

M.Com (Course Structure)

Non-Semester Pattern

1st Year

Code	Course Title	Min. Passing Marks	Max. Marks
MCOM 1001	Corporate Accounting	50	100
MCOM 1002	Management Concepts and Organisational Behaviour	50	100
MCOM 1003	Marketing Management	50	100
MCOM 1004	Financial Management	50	100
MCOM 1005	Entrepreneurship Management	50	100
MCOM 1006	Business Environment and Law	50	100

2nd Year

Code	Course Title	Min. Passing Marks	Max. Marks
MCOM 2001	Managerial Decisions Accounting	50	100
MCOM 2002	Merchant Banking and Financial Services	50	100
MCOM 2003	Investment and Portfolio Management	50	100
MCOM 2004	Statistical Analysis	50	100
MCOM 2005	E - Commerce	50	100
MCOM 2006	International Trade and Finance	50	100

Regulations for M.Com

Eligibility Criteria for Admission

The student should possess B.Com / BBA/ BCS/ BBM/ BISM/ BA(Economics)/ MBA/ Commerce or Accountancy as a subject in UG Degree/ any degree with CA(Inter) or ICWA(Inter)/ CA/ ICWA from a recognized Institution with a mere pass in any of the following streams:

- 10 + 2 + 3 (or)
- 11 + 1 + 3 (or)
- 11 + 2 + 2 system.

Duration of the Course

The course shall be of two years duration. The Maximum duration to complete the course shall be 4 years.

Medium

The medium of instruction shall be English.

Personal conduct Programme (PCP)

PCP classes will be conducted at select centers based on the number of students enrolled for the program. The attendance is optional to PCP Classes.

Examination

Examinations will be held once in a year.

Question Paper Pattern

Maximum Marks: 100 **Time:** 3 Hours

Part – A (5 X 8 = 40 Marks) – (Five out of Eight Questions)

Part – B (5 X 12 =60 Marks) – (Five out of Eight Questions)

Passing & Classification

The maximum marks for the examination for each paper is 100. The **minimum marks** for a pass is **50%**. Candidates securing 75% above shall be placed in **First Class with Distinction**, 60% marks and above shall be placed in the **First Class**, and those who obtain marks between 50% and above but less than 60% shall be placed in the **Second Class**. Students' who obtain

75% and above marks in aggregate shall be placed in the category of 'First class with Distinction'.

Fee Structure for M.Com			
Sl. No.	Fee Particulars	DDE	TPI
1	Registration & Processing Fee	₹ 200	₹ 200
2	Matriculation Fee	25	50
3	University Development Fund	1,000	1,000
4	Recognition Fee (For Foreign University ₹ 450)	200	200
5	Study Material & Handling Charges	2,000	2,000
6	Tuition Fee	8,000*	16,000**
	Total	11,425	19,450
* ₹1,000 per Year ** ₹8,000 per Year			
Fee can be paid as follows			
Sl. No.	Fee Particulars	DDE	TPI
1	First Year	7,425	11,450
2	Second Year	4,000	8,000
	Total	11,425	19,450

PAPER I - CORPORATE ACCOUNTING

UNIT I

Corporate Accounting: Importance and Scope - Basic Accounting Concepts and Conventions - Generally Accepted Accounting Principles and Practices (GAAPP) recommended by the ICAI - Accounting standards issues by ICAI; AS 4 : Contingencies and Events occurring after the Balance Sheet Date - AS 11: The Effects of Changes in Foreign Exchange Rates - AS 12: Accounting for Government Grants - AS 16: Borrowing Costs - AS 19: Leases - AS 20: Earnings Per Share - AS 26: Intangible Assets -AS 29: Provisions, Contingent Liabilities and Contingent Assets.

UNIT II

Preparation of Company Final accounts: Schedule VI Part I and Part II – Profit prior to Incorporation – Managerial Remuneration – Dividend declaration out of the past and the current profits – Issue of Bonus shares – Preparation of Balance Sheet; Financial Reporting and Disclosure Practices – Corporate Governance - Norms of SEBI relating to information Disclosure in Annual Reports; Professional Chartered Accountants' Functions and Services - Code of Conduct - Professional Ethics.

UNIT III

Valuation of Goodwill – Factors affecting value of Goodwill – Methods of Valuing Goodwill – Valuation of Shares – Methods of Valuation of Equity Shares.

UNIT IV

Amalgamation, Absorption and External Reconstruction of Companies – Purchase consideration – Accounting treatment – Books of Purchasing Company – Books of Vendor Company – Alteration of Share Capital and Internal Reconstruction – Scheme of Capital Reduction - Statements for Liquidation of Companies.

UNIT V

Accounting Systems and Preparation of Final Statements of Accounts of Banking and Insurance Companies.

Note: Question Paper Shall covers 20% Theory and 80% Problems

REFERENCES:

- Gupta R.L. and Others:** Advanced Accountancy, Sultan Chand Sons, New Delhi 2008.
Jain S.P. and K.L. Narang: Advanced Accounting, Kalyani Publishers, New Delhi 2009.
Pillai R.S., Bagavathi S. Uma: Advanced Accounting, S. Chand & Co., New Delhi. 2008
Shukla M.C.: Advanced Accounts S. Chand and Co., New Delhi 2009.

PAPER II - MANAGEMENT CONCEPTS AND ORGANISATIONAL BEHAVIOUR

UNIT – I

Nature of Management: Social Responsibilities of Business - Manager and Environment Levels in Management - Managerial Skills - Planning - Steps in Planning Process - Scope and Limitations - Short Range and Long Range Planning - Flexibility in Planning - Characteristics of a sound Plan - Management by Objectives (MBO) - Policies and Strategies - Scope and Formulation - Decision Making - Techniques and Processes.

UNIT-II

Organising: Organisation Structure and Design - Authority and Responsibility Relationships - Delegation of Authority and Decentralisation - Interdepartmental Coordination - Emerging Trends in Corporate Structure, Strategy and Culture - Impact of Technology on Organisational design - Mechanistic vs Adoptive Structures - Formal and Informal Organisation.

UNIT – III

Perception and Learning - Personality and Individual Differences - Motivation and Job Performance - Values, Attitudes and Beliefs - Stress Management - Communication Types – Process - Barriers - Effective Communication.

UNIT – IV

Group Dynamics - Leadership - Styles - Approaches - Power and Politics - Organisational Structure - Organisational Climate and Culture - Organisational Change and Development.

UNIT – V

Comparative Management Styles and approaches - Japanese Management Practices Organisational Creativity and Innovation - Management of Innovation - Entrepreneurial Management - Benchmarking - Best Management Practices across the world - Select cases of Domestic & International Corporations - Management of Diversity.

REFERENCES

Fred Luthans, ORGANISATIONAL BEHAVIOUR, *TataMcGraw-Hill, NewDelhi*

Koontz, Weirich & Aryasri, PRINCIPLES OF MANAGEMENT, *Tata McGraw-Hill, NewDelhi,2004*

Laurie Mullins, MANAGEMENT AND ORGANISATIONAL BEHAVIOUR, *Pearson, NewDelhi,2007*

Meenakshi Gupta, PRINCIPLES OF MANAGEMENT, *PHI Learning, NewDelhi, 2009*

Ricky Griffin, MANAGEMENT: PRINCIPLES & APPLICATIONS, *Cengage, NewDelhi,2008*

Stephen Robbins, ORGANISATIONAL BEHAVIOUR, *Pearson, New Delhi*

Tripathi & Reddy, PRINCIPLES OF MANAGEMENT, *Tata McGraw-Hill, New Delhi,2008*

PAPER-IIIMARKETING MANAGEMENT

UNIT-I

Introduction to Marketing and Marketing Management, Marketing Concepts - Strategic, Management and Marketing Process - Marketing environment. - Consumer Markets and buying behaviour - Market segmentation and targeting and positioning marketing mix.

UNIT-II

Product decisions - concept of a product - Product mix decisions - Brand decision - New product development strategies - Product life cycle strategies

UNIT-III

Price Decisions - Pricing objectives - Pricing policies and constraints - Different pricing method product line pricing and new product pricing.

UNIT-IV

Channel decision - Nature of Marketing channels - Types of Channel flows - Channel functions - Channel co-operation, conflict and competition - Direct Marketing
→Telemarketing - Internet shopping.

UNIT - V

Promotion Decision - Promotion mix - Advertising Decision, advertising objective
→advertising campaign - advertisement effectiveness sales promotion & publicity - Sales force decision.

REFERENCES

Chandrasekar K.S., MARKETING MANAGEMENT TEXT AND CASES, *Tata McGraw-Hill Publication, New Delhi, 2010*

Govindarajan, MARKETING MANAGEMENT CONCEPTS, CASES, CHALLENGES AND TRENDS, *Prentice Hall of India, New Delhi. 2009*

Philip Kotler, MARKETING MANAGEMENT- ANALYSIS PLANNING AND CONTROL, *Prentice Hall of India, New Delhi,*

Ramaswamy. V S & Namakumari. S, MARKETING MANAGEMENT-PLANNING IMPLEMENTATION AND CONTROL, *Macmillan Business Books, New Delhi, 2002,*

PAPER – IV FINANCIAL MANAGEMENT

UNIT I

Financial Management: Meaning - Nature and Scope of Finance - Financial Goal - Profit vs. Wealth Maximization; Finance Functions - Investment, Financing and Dividend decisions.

UNIT II

Capital Budgeting: Nature of Investment Decisions; Investment Evaluation Criteria - Net Present Value, Internal Rate of Return, Profitability Index, Payback Period, Accounting Rate of Return: NPV and IRR comparison; Capital Rationing; Risk Analysis in Capital Budgeting. Cost of Capital: Meaning and significance of Cost of Capital - Calculation of Cost of Debt, Preference Capital, Equity Capital and Retained Earnings - Combined Cost of Capital (weighted); Cost of Equity and CAPM;

UNIT III

Operating and Financial Leverage: Measurement of leverages; Effects of Operating and Financial Leverage on Profit; Analyzing Alternate Financial Plans; Combined Financial and Operating Leverage. Capital Structure Theories: Traditional and M.M. Hypotheses - without taxes and with taxes; Determining capital structure in practice.

UNIT IV

Dividend Policies: Issues in Dividend Decisions - Walter's model - Gordon's model - M-M hypothesis - Dividend and Uncertainty - Relevance of Dividend - Dividend Policy in Practice; Forms of Dividends - Stability in Dividend Policy - Corporate Dividend Behaviour.

UNIT V

Management of working Capital: Meaning, significance and types of Working Capital - Calculating Operating Cycle Period and Estimation of Working Capital Requirements - Financing of Working Capital and Norms of Bank Finance - Sources of Working Capital - Factoring services; various committee Reports on Bank Finance - Dimensions of Working Capital Management.

Note: Question Paper Shall covers 60% Theory and 40% Problems

REFERENCES:

Khan MY, Jain PK, BASIC FINANCIAL MANAGEMENT, *Tata McGraw Hill, Delhi, 2005.*

Chandra, Prasanna, FINANCIAL MANAGEMENT, *Tata McGraw Hill, Delhi.*

Bhabatosh Banerjee, FUNDAMENTALS OF FINANCIAL MANAGEMENT, *PHI, Delhi, 2010*

Chandra Bose D, FUNDAMENTALS OF FINANCIAL MANAGEMENT, *PHI, Delhi, 2010*

Preeti Singh, FUNDAMENTALS OF FINANCIAL MANAGEMENT, *Ane, 2011.*

PAPER – V ENTREPRENEURSHIP MANAGEMENT

UNIT-I

Entrepreneurship – Definition, Role and expectations – Entrepreneurial styles and types – Characteristics of the Entrepreneur – Functions of an Entrepreneur – Promotion of Entrepreneurship – Role of Socio-Cultural, Economic and Political Environment – Growth of Entrepreneurship in Pre and Post independence era – Constraints for the Growth of Entrepreneurial Culture.

UNIT-II

Entrepreneurial Motivation Theories - Entrepreneurial Competencies – Developing Competencies – Role of Entrepreneur. Development Programs – Assistance Programme for Small Scale Units – Institutional Framework – Role of SSI Sector in the Economy – SSI Units – Failure, Causes and Preventive Measures – Turnaround Strategies.

UNIT-III

Identification of Business Opportunity – Preparation of Feasibility Report – Financial and Technical Evaluation – Project Formulation – Common Errors in Project Formulation – Specimen Project Report – Ownership Structures – Proprietorship, Partnership, Company, Co-operative, Franchise.

UNIT-IV

Corporate Entrepreneurship (Intrapreneurship) – Concepts – Need – Strategies - Corporate Practices – Select Cases – Dynamics of Competition – Plans for Survival and Growth.

UNIT-V

Women Entrepreneurship – Need – Growth of women Entrepreneurship – Problems faced by Women Entrepreneurs – Development of women Entrepreneurship – Entrepreneurship in Informal Sector – Rural Entrepreneurship – Entrepreneurship in Sectors like Agriculture, Tourism, health care, Transport and allied services.

REFERENCES

Clifford M.Baumbach & Joseph R.Mancuso, ENTREPRENEURSHIP AND VENTURE MANAGEMENT, *Prentice Hall*

Gifford Pinchot, INTRAPRENEURING, *Harper & Row*

Ram K.Vepa, HOW TO SUCCEED IN SMALL SCALE INDUSTRY, *Vikas*

Richard M.Hodgets, EFFECTIVE SMALL BUSINESS MANAGEMENT, *Academic Press*

Dan Steinhoff & John F.Burgess, SMALL BUSINESS MANAGEMENT – FUNDATMENTALS, *McGraw Hill*

PAPER – VI BUSINESS ENVIRONMENT AND LAW

UNIT – I

Dynamics of Business and its Environment - Ethics in Business - Economic Systems and Management Structure - Economic Transition in India: Privatisation, Globalisation and Competition - Economic and Business Development and Environmental Issues.

UNIT – II

Infrastructural Environment: Energy, Power, Transport, Communication - Social; Education, Demographic Issues - Political: Constitution, Electoral Issues, Democracy - Productivity Factors, Human Elements and Issues for Improvement - Total Quality - Management Issues - Global Trends in Business and Management - MNCs - Foreign Capital and Collaboration - Trends in Indian Industry - The Capital Market Scenario - Future Perspective of Indian Industry and Management.

UNIT-III

Law of Contract - Agreement - Offer - Acceptance - Consideration - Capacity of Contract – Contingent Contract - Quasi Contract - Performance - Discharge - Remedies to breach of Contract - Partnership - Sale of Goods - Law of Insurance - Negotiable Instruments - Notes, Bills, Cheques - Crossing - Endorsement - Holder in due course - Holder in value - Contract of Agency.

UNIT-IV

Company - Formation - Memorandum - Articles - Prospectus - Shares - Debentures –Directors - Appointment - Powers and Duties - Meetings - Proceedings - Management –Accounts – Audit Oppression and Mismanagement - Winding up.

UNIT-V

Factory Act – Licensing and Registrtrion of Factories, Health, Safety and Welfare Measures - Industrial Disputes Act: Objects and Scope of the Act, Effects of Industrial Dispute, Administration under the Act - Minimum Wages Act - Workmen Compensation Act.

REFERENCES:

Keith-Davis & William Frederick: BUSINESS AND SOCIETY, McGraw-Hill, Tokyo.

Rudder Dutt & Sundaram: INDIAN ECONOMY; Vikas, New Delhi

Kapoor, N.D.: ELEMENTS OF MERCANTILE LAW.

Maheswari & Maheswari: MERCANTILE LAW.

Ramiah: COMPANY LAW.

PAPER – VII MANAGERIAL DECISIONS ACCOUNTING

UNIT – I

Management Accounting as an area of Accounting: Objective - Nature, Management Accounting and Managerial Decisions - Management Accounts Position, Role and Responsibilities. Responsibility Centre - Cost Centre, Profit Centre and Investment Centre; Objective and Determinants of Responsibility Centre.

UNIT – II

Budgeting and Budgetary control: Sales Budget – Cash Budget – Operating Budget – Master Budget – Flexible Budgeting – Zero Base Budgeting – Performance Budgeting.

Marginal Costing: Concept - Cost Volume Profit Analysis - Break-Even Analysis; Decision making – Make or Buy, Own or Lease, Repair or Renovate, Sell or Scrap, Export Decision, Shut Down or Continue and Sales-Mix.

UNIT – III

Standard Costing and Variance Analysis: Material Cost Variance - Labour Cost Variance - Overhead Variance – Sales Variance - Profit Variance.

UNIT – IV

Financial Statement Analysis: Vertical, Horizontal and Trend Analysis - Ratio Analysis – Types of Ratios - Uses and Limitations – problems in Balance Sheet to Ratios and Ratios to Balance Sheet – DuPont Analysis. Cash Flow Statement Analysis - Current Trends in the preparation of Cash Flow Statement.

UNIT – V

Contemporary Issues in Managerial Decisions Accounting: Value Chain Analysis, Activity Based Costing (ABC), Transfer Pricing, Total Quality Management (TQM), Target and Life Cycle Costing, Just in Time (JIT), Backflush Costing, Six Sigma, Balanced Scorecard and Throughput Accounting (TA).

Note: Question Paper Shall covers 20% Theory and 80% Problems

REFERENCES:

Arora M. N., “Cost and Management Accounting”, 8th Edition, Vikas Publishing House (P) Ltd

Jain and Narang, Cost and Management Accounting, Ludhiana, Kalyani Publishers, 2002.

Sikdar P.K., “Advanced Cost and Management Accounting”, Oscar Publications.

Maheswari S.N., Principles of Management Accounting

Nigam L.and.Sharma G.L, Cost Accounting

PAPER – VIII MERCHANT BANKING AND FINANCIAL SERVICES

UNIT-I

Financial Services Industry – Emergence – Developments – Fund Based and Non-fund based activities – modern activities – New Financial Products and Services, Innovative Financial Instruments – Challenges Ahead.

UNIT-II

Merchant Banking – Issues Management Intermediaries – Merchant Bankers/Lead Managers – Underwriters – Bankers, Brokers and Registrars to an Issue and Share Transfer Agents– Debenture /Trustees –Portfolio Managers – Issue Management Activities/Procedures – Eligibility norms – Pricing or Issues – Promoters’ contribution – Issue of Indian Depository Receipts (IDR) – Issue Advertisement – Issue of Debt Instruments – Book building – Green shoe Option – Initial Public Offer through Stock Exchange Online System – Preferential Issues – Qualified Institutional Placement.

UNIT-III

Factoring and Forfeiting - Modus Operandi, types, functions – Factoring in India - Bills Discounting – Real estate Industry – Housing Finance – Housing Finance system – National Housing Bank – Refinance scheme for HFCs – Asset Liability Management – Securitisation – Mortgage-Based Securitisation – Reverse Mortgage Loan (RML) Securitisation of Standard Assets.

UNIT-IV

Mutual Funds - Origin, Types of Mutual Funds, Importance, Mutual Funds Industry in India – SEBI’s directives for Mutual Funds, Private Mutual Funds, Asst Management company – Unit Trust of India – Evaluation of Performance of Mutual Funds – Money Market Mutual Funds – RBI Guidelines – Venture Capital: Meaning, Origin, Importance, Methods, India Scenario.

UNIT-V

Insurance – Meaning, Types, Insurance Industry in India and related reforms – Other Financial Services – Credit Cards – Credit Rating: Regulatory framework – Credit Rating Agencies – Rating Process and Methodology – Rating symbols/Grades – Pension Plan.

REFERENCES:

Khan, M.Y., FINANCIAL SERVICES, *Tata McGraw Hill, New Delhi, 2001.*

Gurusamy, MERCHANT BANKING AND FINANCIAL SERVICES, *Tata McGraw Hill, Delhi, 2009.*

Bhole L.M., Financial Institutions and Markets, *Tata McGraw Hill, 2002.*

PAPER IX - INVESTMENT AND PORTFOLIO MANAGEMENT

UNIT - I

Investment – Basics of Investment – Investment, Speculation and Gambling – Investment Categories – Investment avenues – Non marketable Financial Assets – Money Market Instruments – Bond/Debentures – Equity Shares – Schemes of LIC – Mutual Funds – Financial Derivatives – Real Assets – Real Estate – Art – antiques and others.

UNIT- II

Fundamental Security Analysis–Economic Analysis –significance and Interpretation of the Economic Indicators – Industry Analysis – Industry Growth Cycle - Company analysis – Marketing – Accounting policies – Profitability – Dividend Policy – Capital Structure – Financial Analysis – Operating Efficiency – Management – Fundamental Security Analysis – Changes in the Financing Patterns of Indian Companies – Debt-Equity Ratio for India Companies.

UNIT-III

Technical Analysis – Technical Tools - The Dow Theory – Primary Trend – The secondary Trend – Minor Trends – Support and Resistance Level – Indicators – Odd Lot Trading – Moving Average – Rate of Change – Charts – Technical indicators – Charting Techniques – Indicators of the Witchcraft Variety – Efficient Market Theory – Basic Concepts – Random-Walk Theory – Weak Form of EMH – Semi-strong Form – Strong Form – The Essence of the Theory – Market Inefficiencies.

UNIT-IV

Portfolio Analysis – Portfolio and Single asset Returns and Risk – Mean Variance Criterion – covariance – Beta (simple problems) – Portfolio Markowitz Model – simple Diversification – Risk and Return with Different correlation – Sharpe’s Single Index Model – Sharpe’s Optimal Portfolio – Construction of the Optimal Portfolio – Optimum Portfolio with short sales.

UNIT-V

Asset Pricing Model Portfolio Evaluation– Capital Asset Pricing Model (CAPM) – Security Market Line – Assumptions – Arbitrage Pricing Model (APT) – Portfolio Performance Models – Sharpe’s Performance Index – Treynor’s Performance Index – Jensen’s Performance Index.

REFERENCES

Punithavathy Pandian, SECURITY ANALYSIS AND PORTFOLIO MANAGEMENT, *Vikas Publications Pvt. Ltd, New Delhi, 2001.*

Kevin .S, SECURITY ANALYSIS AND PORTFOLIO MANAGEMENT, *PHI, Delhi, 2011*

Yogesh Maheswari, INVESTMENT MANAGEMENT, *PHI, Delhi, 2011*

Bhalla V K, INVESTMENT MANAGEMENT: SECURITY ANALYSIS AND PORTFOLIO MANAGEMENT, *S Chand, New Delhi, 2009*

Prasanna Chandra, PORTFOLIO MANAGEMET, *Tata McGraw Hill, New Delhi, 2008.*

PAPER X – STATISTICAL ANALYSIS

UNIT I

Univariate Analysis: An overview of Central Tendency, Dispersion and Skewness. Sampling and Data Collection: Sampling and Sampling (Probability and Non-Probability) methods; Sampling and non-sampling errors; Law of Large Number and Central Limit Theorem; Sampling distributions and their characteristics.

UNIT II

Probability Theory: Probability – Classical, Relative, and Subjective Probability: Addition and Multiplication Probability Models; Conditional Probability and Baye's Theorem Probability Distributions: Binomial, Poisson, and Normal Distributions their characteristics and applications.

UNIT III

Correlation and Regression Analysis: Two Variables Case

UNIT IV

Statistical Estimation and Testing: Point and interval estimation of population mean, proportion and variance; Statistical testing – hypotheses and errors; Sample size; Large and small sampling tests – Z tests, T tests, and F tests.

UNIT V

Non Parametric Tests: Chi-square tests; Sign tests Wilcoxon Signed – Rank tests; Wald – Wolfowitz tests; Kruskal – Wallis tests.

Note: Question Paper Shall covers 20% Theory and 80% Problems

REFERENCES:

Arora & Arora, Statistics for Management, Sultan Chand, New Delhi, 2009

Gupta S.P., Statistical Methods, Sultan Chand, New Delhi 2009

Levin, Richard I. and David S Rubin, Statistics for Management, Prentice Hall, Delhi 2009

Sonia Taylor, Business Statistics, Palgrave Macmillan, 2009.

Qaziahmed, Zubuirkhan, Shadabahmedkha, Numerical and Statistical Techniques Ane, 2010

PAPER XI – E-COMMERCE

UNIT I

Introduction to E-Commerce: Meaning and concept: Electronic Commerce versus Traditional Commerce; Media convergence; E-commerce and E-Business; Channels of E-Commerce; Business application of E-Commerce; need for E-Commerce; E-Commerce Consumer applications, E-Commerce Organisation applications - Commerce as an Electronic Trading System - special features. Internet Concept and Technologies: Concept and Evolution of Internet; Web Technologies – Global Publishing Concept, Universal Reader Concept and Client Server Concept; Hypertext Publishing and Hypertext Information Network; Benefits of Hypertext, URLS, HTTP , HTTPD servers, HTML, HTML forms and CGI Gateway Service.

UNIT II

Business Models of E-Commerce and Infrastructure: E-Commerce Models; Supply Chain Management, Product and Service Digitations Remote Servicing, Procurement; on line Marketing and Advertising E-Commerce Resources and Infrastructure Resources and Planning for Infrastructure. E -Business: Workflow Management, Mass Customization and Product Differentiation; Organization Restructuring; Integrated Logistics and Distribution; Knowledge Management Issues and Role of E-Commerce Infrastructure.

UNIT III

Electronic Payment System: Special Features Required in Payment Systems for E- Commerce, Types of E-Payment Systems; E- Cash and Currency Servers, E-Cheques Digital Token Based Credit Cards, Smart Cards, Electronic Purses and Debit Cards; Business Issues and Economic Implications; Operational, Credit and Legal Risk Of E-Payment System; Risk Management Options in E-Payment System; Components of An Effective Electronic Payment System.

UNIT IV

Business to Business E-Commerce: Needs and alternative models of B2B E-Commerce; Technologies, EDI and paperless trading; EDI architecture, EDI standards, VANs, Costs of EDI Infrastructure, features of EDI Service Arrangement, Internet-based EDI and FTP-based messaging.

UNIT V

Security Issues in E-Commerce: Security Risks of E-Commerce, Exposure of Resources, Types of Threats, and Source of Threats, Security Tools and Risk-Management Approach E-Commerce Security and a Rational Security Policy for E-Commerce: Corporate Digital Library; I.T. Act 2000.

REFERENCES:

Agarwal & Deeksha Ararwalar, Business on the Net; E-Commerce, Macmillan, Delhi, 2006
Diwan, Prag and Sunil Sharma, Electronic Commerce E – Business Vanity Books, Delhi, 2002

Joseph P.T., E-Commerce, PHI, Delhi, 2007

Kalakafa Whinston, Frontiers of electronic Commerce, Pearson

Minoli and Minol, Web Commerce Technology Hand Book, Tata McGraw Hill, Delhi. 2007

PAPER XII - INTERNATIONAL TRADE AND FINANCE

UNIT-I

International Trade – Benefits – Basis of International Trade – Foreign Trade and Economic Growth – Balance of Trade – Balance of Payment – Current Trends in India – Barriers to International Trade – Indian EXIM Policy.

UNIT-II

Export and Import Finance: Special need for Finance in International Trade – INCO Terms (FOB, CIF, etc.) – Payment Terms – Letters of Credit – Pre Shipment and Post Shipment Finance – Forfaiting – Deferred Payment Terms – EXIM Bank – ECGC and its schemes – Import Licensing – Financing methods for import of Capital goods.

UNIT-III

Foreign Exchange Markets – Spot Prices and Forward Prices – Factors influencing Exchange rates – The effects of Exchange rates in Foreign Trade – Tools for hedging against Exchange rate variations – Forward, Futures and Currency options – FEMA – Determination of Foreign Exchange rate and Forecasting – Law of one price – PPP theory – Interest Rate Parity – Exchange rate Forecasting.

UNIT-IV

Export Trade Documents: Financial Documents – Bill of Exchange – Type – Commercial Documents – Proforma, Commercial, Consular, Customs, Legalized Invoice, Certificate of Origin Certificate Value, Packing List, Weight Certificate, Certificate of Analysis and Quality, Certificate of Inspection, Health certificate. Transport Documents - Bill of Lading, Airway Bill, Postal Receipt, Multimodal Transport Document. Risk Covering Document: Insurance Policy, Insurance Cover Note. Official Document: Export Declaration Forms, GR Form, PP Form, COD Form, Softer Forms, Export Certification, GSPS – UPCDC Norms.

UNIT-V

Export Promotion Schemes – Government Organizations Promoting Exports – Export Incentives: Duty Exemption – IT Concession – Marketing Assistance – EPCG, DEPB – Advance License – Other efforts I Export Promotion – EPZ – EQU – SEZ and Export House.

REFERENCES

Jeevanandam .C, INTERNATIONAL BUSINESS, M/s Sultan & Chand, Delhi, 2008

Sumathi Varma, INTERNATIONAL BUSINESS, *Ane, Delhi, 2010*

Levi, Maurice D, International Finance, McGraw – Hill, International Edition, 2009

O'Connor DJ, Bueso AT, International Dimensions of Financial Management; Macmillan, New Delhi.