

S-25 March, 2013 AC after Circulars from Circular No.153 & onwards

- 56 -

DR. BABASAHEB AMBEDKAR MARATHWADA UNIVERSITY

CIRCULAR NO.ACAD/NP/B.Com.Sem-V & VI/Model Coll. Syll./181/2013

It is hereby notified for information of all concerned that, on the recommendations of the Joint Boards of Studies in Commerce, the Hon'ble Vice-Chancellor **has accepted the "New Syllabus of B.Com. Third Year, Semester-V & VI under the Faculty of Commerce" for Model College, Ghansawangi, Dist-Jalna** on behalf of the **Academic Council Under Section-14(7) of the Maharashtra Universities Act, 1994.**

This is effective from the **Academic Year 2013-2014** and onwards.

This syllabus is available on the University Website **www.bamu.net**

All concerned are requested to note the contents of this circular and bring the notice to the students, teachers and staff for their information and necessary action.

University Campus, ★
Aurangabad-431 004. ★
REF.NO.ACAD/NP/B.COM. / SYLL. / ★
Sem-V & VI/Model Coll:2013/ ★
13027-35 ★
V.C.14[7] A-06. ★

Date:- 11-06-2013.

(Signature)
Director,
Board of College and
University Development.

Copy forwarded with compliments to :-

- 1] **The Principal, Model College, Ghansawangi, Dist-Jalna, affiliated to Dr. Babasaheb Ambedkar Marathwada University.**

Copy to :-

- 1] The Controller of Examinations,
- 2] The Superintendent, [B.Com. Unit],
- 3] The Superintendent, [Eligibility Unit],
- 4] The Programmer [Computer Unit-1] Examinations,
- 5] The Programmer [Computer Unit-2] Examinations,
- 6] The Director, [E-Suvidha Kendra], in-front of Registrar's Quarter, Dr. Babasaheb Ambedkar Marathwada University,
- 7] The Public Relation Officer,
- 8] The Record Keeper,

Dr. Babasaheb Ambedkar Marathwada University.

**Dr. Babasaheb Ambedkar Marathwada University,
Aurangabad.**

Model College Ghansawangi Dist Jalna (MS)



Syllabus

**Applied
B.Com. (III Year Study)
Semester-V & VI**

Effective from 2013-2014

B.Com (Applied)**FIFTH SEMESTER (90 Teaching Days)**

P a p e r N o.	Title	Theor y lect. Per Week	Duratio n Of Theory Exam	Mar ks For Theo ry	Marks Practic al/ Sessio nal	Tota l Mar ks	Total Periods Of Teaching in a Semester	Total Credi ts
✓ 1	MAJOR (CORE) Cost Accounting	10	3	60	40	100	150	10
✓ 2	MAJOR (SUPPORTIVE) Direct Taxes	4	3	60	40	100	60	4
✓ 3	MAJOR (APPLIED / INNOVATIVE) Financial Management & Investment Analysis	8	3	60	40	100	120	8
✓ 4	LIFE SKILL CURRICULUM Job Oriented Soft Skills	4	3	60	40	100	60	4
5	LIFE SKILL CURRICULUM Value Oriented Courses	4	3	60	40	100	60	4

Total Credits 30

SIXTH SEMESTER (90 Teaching Days)

P a p e r N o.	Title	Theo -ry lect Per Wee k	Durati on Of Theor y Exam	Mar ks For Theo ry	Marks Practic al/ Sessio nal	Tota l Mar ks	Total Periods Of Teachin g in a Semeste r	Total Credit s
1	MAJOR (CORE) Management Accounting	10	3	60	40	100	150	10
2	MAJOR(SUPPORTIVE) Indirect Taxes	4	3	60	40	100	60	4
3	MAJOR (APPLIED / INNOVATIVE) Marketing & CRM	8	3	60	40	100	120	8
4	LIFE SKILL Job Oriented Soft Skills	4	3	60	40	100	60	4
5	LIFE SKILL Value Oriented Courses	4	3	60	40	100	60	4

Total Credits 30

✓
B.COM APPLIED (V SEM)
Major (Core) - Cost Accounting

Objective: This course exposes the students to the basic concept and the tools used in Cost Accounting.

Section 'A'

- Unit – I** Cost Accounting: Meaning and Definition, Limitations of Financial Accounting, Development of Cost Accounting, Functions, Objective, Advantages and Limitations of Cost Accounting, Elements of Cost, Classification of Costs.
- Unit – II** Material: Concept and objective of material control, Purchases procedure, Classification and coding of materials, fixation of levels of material economic order quantity.
- Unit – III** Storage and handling of material: Organization and layout of stores, material handling costs, Bin cards, stores routine, issue of materials, issue procedure, methods of pricing material issues, Fifo, Lifo simple average, weighted average method.
- Unit – IV** Labour I: Meaning, Importance, Organization for Labour Cost Control Selection and recruitment of workers. Labour turnover, time keeping, time booking.
- Unit – V** Labour – II, Methods of Wage Payment: Time wage system, piece rate wage system, Taylors differential piece rate system, Halsey plan, Rowan plan.
- Unit – VI** Overheads: Allocation, Apportionment and Absorption of overheads, methods of distribution – primary, secondary distribution, machine hour rate.

Section 'B'

- Unit – I** Elements of Cost, Preparation of Cost Sheet, Cost Ascertainment, Single or Output Costing, Tender and Quotations.
- Unit – II** Contract Costing
- Unit – III** Operating Costing
- Unit – IV** Process Costing
- Unit – V** Reconciliation of Cost and Financial Account

Unit – VI Standard Costing:- Meaning, Definition, Advantages and Limitation of Standard Costing.

Suggested Readings:

1. M. N. Arora : Cost Accounting, Sultan Chand and Sons, New Delhi.
2. S. N. Maheshwari : Fundamentals of Costing, Sultan Chand and Sons, New Delhi.
3. S. L. Kohli : Professional Cost Accounting, Himalaya Publishing House, New Delhi.
4. Mhajan Bhirud : Cost and works accounting, nirali Prakashan, Pune.
5. Nigam Sharma : Cost Accounting – Printing and Problems, Sultan Chand & Co., New Delhi.
6. M. N. Arora : Essentials of Cost Accounting , Vikas Publication.
7. M. N. Arora : Cost and Management Accounting, Vikas Publication.
8. V. Rajshkharan & Lalitha : Cost Accounting Vikas Publication
9. M. N. Arora : Cost Accounting, Vikas Publication.

✓ B.COM APPLIED (V SEM)
Major (Supportive) - Direct Taxes

Chapter - 1: Concepts:

Assessment year, Previous Year, Person, Assessee, Income, Casual Income, Capital and Revenue Expenditure, Agricultural Income, Partly Agricultural Income, Residential Status & Incidence of Tax.

Chapter – 2: Exempted Income

Chapter – 3: Computation of Income:

Income from salary, Income from house property, Income from other sources.

Chapter – 4: Deductions from Gross Total Income and Tax Liability.

Chapter – 5: Advance payment of Tax, Tax deduction at source, Tax collection of source.

Chapter – 6: Wealth Tax: computation of Wealth Tax.

B. COM APPLIED (V SEM)

Major (Applied / Innovative)

✓ **Financial Management and Investment Analysis**

UNIT – I Financial Management

Financial Goals, Profit Vs Wealth Maximisation, Financial Functions, Investments, Financing, Dividend Decisions, Financial Planning.

UNIT – II Cost of Capital

Significance of cost of capital, calculating cost of debt, preference shares, equity share capital.

UNIT – III Management of Working Capital

Nature, significance, operating cycles and factors determining working capital requirements, management of working capital cash, receivables and inventories.

UNIT – IV Operating & Financial Leverages

Their measures, effects on profit, analysing alternate financial plans, combined financial & operating leverage.

UNIT – V Investment Environment:

Definition, Nature of Investment, investment process, real & financial assets, factors of sound investment, relevance of investment analysis, investment decision process, return, risk, risk return trade off, investment alternatives, investor types, emerging investment environment.

UNIT – VI Financial Market, Participant & Instruments:

Financial systems, its functions & components, financial markets & its types, players and participants in financial market, financial instruments, stock markets in india, operations, purpose, primary vs secondary market, stock exchanges, OTCEI.

UNIT – VII Stock Market Regulations (SEBI):

Powers, functions, organisations, regulatory frame work of security markets.

UNIT – VIII Valuation of bond, Preference and equity shares.

UNIT – IX Measurement of risk and expected returns, risk return relationship, security analysis and investment decision, fundamental analysis, economy, industry and company analysis, technical analysis.(Overview)

Suggested Readings:

1. Financial Management and Policy – Van Horne J. C., Prentice Hall & of India, New Delhi.
2. Fundamentals of Financial Management – Van Hrone J. C., Prentice Hall of India, New Delhi.
3. Financial Management, Text and Problems - Khan M. Y. & Jain P. K., Tata McGraw Hill, New Delhi.
4. Financial Management, Theory and Practice – Prasanna Chandra, Tata McGraw Hills, New Delhi.
5. Financial Management – Pandey I. M., Vikas Publishing House, New Delhi.
6. Security Analysis & Portfolio Management – Sudhindra Bhat, Excel Books, New Delhi.
7. Investment Analysis and Portfolio Mangement – Dr. R. P. Rustagi, Sultan Chand & Sons, New Delhi.

✓ B.Com Applied (V Sem)
Job Oriented Soft Skill
Accounting With Computers

1. Introduction to Computers – Concepts of Hardware, Software, Classification and Generation, Devices, OS etc.
2. Financial Accounting Concepts – Double Entry System – Definition and Objectives – Principles – convention and concepts, rules, Basic Business terminologies and Basic documents.
3. Accounting Cycle – Original Entry Book Journal – Subsidiary Books – Recording of Cash and Bank transactions.
4. Ledger and Trial Balance Preparation.
5. Final Accounts – Provisions and Adjustments.
6. Indian Accounting Standards (Basic Knowledge)

B.COM APPLIED (VI SEM)
Major (Core) - Management Accounting

Section 'A'

Objective: The course exposes the students to the basic concepts and tools and techniques used in Management Accounting.

Unit – I Management accounting: Meaning, Definition, Nature, Objectives, Scope and Functions of Management Accounting, Management Accounting and Financial Accounting, Management and Cost Accounting, Utility of Management Accounting, Management Accounting Tools, Advantages and Limitations of Management Accounting. (15 Periods)

Unit – II Analysis and Interpretation of Financial Statements: Concept, Nature Objectives of Financial Statements, Limitations of Financial Statements, Analysis and Interpretation Financial Statements, Types of Financial Analysis, Common size Statement, Trend Analysis, Comparative Statement, Tools and Techniques of Financial Analysis. (15 Periods)

Unit – III Ratio Analysis: Meaning of Ratios, Advantages and Limitations of Ratios, Classification of Ratios, Profitability and Financial Ratios, Gross Profit Ratio, Net Profit Ratio, Operating Ratios, Return on Capital Employee, Current Ratio, Debtors Turnover Ratio, Proprietary Ratio (10 Periods)

Unit – IV Budget and Budgetary Control, Meaning, Definition, Types of Budgets, Forecasts and Budgets, Meaning, Objectives, Importance and Limitations of Budgetary control. (10 Periods)

Section 'B'

Unit – V Fund Flow Analysis, Concept of Funds, Source and uses of funds, Concept of Flow, Fund Flow Statement, Managerial uses of Fund Flow Analysis, Statement of changes in Working Capital, Funds Flow Statement. (Statement Form Only) (Numerical) (15 Periods)

Unit – VI Cash Flow Analysis (Indian Accounting Standard - 3), Cash Flow Statement (Statement Form) (Numerical) (15 Periods)

Unit – VII Cash Budget: Preparation of Cash Budget, Under Receipt and Payment Methods, (Numerical), Adjusted Profit and Loss Account and Balance Sheet method (Illustrative Approach) (15 Periods)

Unit – VIII Capital Budgeting: Meaning, Definition, Importance and types of capital budgeting, merits and demerits of capital budgeting, payback period, discounted cash flow method, net present method. (Numerical) (15 Period)

Unit – IX Preparation of Operating Budget, (Programme & Responsibility Budget), Preparation of Production Budget, Sales Budget, Preparation of Master Budget (Illustrative Approach) (10 Periods)

Suggested Book Readings:

1. Dr. S. N. Maheshwari : Principles of Management Accounting
Sultan Chand & Sons, New Delhi.
2. Prof. A. P. Rao : Management Accounting
Everest Publishing House, New Delhi.
3. Khan M. Y. & Jain P.K. : Management Accounting
4. Hingorani : Management Accounting
5. Dr. Jitendra Ahirrao & P.T. Bholve : Management Accounting
Kailash Publications, Aurangabad.
6. Dr. V. R. Nagori & Dr. Sanjay Agrawal : Management Accounting
Chinmay Prakashan, Aurangabad.
7. M. A. Sahal : Management Accounting
Vikas Publication
8. I. M. Pandey : Management Accounting
Vikas Publication
9. Debarshi Bhattacharya : Management Accounting
Pearson Publication

B.COM APPLIED (VI SEM)
Major (Supportive) - Indirect Taxes

Chapter No. 1: Indirect Taxes:

Features of Indirect Tax, Constitutional validity, Indirect Tax Laws, administration and relevant procedures.

Chapter No. 2: Central Excise:

The Central Excise Law, Goods, Excisable goods, Manufacture and Manufacturer, Classification, Valuation, Related Person, Captive Consumption, CAS 4, CENVAT, Basic Procedures, Export, SSI, Job Work, Assessment, Demands, Refund, Exemptions; Powers of Officers, Adjudication, Appeals, Settlement Commission, Penalties, Central Excise Audit and Special Audit under 14A and 14AA of Central Excise Act.

Chapter No. 3: Customs Laws:

Basic concepts of customs law; Types of custom duties., Anti-Dumping Duty, Safeguard Duty; Valuation; Customs Procedures, Import and Export Procedures, Baggage. Exemptions, Warehousing, Demurrage; Project Imports and Re-Imports; Penalties and Offences, Export Promotion Schemes.

Chapter No. 4: Service Tax:

Introduction, Nature of Service Tax, Service Provider and Service Receiver, Registration procedure, Records to be maintained, Classification of taxable services, Valuation of taxable services, Exemptions and Abatements, Payment of service tax, Return, Export and Import of Services, Other aspects of Service Tax, Taxable Services, Special Audit under 14A and 14AA of Central Excise Act.

Chapter No. 5: M-Vat:

Definitions:- Business, Dealer, Goods, Importer, Manufacturer, Purchase Price, Resale, Sale, Sale Price, Service, Turnover of Sales and Rule. Incidence and levy of tax – Incidence of Tax, Tax Payable, Tax not leviable on certain goods, Levy of tax on goods specified in the schedule, Rate of tax on packing material, certain sales and purchases not liable to tax, Payment of tax and recovery, Composition of Tax and Set-off Refunds etc.

B. COM APPLIED (VI SEM)

Major (Applied / Innovative)

Marketing and CRM

1. Marketing – Introduction, Meaning, Nature, Scope and Importance of Marketing, Functions of Marketing.
2. Modern Marketing Concept, Evolution of Marketing Concept, Modern Marketing Concept – Features and Importance, Difference between marketing and selling, recent innovations in marketing.
3. Consumer behaviour, kinds of markets, consumer decision behaviour, theories.
4. Market segmentation and marketing mix concept of market segmentation, methods and basis of segmenting markets, marketing mix, meaning, elements of marketing mix, determining the marketing mix.
5. Pricing, significance of pricing, factors affecting price of a product, pricing objectives, pricing policies, pricing decision, pricing of new products, problems in pricing, resale price, price discrimination.
6. Channels of distribution, meaning and importance of channels of distribution, selecting channel, distribution policies and strategies wholesale retail functions, service and types, channel management.
7. Promotion and advertising, promotion mix, kinds of promotion, advertising, meaning and objectives, kinds, significance, characteristics of effective advertisement, media of advertising, choice of media, advertising management.
8. Recent issue and developments in marketing, direct marketing, online marketing, relationship, marketing.
9. CRM – Introduction, CRM process, organisational structure, technology, people, measuring CRM, benefits of CRM, balanced score card customer data, CRM initiative steps and implementation.

Books:

1. C. B. Gupta & Rajan Nair, "Marketing Management", Sultan Chand & Sons, New Delhi.
2. Rajan Saxena, "Marketing Management", Tata McGraw Hill.
3. Sivakumar A., "Retail Marketing", Excell Books, Delhi

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B.Com Applied (VI-Sem)

**Job Oriented Soft Skill
Retail Management**

Chapter I – Introduction to Retailing – Place of Retailing in a distribution channel – Definition and Scope of Retailing – Importance of Retailing in the Economy – The Retail environment Contribution of the Indian Economic Scenario.

Chapter II – Retailing Concepts – Customers, Competition, Environmental Trends, Retail Mix – Place, Product, Price & Promotion. Theories of Retail Change – Theory of Natural Selection in Retailing, Theory of Wheel Retailing, Accordion – Theory, The Retail life cycle theory.

Chapter III – Store planning, design and layout – store planning, location planning, store design & Retailing image mix, The space mix, Effective retail space management, store layout – the circulation plan, floor space management.

Chapter IV – Retail Merchandising

The Buying Function, Markups and markdowns in merchandise management, shrinking in retail merchandise management, gross margin return on inventory.

Chapter V – Store Management

Introduction, Responsibility of store manager, major functions of a store operations monitoring, house keeping, merchandise handling and controlling, stock shrinking, safety in store, managing people.

Chapter VI – Non-Store Retailing

Introduction, Non-Store Retailing: Size of Indian Market, Classification of Non-Store Retailing, Direct Selling – Door to Door Trading, Multilevel Marketing, Party Selling, Club Trading, Mobile Shops, Direct Response Marketing – Mail order, Direct Response Advertising, Retailing Through Television, Interactive Home Shopping (E-Retailing).

Reference Books:

1. Arif Sheikh and Kaneez Fatima, "Retail Management", Himalaya Publishing House, Mumbai, 2008.
2. Peter Fleming, "A Guide to Retail Management", Jaico Publishing House, Kolkata, 2007.
3. Gibson & Vedamani, "Retail Management, Functional Principles & Practices", Jaico Publishing House, Kolkata, 2007.
