

**Semester: II****Name of the Course: Accounting for Managerial Decisions****Subject Code: PA1721****Teaching Plan**

<b>Unit</b>	<b>Modules</b>	<b>Topics</b>	<b>Lecture hours</b>	<b>Learning outcome</b>	<b>Pedagogy</b>	<b>Assessment/ Evaluation</b>
<b>I</b>	<b>Management Accounting</b>					
	1	Management Accounting; scope , objectives , advantages , limitations ,	5	To gain more knowledge about the concepts of management accounting	Lecture discussion	Evaluation through: Short test and Oral test  Multiple choice questions  Open book test
	2	tools and techniques of management accounting	3	To gain more knowledge about the tools and techniques of management accounting	Lecture discussion with Interaction	
	3	Management accounting vs financial accounting and cost accounting	3	To Differentiate Management accounting vs financial accounting and cost accounting	Lecture discussion with Interaction	
	4	Role and responsibilities of management accountants	4	To understand the Role and responsibilities of management accountants	Lecture, group discussion	
<b>II</b>	<b>Ratio analysis</b>					
	1	Interpretation of financial statements; classification of ratios; ratio analysis.	5	To explain the various classification of ratios	Lecture discussion	Evaluation through: Short test and Oral test  Multiple choice questions
	2	Profitability ratios ; turn over ratios; financial ratios/ solvency ratios	5	To compute various types of ratio analysis	Lecture discussion with problem solving	

	3	Inter firm and intra firm comparison.	5	To understand the Inter firm and intra firm comparison.	Lecture, group discussion	Assignment  Formative assessment
<b>III</b>	<b>Budget and Budgetary Control</b>					
	1	Introduction - Essentials of successful budgetary control , Classification of Budgets	5	To discuss various Classification of Budgets	Lecture discussion with Interaction	Evaluation through: Short test and Oral test
	2	Sales budget, Production budget, Material budget, labour budget, overhead budget.	3	To solve the problems on various types of budgets	Lecture discussion with Interaction	Multiple choice questions  Assignment
	3	Research and Development budget, Capital Expenditure budget.	3	To understand the types of budgets.	Lecture, group discussion	Formative assessment
	4	Cash budget, Flexible budget, Master budget, Performance budgeting and Zero base budget.	2	To calculate Cash budget, Flexible budget, Master budget, Performance budgeting and Zero base budget .	Lecture, group discussion	Seminar
<b>IV</b>	<b>Fund Flow and Cash Flow Statement</b>					
	1	Fund Flow Statement – concept, importance, limitations, transaction analysis ; preparation of fund flow statement	5	To understand the concept of Fund Flow Statement	Discussion with illustration	Evaluation through: Short test and Oral test
	2	working capital statement, schedule of changes in working capital, fund flow statement – funds from operations, external sources of funds applications of funds; statement of changes in financial position.	5	To solve the problems on fund flow statement	Lecture discussion	Multiple choice questions  Assignment  Formative

	3	Cash Flow Statement – Introduction, classification of cash flows , preparation of cash flow statement as per Indian Accounting Standard 3.	5	To solve the problems on preparation on Cash flow statement	Lecture with problem solving.	assessment  Seminar
V	<b>Human Resource Accounting and Inflation Account</b>					
	1	Human Resource Accounting-Objectives-Methods-Advantages Objections against Human Resource Accounting	5	To gain more knowledge about the Methods of Human Resource Accounting	Lecture discussion	Evaluation through: Short test and Oral test
	2	Inflation Accounting-Methods of Accounting for changing prices-	5	To discuss the Methods of Accounting for changing prices	Lecture and problem solving	Multiple choice questions
	3	Determination of profit-Merits-Demerits of inflation account.	5	To understand the Determination of profit-Merits-Demerits of inflation account.	Lecture discussion	Assignment  Formative assessment

**Course Instructor: S.Jameela**

**Head of the Department: Dr.C.K.Sunitha**

**Semester: II**

**Name of the course: Executive Skill Development**

**Subject Code: PA1722**

**Teaching Plan**

Unit	Modules	Topics	Lecture hours	Learning outcome	Pedagogy	Assessment/ Evaluation
<b>I</b>	<b>Soft Skills&amp; Self Discovery</b>					
	1	Introduction- Types of Soft Skills-Importance-Attributes-Negotiating.	4	To understand the importance and types of soft skills.	Lecture	Evaluation through: Test
	2	Essentials-Purpose-Exhibiting your Soft Skills- Identifying your Soft Skills-Improving your Soft Skills.	4	Helps to identify and improve the soft skills.	Lecture	Online assignment
	3	Will formal training enhance your Soft Skills – Soft Skills training-Train yourself.	4	To understand formal training.	Lecture	

	4	Top 60 soft skills – Practicing soft skills- Measuring attitude.	3	To know about top 60 soft skills available.	Lecture	Formative assessment
<b>II Developing Positive Attitude&amp; Mind Power</b>						
	1	Introduction- Meaning- Features of attitudes- Attitude and behavior- Formation of attitude- Change of attitudes.	3	To understand the features and formation of attitude.	Lecture	Evaluation through: Test  Snap test  Formative assessment
	2	Ways of change attitude in a person- Attitude in a work place- The power of positive attitude- Developing positive attitude.	4	To know the power as well as developing a positive attitude.	Lecture	
	3	Obstacles in developing positive attitude- Staying positive/ negative- Overcoming negative attitude.	4	To find out the obstacles while developing a positive attitude.	Lecture	
	4	Negative attitude and its results- Mind Power.	2	To understand the results of negative attitude.	Lecture	
	5	Meditation- Benefits of Meditation and Mind power.	2	To get a clear idea regarding meditation and mind power.	Lecture Discussion	
<b>III Body Language &amp; Personality Development</b>						
	1	Introduction of body language – Origin- Voluntary and involuntary body language- Purpose- Types.	3	To understand the purpose and types of body language.	Lecture	Evaluation through: Test  Snap test.
	2	Parts of body language- Uses- Body language in building interpersonal relations- Reasons.	5	To know how the body language will build interpersonal relations.	Lecture	

	3	Personality Development- Definition –Character- Attitude-Behaviour- Types – SWEAR Analysis- Good behaviour.	5	To get deep idea regarding personality development.	Lecture Discussion	Open book test.
	4	Will & Determination- Smartness-Moral values-Personal values- Social values- Inspiration- Intelligence- Tips for personality development.	5	To know the various values that are helpful to develop the personality.	Lecture	
<b>IV</b>	<b>Time&amp; Stress Management</b>					
	1	Introduction- Rules- Take a good look at the people around you- Examine your work– Sense of time management-Time is money-Features of time –Three secrets of time management.	5	To know the time management as well as the secrets of time management.	Seminar	Evaluation through: Test  Open book test.
	2	Time management matrix- Analysis- Effective scheduling- Grouping of activities- steps-Difficulties-Way to find free time.	5	To understand the difficulties of time management and the grouping activities involved in time management.	Seminar	
	3	Time management tips to students- Concept of positive and negative aid to Stress Management-Kinds.	5	Stress management and its positive and negative angle and tips will be given to manage the time.	Seminar	
	4	Sources- Behaviour identified with stress- Assessing the existence of stress-Tips to overcome stress.	2	To understand how to overcome the stress.	Seminar	
<b>V</b>	<b>Career Planning &amp; Management</b>					
	1	Introduction- Career Planning Cycle- Benefits- Guidelines for choosing career.	3	To know the benefits and guidelines regarding career.	Seminar	Evaluation through: Test

	2	Myths about choosing a career- Tips for successful career planning.	3	To get some tips for successful career planning.	Seminar	Snap test.  Formative assessment
	3	Developing career goals-Final thoughts on career planning.	3	To know how to develop career goals.	Seminar	
	4	Things one should know while starting career and during his career-Career Management.	3	To get clear cut idea with regard to career management	Seminar	

**Course Instructor: N.Saromi**

**Head of the Department: Dr.C.K.Sunitha**

**Semester: II**

**Name of the Course: Entrepreneurial Development**

**Subject Code: PA1723**

**Teaching Plan**

Unit	Modules	Topics	Lecture hours	Learning outcome	Pedagogy	Assessment/ Evaluation
<b>I</b>	<b>Concept of Entrepreneurship</b>					
	1	Evolution, need, characteristics, functions and importance	5	To understand the evolution and importance of entrepreneurship.	Lecture discussion	Short test and Oral test  Multiple choice questions  Open book test  Lecture with PPT
	2	Types of entrepreneur, copreneurs, intrapreneurs, ultrapreneurs and internal and external motivational factors	5	To explain the types of entrepreneur	Lecture discussion	
	3	Factors influencing the growth of entrepreneurship, barriers to entrepreneurship, growth of entrepreneurship in India and role of entrepreneurship in economic development.	5	To understand factors influencing the growth of entrepreneurship	Lecture, group discussion	
<b>II</b>	<b>Entrepreneurial Competencies</b>					

	1	Meaning and types of entrepreneurial competencies	5	To understand the meaning and types of entrepreneurial competencies	Lecture discussion	Seminar  Short test and Oral test
	2	Major entrepreneurial competencies and developing entrepreneurial competencies	5	To understand the major entrepreneurial competencies	Lecture discussion and Interaction	Multiple choice questions
	3	Qualities of a successful entrepreneur and achievement motivation	5	To understand the qualities of a successful entrepreneur.	Lecture, group discussion	Assignment  Formative assessment
<b>III</b>	<b>Special cases of Entrepreneurship</b>					
	1	Concept of Women entrepreneurs, growth, reasons for the slow growth of women entrepreneurship	5	To understand the concept of Women entrepreneurs.	Lecture discussion with Interaction	Short test and Oral test
	2	Functions, problems, schemes supporting women entrepreneurs	4	To understand the functions – problems – schemes supporting women entrepreneurs	Lecture discussion with Interaction	Multiple choice questions  Lecture with PPT
	3	Rural entrepreneurship, Growth, problems, developing schemes and government as entrepreneur	4	To understand – growth – problems- developing schemes- Government	Lecture, group discussion	Formative assessment
<b>IV</b>	<b>Opportunity Identification and selection of Business</b>					

	1	Need, environmental dynamics and change, business opportunities in various sectors, identification of business opportunity	5	To understand Need , environmental dynamics and change	Lecture discussion with PPT illustration	Short test and Oral test	
	2	Idea generation, product identification, opportunity selection and steps in setting up of small business enterprise	5	To explain the , idea generation product identification opportunity selection	Lecture discussion Interaction		Multiple choice questions
	3	Business plan, formulation of business plan, contents, Significance and measures taken by the government for the promotion of MSMEs.	5	To understand the business plan formulation and measures taken by the government for the promotion of MSMEs	Lecture, group discussion		Lecture with videos  Formative assessment
<b>V</b>	<b>Institutions and schemes supporting entrepreneurs</b>						
	1	Small industries development organization (SIDO) and National Institute for Entrepreneurship and Small Business Development (NIESBUD)	3	To understand Small industries development organization (SIDO and NIESBUD)	Lecture discussion with PPT illustration	Short test and Oral test	
	2	Entrepreneurship Development Institute of India (EDII), Technological consultancy Organizations (TCOs) and Khadi and Village Industries Commission (KVIC)	2	To explain the classification of Entrepreneurship.	Lecture discussion		Multiple choice questions
	3	National Science and Technology Entrepreneurship Development Board (NSTEDB), objectives and functions	5	To explain NSTEDB and its objectives and functions.	Lecture discussion		Assignment
	4	Integrated Infrastructural Development Scheme (IIDS), Marketing Development Assistance Scheme (MDAS) and	5	To understand the importance of Development Scheme and Marketing Development	Lecture, group discussion		Formative assessment  Seminar



		Preferential Government purchases.				
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**Course Instructor: A. Franklin Ragila**

**Head of the Department: Dr. C.K. Sunitha**

**Semester : II**

**Name of the Course : Advanced Financial Management**

**Subject code : PA1724**

**Teaching Plan**

Unit	Modules	Topics	Lecture hours	Learning outcome	Pedagogy	Assessment/ Evaluation
<b>I</b>	<b>Financial Management</b>					
	1	Meaning, nature and scope of finance finance functions financial goal	3	To understand the meaning functions of finance.	Lecture discussion	Evaluation through: Short test and Oral test
	2	profit Vs wealth maximization –Objections Organisation of the Finance functions: Finance decisions Investment	3	To explain profit Vs wealth maximization	Lecture discussion with Interaction	Multiple choice questions Open book test
	3	financing and dividend decisions – Role of financial Manager.	3	To understand the dividend decisions and Role of financial Manager.	Lecture, group discussion	Online Assignment Seminar
<b>II</b>	<b>Investment Decision</b>					
	1	Investment in fixed assets , capital budgeting , Nature of investment decisions.	4	To explain Investment in fixed assets capital budgeting	Lecture discussion	Evaluation through: Short test and Oral test
	2	Investment evaluation criteria Net present value (NPV), Internal Rate of Return (IRR)	5	To calculate Investment evaluation method	Lecture and problem solving	Multiple choice questions
	3	Average Rate of Return- Profitability index , and payback period	5	To compute Average Rate of Return and payback period	Lecture and problem solving	

	4	Net Present Value and Internal Rate of Return comparison – Capital rationing –Risk analysis in capital budgeting	5	To analyse Risk in capital budgeting	Lecture and problem solving	Formative assessment
<b>III</b>	<b>Cost of Capital and Dividend Decisions</b>					
	1	Meaning and significance of cost of capital in financial decisions	5	To understand the meaning of cost of capital in financial decisions	Lecture and problem solving	Evaluation through: Short test and Oral test
	2	Determining component cost of capital , cost of debt, cost of preference capital. Cost of equity and cost of retained capital	5	To find out the cost of debt and cost of equity	Lecture and problem solving	Multiple choice questions
	3	Computation of Composite Cost of Capital.	5	To compute Cost of Capital and Capital structure	Lecture and problem solving	Formative assessment
	4	Capital structure Theories- MM approach, Walter's Model and Gordon's Model.	3	To understand the capital structure theories.	Lecture discussion	
<b>IV</b>	<b>Operating and Financial Leverage</b>					
	1	Meaning and measurement of leverage , Effects of operating and financial leverage on profit,	5	To understand the Meaning and measurement of leverage	Lecture and problem solving	Evaluation through: Short test and Oral test
	2	Analysing alternate financial plan- Combined financial and	5	To compute combined financial leverage	Lecture and problem solving	Multiple choice questions

	3	Operating leverage Earnings before Interest and Tax & Earning Per Share analysis.	5	To compute operating leverage	Lecture and problem solving	Formative assessment
V	<b>Management of Working Capital</b>					
	1	Meaning, Significance and types of working capital; Need for Working Capital	2	To understand the Significance and Need for Working Capital	Lecture discussion	Evaluation through: Short test and Oral test
	2	Calculating operating cycle period	2	To compute operating cycle period	Lecture and problem solving	Multiple choice questions
	3	estimation of working capital requirements-Financing To calculate of working capital and norms of bank finance	5	To understand the estimation of working capital requirements	Lecture discussion	
	4	Sources of working capital-Factoring services-Dimensions of working capital management.	5	To understand the Dimensions of working capital management.	Lecture, group discussion	Formative assessment Online Assignment Seminar

Course instructor :R.Sree Devi

Head of the Department: Dr.C.K.Sunitha

**Semester: II**

**Name of the course: Services Marketing (Elective II)**

**Sub. Code: PA1725**

**Teaching Plan**

Unit	Modules	Topics	Lecture hours	Learning outcome	Pedagogy	Assessment/ Evaluation
I	Introduction to service marketing					

	1	Services: The concept Goods and services A comparative analysis	5	To understand the difference between Goods and services	Lecture	Evaluation through: Test
	2	Myths features Reasons Service marketing Mix Significance of service marketing	5	To know the features and Significance of service marketing	Lecture Discussion	Asking questions
	3	The behavioural profile of user Marketing Information System Emerging key services.	5	To gain knowledge about Marketing Information System	Lecture Discussion	Quiz  Formative assessment
<b>II</b>	<b>Bank Marketing</b>					
	1	Concept – Users of Banking Services MIS for banks significance of MIS to the Banking organization	5	To know the significance of banking service	Lecture Discussion	Evaluation through: Test  Open book test.
	2	Market Segment Marketing Mix for the Banking Service	5	Get knowledge about Banking Service	Lecture Discussion	Quiz
	3	product mix promotional mix price mix place mix the people Bank Marketing in Indian perspective	5	To understand Marketing mix	Lecture Discussion	Formative assessment
<b>III</b>	<b>Insurance Marketing</b>					
	1	Concept Users of Insurance Services – The behavioural profile of users Formulation of Marketing Mix for Insurance organisations	5	To know the behavioural profile of users	Lecture Discussion	Evaluation through: Test  Snap test.

	2	Market segmentation in insurance organisation- Significance Impact of Technology on the Insurance sector- E-Insurance MIS for Insurance organizations Insurance Product	5	To understand the Significance and Impact of Technology of the Insurance sector	Lecture Discussion	Quiz  Formative assessment
	3	Product mix – Promotion mix – Place mix- Price mix – Extended Marketing mix in Insurance	5	To analyse the Marketing mix in Insurance	Lecture Discussion	
<b>IV</b>	<b>Mutual Funds Marketing</b>					
	1	Concept Mutual funds services Types of Mutual Funds Mutual Funds Marketing Users of MF Services and their behavioural profile	5	To understand the Types of Mutual Funds	Lecture Discussion	Evaluation through: Test  Open book test.  Formative assessment
	2	Market segments for Mutual Funds – Managing Information for Mutual Funds services –	5	To know the market segments for Mutual Funds	Lecture Discussion	
	3	Marketing Mix for Mutual Funds services product mix promotional mix price mix place mix Portfolio services marketing in Indian perspective	5	To analyse the Marketing Mix for Mutual Fund services	Lecture Discussion	
<b>V</b>	<b>Portfolio Services Marketing</b>					
	1	Concept Portfolio Management Services: The Portfolio Managers	5	To know the characteristics of the Portfolio Managers	Lecture Discussion	Evaluation through: Test  Snap test.
	2	Market segmentation Information for Portfolio Decisions	5	To understand Market segmentation	Lecture Discussion	

	3	Marketing Mix product mix promotional mix pricing fee place mix Portfolio services marketing in Indian perspective	5	To analyse the Portfolio services marketing in Indian perspective	Lecture  Discussion	Formative assessment
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**Course instructor: Dr.R.Evalin Latha**

**Head of the Department: Dr.C.K.Sunitha**

**Semester: IV**

**Name of the course: Indirect Taxes**

**Subject Code: PA1741**

**Teaching Plan**

Unit	Modules	Topics	Lecture hours	Learning outcome	Pedagogy	Assessment/ Evaluation
<b>I</b>	<b>Introduction to Indirect taxes</b>					
	1	Tax system in India, History, objectives of taxation, classification of taxes	5	To understand the concepts and nature of Indian taxation system	Lecture Interaction	Asking questions
	2	Direct and Indirect taxes, merits, demerits and differences between direct and indirect taxes	4	To understand the direct and indirect taxation in India	Lecture	Group discussion
	3	Allocation of revenues between Centre and State governments, Indirect taxes – levied by central, state and local government	3	To get an basic insight into the concept and allocation of tax revenue between the centre and state governments	Lecture	Snap test
	4	Major reform of indirect tax system in India	2	To understand the implementation of new tax system in India	Lecture with PPT.	Assignment

<b>II</b>	<b>Goods and Service Tax Act</b>					
	1	GST- history, meaning, dimensions, scope and administration.	4	To know the coverage and administration of GST	Lecture Interaction	Short test
	2	Effect GST on Indian Economic growth, features and types of GST	3	To know the features and components of GST	Lecture with PPT.	Open book test.

	3	Advantages and disadvantages of GST, exemption under GST, definition of various terms under GST Act	5	To explain the importance and benefits of GST	Lecture with PPT.	Online assignment
	4	Taxable event under GST, provisions related to levy and collection,	2	To gain knowledge about taxation under GST	Lecture with PPT.	Quiz
	5	Composite supply and Mixed supply, meaning, liability and reverse charges	3	To know about supply, liability and reverse charges	Lecture Discussion	Formative assessment
	6	Time and Value of supply- Supply, supplier, recipient, time limit for issuing tax invoice,	4	To know about time and value of supply	Lecture Discussion	Asking questions

<b>III</b>	<b>GST Registration Procedure</b>					
	1	Persons liable for registration, persons exempt from registration, notified category of persons and compulsory registration	4	To gain knowledge about persons who is liable for registration	Lecture Interaction	Group discussion
	2	Procedure for registration, procedure for issuance of registration certificate, separate registration for multiple business and cancellation of registration	4	To know about the registration procedures under GST	Lecture with PPT.	Online assignment

	3	Tax invoice in respect of goods and services, contents, GST rates,	3	To understand the GST rates and tax invoice	Lecture Interaction	Open book test.
	4	Input Tax Credit, meaning, eligibility and conditions, exemption, due date, penalty and simple problems	4	To analyse the method of calculating ITC	Lecture with PPT.	Short test

<b>IV</b>	<b>Integrated Goods and Service Tax</b>					
	1	IGST, meaning, definition, scope and levy of tax	4	To know about IGST	Seminar	Formative assessment
	2	Time and value of supply, Inter-state supply and intra-state supply, location of supplier and recipient	4	To understand inter and intra-state supply	Seminar	Short test
	3	Input Tax Credit for IGST, zero rated supply, refund of taxes in case of zero rated supply	3	To know about ITC and zero rated supply	Seminar through PPT.	Snap test
	4	Simple problems	3	To analyse the ITC through problems	Workout the problems on the board and explain the procedure	Oral test

<b>V</b>	<b>Customs Act 1962</b>					
	1	Customs Act, Introduction, nature, levy and collection of duty and taxable event	3	To know about Customs Act	Seminar	Formative assessment
	2	Territorial waters of India, Indian customs waters, valuation of goods and types of customs duty	3	To understand about futures and options.	Seminar through PPT.	Short test



	3	Prohibition on importation and exportation of goods, import and export procedures and exemptions from customs duty	3	To get an basic insight into import and export	Seminar through PPT.	Snap test
	4	Inclusions and exclusions and simple problems	4	To know the exemptions under Customs Act	Workout the problems on the board and explain the procedure	Group discussion

Course instructor: S. Merlin Vista

Head of the Department: Dr.C.K.Sunitha.

**Semester: IV**  
**Name of the course: International Business**  
**Subject Code: PA 1743**  
**Teaching Plan**

Unit	Modules	Topics	Lecture hours	Learning outcome	Pedagogy	Assessment/ Evaluation
<b>I</b>	<b>Foreign Exchange Market</b>					
	1	Functions, methods, Dealings: Spot and forward exchanges, Forward exchange rate, Futures, Options, Swap, and Arbitrage.	4	To understand the functions, concept of financial exchange market.	Lecture Interaction	Evaluation through: Test
	2	Exchange Control: Features, objectives, Methods, Merits and Demerits, Exchange Rate System: Fixed Exchange Rate, Flexible Exchange Rate, Causes.	5	To understand exchange control and exchange rate system	Lecture Discussion	Snap test
	3	Exchange Rate Classification.	2	To know the exchange rate classification.	Lecture Discussion	Quiz

	4	Devaluation, Convertibility of Rupee.	2	To understand Devaluation and Convertibility of Rupee.	Lecture With PPT.	Online assignment  Formative assessment
	5	Currency Exchange Risk, Types: Economic Exposure, Accounting Exposure.	3	To know the meaning of currency exchange risk and the types of currency exchange risk.	Lecture  Discussion	

<b>II Balance of Payment &amp; Indian Monetary System</b>						
	1	Balance of payments, Components.	2	To know the balance of payments and its components.	Lecture Interaction	Evaluation through:  Test
	2	BOP Disequilibrium, Correction of Disequilibrium, Causes, remedies, Suggestion.	3	To know the causes and remedies of disequilibrium.	Lecture with PPT.	
	3	International monetary system, Bretton Wood System, Break down.	3	To understand the IMS and Bretton Wood System.	Lecture with PPT.	Open book test.
	4	Present IMS, International Liquidity: Problems, Measures, Special Drawing Rights: Features, Uses, Critical Appraisal.	3	To gain knowledge in International Liquidity and SDR.	Lecture with PPT.	
	5	Creation of SDRs - SDR and International liquidity European Monetary system (EMS), European Currency unit (ECU), EURO: Impact, Implication for India.	4	To gain knowledge about SDR, ECU and EURO	Lecture  Discussion	Online assignment

						Formative assessment
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<b>III Regional Economic Integration &amp; Export Procedure</b>						
	1	Rationale, types of integration, European Union, Indo, EU trade.	3	To know about Rationale and its types, EU trade.	Lecture Interaction	Evaluation through: Test
	2	Other regional grouping, Advantages of regional grouping, Economic integration of developing countries, South, South Cooperation: Rational, functional areas of cooperation.	4	To understand other regional grouping, Economic integration of developing countries and SSC.	Lecture with PPT.	
	3	South Asian Association for Regional Cooperation (SAARC): Objectives, principles, organization, achievements.	3	To gain knowledge about SAARC.	Lecture  Interaction	Snap test.
	4	SAARC Preferential Trading Arrangements (SAPTA), Features - South Asian Free Trade Area (SAFTA), North American Free Trade Area (NAFTA), Association of South East Asian Nation (ASEAN).	3	To understand SAPTA, SAFTA, NAFTA and ASEAN.	Lecture with PPT.	Quiz
	5	Preliminaries - Export Documents: Documents related to Goods, Certificate related to Shipment, Document related to Payment and Inspection.	2	To gain knowledge about preliminaries and other documents related to export.		Formative assessment

<b>IV</b>	<b>International Financial Institution</b>
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	1	International Monetary Fund (IMF): Origin, objectives, function, organization, structure - workings of the fund.	3	To understand the concept, importance of IMF.	Seminar	Evaluation through: Test  Open book test.  Formative assessment
	2	The World Bank (IBRD): Functions, membership, organization, lending activities, other activities, International Development Association (IDA), International Finance Corporation (IFC): objectives, types of assistance.	4	To understand about IBRD and its affiliates.	Seminar	
	3	World Trade Organization (WTO): structure objectives, functions, workings - Asian Development Bank (ADB): functions, objectives.	5	To analyse the performance WTO and ADB	Seminar through PPT.	
	4	The UN Conference of Trade And Development (UNCTAD): Origin, Objectives, organization, function - New International Economic Order (NIEO): Objectives, Implementation.	3	To understand UNCTAD and NIEO	Seminar through PPT.	

<b>V</b>	<b>Multinational Corporation and Euro Dollar Market</b>					
	1	Features, classification, role of MNC in Developing Countries, merits, demerits, importance.	4	To know about MNCs features, classification, importance and demerits.	Seminar	Evaluation through: Test  Snap test.
	2	Dominance of MNC and Global economy: benefits, problems, perspective.	3	To understand Dominance of MNC and its benefits and problem.	Seminar through PPT.	

	3	Code of conduct, MNC in India.	3	To understand the code of conduct of MNC and the role of MNC in India.	Seminar through PPT.	Formative assessment
	4	Euro Dollar, Euro Dollar market: origin, growth, features, benefits, role of International Financial System, Shortcomings of the Euro Dollar Market.	4	To know the information related to Euro Dollar and Euro Dollar Market.	Seminar through PPT.	

**Course instructor: Mrs.R.Sree Devi.**

**Head of the Department: Dr.C.K.Sunitha.**

**Semester –IV**

**Name of the course: Business Ethics**

**Sub. Code : PA1744**

**Teaching Plan**

<b>Unit</b>	<b>Modules</b>	<b>Topics</b>	<b>Lecture hours</b>	<b>Learning outcome</b>	<b>Pedagogy</b>	<b>Assessment/ Evaluation</b>
<b>I</b>	<b>Nature of Business Ethics</b>					
	1	Meaning , Definition, Religion and Ethics , Moral and Ethics	3	To understand the religion and morals ethics	Lecture Interaction	Evaluation through: Test
	2	Ethics and Management, Relationships Between ethics and Business Management	4	To understand Relationships Between ethics and Business Management	Lecture Discussion	
	3	Ethics In Business, Nature of Business Ethics and Values	4	To know the values of ethics	Lecture Discussion	Snap test
	4	Importance of Ethics in Business.	2	To understand Importance of Ethics in Business	Lecture Interaction	Quiz
						Online

						assignment
						Formative assessment

<b>II</b>		<b>Values for Managers</b>				
	1	Need for Business Ethics – Universal Criteria	2	To know the Need for Business Ethics	Lecture Interaction	Evaluation through: Test
	2	Business Competition and Ethics - Ethical Problems Faced by Managers	3	To know the Ethical Problems Faced by Managers	Lecture with PPT.	
	3	Ethical performance encouraged - Managerial Performance -	3	To understand Ethical and Managerial performance encouraged	Lecture with PPT.	Open book test.
	4	Goodness Courage and Self Discipline - Value Driven Stake Holder Management - Management thought As per Indian Ethics	5	To gain knowledge in Value Driven Stake Holder Management.	Lecture with PPT.	Quiz
	5	Management in Indian Companies - Industry Environment - Corporate Culture – Individual Characteristics.	5	To gain knowledge about Management in Indian Companies	Lecture  Discussion	Online assignment
						Formative assessment

<b>III</b>	<b>Managing Ethics</b>
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	1	Building a Value System - Codes of Ethics - Spiritual Qualities	3	To know about Rationale and its types, EU trade.	Lecture Interaction	Evaluation through: Test  Snap test.  Quiz  Formative assessment
	2	Walk to the Talk- Setting Standards From Top - Social Responsibility of Business.	3	To understand other Social Responsibility of Business.	Lecture with PPT.	
	3	Encouraging Ethical Behavior in an Organisation - Role of Laws and Enforcement - Right and Stakeholders - Goal Setting	3	To gain knowledge about	Lecture  Interaction	
	4	Rules and enforcement - Legal Compliance Strategy – Ethics Committees - Training Programmes in Ethics - Training on Job and Surveys	5	To understand Ethics Committees and Training Programmes in Ethics	Lecture with PPT.	
	5	Regular Meeting, Ethics Audit and Bench Marking, Ethics Suggestions Schemes.	3	To gain knowledge about Ethics Audit and Bench Marking		

<b>IV</b>	<b>: Ethical values and Decision Making Process</b>					
	1	Factors Influencing Business Ethics- Universal Criteria -	3	To understand the Factors Influencing Business Ethics .	Seminar	Evaluation through: Test
	2	Decision Process in Competitive Pressures - Ethical Decision Making -	4	To understand Ethical Decision Making	Seminar	
	3	Obedience to Authority - Ethical Decision Dilemmas	3	To analyse the Ethical Decision Dilemmas	Seminar through PPT.	Open book test.

	4	Technology Revolution and Ethics - Conflict Resolution.	3	To understand Technology Revolution and Ethics	Seminar through PPT.	Formative assessment
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<b>V</b>	<b>Ethics in Global Business</b>					
	1	Global Business and Ethics – IT and Ethics	4	To know about MNCs features, classification, importance and demerits.	Seminar	Evaluation through: Test
	2	Ethics in E.Commerce, BPO, BT	3	To understand Ethics in E.Commerce	Seminar through PPT.	Snap test.
	3	Healthcare and pharmaceutical Business	3	To understand the Healthcare and pharmaceutical Business	Seminar through PPT.	
	4	Global Business and Ethical Convergence	4	To know the information related to Global Business and Ethical Convergence	Seminar through PPT.	Formative assessment

**Course instructor: M.Charles Dayana**

**Head of the Department: Dr.C.K.Sunitha.**



**Semester –IV**

**Name of the course: Financial Institutions and Markets**

**Subject Code: PA1745**

**Teaching Plan**

<b>Unit</b>	<b>Modules</b>	<b>Topics</b>	<b>Lecture hours</b>	<b>Learning outcome</b>	<b>Pedagogy</b>	<b>Assessment / Evaluation</b>
<b>I</b>	<b>Financial system and Financial markets</b>					
	1	Financial system- Functions, Financial concepts, Financial assets, Financial intermediaries.	5	To understand the functions, concept of financial system.	Lecture Interaction	Evaluation through: Test  Snap test
	2	Financial markets, Financial rates of return, Financial instruments, Financial system and economic development.	5	To understand financial markets, Rates of return and economic development.	Lecture Discussion	Quiz  Online assignment
	3	Money market, Features and Importance.	2	To know the features and importance of money market.	Lecture Discussion	Formative assessment
	4	Features of a developed money market, Deficiencies of Indian money market.	2	To understand features and deficiencies of money market.	Lecture with PPT.	
	5	Recent developments, Money market Vs. Capital market.	2	To know the difference between Money market and Capital market.	Lecture Discussion	

<b>II</b>	<b>Commercial Banks</b>
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	1	Commercial Banks- Management of reserves and Creation of credit.	2	To know the Commercial banks reserves and creation of credit.	Lecture Interaction	Evaluation through: Test
	2	Special role of banks and Liabilities of banks.	3	To know the special role of banks and its liabilities.	Lecture with PPT.	Open book test.
	3	Types of deposits- Factors affecting composition of bank deposits-Other liabilities.	5	To understand the types, factors and other liabilities of banks.	Lecture with PPT.	Quiz
	4	Banking assets, Investments, Bank credit.	2	To gain knowledge about banking assets and investments.	Lecture with PPT.	Online assignment
	5	Recent policy developments regarding bank credit, Factoral and occupational distribution of bank credit.	3	To understand recent developments regarding bank credit.	Lecture Discussion	Formative assessment

<b>III</b>	<b>Development Banks</b>					
	1	Industrial Financial Corporation of India (IFCI)-Industrial Credit and Investment Corporation of India (ICICI)	4	To know about IFCI and ICICI.	Lecture Interaction	Evaluation through: Test
	2	Industrial Development Bank of India (IDBI)-Industrial Reconstruction Bank of India (IRBI)	4	To understand IDBI and IRBI.	Lecture with PPT.	Snap test.  Quiz
	3	Small Industries Development Bank of India (SIDBI)-Export. Import Bank of India (EXIM Bank)	5	To gain knowledge about SIDBI and EXIM bank.	Lecture Interaction	Formative assessment

<b>V</b>	4	State Financial Derivatives Corporation's (SFCs).	2	To understand SFCs.	Lecture with PPT.	
	1	Kinds of Financial Derivatives- Forwards.	4	To know about forwards.	Seminar	Evaluation through: Test
	2	Futures, Options.	3	To understand about futures and options.	Seminar through PPT.	Snap test.  Formative assessment
	3	Swaps, Importance of Derivatives, Inhibiting factors, Recent developments.	3	To analyse swaps, importance as well as recent developments.	Seminar through PPT.	
	4	Eligibility conditions, Investors protection, Currency derivatives, Indian scenario.	4	To know the eligibility conditions and the currency derivatives.	Seminar through PPT.	

<b>IV</b>	<b>Mutual Funds</b>					
	1	Concept, Scope, Importance, Organisation and Operation of the fund	4	To understand the concept, importance of mutual funds.	Seminar	Evaluation through: Test
	2	Types or Classification of funds.	4	To know the types of funds.	Seminar	Open book test.
	3	Performance evaluation of mutual funds, Risk involved in mutual funds, Mutual funds in India.	5	To analyse the performance and risk associated with mutual funds.	Seminar through PPT.	
	4	Mutual funds abroad, Reasons for slow growth of mutual funds.	2	To understand the reason for the slow growth of mutual funds.	Seminar through PPT.	Formative assessment

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