

<b>Sr. No.</b>	<b>Name of the subject</b>	<b>Course Code</b>
1	Financial Accounting	COM-100
2	Principal and Practice Management	COM-111
3	Bachelor of Computer Applications /Mathematical techniques	CSA-131/MAT-131
4	Communicative English Written and spoken	ENG-151
5	Environmental studies	VAC-100
6	Constitutional values and obligation	VAC-104
7	Business Mathematics	COM-142
8	Soft Skill Personality Development	COM-143

**Name of the Programme: Bachelor of Commerce (Honors)**

**Course Code: COM-100**

**Title of the Course: Financial Accounting**

**Number of Credits: 04**

**Effective from AY: 2023-24**

<b>Pre-requisites for the Course:</b>	Nil	
<b>Course Objectives:</b>	Objectives of the Course are: 1. To develop conceptual and practical knowledge of financial accounting. 2. To acquaint learners with skills of recording various kinds of business transactions. 3. To enable learners to prepare "Statement of Profit and Loss" and "Balance Sheet" as per Schedule III of the Companies Act 2013. 4. To acquaint learners with the insights on recording transactions upon buying and selling of securities.	
<b>Content:</b>	<b>Unit 1: Accounting Fundamentals and Depreciation Accounting</b> Accounting Fundamentals: Accounting: Meaning, Need, Nature, Classification, Users of Accounting Information, Accounting Equation, Accounting Principles, Concepts and Conventions, Accounting Standards: Meaning and Need, Elementary knowledge of IFRS. Depreciation Accounting: Meaning, Causes, Need for providing depreciation, AS 6, Methods of Depreciation – Sinking Fund Method and Insurance Policy Method.	<b>15 hours</b>
	<b>Unit 2: Accounting from Incomplete Records</b> Single Entry System: Meaning, Features, Advantages, Limitations; Difference between Single Entry System and Double Entry System, Preparation of Trading, Profit & Loss Account and Balance Sheet under Conversion Method.	<b>15 hours</b>
	<b>Unit 3: Company Final Accounts</b> Preparation of "Statement of Profit and Loss" and "Balance Sheet" as per Schedule III of the Companies Act 2013.	<b>15 hours</b>
	<b>Unit 4: Investment Accounting</b> Meaning and types of investments- Fixed returns (Debentures and Bonds) and Fluctuating returns (Equity shares), AS-13 Accounting for investments, Ex-interest/dividend; Cum- interest/ Dividend transactions, Brokerage, Securities Transaction Tax and other expenses, purchase and sale of investment, Bonus shares and Rights Issue, Valuation of investment.	<b>15 hours</b>

<b>Pedagogy:</b>	Lectures, Discussions, Presentations, Case Studies, Assignments, Class Activities
<b>Reference/ Readings:</b>	<ol style="list-style-type: none"> <li>1. Anthony, R.N, Hawkins, D., Merchant, K. A., (2017). Accounting: Text and Cases (13th Ed). Mc Graw Hill Education.</li> <li>2. Horngren, C.T. and Philbrick, D., (2017). Introduction to Financial Accounting (11<sup>th</sup> Ed.), Pearson Education.</li> <li>3. Monga, J.R., (2023). Financial Accounting: Concepts and Applications (34<sup>th</sup> ed.). Mayur Paper Backs, New Delhi.</li> <li>4. Shukla, M.C., Grewal, T.S. and Gupta, S.C. (2017). Advanced Accounts. Vol.-I. (19<sup>th</sup> Ed.), S. Chand &amp; Co., New Delhi.</li> <li>5. Maheshwari, S.N., and Maheshwari, S.K. (2022). Financial Accounting. (6<sup>th</sup> Ed.) Vikas Publishing House, New Delhi.</li> <li>6. Goyal, B. K. and Tiwari, HN, (2021). Financial Accounting (6<sup>th</sup> Ed.), International Book House</li> <li>7. Goldwin, Alderman and Sanyal (2016). Financial Accounting (2<sup>nd</sup> Ed), Cengage India Private Limited.</li> <li>8. Tulsian, P.C. (2023). Financial Accounting (1<sup>st</sup> Ed.), S. Chand publishing.</li> <li>9. Mukherjee, A., and Hanif, M. (2018) Modern Accountancy Vol.no. 1 &amp; 2 (3rd Edition) McGraw Hill.</li> <li>10. Compendium of Statements and Standards of Accounting (2023). The Institute of Chartered Accountants of India, New Delhi.</li> </ol>
<b>Course Outcomes:</b>	<p>After completion of this course, the learners will be able to:</p> <ol style="list-style-type: none"> <li>1. Explain the basic accounting concepts, conventions and accounting standards.</li> <li>2. Record various kinds of business transactions.</li> <li>3. Prepare the financial statements as per Companies Act, 2013.</li> <li>4. Prepare Investment Accounts for buying/selling of fixed/non-fixed interest- bearing securities.</li> </ol>



**Name of the Programme: Bachelor of Commerce (Honors)**

**Course Code: COM-111**

**Title of the Course: Principles and Practice of Management**

**Number of Credits: 04**

**Effective from AY: 2023-24**

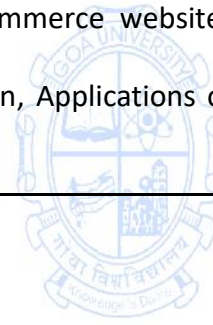
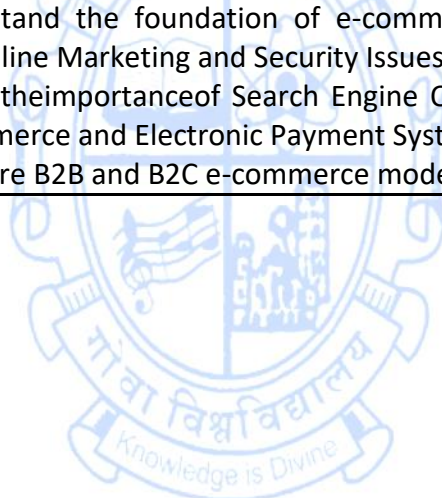
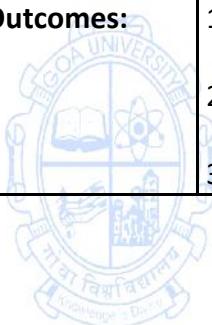
<b>Pre-requisites for the Course:</b>	Nil	
<b>Course Objectives:</b>	<p>Objectives of the Course are:</p> <ol style="list-style-type: none"><li>1. To enable the learners to describe the competitive landscape of a company using Porter's five force model.</li><li>2. To acquaint the learners with skills to interpret the relevance of delegation and decentralization of authority in an organization.</li><li>3. To acquaint the learners to recognize the various needs of an individual using Maslow's Need-Hierarchy Theory.</li><li>4. To elucidate the principles and major techniques of control and apply the principles and techniques of coordination.</li></ol>	
<b>Content:</b>	<p><b>Unit 1: Introduction to Management</b> Management: Concept and Need, Managerial Functions - An overview; Coordination: Essence of Management. Evolution of Management Thought, Classical Approach - Taylor, Fayol, Neo-Classical and Human Relations Approaches - Mayo, Hawthorne Experiments, Behavioural Approach, Systems Approach, Contingency Approach, MBO, Hammer and Champy- Business Process Re-engineering, Porter's Five-forces' Model.</p> <p><b>Unit 2: Planning and Organising</b> Types of Plan; Strategic planning - Concept, process, Importance and limitations; Environmental Analysis and diagnosis (Internal and external environment) - Definition, Importance and Techniques (SWOT/TOWS/WOTS-UP, BCG Matrix, Competitor Analysis); Decision-making: Process and Techniques; Perfect rationality and bounded rationality. Concept and process of organizing - An overview, Span of management, Different types of authority (line, staff and functional), Decentralization, Delegation of authority; Formal and Informal Structure; Principles of Organizing; Network Organization Structure. Emerging types.</p> <p><b>Unit 3: Staffing and Leading</b> Staffing: Concept of staffing, staffing process. b. Motivation &amp; Leadership: Concept, Importance, extrinsic and intrinsic motivation; Major Motivation theories - Maslow's Need-Hierarchy Theory; Herzberg's Two-factor Theory, Vroom's Expectancy Theory. Leadership: Concept and importance; Leadership styles.</p>	<p><b>15 hours</b></p> <p><b>15 hours</b></p> <p><b>15 hours</b></p>

	<p>Communication: Concept, purpose, process; Oral and written communication; Formal and informal communication networks, Barriers to communication, Overcoming barriers to communication. Emerging trends in communication.</p> <p><b>Unit 4: Control and Coordination</b></p> <p>Concept, Process, Limitations, Principles of Effective Control, Major Techniques of control - Effective Control Systems. Coordination Concept, Importance, Principles and Techniques of Coordination, Concept of Managerial Effectiveness. Emerging issues in Management.</p>	<b>15 hours</b>
<b>Pedagogy:</b>	Lectures, Classroom discussions and Case study	
<b>Reference/ Readings:</b>	<ol style="list-style-type: none"> <li>1. Tripathi, P. C. &amp; Reddy, P.N. (2010). Principles of Management (Fourth ed.). Tata Mc Graw Hill Education Pvt. Ltd., New Delhi.</li> <li>2. Chandan, J. S. (2004). Management, Theory &amp; Practice (Second ed.). Vikas Publishing House, New Delhi.</li> <li>3. Prasad, L. M. (2000). Principles and Practice of Management (Fifth ed.). Soutlan Chand &amp; Sons.</li> <li>4. Jain, V. (2010). Management Theory &amp; Practice (First ed.). International Book House, New Delhi.</li> <li>5. Prasad, M. (2008). Management Concepts &amp; Practices. (Fourth ed.). Himalaya Publishing House, Mumbai.</li> <li>6. Subba Rao, P., &amp; Venkatram T. K. (2010). Management Theory &amp; Practice (First ed.). Himalaya Publishing House, Mumbai.</li> <li>7. Moshal, B. S. (2009). Principles of Mangement (First ed.).Ane Books Pvt. Ltd., New Delhi.</li> <li>8. Barton, G., &amp; Thakur, H. (1997). Management Today, Principle &amp; Practice (First ed.). Tata Mc Graw Hill Publishing Co. Ltd., New Delhi.</li> </ol>	
<b>Course Outcomes:</b>	<p>After completion of this course, the learners will be able to:</p> <ol style="list-style-type: none"> <li>1. Describe the competitive landscape of a company using Porter's five force model.</li> <li>2. Interpret the relevance of delegation and decentralization of authority in an organization.</li> <li>3. Recognise the various needs of an individual using Maslow's Need-Hierarchy Theory.</li> <li>4. Eucidate the principles and major techniques of control and apply the principles and techniques of coordination.</li> </ol>	

**Name of the Programme** : Bachelor of Computer Applications  
**Course Code** : CSA-131  
**Title of the Course** : E-Commerce  
**Number of Credits** : 3T  
**Effective from AY** : 2024-25

<b>Prerequisites for the Course:</b>	None	
<b>Course Objectives:</b>	<ol style="list-style-type: none"> <li>1. To give a fundamental understanding of e-commerce and online marketing</li> <li>2. To instill ideas of Search Engine Optimization and Marketing, Applications of e-commerce and digital payments</li> <li>3. To identify, define and differentiate the e-commerce models and risks of electronic commerce.</li> </ol>	
<b>Units</b>	<b>Content</b>	<b>No. of Hours</b>
I	<p><b>Introduction to Electronic Commerce:</b> Meaning, Nature, and scope of e-commerce, History of e-commerce, Business applications of e-commerce, E-Commerce Models(B2B, B2C, C2C, B2G), Advantages and Disadvantages of e-commerce, Applications of M-Commerce.</p> <p><b>E-Commerce Web-sites:</b> Websites as a marketplace, Role of the website in B2C e-commerce, Website design principles, Alternative methods of customer communication such as e-mail, Email etiquette, and e-mail security.</p> <p><b>Online Marketing:</b> Online marketing and advertising, Push and pull approaches, Web counters, Web advertisements, Content marketing, Need of Digital Marketing for an e-commerce Business.</p>	15
II	<p><b>Search Engine Optimization:</b> Search Engine Optimization (SEO), Search Engine Marketing (SEM), Social Media Marketing (SMM), Web Analytics.</p> <p><b>Applications of E-commerce:</b> Applications of e-commerce to Supply chain management Applications of e-commerce to Customer Relationship Management, Product and service digitization, Remote servicing.</p> <p><b>Electronic Payment System:</b> Types of payment systems, credit cards, debit cards, mobile, etc., Electronic Fund Transfer (EFT), Operational credit and legal risk of e-payment, and Risk management options for e-payment systems.</p>	15
III	<p><b>Business to Consumer E-Commerce:</b> Cataloguing, Order planning and order generation, Cost estimation and pricing, Order receipt and accounting, Order selection and prioritization, Order scheduling, Order fulfilling, Order delivery, Order billing, Post sales service.</p>	15

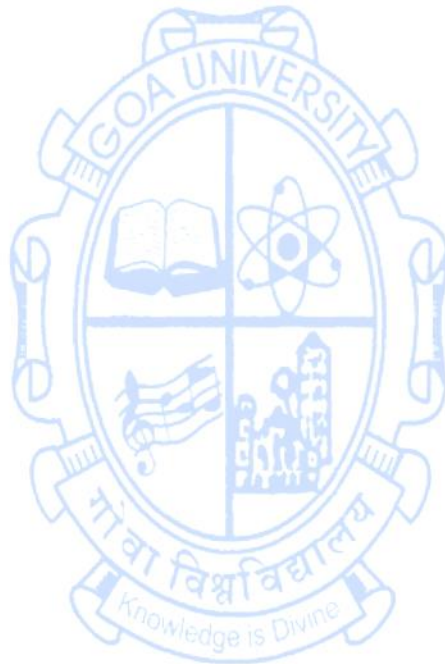
	<p><b>Business-to-Business E-Commerce:</b> Need and Models of B2B e-commerce, Using public and private computer networks for B2B trading; EDI and paperless trading, Characteristic features of EDI service arrangement, EDI architecture, and standards.</p> <p><b>Security Issues in E-Commerce:</b> Risks of e-commerce, Types and sources of threats; Security tools, Risk management approaches.</p>
<b>Pedagogy:</b>	PowerPoint, Tutorials, Hybrid learning.
<b>References/ Readings:</b>	<p><b>Main Reading:</b></p> <ol style="list-style-type: none"> <li>1. Kalakota, Ravi, Andrew Whinston(2015). Frontiers of Electronic Commerce. Pearson Education.</li> <li>2. P.T.Joseph(2015).E-Commerce: An Indian Perspective Paperback. PHI Learning.</li> <li>3. V.Rajaraman(2015). Essentials of E-Commerce Technology. PHI Learning.</li> </ol> <p><b>Additional Reading:</b></p> <ol style="list-style-type: none"> <li>1. C.S.V.Murthy (2015). <i>E-Commerce - Concepts, Models and Strategies</i>. Himalaya Publishing House.</li> </ol>
<b>Course Outcomes:</b>	<p><b>At the end of the course, students will be able to:</b></p> <ol style="list-style-type: none"> <li>1. Understand the foundation of e-commerce, e-commerce websites and Online Marketing and Security Issues</li> <li>2. Explaintheimportanceof Search Engine Optimization, Applications of E-commerce and Electronic Payment Systems.</li> <li>3. Compare B2B and B2C e-commerce models.</li> </ol>




**Name of the Programme** : B.Sc. Mathematics  
**Course Code** : MAT-131  
**Title of the Course** : Mathematical Techniques in Competitive Exams  
**Number of Credits** : 3 (3L)  
**Effective from AY** : 2023-24

<b>Prerequisites for the Course</b>	NIL	
<b>Course Objectives</b>	To make students competent enough to answer competitive examinations like Banks, Post Office, SSC, LIC, CDS, CSAT, CAT, CMAT, GMAT, MAT, UPSC, CBI, CPO, Civil Services, Hotel Management, Railway, Police, Defence, etc.	
<b>Content</b>		<b>No. of Hours</b>
<b>Unit I</b>	<b>Ratio and Proportion:</b> Ratio; Comparison of ratios; Proportion. <b>Mixture or Alligation:</b> Mixture; Rule of mixture or allegation. <b>Partnership:</b> Types of partnerships; Types of partners. <b>Problems Based on Ages:</b> Rules for problems based on ages.	<b>15</b>
<b>Unit II</b>	<b>Work and Time:</b> Basic rules related to work and time. <b>Work and Wages:</b> Important points. <b>Pipes and Cisterns:</b> Facts related to pipes and cisterns. <b>Clock and Calendar:</b> Clock; Calendar; Day Gain/Loss.	<b>15</b>
<b>Unit III</b>	<b>True Discount and Banker's Discount:</b> True discount; Banker's discount. <b>Speed, Time and Distance:</b> Basic formulae related to speed, time and distance. <b>Problems Based on Trains:</b> Basic rule related to problems based on trains. <b>Boats and Streams:</b> Concepts and formulae on boats and streams.	<b>15</b>
<b>Pedagogy</b>	Lectures/Problem Solving/Self study.	
<b>References/Readings</b>	1) R. Verma: <i>Fast Track Objective Arithmtic</i> , Arihant Publications Limited, 2017. <b>(Principal Text)</b> 2) A. Sharma: <i>How to Prepare for Quantitative Aptitude for CAT</i> , 9 <sup>th</sup> Edition, McGraw Hill, 2021. 3) P. K. Mishra, and R. Mishra: <i>Elementary &amp; Advanced Mathematics For Competitive Exams</i> , Source Books, 2018. 4) R. S. Aggarwal: <i>Quantitative Aptitude for Competitive Examinations</i> , S. Chand Publications, 2017. 5) R. Mathuriya: <i>Mathematics for all Competitive Exams SSC (Pre./Mains)</i> , Sunita Publications, 2017.	
<b>Course Outcomes</b>	The student will be able to, 1. Apply mathematical techniques in solving problems.	

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|  | <ol style="list-style-type: none"><li>2. Identify tricks in solving problems quickly.</li><li>3. Employ various strategies to solve problems arising in various competitive exams.</li><li>4. Manage time in answering several questions appearing in the exam.</li></ol> |
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**Name of the Programme** : Bachelor of Arts- English  
**Course Code** : ENG-151  
**Title of the Course** : Communicative English: Spoken and Written  
**Number of Credits** : 02  
**Effective from AY** : 2023-24

<b>Pre-requisites for the Course:</b>	Interest in improving spoken and written English skills	
<b>Course Objectives:</b>	<ul style="list-style-type: none"> <li>● To listen, understand and convey information</li> <li>● To listen and respond appropriately to the contributions of others</li> <li>● To understand others and present facts, ideas and opinions</li> <li>● To articulate experience and express what is thought, felt and imagined</li> <li>● To communicate clearly and fluently</li> <li>● To use grammatically correct language</li> <li>● To use a register appropriate to the audience and context</li> </ul>	
		<b>No. of Hours</b>
 <b>Content:</b>	<b>UNIT 1</b> <ul style="list-style-type: none"> <li>● Verbal and non-verbal Skills: importance of pronunciation, enunciation, diction, articulation, intonation and body language.</li> <li>● Group Discussion: persuasion, negotiation, leading and participating.</li> <li>● Interview Skills: techniques of answering and conducting interviews.</li> <li>● Delivering Speeches: balancing rhetoric and empathy to connect with the audience.</li> </ul>	<b>15</b>
	<b>UNIT 2</b> <ul style="list-style-type: none"> <li>● Communication through Letters: cover letters, letters of goodwill, complaint letters and invitation letters.</li> <li>● Email Correspondence: components, format, attachments, content and language.</li> <li>● Writing Reports: format and steps.</li> <li>● Drafting Speeches: special occasion, motivational, informative, and extemporaneous.</li> </ul>	<b>15</b>
<b>Pedagogy:</b>	Topics to be taught using interactive teaching and the workshop method.	

<p><b>References/Readings:</b></p>	<ol style="list-style-type: none"> <li>1. Beebe, S. A., &amp; Beebe, S. J. <i>Public Speaking: An audience centered approach</i>. 8<sup>th</sup> ed, 2012</li> <li>2. Hancock, Mark. <i>English Pronunciation in Use</i>. Cambridge UP, 2003 onwards.</li> <li>3. Krishna Mohan and N. P. Singh. <i>Speaking English Effectively</i>. Macmillan India Ltd ISBN: 0333925521</li> <li>4. Loughheed, Lin. <i>Business Correspondence: A Guide to Everyday Writing</i>. Longman, 2003.</li> <li>5. Murphy, Raymond. <i>Murphy's English Grammar</i>. Cambridge UP.</li> <li>6. Vyas Manish A., Yogesh L. Patel. <i>Tasks for the English Classroom</i>. Macmillan, 2012.</li> <li>7. Online Resource – The homepage of NATE (National Association of Teaching English) while a national British association, has many resources which are in effect international. Series: English Writing Frames – Copiable books. Could be used in used in conjunction with any language/Communication skills course. A systematic resource, with step-by-step practical exercises and photocopiable frames to practice with.</li> </ol>
<p><b>Course Outcomes:</b></p>	<p>On completion of the course, the student will be able to do the following:</p> <ol style="list-style-type: none"> <li>1. Elicit and show respect for the views of others as well as be culturally sensitive.</li> <li>2. Display emotional stability and self-confidence.</li> <li>3. Apply critical thinking skills through decision-making and problem-solving.</li> <li>4. Demonstrate effective written communication for an intended purpose and audience that follows genre/disciplinary conventions that reflect creation, organization, precision, and revision.</li> </ol>



## A. Environmental Science and Education

Name of the Programme: UG General Education Programmes

Course Code: VAC-100

Title of the Course: Environmental Studies I

Number of Credits: 02

Effective from AY: 2023-24

<b>Pre-requisites for the Course:</b>	Nil	
<b>Course Objectives:</b>	Sensitise students to environmental conservation and sustainable use of resources	
<b>Content:</b>	<p>Module 1 : Multidisciplinary nature of environmental studies            Definition, scope and importance Need for public awareness.            Natural Resources : Renewable and non-renewable resources :            Natural resources and associated problems. Forest resources : Use and over-exploitation, deforestation, case studies. Timber extraction, mining, dams and their effects on forest and tribal people. Water resources : Use and over-utilization of surface and ground water, floods, drought, conflicts over water, dams-benefits and problems. Mineral resources : Use and exploitation, environmental effects of extracting and using mineral resources, case studies. Food resources : World food problems, changes caused by agriculture and overgrazing, effects of modern agriculture, fertilizer-pesticide problems, water logging, salinity, case studies. Energy resources : Growing energy needs, renewable and non-renewable energy sources, use of alternate energy sources. Case studies. Land resources : Land as a resource, land degradation, man-induced landslides, soil erosion and desertification. • Role of an individual in conservation of natural resources. • Equitable use of resources for sustainable lifestyles.</p> <p>Module 2 : Ecosystems            Concept of an ecosystem. Structure and function of an ecosystem. Producers, consumers and decomposers. Energy flow in the ecosystem. Ecological succession. Food chains, food webs and ecological pyramids. Introduction, types, characteristic features, structure and function of the following ecosystem :- a. Forest ecosystem b. Grassland ecosystem c. Desert ecosystem d. Aquatic ecosystems (ponds, streams, lakes, rivers, oceans, estuaries);            Biodiversity and its conservation Introduction – Definition : genetic, species and ecosystem diversity. Biogeographical classification of India, Value of biodiversity : consumptive use, productive use, social, ethical, aesthetic and option values, Biodiversity at global, National and local levels. India as a mega-diversity nation IV, Hot-spots of biodiversity. Threats to biodiversity : habitat loss, poaching of wildlife, man-wildlife conflicts. Endangered and endemic species of India, Conservation of biodiversity : In-situ and Ex-situ conservation of biodiversity.</p>	<p>No of hours</p> <p>15</p> <p>15</p>
<b>Pedagogy:</b>	Class lectures, Case Studies, Field visits	

## B. Understanding India

Name of the Programme: UG General Education Programmes

Course Code: VAC-104

Title of the Course: Constitutional Values and Obligations

Number of Credits: 02

Effective from AY: 2023-24

<b>Prerequisites</b>	Nil	
<b>Course Objectives:</b>	1. understand Constitutional Values. 2. be familiar with Fundamental Rights, Obligations of a State and Fundamental Duties	
<b>Content:</b>	<b>Unit 1: Evolution and structure of the Constitution</b> Constituent Assembly and the Constitution: Drafting of the Constitution, Tenets of Preamble including Secular, Socialist, Democratic, Republic, Republic State, Justice, Equality, Fraternity and Liberty. Main features of Indian Constitution: Basic Structure of Constitution. Rigidity and Flexibility, Federal structure, Rule of Law, Separation of Powers, Parliamentary Form of Government, Independent Judiciary and Citizenship.	15 hours
	<b>Unit 2: Fundamental Rights, Directive Principles of State Policy and Fundamental Duties</b> Fundamental Rights : Right to Equality, Freedom of Speech and Expression, Right to Life and Personal Liberty, Right against Exploitation, Right to Freedom of Religion, Cultural and Educational Rights and Right to Constitutional Remedies. Directive Principles of State Policy and its enforceability. Fundamental Duties: Moral Duty and Civic Duty ,Concept of Environmental Constitutionalism, PILs filed invoking Fundamental Duties and Judicial approach to Fundamental Duties.	15 hours
<b>Pedagogy:</b>	<b>1 Lectures/Interactive Sessions/ Group Discussions/ Assignments</b> <b>2 .Experiential Learning :</b> Identifying violations of Fundamental Rights in society by conducting interviews of affected parties. Reflections on violation of Fundamental Rights during Group discussion Conducting a survey on awareness about Fundamental Duties	
<b>Reference/ Readings:</b>	Basu, D. D. (2019). <i>Introduction to Constitution</i> . Lexis Nexis. Kashyap, S. C. (2019). <i>Our Constitution : An Introduction to India's Constitution and Constitutional Law</i> . National Book Trust, India. Jain, M. P. (2022). <i>Indian Constitutional Law</i> . Lexis Nexis. Shukla, V.N. (2023). <i>Constitution of India</i> . Eastern Book Company.	
<b>Course</b>	At the end of the course, the students will be able to: 1. Explain the relevance of Constitution of India in a democratic setup. 2. Describe the Fundamental Rights and Fundamental Duties. 3. Explain the policy of governance 4. Develop ability to apply the Values and State policy enshrined in the Constitution in national life.	

Name of the Programme: Bachelor of Commerce (Honors)



Course Code: COM-142

Title of the Course: Business Mathematics I

Number of Credits: 03 (1T+2P)

Effective from AY: 2023-24

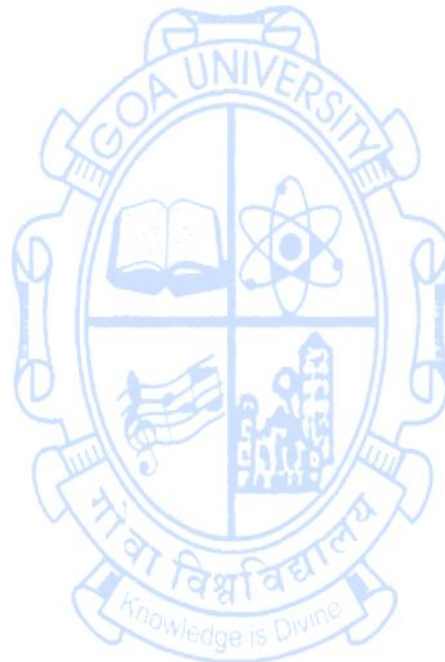
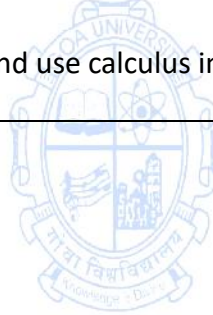
<b>Pre-requisites for the Course:</b>	Elementary Mathematics	
<b>Course Objectives:</b>	Objectives of the Course are: 1. To provide mathematical literacy and foundations in concepts of Mathematics necessary in the areas of Economics, Finance, Commerce and Management 2. To demonstrate modelling of descriptive problems into mathematical formulae for solving business problems. 3. To enable learners to integrate acquired knowledge and skills with practical problems in Economics.	
<b>Content:</b>	<b>Unit 1: Mathematics of Finance</b> <ul style="list-style-type: none"><li>Ratio, Proportions, Percentage</li><li>Simple Interest, Compound Interest</li><li>Annuity</li></ul> <b>Unit 2: Set Theory and Solutions of Algebraic Equations</b> <ul style="list-style-type: none"><li>Sets: Definition, Representation, Types of sets, Operations on Sets, Power set, De Morgan's laws.</li><li>Relations and Functions, Domain, Co-domain, Range</li><li>Quadratic Equations</li></ul> <b>Unit 3: Calculus</b> <ul style="list-style-type: none"><li>Derivatives and its applications: Definition, Computational formulae, Algebra of derivatives, derivatives of composite functions. Increasing/decreasing functions, Maxima and Minima. (Definition and Interpretation)</li><li>Integration and its applications: Definition, standard forms, Algebra of integration, Integration by parts, definite integrals.</li></ul> <b>Practicals</b> List of Practicals (Each practical of two hours each) UNIT I <ul style="list-style-type: none"><li>Ratio</li><li>Proportions</li><li>Work and Time</li><li>Unit conversion (SI to metric, metric to SI)</li><li>Discounts</li><li>Profit and Loss</li><li>Compound Interest (compounded annually, half-yearly, quarterly, monthly)</li><li>EMI using interest on reducing balance and flat interest rate</li><li>Future value</li><li>Present value</li></ul>	<b>5 hours</b> <b>5 hours</b> <b>5 hours</b> <b>60 hours</b>

	<p>UNIT II</p> <ul style="list-style-type: none"> <li>• Venn diagram</li> <li>• Principle of inclusion and exclusion</li> <li>• Graph of a function</li> <li>• Roots of quadratic equation</li> <li>• Numerical Solution of Algebraic Equations: <ul style="list-style-type: none"> <li>• Bisection method</li> <li>• Regula-Falsi method</li> <li>• Newton-Raphson method</li> </ul> </li> </ul> <p>UNIT III</p> <ul style="list-style-type: none"> <li>• Cost/ Demand/ Revenue, Marginal Cost/ Demand/ Revenue</li> <li>• Elasticity of demand, supply</li> <li>• Increasing/decreasing functions <ul style="list-style-type: none"> <li>○ Maxima and minima</li> <li>○ Area under a curve</li> <li>○ Consumer Surplus</li> <li>○ Producer's Surplus</li> </ul> </li> <li>• Numerical Differentiation using: <ul style="list-style-type: none"> <li>○ Newton's Forward difference</li> <li>○ Backward difference method</li> <li>○ Divided difference method</li> </ul> </li> <li>• Numerical Integration using: <ul style="list-style-type: none"> <li>○ Trapezoidal rule</li> <li>○ Simpson's one-third formula</li> <li>○ Weddle's formula</li> </ul> </li> </ul> <p>Practicals using softwares like GeoGebra for interactive sessions is encouraged. Additional workshops on these softwares are recommended.</p>	
<p><b>Pedagogy:</b></p>	<p>Lectures, Practicals</p>	
<p><b>Reference/ Readings:</b></p>	<ol style="list-style-type: none"> <li>1. Clendenen, G., &amp; Salzman, S. (2015). Business Mathematics (Global Edition), Pearson Education.</li> <li>2. Sharma, J. K. (2014). Business Mathematics: Theory and Applications (Ane's Student Edition), Lakshi Publishers.</li> <li>3. Dikshit, A., &amp; Jain, J. K. (2009). Business Mathematics, Himalaya Publishing House.</li> <li>4. Sastry, S. S. (2012). Introduction to Numerical Analysis (Fifth Edition), Prentice Hall India Learning Pvt. Ltd.</li> <li>5. Cain, J., &amp; Emeritus, R. C. (2000). Mathematics for Business Careers (Fifth Edition), Pearson Education.</li> <li>6. Eugene, D., &amp; Lerner, J. (2009). Schaum's Outline of Basic Business Mathematics (Second Edition), McGraw-Hill Education.</li> <li>7. Hilderbrand, F. B. (2003). Introduction to Numerical Analysis (Second Edition), Dover Publications Inc.</li> <li>8. Robert, B., &amp; Zima, P. (2011). Schaum's Outline of Mathematics of Finance (Second Edition), McGraw Hill Education.</li> </ol>	

**Course Outcomes:**

After completion of this course, the learners will be able to:

1. Solve problems in the areas of business calculus, simple and compound interest account, loan and consumer credit.
2. Undertake necessary computations for problems of interest, annuities and perpetuities, capitalized cost, depletion allowances, stocks and bonds.
3. Evaluate and select financial arrangements which are best for a consumer.
4. Demonstrate and use calculus in the areas of Commerce, Economics and Finance.



Name of the Programme: Bachelor of Commerce (Honors)

Course Code: COM-143

Title of the Course: Soft Skills and Personality Development

Number of Credits: 03 (1T+2P)

Effective from AY: 2023-24

<b>Pre-requisites for the Course:</b>	Nil	
<b>Course Objectives:</b>	Objectives of the Course are: 1. To provide soft skills training and practical orientation. 2. To acquaint learners with the personality traits and self-development 3. To enable learners to place emphasis on goal setting and self-development.	
<b>Content:</b>	<b>Unit 1: Introduction to Soft Skills</b>	<b>15 hours</b>
	Soft Skills: Meaning, Importance; Types: Self Management Skills, Communication Skills; Leadership Skills, Negotiation Skills, Presentation Skills; Life Skills, Time management Skills, Social Skills; Stress Management and Creative Thinking.	
	<b>Unit 2: Personality Development (Practical)</b>	<b>30 hours</b>
	Body Language- Personality Traits; Postures and Gestures; Active Listening; Value of Time; Team Work and Team Building- Group Discussion; Social and Corporate Etiquettes – Social and Corporate Etiquettes; Interviews and CV Writing; Developing trust and Integrity in Humans.	
	<b>Unit 3: Self Development and Goal Setting (Practical)</b>	<b>30 hours</b>
	Developing potential and self-actualisation; SWOC analysis, learning to maximize success using SWOC, how to do a personal SWOC; Goal Setting including various types of goals; Interpersonal relationships, Understanding People; Conflict Resolution Skills – Seeking Win-Win Solution; Emotional Intelligence.	
<b>Pedagogy:</b>	Lecture, Classroom Discussion, Presentation, Case Study, Role Play	
<b>Reference/ Readings:</b>	1. Stein, S. J. & Howard, E. B. (2011). The EQ Edge: Emotional Intelligence and Your Success. Canada: Wiley & Sons. 2. Petes, S. J., & Francis. (2011). Soft Skills and Professional Communication. New Delhi: Tata McGraw-Hill Education. 3. Dorch, P. (2013). What Are Soft Skills? New York: Execu Dress Publisher. 4. Kamin, M. (2013). Soft Skills Revolution: A Guide for Connecting with Compassion for Trainers, Teams, and Leaders. Washington, DC: Pfeiffer & Company. 5. Klaus, P., Jane R., & Molly, H. (2007). The Hard Truth about Soft Skills. London: HarperCollins E-books.	
<b>Course Outcomes:</b>	After completion of this course, the learners will be able to: 1. Explain the different soft skills and their importance. 2. Identify the different personality traits and its implications. 3. Prepare self - SWOC analysis, planning and goal setting. 4. Apply various soft skills.	