

Department of Economics
Semester : II
Name of the Course : Micro Economics - II
Subject code : FC1721

Teaching Plan

Unit	Modules	Topics	Lecture hours	Learning outcome	Pedagogy	Assessment/ Evaluation
I	Cost and Revenue					
	1	Meaning of cost – Total cost, Fixed cost , Variable cost – Average cost and Marginal cost – Short run and Long run cost curves	5	To understand the types of cost	Lecture Presentation	Quiz Formative assessment I CIA
	2	Relationship between MC and AC Curves – Revenue – Meaning	4	To know the Relationship between MC and AC Curves	Lecture Discussion	Quiz Formative assessment I CIA
	3	Total revenue – Average revenue – Marginal revenue – Revenue curves – Relationship between MR and AR curve	6	To evaluate the Total revenue , Average revenue, Marginal revenue, Revenue curves and Relationship between MR and AR curve	Lecture Illustration	Formative assessment I CIA
II	Perfect Competition and Monopoly					
	1	Perfect competitions – Meaning and its features	4	To explore the features and price determination	Lecture Cooperate	Formative assessment I CIA
	2	Monopoly – Meaning - Features – Types, Causes - Discriminating monopoly	6	To explain the meaning of monopoly and features	Lecture Brain storming	Formative assessment I CIA

	3	Price determination under Monopoly.		To calculate the Price determination under Monopoly	Lecture Illustration	Formative assessment I CIA Short test
III	Monopolistic Competition, Oligopoly and Duopoly					
	1	Monopolistic Competition – Meaning – features – price determination	6	To analyse the features of Monopolistic Competition	Lecture Discussion	Assignments Test
	2	Oligopoly – kinked demand curve – Duopoly – Characteristics of Duopoly.	7	To identify Oligopoly – kinked demand curve and–Duopoly Characteristics of Duopoly.	Lecture Cooperate	Formative assessment II CIA
IV	Theories of Rent and Wages					
	1	Rent and Quasi rent, Meaning Ricardian theory of rent- Modern theory of rent , Quasi rent	7	To acquire Rent and Quasi rent and the theories of rent	Lecture Illustration	Formative assessment II CIA Short test
	2	Wages: Meaning, Types of wages, Theories of wages, Subsistence theory of wages Marginal productivity theory of wages	6	To enumerate the Wages: Meaning, Types of wages, Theories of wages, Subsistence theory of wages, Marginal productivity theory of wages	Lecture Cooperate	Formative assessment II CIA Short test
	3	Modern theory of wages		To identify the Modern theory of wages	Lecture Brainstorming	Formative assessment II CIA Short test
V	Theories of Interest and Profit					
	1	Interest – Meaning and Types - Theories of Interest - Loanable fund theory - Liquidity preference theory.	5	To acquire the Theories of Interest - Loanable fund theory - Liquidity preference theory.	Lecture Cooperate	Formative assessment III CIA
	2	Profit: Meaning - Types – Theories of	6	To know the concept of Profit – and Types	Lecture Discussion	Formative assessment

		profit: Risk bearing theory –Uncertainty bearing theory		and Theories of profit: Risk bearing theory –Uncertainty bearing theory		III CIA Multiple choice question
	3	Dynamic theory – Innovation theory.	4	To understand the Dynamic theory and Innovation theory.	Lecture Jigsaw	Formative assessment III CIA Short test

Course Instructor: Dr.S.Jeni Sanjana

HOD: Sr.Sophy

Semester : II

Name of the Course : Economic Statistics - II

Subject code : FA1721

Teaching Plan

Unit	Modules	Topics	Lecture hours	Learning outcome	Pedagogy	Assessment/ Evaluation
I	Correlation					
	1	Meaning of Correlation and its Significance	2	To acquire knowledge about correlation	Lecture Presentation	Short test Formative Assessment I CIA
	2	Types, Methods of calculating correlation : Graphical Methods	3	To recognize the different types and methods of calculating correlation	Lecture Discussion	Multiple choice questions Formative Assessment I CIA
	3	Karl Pearson's Coefficient and Rank Correlation	8	To calculate the Karl Pearson's Coefficient and rank correlation	Lecture Brainstorming	Short test Formative Assessment I CIA
II	Regression					
	1	Meaning of Regression and Uses of regression	3	To understand the uses of regression	Lecture Cooperative learning	Formative Assessment I CIA
	2	Regression equation	7	To evaluates the regression equation	Lecture Problem	Short test
	3	Regression lines, Fitting a regression line (Least Square Method) and Differences between Correlation and Regression	3	Differentiate between Correlation and Regression	Lecture Jigsaw	Quiz Formative Assessment II CIA
III	Time Series Analysis					
	1	Meaning, Utility of time series analysis and Components of	3	To analyse the utility of time series analysis and	Lecture Discussion	Short test

		Time series		Components of Time series		
	2	Measurement of Trends	8	To recognize the different methods of measurement of trends	Lecture Cooperative learning Problem	Quiz Formative Assessment II CIA
	3	Measurement Seasonal variations	6	To assess the causes and measurement of seasonal variations	Lecture with illustration	Quiz Formative Assessment II CIA
IV	Index Numbers					
	1	Meaning, Uses, Types and Difficulties in the construction of Index numbers	3	To acquire knowledge about the different types of index numbers and difficulties in the construction of index numbers	Lecture Cooperative	Short Test Formative Assessment III CIA
	2	Methods of calculating un weighted index number	6	To explain and evaluate the methods of calculating un weighted index numbers	Lecture Brainstorming	Quiz Formative Assessment III CIA
	3	Methods of calculating weighted index number	8	Apply the various methods of calculating weighted index number	Lecture with illustration	Formative Assessment III CIA
V	Probability					
	1	Meaning, Theory of Probability, Random experiments and events	8	To recognise the degree of uncertainty that is involved before making important decisions and differentiates between independent and dependent events	Lecture Problem	Short Test Formative Assessment III CIA
	2	Addition theorem and Multiplication Theorem	6	To acquire knowledge about theorems of probability	Lecture Discussion	Short Test

Course Instructor: Ms. S.Panimaya Mercy

HOD: Sr.Sophy

Semester : II
Name of the Course : Salesmanship (NMEC)
Subject code : FNM172

Teaching Plan

Unit	Modules	Topics	Lecture hours	Learning outcome	Pedagogy	Assessment/ Evaluation
Unit I	Salesmanship					
	1	Meaning Definition Characteristics Kinds	4	Identify the Characteristics of Salesmanship	Brainstorming	Formative Assessment I CIA
	2	Advertisement versus Salesmanship	4	Differentiate advertisement from Salesmanship	Inquiry based	
	3	Salesman: types, qualities, duties and responsibilities	3	Recognize the qualities and responsibilities of salesman	Q & A	Short Test & Quiz Formative Assessment I CIA
Unit II	Recruitment, Selection and Training of Salesmen					
	1	Source of recruitment, Internal and external , Principles of selection , Selection procedure	6	Identify the sources of recruitment & Selection Procedure	Discussion	Formative Assessment, Short Test & Quiz I CIA
	2	Training - Meaning , Objectives Principles , Method , Advantages, Disadvantages, Subject-matter of a good training programme – Limitations	6	Understand the importance of Salesman training and methods of salesman training	Lecture	
Unit III	Motivation and Incentives for sales force					
	1	Meaning , Motivating forces, Objective, Importance, Methods	5	Identify the meaning, objective, importance, functions and methods of sales promotion and sales organisation	Group Discussion	Formative assessment & Presentation of Case study II CIA
	2	Meaning of sales incentive, Differences between incentive and motivation – Methods.	6	Identify the difference between Incentives and motivation	Lecture	

Unit IV	Sales Organization and Sales Manager					
	1	Meaning, Definition, Objectives, Principles, Need and importance	5	Understand the principles of sales organization	Lecture	Formative Assessment, Short test & Quiz II CIA
	2	Functions, Types, Factors determining sales organization	4	Analyse the factors determining the size of sales organization	Brainstorming , Discussion	Formative Assessment III CIA
3	Meaning of sales manager, Types, Functions	3	Identify the functions of a sales manager	Inquiry based Lecture		
Unit V:	Sales Promotion					
	1	Meaning, Definition, Objectives, Methods, Importance	4	Formulate effective sales promotion methods	Lecture	Formative Assessment, Short test & Quiz III CIA
2	Aggressive selling, Limitations of sales promotion.	5	Analyze the objectives and principles of sales techniques	Discussion		

Course Instructor: Ms. S.Panimaya Mercy

HOD: Sr.Sophy

Semester : IV Major Core V
Name of the Course : Mathematical Methods - II
Subject code : FC1741

Teaching Plan

Unit	Modules	Topics	Lecture hours	Learning Outcome	Pedagogy	Assessment/Evaluation
I	Equation of a Straight Line					
	1	Definition and forms of straight line	6	To explain the different forms of straight-line	Illustration	Formative assessment I CIA Multiple choice question
	2	Intersecting point of two Straight lines	4	To determine the intersection point of two straight lines	Illustration	Formative assessment I CIA Multiple choice question
	3	Parallel lines and Perpendicular lines	3	To explain Parallel lines and Perpendicular lines	Discussion	Formative assessment I CIA Multiple choice question
	4	Concurrent lines	1	To explain Concurrent lines	Discussion	Formative assessment I CIA Multiple choice question
	5	Application of	2	To determine the equilibrium	Illustration	Formative assessment I CIA

		Straight lines in Economics (Determination of Equilibrium price and output)		price and output		Multiple choice question
II	Derivative and its Applications					
	1	Definition of Derivatives	1	To explain the meaning of derivatives	Lecture	Formative assessment I CIA Multiple choice question
	2	Rules of Derivatives (Power, Sum, Difference, Product, Quotient, Log and exponent rules)	5	To analyze the rules of derivatives	Lecture & Discussion	Formative assessment I CIA Short Test
	3	Higher order derivatives	3	To understand higher order derivatives	Lecture & Discussion	Formative assessment II CIA Short Test
	4	Maxima and Minima	2	To understand higher order derivatives	Lecture & Discussion	Formative assessment II CIA Short Test
	5	Application of derivatives (Revenue, Cost and Profit)	6	To apply derivatives in Economics	Discussion & Illustration	Formative assessment II CIA Short Test
III	Partial Derivatives					
	1.	Partial Derivatives in two variables	3	To understand partial derivatives	Lecture	Formative assessment II CIA Short Test
	2.	Higher order partial derivatives	4	To analyse higher order derivatives	Discussion	Formative assessment II CIA Short Test
	3.	Application of partial derivative	4	To explain the uses of partial derivatives	Illustration	Formative assessment II CIA Short Test
	4.	Marginal concept relating to Utility, Cost and Revenue (only simple problems)	4	To apply partial derivatives in Economics	Discussion & Illustration	Formative assessment II CIA Short Test
IV	Integral Calculus					

	1.	Meaning	1	To understand the meaning of integral calculus	Lecture	Formative assessment II CIA Multiple Choice Questions
	2.	Basic rules of Integration	4	To analyze the rules of integration	Discussion	Formative assessment II CIA Multiple Choice Questions
	3.	Calculation of total functions from marginal functions	3	To apply marginal functions to calculate total functions	Illustration	Formative assessment III CIA Short Test
	4.	Definite Integration	2	To explain the meaning of integration	Discussion	Formative assessment III CIA Short Test
	5.	Application of integral calculus in Economics (cost functions, revenue functions, consumer's surplus and producer's surplus)	5	To apply integral calculus in Economics	Illustration	Formative assessment III CIA Short Test
V	Matrices					
	1.	Definition	1	To understand the meaning of matrices	Discussion	Formative assessment III CIA Short Test
	2.	Types	2	To explain the different types of matrices	Discussion	Formative assessment III CIA Short Test
	3.	Operations of Matrices	5	To analyse the operations of matrices	Illustration	Formative assessment III CIA Short Test
	4.	Properties of Determinant	2	To understand the properties determinant	Illustration	Formative assessment III CIA Short Test
	5.	Inverse of a matrix	2	To identify inverse of a matrix	Illustration	Formative assessment III CIA Short Test

6.	Solving linear equations using Cramer's Rule	2	To apply Cramer's rule	Illustration	Formative assessment III CIA Short Test
7.	Inverse method	2	To analyse inverse method	Illustration	Formative assessment III CIA Short Test
8.	Rank of a matrix	2	To understand rank of a matrix	Illustration	Formative assessment III CIA Short Test

Course Instructor: Ms.S.Panimaya Mercy

HOD: Sr.Sophy

Semester : IV
Name of the Course : Economics of Banking
Subject code : FC1742

Teaching Plan

Unit	Modules	Topics	Lecture hours	Learning Outcome	Pedagogy	Assessment/Evaluation
I	Commercial Banking					
	1	Meaning, evolution and types	1	To know the meaning, evolution and types	Lecture Discussion	Formative assessment I CIA Multiple choice question
	2	Functions of Commercial Bank	2	To acquire knowledge the functions of Commercial Bank	Lecture Illustration	Formative assessment I CIA Multiple choice question
	3	Credit creation	1	To understand Credit creation	Lecture, Discussion	Formative assessment I CIA Multiple choice question
	4	The process of credit creation	2	To know the process of credit creation	Lecture Discussion	I CIA Formative assessment short test
	5	Balance sheet of a Commercial Bank	2	To explain the Balance sheet of a Commercial Bank	Lecture Illustration	I CIA Formative assessment short test
	6	Social responsibilities	2	To identify the social responsibilities	Lecture Discussion	I CIA Formative assessment short test
	7	Role of commercial banks and Economic development	2	To know the role of commercial banks and Economic development	Lecture presentation	I CIA Formative assessment short test
II	Central Bank & Reserve Bank of India					
	1	Functions of a	2	To know the	Lecture	I CIA Formative

		Central Bank		functions of a Central Bank	Presentation	assessment short test
	2	Objectives of Central Bank and	2	To study the objectives of Central Bank and	Lecture Discussion	I CIA Formative assessment short test
	3	Quantitative methods of credit control	4	To acquire knowledge the Quantitative methods of credit control	Lecture Discussion	I CIA Formative assessment Multiple choice questions
	4	Qualitative methods of credit control	2	To acquire knowledge on Qualitative methods of credit control	Lecture Illustration	Formative assessment I CIA
	5	Role and Functions of Reserve Bank of India	2	To understand the role and Functions of Reserve Bank of India	Lecture Cooperate	Multiple choice questions I CIA Formative assessment
III	Money Market and Capital Market					
	1	Structure of money market– meaning	2	To study the structure of money market	Lecture Discussion	Multiple choice questions II CIA Formative assessment
	2	– instruments - organized and unorganized money markets	2	To identify the instruments - organized and unorganized money markets	Lecture Presentation	Formative assessment Short test II CIA
	3	- Characteristics – Problems of Indian Money market - Suggestions for improvement	4	To understand the characteristics and Problems of Indian Money market Suggestions for improvement	Lecture Cooperate	Formative assessment Quiz II CIA
	4	— Note on Capital Market	2	To understand the note on Capital Market	Lecture Illustration	Multiple choice questions II CIA Formative assessment
	5	- Differences between Money market and Capital market	2	To identify the differences between Money market and Capital market	Lecture Brainstorming	Formative assessment Short test II CIA
IV	Electronic banking (E-banking)					
	1	Traditional banking vs E-banking	1	To know the differences between traditional banking vs	Lecture Discussion	Formative assessment Short test III CIA

				E-banking		
	2	Facets of e-banking	1	To study the facets of e-banking	Lecture Discussion	Multiple choice questions III CIA Formative assessment
	3	Internet procurement – E-banking transactions	1	To understand the Internet procurement –and E-banking transactions	Lecture Illustration	Formative assessment Short test III CIA
	4	Models for e-banking complete centralized solution	2	To identify the models for e-banking complete centralized solution	Lecture Brainstorming	Formative assessment Short test III CIA
	5	Features – CCS – Cluster Approach	2	To know the features of CCS	Lecture Cooperate	Multiple choice questions III CIA Formative assessment
	6	High Tech Bank within Bank	2	To acquire knowledge on high Tech Bank within Bank	Lecture Illustration	III CIA Formative assessment quiz
	7	Advantages of e-banking –	2	To study the advantages of e-banking	Lecture Illustration	III CIA Formative assessment quiz
	8	Constraints in e-banking – Security measures	1	To identify the constraints in e-banking and remedial measures	Lecture Presentation	Multiple choice questions III CIA Formative assessment
V	Practical banking					
	1	Current Account	1	To know the features of current Account	Lecture Discussion	III CIA Formative assessment Short test
	2	Savings Bank account	1	To study the uses of savings Bank account	Lecture Presentation	Multiple choice questions III CIA Formative assessment
	3	Negotiable instruments: cheque, draft, over draft, bills of exchange	3	To identify the Negotiable instruments: cheque, draft, over draft, bills of exchange	Lecture Cooperate	III CIA Formative assessment
	4	ATM – Credit cards and debit cards.	3	To understand about ATM – Credit cards and debit cards.	Lecture Illustration	III CIA Formative assessment Short test
	5	Practicals: How to open an Account?	2	To understand how to open an account?	Lecture Brainstorming	Multiple choice questions III CIA Formative

						assessment
	6	How to cross the cheque?, How to fill up demand draft form?	2	To know toHow to cross the cheque, and to fill up demand draft form.		III CIA Formative assessment quiz

Course Instructor: Dr. Sr.Sophy

HOD: Sr.Sophy

Semester : IV
Name of the Course : Introduction to Accounting with Tally
Subject code : FA1741

Teaching Plan

Unit	Modules	Topics	Lecture hours	Learning Outcome	Pedagogy	Assessment/Evaluation
I Introduction to Accounting						
	1	Meaning, Definition, Classification	1	To understand the meaning and classification of Accounting	Discussion	Formative assessment I CIA Multiple choice question
	2	Principles	1	To explain the principles of Accounting	Lecture	Formative assessment I CIA Multiple choice question
	3	Objectives, Limitations	1	To understand the limitations of Accounting	Discussion	Formative assessment I CIA Multiple choice question
	4	Book keeping, Advantages, Limitations	1	To identify the limitations of book – keeping	Discussion	Formative assessment I CIA Multiple choice question
	5	Double entry Vs Single entry, Principles of Double entry system	1	To understand the difference between Single entry & Double entry system	Illustration	Formative assessment I CIA Multiple choice question
II Books of Accounts						
	1	Journal	3	To explain the meaning of journal	Lecture & Illustration	Formative assessment I CIA Multiple choice question
	2	Ledger	3	To explain the meaning of Ledger	Lecture & Illustration	Formative assessment I CIA Short Test
	3	Difference between journal and ledger	1	To differentiate journal from ledger	Lecture & Discussion	Formative assessment II CIA Short Test

	4	Trial Balance, Merits, Limitation	4	To explain the merits and limitation of trial balance	Lecture & Discussion	Formative assessment II CIA Short Test
	5	Subsidiary books, Cash Book (Theory only)	1	To understand different kinds of subsidiary book	Discussion & Illustration	Formative assessment II CIA Short Test
III	Final Accounts					
	1.	Financial Statements, Manufacturing and Trading Accounts	3	To identify techniques of financial statements and manufacturing and trading account	Lecture & Presentation	Formative assessment II CIA Short Test
	2.	Profit and Loss Accounts	4	To identify the structure of Profit and Loss Accounts	Illustration	Formative assessment II CIA Short Test
	3.	Balance sheet	4	To know the structure of balance sheet	Illustration	Formative assessment II CIA Short Test
IV	Basic Concepts of Tally					
	1.	Features of Tally	1	To explain the features of Tally	Lecture	Formative assessment II CIA Multiple Choice Questions
	2.	Tally screen components	2	To identify the components tally screen	Illustration	Formative assessment II CIA Multiple Choice Questions
	3.	Usage of Tally	2	To understand the usage of tally	Illustration	Formative assessment III CIA Short Test
	4.	Accounts configuration	3	To know the account configuration	Discussion	Formative assessment III CIA Short Test
	5.	Accounting vouchers	3	To knowledge on Accounting vouchers	Illustration	Formative assessment III CIA Short Test
V	Accounting using Tally					
	1.	Creating company, Select company, Shut company	2	To know how to create company & shut the company	Presentation	Formative assessment III CIA Short Test
	2.	Creating ledger	5	To understand to create ledger &	Discussion	Formative assessment III CIA

		and groups, Preparing trial balance		trial balance		Short Test
	3.	Trading, Profit and Loss a/c and Balance sheet using Tally	4	To identify Profit and Loss a/c and Balance sheet	Illustration	Formative assessment III CIA Short Test
	4.	Account with inventory method: Stock Item, Bill wise detail, Godown - Printing	4	To identify the inventory method	Illustration	Formative assessment III CIA Short Test

Course Instructor: Dr.S.Vimal Dolli

HOD: Sr.Sophy