues such as poverty and hunger, all while protecting the planet. Amid the climate crisis, this has never been more important.
- g) Emphasized about the Importance of implementing prospective components of the National Education Policy 2020 in AMET University
- h) Highlighted about the World Economic Forum: 'Cooperation in a fragmented world' is the focus of Davos 2023 and aims to tackle global issues through collaboration and sustainable solutions.
- i) Stressed about Agile learning design which refers to any approach to content development that focuses on speed, flexibility, and collaboration. The term evolved from the software development industry, in which electronic content development (e.g., e-learning) has similar characteristics to software development.

The Vice-Chancellor stressed the need for the best industry-linked undergraduate and postgraduate programs, Skill-based knowledge transformation, and placement and training to provide 100% placement by skilling, re-skilling, up upskilling the inherent talent of the individual students



and cadets. The Vice Chancellor highlighted the short-term goals of AMET University such as i) To get an A ++ grade from NAAC ii) NBA accreditation to all eligible departments iii) To get into NIRF within 100 iv) To enhance perception to 40 from existing 1.2 out of 100 point scale v) To achieve the International ranking in Times world, Times impact, QS world, ABET ranking vi) To improve our Student strength to 7500 in 3 years.

The Vice-Chancellor informed that Research at AMET University is broad and encompasses a comprehensive range of activities aimed at innovation, problem-solving, and the advancement of knowledge within the organization. The robust research ecosystem at the University has paved the way for various advancements and improvements in the academic and scientific landscape. He shared about the Introduction of D.SC programs in this academic year and Ph.D. Enrolled – 46, Ph.D. Produced -23; Total Publications – 136 with h-Index of 36, Total Citations - 9648, and Cumulative Impact factor of 1224 in addition to the Highest Impact factor of 14. The number of ongoing Funded Projects is 11 worth Rs.203.40 lakhs. In addition to the credit, the Faculty of the University has published 14 patents, and 13 patents were granted.

The Vice-Chancellor highlighted that AMET is envisioned to offer degree programme through Open and Distance Learning (ODL) and Online (OL) mode for which the Centre for Online and Distance Education (CODE) has been established and through cutting-edge online platforms and innovative teaching methods, CODE will be offering a range of specialized programmes from the academic year 2024-25 onwards tailored to meet the unique needs of modern learners. His focus towards creating a strong Alumni network and vibrant chapters on campus to promote alumni activities and their contributions.

The Vice-Chancellor emphasised the implementation of Industry undergraduate and postgraduate, Agile curriculum with industry participation of 60 to 70%, Flexible curriculum CBCS, Student internship for at least one semester, Industry academic Thinnai concept of industry connect, acquiring micro Nano credentials for all students to provide linkage with industry understanding the current requirements.

The Vice-Chancellor specified the significance of implementing Digital transformation in the teaching-learning process which includes AI-assisted gamification in teaching teaching-learning process guided to adopt Andragogy and Heautogogy in our Teaching Learning practice. He shared plans such as developing Undergraduate Research beyond the curriculum, a Centre of excellence in each department in association with industries Government, and funding agencies, Providing domain-specific research, starting project young faculty, Seed money transform to EMR, Endowments in each department, Chair professor in each department with the support of industry and Recognition of faculty and students -research awards and honours.



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The Vice-Chancellor disclosed that AMET Centre for Innovation and Incubation (AMET- CEII) is associated with 10 Angel investors and 15 Venture Capitalists. 100 ideas were received and 24 novel ideas were promoted to the start-up stage. AMET CEII provided financial support of Rs 11.00 lakhs for the above Start-ups. He shared that Placement is the top attraction for AMET. Through MOUs with major shipping companies i.e., A.P. Moller-Maersk, V Ships, Fleet Management, Wallem Group, PIL AMET conducted an Admission cum recruitment drive in which during this year more than 300 students are provided Admission with Appointment Orders. Besides, the majority of the passing out students are getting placements through major shipping companies and other core industries.

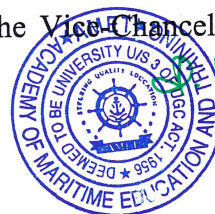
The Vice-Chancellor concluded that with the dedicated team of AMET family members and their Teamwork, Bottom approach, Collective involvement of students and cadets, Support of well-wishers of AMET University, Members of Academic council, Research Academy Council, Board of Studies industries experts and above all our visionary our honourable chancellor Dr J Ramachandran, Dr Rajesh Ramachandran, Trustee Mrs Suseela Ramachandran Dr.G.Thiruvassagam and all management teams make this AMET University as a Temple of Learning Quality Education with High Discipline.

The Vice-Chancellor has welcomed the opinion of all the Members of the House on his introductory remarks and his proposals. The External expert Dr.Kalyani Desigan, Dean of Academic Research of VIT University appreciated the changes made on curriculum development with industry participation and commented that prospects are good. She suggested that seed money projects may be given to the young faculty to encourage their research accomplishments. The Vice-Chancellor explained that to promote the research activity of young faculty in thrust areas AMET University planned to facilitate basic laboratory with instrumental support and funding up to Rs. 5,00,000 and this scheme is known as “kick start”.

Capt. R.K. Kumar of the Nautical Science Department suggested that faculty in charge of doing syllabus revamping and curriculum restructuring must undergo training provided by DGS and should consider the DGS, IMO, and STCW regulations. Capt. Gopal Srinivas, Principal DGS Courses replied that all necessary steps were taken while designing the curriculum and strictly adhered to the DGS, IMO, and STCW regulations.

Dr. Bharathi Raja Dean, Faculty of Engineering and Technology appreciated the efforts made on the industry involvement in the development of syllabi for conducting value-added and skill development courses which are almost 80% hands-on training by Industry experts.

Prof. Dr. Ramakritinan Head of the Marine Bio-Technology department proposed that Scuba diving and Underwater exploration are suitable skill development courses for marine students and the University may conduct these courses as a Certificate course. The Vice-Chancellor welcomed the



opinion of Principal DGS Courses. Capt. Gopal Srinivas, Principal DGS Courses replied that Scuba diving is a necessary course for training and we may consider this for next academic year.

Dr. Sivasubramaniyan, Head of the Mining Department appreciated the changes made to the Industry linked curriculum and suggested to Heads of the department that they specify the role of Industry in course content development and its delivery, Conduction of Value added and Skill Development courses, Providing One semester internship and placement opportunities. He also requested coordination and cooperation from all the Heads of Department to take up and complete multidisciplinary research projects. Cadet. Ashish Khanduja, B.E. Marine Engineering - 1st year appreciated the 3 to 6 months internship in core industry for cadets and students and shared that this will improve the placement in core industries. Dr. Subha Head of the English Department invited to have one endowment lecture for students. The Vice-Chancellor immediately replied that all departments should provide one endowment lecture per semester for all classes.

The Pro-Chancellor Academics appreciated the Vice Chancellor's Effective leadership by setting values and participative decision-making process in building the organizational culture and implementing decentralization and participative management strategies to bring out transformational leadership in faculty.

In his introductory remarks, the Vice-Chancellor thanked every member of the Academic Council for their thoughtful discussions and productive involvement. The Vice-Chancellor congratulated the individual faculty and students for their efforts/noteworthy achievements in academics, research, and Development.

3. Dr. S. Priya, Dean of Academics moved the complementary resolution on the below-mentioned individuals for their achievements made during the period from the previous Academic Council meeting to till date.

INSTITUTION

To consider the report on the awards and recognitions received by the University during the Academic Year 2023 – 24.

1. Top Institution for Campus Life - Ranked in Diamond band from R World Institutional – MHW RANKING 2023
2. The Maritime Programmes of the University are accredited by the Directorate General of Shipping, Government of India, Mumbai through a Comprehensive Inspection Programme carried out by Internationally Accredited Certification Body, Det Norske Veritas (Norway) – Germanischer Lloyd (Germany) - DNV-GL. AMET has been accredited with Grade A1 Outstanding in the CIP for the past SIX consecutive years.



3. Institution Received “Green Campus Award” from Lion’s Club for Exemplary and continuous efforts for maintaining the environment-friendly campus.
4. Institution Received 5 Star rating Trophy and Certificate “National Office for India State level maritime OHS&E Award 2022 ” from the World Safety Organization for Exemplary contribution towards Maritime Education, Skill Development, and Research.
5. Institution Received Appreciation Certificate from ITC Limited “Swatch Green Recycle More & Protect Environment” in a Nationwide Recycling Initiative for contributing 3344 Kgs of dry recycle Waste during 2023-24
6. Institution Received Appreciation Certificate from Government of India, Ministry of Commerce office of the Controller General of Patents “National Intellectual Property Awareness Mission”
7. Scientific and Industrial Research Organization (SIRO): AMET Deemed to be University is recognized as a Scientific and Industrial Research Organization (SIRO) by the Department of Scientific and Industrial Research (DSIR), Government of India for the period 2023-2025.
8. Atal Ranking of Institutions on Innovation Achievement (ARIIA): AMET is Categorized as a 'PERFORMER' institution (Star Ranking 4/5) in the category of 'University & Deemed to be University (Private-Self-Financed)' in the Atal Ranking of Institutions on Innovation Achievement (ARIIA) 2021.
9. AMET University is ranked in the 150-300 band in the NIRF Innovation Ranking.
10. AMET University received the Community Service Excellence Award from Tamilnadu Handlooms, Handicrafts, Textiles & Khadi Department for the Mega Community Service project “Extend support to poor Weavers and Handloom” on the birthday of Mahatma Gandhi by selling khadi and handloom products worth over one crore rupees in a single day.

DEPARTMENT, STUDENTS AND FACULTY

1. PG II year Student Ms. S. Abirami received funds under the student project scheme – 2023 sanctioned by Tamilnadu State Council for Science & Technology (TNCST).
2. Mr Siva Balan was selected for M Sc project work at NIOT, MoES, Chennai, and completed his project work and published one abstract in the national conference.
3. Cadet. K Keerthivasan, Final Year of BE (Marine Engineering) For having been selected for the IAMU scholarship in the amount of USD 3,355/- for the year 2023
4. Cadet Thara K S Second Year of BE (Marine Engineering) For having been registered and



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submitted the start-up idea in MSME (Ministry of Micro, Small & Medium Enterprises), Govt of India in the category of Maritime Commerce. She is the first girl cadet from AMET registered

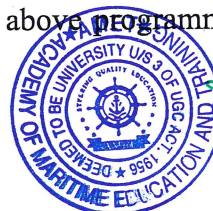
5. Mr. R. S. Balaji of II B.Sc. (Robotics and Artificial Intelligence) registered as a student incubate at AMET Incubation Centre and he completed a month International Internship in King Mongkut's University of Technology, Thonburi – Thailand
6. Dr.S.Priya and Dr. D. Lakshmi conducted two AICTE-ATAL Faculty Development Programs with a total grant of Rs. 6,00,000
7. Mr. Abhilash Ravikumar (III EEEM), Mr. Joe James Serapin (III EEEM), and Mr. Zuben Kalyan (IV EEEM) attended and completed the FERIENI job program in Germany.
8. Dr.Anita R Warriar from the Physics Department received one project worth of Rs.2,28,120 under the Collaborative Research Scheme(CSR) Project of UGC-DAE
9. Dr. S. Rafi Ahmed from the Physics Department received one project worth of Rs.45,000 under the Collaborative Research Scheme(CSR) Project of UGC-DAE
10. Dr.T.Sasilatha, Dean of International Relations received one project worth from DST NEB under the Women Entrepreneurship Development Programme WEDP funding amount of Rs.6, 20,000 for conducting Women Entrepreneurship Development Programme.
11. Dr. M Jayaprakashvel, Dr. R Mutheshilan, Dr. R Vijayaraj from Bio-Tech Department sanctioned one collaborative project with Liverpool John Moores University, UK under the convener ship of Dr. Simone Durre selected by the IAMU with a grant of USD 59000 to work on "Facilitating greener education and cleaner shipping through the development of Novel bespoke micro-textured metals to combat biofouling in niche areas on vessels".

Item No: 1 Business brought by Director of Centre for Online and Distance Education

Business brought by Dr.J.Rengamani, Director of Centre for Online and Distance Education (CODE) for the approval of Programme Project Reports (PPR), Self-Learning Materials (SLM), E-Learning Materials (ELM) and Technical Learning Management System for the introduction of the following programme in ODL and OL mode with due approval from the UGC Distance Education Bureau (DEB)

1. M.B.A Shipping and Logistics Management
2. B.B.A
3. B.Com

1. Approval for Programme Project Reports (PPR) for the above programmes in ODL and OL



mode respectively.

2. Approval for Self-Learning Materials and E-Learning Materials (ELM) for the above programme through ODL and OL mode respectively.
3. Further the proposal for the Technical Learning Management System to support above programme be approved.
4. Establishment of Centre for Internal Quality Assurance (CIQA) with revised members for Centre for Online and Distance Education (CODE).

The above proposals be approved to take effect from the academic year 2023-24 and the Director of Centre for Online and Distance Education (CODE) be permitted to engage above works and complete the application formalities with the UGC Distance Education Bureau (DEB).

V.Sridevi, HOD of Electrical and Electronics Engineering seconded the motion and was CARRIED.

3. Business Brought Forward by the Dean, Faculty of Engineering and Technology

Dr.S.Bharathi Raja, Dean, Faculty of Engineering and Technology moved that the recommendations for Introduction of new programmes and Closure of certain programmes and the proposal be approve to take effect from the academic year 2023-24.

Capt. Gopal Srinivas, Principal DGS Courses seconded the motion and was CARRIED

4. Business Brought Forward by the Dean, Research and Development Cell

Dr.Rajalakshmi, Director Sponsored Research moved that the recommendations for the Polices of Research and Development Cell of the University reported the activity of the Research and Development Cell and Statistics of research accomplishments and the proposal be approved to take effect from the academic year 2023-24.

V.Sridevi, HOD of Electrical and Electronics Engineering seconded the motion and was CARRIED

4.1 Revised Regulations of Ph.D Program

Dr.Rajalakshmi, Director Sponsored Research moved that the recommendations for the AMET Ph.D. Regulation 2023 is laid down based on the UGC (Minimum Standards and Procedures for Award of Ph.D. Degree) Regulations 2022 implemented from 2023 in AMET Deemed to be University) in suppression of AMET PROCEDURAL GUIDELINES FOR Ph.D. DEGREE PROGRAMME 2023 and all other previous PhD regulations of this University and the proposal be approve to take effect from the academic year 2023-24.

C/E. Sathish kumar, HoD of Marine Engineering seconded the motion and was CARRIED



S. Sathish Kumar

5. Report on the Examinations

Dean Academics, reported the conduction of Examinations in the light of guidelines given by UGC, AICTE, and DGS and the Academic Council noted the changes and considered them. Dr.A.Rajesh Kanna, HoD of Petroleum Engineering seconded the motion and was CARRIED

6. Examination Reforms for ODL/OL Programmes

Director, ODL of the University presented the weightage for different components of assessments for programmes offered through ODL mode shall be as under:

- a) Formative Assessment (Continuous Internal Assessment) : 30 %.
- b) Summative assessment (End Semester Examination) : 70 %

For project work the assessment pattern is as follows:

Review of Project Work		Dissertation & Viva-Voce	
Component	Marks	Component	Marks
First Review	5	Presentation	15
Second Review	10	Content Originality	15
Third Review	15	Study/Model and Analysis	15
		Validity	15
		Findings & Conclusion	15
		Future Scope	10
Total	30		70

Dr.A.Rajesh Kanna, Dean Administration seconded the motion and was CARRIED

7. Report on Updated Activities of Internal Quality Assurance Cell

Coordinator of -the Internal Quality Assurance Cell (IQAC) of the University reported the Updated Activities of the Internal Quality Assurance Cell and the Academic Council noted the recommendations and considered them.

K.S.Sivasubramanian, HoD of Mining Engineering seconded the motion and was CARRIED

8. Ratify the Minutes of Meeting of the First Standing Committee on Academic Affairs (SCAA)

Dean Academics, reported the minutes of the First SCAA meeting held from 24.08.23 to 25.08.2023 were placed before the council and the Academic Council considered the recommendations and approved the Minutes of Meeting of the Standing Committee on Academic Affairs (SCAA).

Dr.P.Balaganesan, HoD of Mathematics seconded the motion and was CARRIED

9. Report on Scholarships Awarded to Students

Dean Academics reported the details of sports and other scholarships awarded to students during the academic year 2022-23 to the council, and the Academic Council noted and recorded the



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appreciation.

Dr.S.Bharathiraja, HoD of Mechanical Engineering seconded the motion and was CARRIED

10. Report on Appointment of New Staff and Relieving of Staff

Dean Academics, reported the details of new staff appointed in the period of 1.6.2023 to 6.10.2023 and staff relieved in the said period to the council and the Academic Council noted the changes.

The External Expert Dr. Kalyani Desikan seconded the motion and was CARRIED

The Vice-Chancellor formally thanked all the members' especially external experts for their active and productive participation. He envisaged that this important Meeting of the Council would pave a new way to improve the academic perspectives of the University.

The meeting was formally concluded by the Vice Chancellor.


Registrar i/c

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ACADEMY OF MARITIME EDUCATION AND TRAINING
(Deemed to be University u/s 3 of UGC Act. 1956)
135, East Coast Road,
Kanathur, Chennai - 603 112, India.



AMET
UNIVERSITY
(Deemed to be University Under Section 3 of UGC Act 1956)

Prof. Dr. V. RAJENDRAN

M.Tech., Ph.D., D.Sc., FinstP(UK), FASCh, FIAAM(Sweden)

Vice Chancellor

UNDERTAKING

Change of Centre Name from Centre for Online and Distance Education (CODE) to Centre for Distance and Online Education (CDOE)

Based on the approval from the statutory Authority of the University, Academy of Maritime Education and Training (AMET) has established previously the Centre for Online and Distance Education (CODE) and submitted the application to the Distance Education Bureau (DEB), University Grants Commission (UGC) to obtain the necessary approvals to offer the programmes in Open and Distance Learning (ODL) and Online Learning (OL) mode.

It is hereby undertaken that in continuation with the compliance of Virtual Expert Committee (VEC) and as per the University Grants Commission (Open and Distance Learning Programmes and Online Programmes) Regulations 2020 and its amendments, the name of the Centre will be renamed as Centre for Distance and Online Education (CDOE), with effect from 06.02.2024.

This change of name shall be effected by the power of the Vice Chancellor and the same will be ratified by the Executive Council of the University in its ensuing meeting. The ratification of approval will be communicated to the UGC-DEB.

J. Rengamani

Director-CDOE

Dr. J.RENGAMANI, MBA., Ph.D.,
Director
Centre for Distance and Online Education (CDOE)
AMET Deemed to be University
Kanathur, Chennai - 603 112.



V. Rajendran
Vice Chancellor

Prof. Dr. V. RAJENDRAN
VICE - CHANCELLOR
ACADEMY OF MARITIME EDUCATION AND TRAINING
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