

**SEMESTER 1**  
**C1 17 MC 101: FINANCIAL ACCOUNTING**

**Course Objectives**

Students should be able to

1. Explain the concepts, conventions and Terms of Financial Accounting within the framework of Ind AS and IFRS.
2. Prepare Journal, Ledger and trial balance by using Tally and rectification of errors as per Ind AS 8 and 10.
3. Construct financial Statements of Sole Proprietorship and Partnership incorporating all the necessary adjustments.
4. Compute Cash flow statements under both the methods.
5. Evaluate firm's Profitability and Liquidity by using Ratio analysis and Trend Analysis.

**Module - 1: Conceptual Framework 10 Hrs**

Introduction to Ind AS, IFRS, Challenges in implementation, Role of an accountant. Concepts – Assets, Liabilities, Incomes, Expenditure and Equity for Sole proprietor, Partnership firm and Company. Four Pillars of accounting and Accounting Equation.

**Module - 2: Computerized Accounting Process 10 Hrs**

Accounting Process using Tally – Journal, Ledger, and Trial Balance. Rectification of Errors as per Ind AS 8 and 10.

**Module - 3: Preparation and Presentation of Financial Statements 20 Hrs**

Preparation of Financial statements- Profit & Loss statement and Balance Sheet. Treatment of Ongoing transactions- Goods withdrawn by proprietor, Goods lost by fire, Goods issued as free sample, Goods sent on consignment basis, Cash withdrawn by proprietor, Prepaid expenses, Outstanding expenses, Interest on capital, Interest on drawings, Interest on loan, Provision for Bad debts and Doubtful debts, Depreciation, Commission payable before and after charging such commission.(sole proprietor and Partnership Firm)

**Module - 4: Preparation and Presentation of Cash flow Statement 10 Hrs**

Meaning of Cash flow, Types of Cash flow, Estimation of cash flow using various methods. (Simple problems only)

**Module-5 : Basic financial Statement Analysis 10 Hrs**

Ratio Analysis based on profits, Balance Sheet, Return on Capital Employed, Return on Investments, Earning per Share, Net Profit Ratio, Current Ratio, and Liquid Ratio. Trend Analysis.

**Skill Development:**

(These activities are only indicative, the Faculty member can innovate)

1. Preparation of financial statements using Tally
2. Study of a company's report which includes accounting policies and present a summary
3. Analyze the financial statement of a company using Ratios.

**Course Outcome:**

Students will be able to

1. Describe the concepts, conventions and Terms of Financial Accounting within the framework of Ind AS and IFRS.
2. Prepare Journal, Ledger and trial balance by using Tally and rectification of errors as per Ind AS 8 and 10.
3. Construct financial Statements of Sole Proprietorship and Partnership incorporating all the necessary adjustments.
4. Compute Cash flow statements under both the methods.
5. Evaluate firm's Profitability and Liquidity by using Ratio analysis and Trend Analysis.

**Books for Reference:**

- Advanced Accounts - Jain & Narang - Kalyani Publications
- Advanced Accounting - S.N. Maheshwari
- Advanced accounting- Ashok Sehgal, Deepak Sehgal , Taxmann's
- Advanced Accounts - Grewal
- Comprehensive guide to IND AS implementation- CA Anand Banka
- IFRS and Ind AS publications issued by IASB and ICAI respectively
- Advanced Accounts - M.C.Shukla

**SEMESTER 1**  
**C1 15 MC 102: PRINCIPLES OF MANAGEMENT**

**Course Objectives**

Students should be able to

1. Explain the principles of Management and role and skills of a Manager.
2. Integrate the planning, forecasting with decision making process of a given organization.
3. Relate the function of organizing with staffing in consideration of their effort on individual actions.
4. Identify the range of leadership theories, Directing and controlling tools available in the management.
5. Illustrate the range of motivation theories and methods of coordination available for the management practices.
6. Describe the factors affecting ethical practices in Business and social responsibilities of management towards all the stakeholders.

**Module - 1: Introduction to Management and History of Management Thought**  
**12 Hrs**

Introduction: Meaning - Nature and Characteristics of Management - Scope and Functional Areas of Management - Management as an Art, Science or Profession - Management and Administration - Principles of Management - Roles and skills of managers.

Evolution of Management Thought: Pre-scientific Management (introduction) - Taylor's Scientific Management - Fayol's modern management - Lillian and Gilberth Human Relations - Elton Mayo.

**Module - 2: Planning Forecasting and Decision Making**  
**10 Hrs**

Planning: Nature - Planning Process - Objectives - Types of plans - MBO (Peter Drucker) & MBE Forecasting: Meaning and purpose of forecasting - Techniques of forecasting - Qualitative and quantitative.

Decision Making: Meaning - Types of decisions - Personal phases of Decision Making - Steps in decision making - Delegation and Principles of delegation.

**Module-3: Organizing and Staffing**  
**10Hrs**

Organizing: Nature and Purpose of Organization - Principles of Organization - Organization structure and types - Departmentation - Committees - Centralization vs. Decentralization of Authority - Span of Control - Meaning - Factors affecting span.

**Staffing:** Nature and Process of Staffing.

**Module - 4 Leadership, Directing and Controlling** **10 Hrs**

**Leadership:** Meaning – Leadership styles – Theories of leadership.

**Directing:** Meaning – Principles and techniques of directing.

**Controlling:** Meaning and definition – Features – Steps in controlling and methods of establishing control. Techniques of controlling – Budgetary and non-budgetary.

**Module - 5: Co-Ordination and Motivation** **12 Hrs**

**Co-ordination:** Meaning – steps and methods of co-ordination.

**Motivation:** Meaning - Theories of motivation – Carrot & Stick approach – Maslow's – Mc Gregor's – Herzberg's – ERG – Mc Clelland's – Vroom's Expectancy – William Ouchi's theory Z.

**Module - 6: Business Ethics** **6 Hrs**

Meaning – Need and importance - Principles of ethics -profits and ethics – Factors affecting ethical practices in Business Social Responsibilities of Management – Meaning, Social responsibilities of business towards various groups.

**Skill Development:**

(These activities are only indicative, the Faculty member can innovate)

1. Different types of Organization Charts (structure).
2. Chart of Staffing.
3. Graphic representation of Maslow's Theory.
4. Chart on Media of Communication.
5. Draft Control chart of different industry/business groups.
6. Prepare list of corporate strategies that are adopted by Indian Companies to face the challenges of competition.
7. Select a successful retail store and give details of factors leading to its success.
8. Select a failed venture, if any known to you, and bring out reasons for its failure (Note what we learn from these success & failure stories).
9. Select a company and prepare a SWOT analysis for the same.
10. Mention the characteristics and skills of managers in the 21st century.
11. List out some unethical practices prevailing in an organisation.
12. Undertake a study of some ethical practices followed by an organisation.

**Course Outcome:**

After the Course the students will be able to

1. Describe the principles of Management and role and skills of a Manager.
2. Integrate the planning, forecasting with decision making process of a given organization.
3. Relate the function of organizing with staffing in consideration of their effort on individual actions.
4. Identify the range of leadership theories, Directing and controlling tools applied into management practices.
5. Illustrate the range of motivation theories and methods of coordination available for the management practices.
6. Illustrate the factors affecting ethical practices in Business and social responsibilities of management towards all the stakeholders.

**Books for Reference:**

- Appaniah & Reddy: Essentials of Management.
- Koontz & O' Donnell: Management.
- L. M Prasad: Principles of Management.
- Rustum & Davan: Principles and Practice of Management.
- S.V.S Murthy: Essentials of management.
- Sharma & Gupta: Principles of Management.
- Srinivasan & Chunawalla: Management Principles and Practice.
- Thomas N. Duening & John. M. Ivan Cevich: Management, Principles and Guidelines, Biztantra Publications.
- Tripathi & Reddy: Principles of Management.
- Premavathy M. Dr., Business Ethics, Srivishnu Publication.

**SEMESTER 1**  
**C1 15 AR 103: BUSINESS ECONOMICS-1**

**Course Objectives**

Students should be able to

1. Describe the Meaning, scope of Business economics and role of business economists in the context of Business decisions.
2. Identify the range of approaches to the study of consumer behavior and its implications.
3. Describe the law of demand and its implications on demand conditions and price elasticities for developing pricing policies and strategies.
4. Estimate demand of the product or service by using appropriate demand forecasting method.
5. Describe the law of supply and its implications on production function and output.
6. Describe the meaning of marginal revenue and marginal cost behavior in the short run and long run and their relevance for firm profitability.

**Module - 1: Business Economics**

**5 Hrs**

Meaning - Definitions - Characteristics - Distinction between Business economics and Economics - Scope of Business Economics - Uses/Objectives of Business Economics - Role and Responsibilities of Business Economist - Micro & Macro Economics.

**Module - 2: Consumer Behaviour**

**15 Hrs**

Consumer Sovereignty - Limitations - Approaches to the Study of Consumer Behaviour - Cardinal Approach - Law of Equi-Marginal Utility - Ordinal Approach - Indifference Curve Analysis - Properties - Consumer Surplus: Meaning - Analysis - Limitations.

**Module - 3: Theory of Demand Analysis**

**15 Hrs**

Demand - Demand Determinants - Law of Demand - Characteristics - Exceptions - Elasticity of Demand - Price Elasticity - Types - Determining Factors - Change in Demand and Elasticity of Demand - Business Applications of Price Elasticity - Concepts of Income and Cross Elasticity of Demand - Price Elasticity of Demand Measurement by Total Outlay Method including mathematical problems.

**Module - 4: Demand Forecasting Methods**

**5 Hrs**

Survey of buyer's intention - Collective opinion - Trend projection - Economic Indicator. Demand forecasting methods for a new product including mathematical problems.

**Module - 5: Production Function****10 Hrs**

Law of Supply – Meaning – Determinants of Supply. Production Function: Equilibrium Through Isoquants and Isocosts – Managerial Uses of Production Function – Law of Variable Proportions – Economies of Large Scale of Production – Diseconomies of Large Scale Production.

**Module - 6: Cost and Revenue Analysis****10 Hrs**

Cost classification – Real cost – Opportunity cost – Money cost – Explicit cost and implicit cost – Economic cost – Fixed cost and variable cost – Total and Marginal cost – Behaviour of short run and long run cost – Cost and Output relations – Revenue concepts – Break-Even Analysis including mathematical problems.

Skill Development:

(These activities are only indicative, the Faculty member can innovate)

1. Draft the diagrammatic representation of each aspect of the chapter in a book under different chapters.
2. Select and discuss the case studies that will have impact on business decision-making in each chapter.
3. A survey report on the demand forecasting for a product.
4. Student to choose a product and apply price elasticity in real situation.
5. Detail charts on Consumer Surplus.

**Course Outcome:**

After the Course the students will be able to

1. Explain the Meaning, scope of Business economics and role of business economists in the context of Business decisions.
2. Illustrate the range of approaches to the study of consumer behavior and its implications.
3. Examine the law of demand and its implications on demand conditions and price elasticities for developing pricing policies and strategies.
4. Estimate demand of the product or service by using appropriate demand forecasting method.
5. Examine the law of supply and its implications on production function and output.
6. Illustrate marginal revenue and marginal cost behaviour in the short run and long run and their relevance for firm profitability.

**Books for Reference:**

- D. M. Mithani: Business Economics.
- Dr. P. N. Reddy & H. R. Appanaiah: Essentials of Business Economics.
- H. Craig Petersen & W. Cris Lewis: Managerial Economics, PHI.
- Joel Dean: Managerial Economics.
- K. K. Dewett: Economic Theory.
- M. L. Seth: Test Book of Economic Theory.
- Mote V. L. Peul. S & G. S. Gupta: Managerial Economics, TMH.
- Petersen & Lewis: Managerial Economics.
- Sankaran: Business Economics.
- Varsheney & Maheswari: Managerial Economics.

**SEMESTER 1**  
**C1 15 AR 104: MATHEMATICS FOR MANAGERS**

**Course Objectives**

Students should be able to

1. Describe basic concepts such as theory of equations, Ratios and proportions and Profit and losses and its applications in Managerial decision making.
2. Apply the simple and compound interest methods for computing the present and future value of single and a series of uneven cash outflows and inflows.
3. Apply the range of annuity methods for calculating the present and future value of cash outflows and inflows.
4. Compute the due date and discount of bill of exchange and foreign exchange rate under direct and indirect quote.
5. Forecast the cost of operations and profit of firm by using linear equation.
6. Develop Cost, Revenue and profit functions by using Differentiation equation.

**Module 1: Basic Mathematical Concepts**

**10 Hrs**

Theory of equations (Linear, Quadratic, and Simultaneous) Application of equations to business and commerce.

Ratios and proportions - Basic laws of ratios, proportions - continued, direct, inverse, compound. Mixed proportions - time and work only.

Percentage - Application in business and commerce. Profit and loss, simple discount.

**Module 2: Interest**

**10 Hrs**

Simple Interest, Compound Interest. Concept of Time value of money - Times lines and notation - FV of a single amount, Doubling period (Rule of 72, Rule of 69), Growth rate, PV of a single amount, PV of uneven series.

**Module 3: Annuities**

**10 Hrs**

Annuity immediate - FV of Annuity - Applications, Sinking Fund, Depreciation PV of Annuity - Applications, loan amortisation schedule, relating compound interest formula to PV annuity formula, Capital Recovery Factor.

PV of growing Annuity, Annuity due, PV of perpetuity, Deferred Annuity Intra - year compounding and discounting, Effective Vs Stated Rate

**Module - 4: Bills of Exchange and Conversion of foreign Currency**

**8 Hrs**

Bills of Exchange - Meaning of face value of bills, true present worth, true discount value, date of drawing, banker's gain, banker's discount of a bill, foreign currency - direct and indirect quotes

**Module 5: Learning Curve****10 Hrs**

Meaning, Learning Curve ratios, Linear equations, forecasting of cost and An Impact on profit using learning curve

**Module 6: Introduction to Differentiation****12 Hrs**

Functions (Concepts only) Derivatives – Standard forms, sum and product of two functions.

**Application of Differentiation**

Secondary derivatives and maxima and minima, Application in Commerce – Cost functions, Revenue functions, Profit function, Break-Even Point (Simple problems only)

**Skill Development:**

(These activities are only indicative, the Faculty member can innovate)

1. Develop an Amortization Table for Loan Amount – EMI Calculation.
2. Prepare an Overhead Machine/Labour hour rate through matrices.
3. Prepare a Bank Statement using SI and CI.
4. Prepare a Case Study on application of Calculus to business.
5. Stock market analysis; market research.

**Course Outcome:**

After the Course the students will be able to

1. Apply the basic concepts such as theory of equations, Ratios and proportions and Profit and losses to the Managerial decision making process.
2. Apply the simple and compound interest methods for computing the present and future value of single and a series of uneven cash outflows and inflows.
3. Apply the range of annuity methods for calculating the present and future value of cash outflows and inflows.
4. Compute the due date and discount of bill of exchange and foreign exchange rate under direct and indirect quote.
5. Develop a forecasting equation of cost of operations and profit of firm by using linear equation.
6. Develop Cost, Revenue and profit functions by using Differentiation equation

**Books for Reference:**

- Dorai Raj: Business Mathematics.
- Dr. A K Arte & R V Prabhakar: A Textbook of Business Mathematics.
- Saha: Mathematics for Cost Accountants.
- Sanchethi & Kapoor: Business Mathematics.
- Soni: Business Mathematics.
- Zamirudding Khanna: Business Mathematics