

Holy Cross College (Autonomous), Nagercoil-629004

Kanyakumari District, Tamil Nadu.

Nationally Accredited with A⁺⁺ by NAAC Vcycle–CGPA3.53

Affiliated to Manonmaniam Sundaranar University, Tirunelveli



DEPARTMENT OF COMMERCE SF



SYLLABUS FOR POST GRAGUATE PROGRAMME

TEACHING PLAN

EVEN SEMESTER 2025-2026

Vision

To enhance holistic development in students, by giving training in intellectual, psychological, spiritual and social concerns to make them successful women leaders in the society.

Mission

The department stands for identifying and enhancing the potentials and skills of students by providing in-depth knowledge on the subject and to create self-awareness and social consciousness.

Programme Education and Objectives (PEOs)

PEOs	Upon completion of M.Com Degree Programme, the graduates will be able to:
PEO-1	Utilize computational technology to solve social and financial issues and to pursue research.
PEO-2	exercise professional skills, values, team spirit and leadership to face challenges and to contribute building the nation.
PEO-3	Continue to learn and advance their career in industry both public and private sectors, government and academia.

Programme Outcomes (POs)-COMMERCE

PO	Upon completion of M. Com Degree Programme, the graduates will be able to:
PO1	Apply high level knowledge and skills in various fields of commerce
PO2	Obtain opportunities in research, writing, communication, and Publication skills.
PO3	Identify and analyse functional management issues at various levels of career advancement
PO4	Develop competency and skills to pursue higher level programmes in commerce and industry
PO5	Function effectively as a member or leader in teams by demonstrating of skills, coping skills, and human values

PO6	Sensitize professional ethics and societal needs which lead them for holistic development
PO7	Learn independently for life long to execute professional, social and ethical responsibilities promoting sustainable development

Programme Specific Outcomes (PSOs)

PO	Upon completion of M.Com Programme, the graduates will be able to:	Mapping with POs
PSO1	Design and implement accounting, marketing, finance and HR systems and practices grounded in research that comply with mercantile laws, leading the organization towards growth and development.	PO1,PO2
PSO2	exhibit entrepreneurial ability by enhancing critical thinking, problem solving, decision making and leadership skills that will facilitate startups and high potential organisations.	PO4,PO5
PSO3	Practice different techniques of communication and research and apply them in business and progression.	PO2
PSO4	Facilitate production of employable, ethical and innovative professionals to sustain in the dynamic business world.	PO1,PO3
PSO5	Practice business and professional ethics to embrace morall and ethical values in business and personal life.	PO6,PO7

Department : Commerce
Class : I M. Com
Title of the Course : Core Course IV: Strategic Cost Management
Semester : II
Course Code : AP232CC1

Course Code	L	T	P	S	Credits	Inst. Hours	Total Hours	Marks		
								CIA	External	Total
AP232CC1	6	-	-		5	6	90	25	75	100

Learning Objectives:

1. To understand the aspects of strategic and quality control management
2. To apply cost management techniques in various sectors

Course Outcomes

On the successful completion of the course, the students will be able to:		
1.	understand and apply strategic cost management and techniques	K1 & K3
2.	apply the strategies for product Life Cycle and Budgeting	K3
3.	Analyse activity based costing in practice	K4
4.	apply transfer pricing methods and its relevance in decision making	K3 & K4
5.	evaluate cost structure for Agriculture and IT sector	K4 & K5
6.	understand and apply strategic cost management and techniques	K1 & K3

K1 -Remember, **K2** – Understand, **K3** – Apply, **K4**- Analyse, **K5** – Evaluate, **K6** – Create

Teaching plan

Unit	Module	Topic	Teaching Hours	Assessment Hours	Cognitive level	Pedagogy	Student Centric Method	E-Resources	Assessment/ Evaluation Methods
I	Introduction to Strategic Cost Management								
	1.	Introduction to Strategic Cost Management (SCM) – Need for SCM – Differences between SCM and Traditional Cost Management	5	1	K1(R)	Lecturing	Participative: Think-Pair-Share.	Video Lectures.	Oral Presentation.
	2.	Time Value of money: Meaning, Causes	5		K3(Ap)	Mini-Lecture Segments	Participative: Discussions.	Interactive Notes.	CIA I
	3.	Cost of Quality – Indian Cost Accounting Standard 21 on Quality Control - Introduction to Lean System	4	1	K3(Ap)	Inquiry-Based Learning.	Participative: Formulating Questions	Interactive Simulations.	Peer discussions.
	4.	Benefits of Lean System – Just in Time (JIT) – Kaizen Costing	4		K1(R)	Flipped Classroom	Peer Learning,	Online Tutorials and Notes:	Assignment

II	Cost Control and Reduction								
	1.	Cost Management Techniques: Cost Control: Meaning and Prerequisites	2	1	K3(Ap)	Flipped Classroom	Participative: In-class discussions.	YouTube Lectures	Open Book Exam ,CIA I.
	2.	Cost Management Techniques: Cost Control: Meaning and Prerequisites	3		K3(Ap)	Inquiry-Based Learning.	Participative: Formulating Questions	Interactive Simulations.	Peer discussions. CIA I
	3.	Cost Reduction: Meaning and Scope – Differences between Cost control and cost reduction	3	1	K3(Ap)	Visual Demonstration	Model Making, Project/Activity, Interdisciplinary Link.	Video Lectures	Open Book Exam Questions,
	4.	Pareto Analysis: Meaning, importance and applications - Target Costing: Meaning, steps and Principles	3		K3(Ap)	Flipped Classroom	Participative: In-class discussions.	YouTube Lectures	Open Book Exam
	5.	Life Cycle Costing: Meaning, Strategies for each stage of product life cycle, Benefits.	3		K3(Ap)	Flipped Classroom	Participative: In-class discussions.	YouTube Lectures	MCQ
	6.	Learning Curve: Meaning, Learning curve ratio and applications,	3	1	K3(Ap)	Lecturing	Simulation-Based Exploration,	YouTube Videos	Short-answer conceptual questions,
III	Activity Based Cost Management								

	1.	Activity Based Cost Management: Concept, Purpose,	5	1	K4(An)	Flipped Classroom	Participative: In-class discussions.	YouTube Lectures	Conceptual MCQs. CIA II
	2.	Stages, Benefits	4		K4(An)	Inquiry-Based Learning.	Participative: Formulating Questions	Interactive Simulations.	Peer discussions.
	3.	Relevance in Decision making and its Application	4		K4(An)	Inquiry-Based Learning.	Participative: Formulating Questions	Interactive Simulations.	Peer discussions.
	4.	Budgeting Practical problems- ABC	5	1	K4(An)	Problem-Based Learning(PBL).	Problem Solving: Problem-Based Learning.	Interactive PPT	Assignments, CIA II
IV	Transfer Pricing								
	1.	Transfer Pricing: Meaning, Benefits, Methods	6	1	K3(Ap)	Lecturing	Participative: Think-Pair-Share.	Video Lectures.	Oral Presentation.
	2.	Pricing based on cost, Market price on transfer price	6		K4(An)	Mini-Lecture Segments	Participative: Discussions.	Interactive Notes.	CIA II
	3.	Negotiated pricing and Pricing based on opportunity costs – Practical Problems	6		K3(Ap)	Problem-Based Learning (PBL).	Problem Solving: Solving Complex Problem	Interactive PPT	Offering Problem and solving
V	Cost Management in Agriculture and IT6 sector								
		Agriculture Sector: Features, Cost Structure	4	1	K1(R)	Lecture with Visual Aids	Inquiry-Based Learning,	Interactive PPT	Oral Presentation, Conceptual Questions

	1.								
	2.	Cost Management, Tools to measure the performance	4		K1(R)	Active Learning	Peer instructions	Interactive PPT	Group Presentation,
	3.	Minimum Support Price and International Perspective	4		K3(Ap)	Inquiry based learning	Formulating questions	You Tube Videos	Concept check polls during class using Slido,
	4.	Information Technology Sector: Features, Cost Structure	3	2	K3(Ap)	Lecturing	Think-pair-share	YouTube Videos	Project based Presentation, CIA II
	5.	Cost Management and International Perspective.	3		K4(An)	Active Learning	Participative: Discussions	Interactive Notes.	Discussion-based evaluation on implication

Course Focussing on Employability/ Entrepreneurship/ Skill Development: **Employability, Skill Development**

Activities (Em / En /SD): **Hands on Training on Problem solving**

Course Focusing on Cross Cutting Issues (Professional Ethics/ Human Values/Environment Sustainability/ Gender Equity): - Human Values

Assignment: Asking the students to evaluate the proposed investment Assignment : Cost Management and International Perspective.

01-02-2025

Seminar Topics: Cost Management Techniques: Cost Control: Meaning and Prerequisites - Cost Reduction, Information Technology Sector

Sample questions

Part A

1. Cost Control mainly aims at:
 - a) Reducing the cost permanently
 - b) Maintaining cost within standards
 - c) Improving product design
 - d) Eliminating non-value-added activities (KI-U, CO-1)
2. Pareto Analysis uses the concept (KI-U, CO-1)
 - a) 60/40 rule
 - b) 80/20 rule
 - c) Zero defect rule
 - d) 50/50 rule
3. Target Costing = (KI-U, CO-1)
 - a) Standard Cost – Profit
 - b) Selling Price – Desired Profit
 - c) Marginal Cost + Desired Profit
 - d) Standard Cost + Margin of Safety
4. ABC Management mainly helps in----- (KI-U, CO-1)
5. IT sector cost structure mainly includes: (KI-U, CO-1)
 - a) Land and seeds
 - b) Hardware, software, people cost
 - c) Fertilizers
 - d) Livestock

Part B

1. Differentiate between Cost Control and Cost Reduction. (K1, CO-1)
2. Discuss Pareto Analysis. Explain its importance and applications with examples. (K4, CO-4)

3. State the steps and principles of Target Costing. (K3, CO-3)
4. What is Life Cycle Costing? Explain strategies for each stage. (K1, CO-2)
5. Explain any three methods of Transfer Pricing. (K2, CO-4)

Part C

1. A company makes Product X and uses Activity-Based Costing.

The following activity costs and drivers are given:

Activity	Total Cost	Cost Driver	Total Driver Qty	Product X Usage
Machine Setup	₹30,000	No. of setups	60 setups	10 setups
Material Handling	₹20,000	No. of orders	40 orders	8 orders
Quality Inspection	₹10,000	No. of inspections	50 inspections	5 inspections

Find the overhead cost assigned to Product X using ABC. (K3, CO-3)

2. Cost-Based Transfer Price

Division A makes a component:

- Variable cost per unit = ₹50
- Fixed cost per unit = ₹20
- Division A wants 20% profit on full cost.

Calculate transfer price per unit. (K4, CO-4)

3. Discuss Cost Management in the Agriculture Sector. (K1, CO-5)
4. Explain Life Cycle Costing. Discuss strategies for each stage of the product life cycle and benefits..(K2, CO-2)
5. What is the Learning Curve Method? Explain the learning curve ratio and its applications in decision-making.1 (K2, CO-2)

Department : Commerce
Class : I M. Com
Title of the Course : Core V - Corporate Accounting
Semester : II
Course Code : AP232CC2

Course Code	L	T	P	S	Credits	Inst. Hours	Total Hours	Marks		
								CIA	External	Total
AP232CC2	6	-	-	-	5	6	90	25	75	100

Learning Objectives:

1. To understand the accounting treatment for various companies.
2. To improve the skills of CSR reporting

Course Outcomes

On the successful completion of the course, students will be able to:		
1.	prepare financial statements of companies as per schedule III of Companies Act,2013.	K2&K4
2.	apply the provisions of IRDA Regulations, 2002 in the preparation of final accounts of life insurance and general insurance companies.	K1&K3
3.	prepare consolidated financial statements of holding companies in accordance withAS21.	K3&K4
4.	assess contemporary accounting methods.	K5
5.	examine financial reporting based on appropriate accounting standards and provisions of Companies Act 2013 with respect to corporate social responsibility.	K4&K5

K1 - Remember; **K2** - Understand; **K3**- Apply; **K4** - Analyse; **K5**- Evaluate

Teaching plan

Total Contact hours: 90 (Including lectures, assignments and tests)

Unit	Module	Topic	Teaching Hours	Assessment Hours	Cognitive level	Pedagogy	Student Centric Method	E-Resources	Assessment / Evaluation Methods
I	Issue of Shares and Final Accounts of Companies								
	1	Issue of Shares: ESOPs -ESPS	3	1	K2(U) & K4 (An)	Lecturing	Participative: Think-Pair-Share.	Video Lectures.	Oral Presentation
	2	Sweat Equity Shares-Book Building- Buy-back of Shares	3		K2(U) & K4 (An)	Mini-Lecture Segments	Participative: Discussions.	Interactive Notes.	Assignments, CIA I
	3	Conversion of debentures into shares	3	1	K2(U) & K4 (An)	Inquiry-Based Learning.	Participative: Formulating Questions	Interactive Simulations .	Peer discussions
	4	Final accounts of Companies as per Schedule III of the Companies Act, 2013	3		K2(U) & K4 (An)	Problem-Based Learning (PBL).	Problem Solving: Problem-Based Learning.	YouTube Videos of Learn	Open Book Exam, CIA I
	5	Managerial remuneration.	3	1	K2(U) & K4 (An)	Problem-Based Learning (PBL).	Problem Solving: Problem-Based Learning.	Online Tutorials and Notes	Problem-Solving Questions, CIA I

II Insurance Company Accounts									
	1	Insurance Company Accounts	3	1	K1(R) & K3(Ap)	Flipped Classroom	Participative: In-class discussions.	YouTube Lectures	Open Book Exam
	2	Types of Insurance	3		K1(R) & K3(Ap)	Inquiry-Based Learning.	Participative: Formulating Questions	Interactive Simulations	Peer discussions
	3	Final accounts of life assurance Companies	3	1	K1(R) & K3(Ap)	Problem-Based Learning (PBL).	Problem Solving: Problem-Based Learning.	YouTube Videos	Open Book Exam Questions, CIA II.
	4	Ascertainment of profit-Valuation Balance Sheet	3		K1(R) & K3(Ap)	Problem-Based Learning (PBL).	Problem Solving: Solving Complex Problem	Interactive PPT	Offering Problem and solving
	5	Final accounts of Fire, Marine and miscellaneous Insurance Companies.	3	1	K1(R) & K3(Ap)	Problem-Based Learning (PBL).	Problem Solving: Problem-Based Learning.	YouTube Videos	Open Book Exam Questions, CIA II.
III Consolidated financial statements									
	1	Consolidated financial statements as per AS 21	3	1	K3(Ap) & K4 (An)	Mini-Lecture Segments	Participative: Discussions.	Interactive Notes.	CIA I
	2	Consolidated Profit and Loss Account– Minority interest	3		K3(Ap) & K4 (An)	Problem-Based Learning(PBL).	Problem Solving: Solving Complex Problem	Interactive PPT	Offering Problem and solving

	3	Cost of control – Capitalreserve	3	1	K3(Ap) & K4 (An)	Problem-Based Learning (PBL).	Problem Solving: Problem-Based Learning.	YouTube Videos	Open Book Exam Questions, CIA I
	4	Inter-company holdings	3		K3(Ap) & K4 (An)	Problem-Based Learning (PBL).	Problem Solving: Problem-Based Learning.	Interactive PPT	Assignments, CIA I
	5	Preparation of consolidated Balance Sheet.	3	1	K3(Ap) & K4 (An)	Flipped Classroom	problem-solving.	Interactive PPT.	Problem-solving, CIA I
IV	Contemporary Accounting Methods								
	1	Contemporary Accounting Methods	3	1	K5(E)	Flipped Classroom	Participative: In-class discussions.	YouTube Lectures	Conceptual MCQs. CIA I
	2	Accounting for price level changes	3	1	K5(E)	Inquiry-Based Learning.	Participative: Formulating Questions	Interactive Simulations	Peer discussions. CIA I
	3	Social responsibility accounting	3		K5(E)	Lecturing	Participative: Think-Pair-Share.	Video Lectures.	Oral Presentation . CIA I
	4	Human resource accounting	3	1	K5(E)	Inquiry-Based Learning.	Participative: Formulating Questions	Interactive Simulations	Peer discussions. CIA I
	5	Forensic Accounting.	3	1	K5(E)	Mini-Lecture Segments	Participative: Discussions.	Interactive Notes.	Oral Test. CIA I
V	Financial reporting								
	1	Financial reporting:	3	1	K4(An) &	Flipped Classroom	Participative: In-class	YouTube Lectures	Open Book Exam, CIA

		Meaning, Objectives, Characteristics			K5 (E)		discussions.		II.
	2	Indian Accounting Standards(AS 5, AS 10, AS 19, AS 20)	3		K4(An) & K5 (E)	Inquiry-Based Learning.	Participative: Formulating Questions	Interactive Simulations	Peer discussions. CIA II
	3	Corporate Social Responsibility: Meaning, Key provisions of Companies Act, 2013	3		K4(An) & K5 (E)	Inquiry-Based Learning.	Participative: Formulating Questions	Interactive Simulations	Open Book Exam Questions, CIA II
	4	Accounting for CSR expenditure, Reporting of CSR	3	1	K4(An) & K5 (E)	Flipped Classroom	Participative: In-class discussions.	YouTube Lectures	Open Book Exam, CIA II.
	5	Presentation and disclosure in the financial statements.	3		K4(An) & K5 (E)	Flipped Classroom	Participative: In-class discussions.	YouTube Lectures	Open Book Exam, CIA II.

Focussing on Employability/ Entrepreneurship/ Skill Development: **Skill Development**

Activities (Em / En /SD): **Hands on Training on Problem solving**

Course Focusing on Cross Cutting Issues (Professional Ethics/ Human Values/Environment Sustainability/ Gender Equity): - Professional Ethics

Activities related to Cross Cutting Issues: Role-Play Activity – Ethics in Corporate Decision-Making, Ethical Review of Accounting Standards

Assignment: Issue of Shares & Managerial Remuneration, Preparation of Final Accounts of Companies (Last date to submit –01-02-2026)

Seminar Topics: **Contemporary Accounting Methods, Financial reporting**

Sample Questions

Part - A

Answer all the questions

1. What is the term used for issuing shares to employees at a concessional rate? (CO-2,U)
 - a) ESOP
 - b) Sweat Equity Shares
 - c) ESPS
 - d) Buy-back of Shares

2. Final accounts of companies are prepared as per(CO-1,R)
 - a) Schedule II of the Companies Act, 2013
 - b) Schedule III of the Companies Act, 2013
 - c) Schedule IV of the Companies Act, 2013
 - d) None of the above

3. **Match the Following: (CO-3, An)**

Column A	Column B
Life Assurance	Revenue Account
Fire Insurance	Valuation Balance Sheet
Marine Insurance	Accident Coverage
Miscellaneous Insurance	Policy Claims

4. Minority interest is shown in the: (CO-3, An)
 - a) Profit and Loss Account
 - b) Balance Sheet
 - c) Trial Balance
 - d) Journal Entries

5. AS 21 pertains to: (CO-2,U)
- Financial Instruments
 - Consolidated Financial Statements
 - Segment Reporting
 - Revenue Recognition

Part - B

Answer all the Questions:

1. From the following information provided by ABI Ltd. For the year ended 31st March 2024, Calculate the overall (Maximum) managerial Remuneration. (CO-4,An)

Particulars	Amount	Particulars	Amount
To Salaries and Wages	65,000	By Gross Profit	16,70,000
To Repairs	30,000	By Profit on Sale of Plant (Cost Rs 3,00,000; Written down value Rs 1,50,000 Amount realized on Sale Rs 3,20,000)	1,70,000
To Depreciation(including Development Rebate Rs 15,000)	1,10,000	By Subsidy from Government	40,000
To General Expenses	25,000		
To Loss on Sale of Investment	20,000		
To Scientific Research(new Laboratory setup)	1,03,000		
To Donation to Charitable Institution	35,000		
To Interest on Debentures	35,000		
To Debenture Trustees Remuneration	15,000		
To Director's Fees	12,000		
To Income Tax	5,10,000		
To Proposed Dividend	5,10,000		
To Balance c/d	4,10,000		
	<u>18,80,000</u>		<u>18,80,000</u>

2. What is the book-building process, and how does it help in determining the price of shares? (CO-2,U)

3. From the following particulars, prepare the Fire Revenue Account for the year 2023-24

Particulars	Amount (Rs in Lakhs)
Direct claims paid	470
Legal expenses regarding claims	10
Premiums received	1,200
Reinsurance Premium	120
Commission	200
Expenses of Management	300
Provision for unexpired risk on 1.4.2023	520
Claims unpaid on 1.4.2023	40
Claims unpaid on 31.3.2024	70

4. The Revenue account of a Life Assurance Company showed the Life Assurance Fund balance to be Rs.1,24,42,620 before taking into account the following.(CO-3, Ap)

Claims covered under reinsurance	24,000
Claims intimated but not admitted	53,000
Bonus utilized in reduction of Life Insurance Premium	9,000
Interest accrued on securities	16,520
Outstanding Premium	10,840

What is the Life Assurance Fund after taking into account the above omission?

5. Balance sheets as on 31st March 2024 (CO-4, Ap)

Liabilities	H. Co	S. Co	Assets	H. Co	S. Co
Share Capital in shares of Rs.10	6,00,000	4,00,000	Sundry Assets	7,00,000	6,00,000
Current Liabilities	5,00,000	2,00,000	Investment: 40,000 shares in S.Co	4,00,000	-
	11,00,000	6,00,000		11,00,000	6,00,000

Prepare consolidated Balance sheet.

Part- C

Answer the questions

1. The authorized capital of X Lid is Rs.5,00,000 consisting of Rs 2000 6% preference shares of Rs 100 each and 30,000 equity shares of Rs 10 each. Following was the Trail Balance of X Limited as an 31-3-2020: (CO-3, An)

Trail Balance as on 31-3-2021

	Dr (Rs)	Cr (Rs)
Investment in shares at cost	50,000	
Purchases	4,90,500	
Selling expenses	79,100	
Stock on 1-4-2020	1,45,200	
Salaries and wages	68,500	
Cash on hand	12,000	
Bill receivable	41,500	
Interim preference dividend for the half year to 30-9-2020	6,000	
Interest on Bank Overdraft	7,800	
Interest on Debentures upto30-9-2020	3,750	
Sundry Debtors and Creditors	50,100	87,850
Freehold property at cost	4,86,500	
Furniture at cost less Depreciation of Rs 15,000	35,000	
6% Preference share capital		2,00,000
Equity share capital fully paid up		2,00,000
5% Mortgage Debentures secured on freehold properties		1,50,000
Income tax paid in advance for 2020-21	10,000	
Dividends		4,250
Surplus A/c (1-4-2020)		28,500
Sales (Net)		6,70,350
Bank Overdraft secured by hypothecation of stocks and receivables		1,50,000
Audit fees	5,000	
	14,90,950	14,90,950

2. Evaluate the process and implications of **buy-back of shares** on the company's financial performance and shareholders' value. (CO-2, U)
3. From the figures stated below, prepare a revenue A/c and a valuation of balance sheet as at 31 March 2024 showing surplus for policyholders(CO-4,Ap)

Particulars	Amount(Rs in in 000)
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Claims paid	600
Premiums	5,000
Interest, dividend and rents	3,000
Consideration for annuities granted	200
Net Liabilities on 31/03/2024	11,306
Surrenders	200
Bonus in reduction of Premiums	10
Commission	100
Surplus on revaluation	16
Life assurance fund	8,000

4. From the following particulars, prepare the Fire Revenue Account for 2019-2020.(C)-4, Ap)

Claims paid	540
Legal expenses regarding claims	12
Premiums received	1480
Reinsurance premiums	100
Reinsurance claims	4
Commission	220
Reinsurance Commission Ceded	6
Expenses of Management	420

5. The following is the Balance sheet of H Co and S Co. H Co considered as Holding Company and S Co as Subsidiary Company.

Liabilities	H.Co	S.Co	Assets	H.Co	S.Co
Share Capital in shares			Sundry Assets	7,50,000	1,90,000
Rs.1, fully paid shares	5,00,000	1,00,000	Investment:		
Reserves	-	25,000	12,000 shares in S.Co	2,00,000	
Profit & Loss a/c	1,00,000	15,000			
Sundry creditors	3,50,000	50,000			
	9,50,000	1,90,000		9,50,000	1,90,000

H Co acquired the shares on 1st January 2024.Prepare consolidated balance sheet (CO-3, An)

Head of the Department: Dr. S.Jameela

Course Instructor: Dr. R. Sreedevi

Class : I M.Com

Title of the Course : Core Course VI Setting Up Of Business Entities

Semester : IV

Subject Code : AU232CC2

Course Code	L	T	P	S	Credits	Inst. Hours	Total Hours	Marks		
								CIA	External	Total
AP232CC3	6	-	-	-	4	6	90	25	75	100

Learning Objectives

1. To understand and analyse the formation and registration of Section 8 company
2. To determine the procedure for obtaining registration and license and to create awareness about the legal compliances governing business entities

Course Outcomes

On the successful completion of the course, students will be able to:

1.	Recognize and determine the startups in India	K1&K2
2.	Describe and identify legal requirements for section 8 company	K2&K3
3.	Examine the proceedings for LLP and joint venture	K4
4.	Determine the registration and licensing procedure	K5
5.	Examine and evaluate the compliance of regulatory framework	K4&K5

K1-Remember;K2-Understand;K3 -Apply;K4 -Analyze;K5 -Evaluate;K6-Create

Teaching Plan

Total Contact Hours: 90 (Including lectures, assignments and tests)

Unit	Section	Topic	Lecturer Hours	Assessment hours	Cognitive Level	Learning Outcomes	Pedagogy	Student Centric	E - Resources	Assessment/ Evaluation
1	Start ups in India									
	1	Types of business Organisation-Factors governing the selection of an organisation-Start ups-Evolution-Definition of Start up-Start up Landscape in India	4	1	K1&K2	Understanding and basic concept of start up	Learning with videos	Inquiry-Based Learning	https://youtu.be/6QPoWCcDZ6c?si=D8vi_hxuvDo-cUpW	Short test
	2	Start up India policy-Funding support and incentives-Indian states with	2	1	K1&K2	Understanding the Start up India policy	Lecture with PPT	Group Discussion	https://youtu.be/QimgWuHy_8g?si=QNpuGcfzrUDyzP7a	Class Test

		start up policies								
	3	Exemptions for Start up- Lifecycle of a start up- Important points for start ups	6	1	K1&K2	Understanding the main points of start ups	Lecture with PPT	Mind Mapping	Interactive PPT	Objective type test
	4	Financing options available for start up- Equity financing- Dbt financing- Venture capital financing- IPO- Crowd funding- Incubators- Mudra banks- Successful start ups in India	7	1	K1&K2	Able to analyse the financing option for start ups	Mind mapping	Lecturing with case study	Case Study Method	Unit Test
2	Not For Profit Organisation									

1	Formation and registration of NGOs- Section 8 Company- Definition- Features- Exemptions- Requirements of Section 8 Company- Application for incorporation	6	1	K2&K3	Understanding the concept of section 8 Company	Info graphics learning	Think-pair-share	Lecture using PPT	Class test
2	Trust- Objectives of a trust- Persons who can create a trust- Differences between a Public and Private trust- Exemptions available to trust- Formation of a trust- Trust deed	8	1	K2&K3	Able to analyse the formation and tax exemptions available to trusts and NGOs	Brain storming	Group Discussion	Power Point Presentation	Formative assessment Test I

	3	Society- Advantage s- Disadvanta ges- Formation of a society- Tax exemptions to NGOs	8	1	K2&K3	Understand the concept of society	Mind mapping	Group discussion	Video Lectures	Class Test
3	Limited Liability Partnership and Joint Venture									
	1	Limited Liability Partnership : Definition- Nature and characterist ics- Advantage s- Disadvanta ges- Procedure for incorporati on- LLP agreement- Annual compliance of LLP	4	1	K4	Able to understand the LLP	Lect ure with PPT	Group discussions	Self Prepared Videos	Evaluation through class test

	2	Business collaboration: Definition- Types- Joint venture: Advantages and disadvantages- successful joint venture in India	5	1	K4	Evaluate the successful joint ventures in India	Infographics learning	Explaining Concepts	YouTube Lecture	Class test
	3	Special Purpose Vehicle- Meaning- Benefits- Formation	4	1	K4	Analyse the concept of SPV	Lecture with PPT	Chalk and Talk	Interactive PPT	Class test
4	Registration and License									
	1	Registration and Licenses: Introduction- Business entity registration - Mandatory registration - PAN- Significance	2	1	K5	Understand the concept of PAN	Lecture with PPT	Lecture based Learning	E-content	Evaluation through the class test

		e-Application and registration of PAN-Linking of PAN with Aadhar								
2	TAN-Persons liable to apply for TAN-Relevance of TAN-Procedure to apply for TAN-GST: Procedure for registration - Registration under shops and establishment Act	2	1	K5	Understand the concept of TAN	Flipped learning	Mind mapping	Discussion forum-Way ground	Evaluation through assignment	
3	MSME Registration-Clearance from pollution control Board-	7	1	K5	Know to find the MSME and FSSAI registration	YouTube videos	Inquiry-Based Learning	Interactive PPT	Short test	

		FSSAI registration and license-Trade mark, Patent, Design registration								
5	Environmental Legislation in India									
	1	Geographical indication of Goods(Registration and Protection) Act,1999: Objectives, Salient features- The Environmental Protection Act, 1986: Prevention , Control and abatement of environmental pollution		1	K4&K5	Describe the concept of geographical indication of Goods (Registration and Protection) Act, 1999	Lecture with PPT	debate	Interactive e-book	Evaluation through discussion

	2	The Water (Prevention and Control of Pollution) Act, 1974: The Central and State Boards for Prevention and Control of water pollution- Powers and Functions of boards- Prevention and Control of water pollution- Penalties and Procedures	4	1	K4&K5	Able to analyse the concept of the water (Prevention and Control of pollution) Act, 1974	Lecture with interaction	Group discussion	E-content	Formative assessment test II
	3	The Air (prevention and Control of pollution) Act, 1981: Central and State Boards – Powers and	4		K4&K5	Analyse the concept of Air pollution Act, 1981	Group Brain storming session	Think-pair-share	https://vajiramandradevi.com/current-affairs/air-prevention-and-control-of-pollution-act-1981/	Short test

		Functions- Prevention and Control of Air pollution- Penalties and Procedures								
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Course focusing on entrepreneurship: entrepreneurship activities (em/ en/sd):

Assignment: Differences between public and private trust (prepare E-content)

Part– A

1. ___Means receive money from an investor in exchange for partial ownership of the company. (K1 – R, CO-1)
2. _____Can be registered under section 8 of companies Act with the registrar of companies. (K2 – U, CO-2)
3. In _____, partners will not be liable for the tortuous damages of other partners but potentially for the contractual debts depending on the state. (K3 – Ap, CO-2)
4. _____ a ten-character alpha numeric identifier foundational ID, issued by the Indian income tax department, to any person who applies for it or to whom the department allots the number without an application. (K3 – Ap, CO-2)
- 5 The registration of Geographical Indication of Goods is valid for_____years (K5 – E, CO-4)

Part– B

1. Show the financing options available for start ups (K1 – R, CO-1)
2. Outline the tax exemptions available to trusts. (K1 – R, CO-1)

3. Interpret the different types of Joint venture. (K4 – An, CO-3)
4. Analyse FSSAI registration and license. (K4 – An, CO-3)
5. Infer the functions of central and state boards for the prevention and control of air pollution (K5 – E, CO-5)

Part – C

1. Express the successful start-ups in India. (K1 – R, CO-1)
2. Generalised the requirements of section 8 company. (K2 – U, CO-1)
3. Express the successful joint ventures in India. (K1 – R, CO-1)
4. Show the list of persons liable to apply for TAN. (K4 – An, CO-3)
5. Evaluate the prevention, control and abatement environmental pollution. (K5 – E, CO- 5)

Head of the Department: Dr. S. Jameela

Course Instructor: Dr. R. Evalin Latha

Department : Commerce
Class : I M.Com
Title of the Course : MANAGERIAL ECONOMICS
Semester : II
Course Code : AP232EC3

Course Code	L	T	P	S	Credits	Inst. Hours	Total Hours	Marks		
								CIA	External	Total
AP232EC3	4	–	–	–	3	4	60	25	75	100

Learning Objectives:

1. To offer expertise and knowledge on the application of economic theories
2. To understand the concepts of business decisions

Course Outcomes

On the successful completion of the course, students will be able to:		
1.	understand the scope and methods of managerial economics	K1 &K4
2.	evaluate the demand forecasting for goods	K3& K5
3.	analyse the concept in resource allocation	K1 & K4
4.	applicability of market structure in different time periods	K4 & K5
5.	apply the different pricing methodologies of products	K2& K3

K1 - Remember; **K2** - Understand; **K3**- Apply; **K4** - Analyse; **K5**- Evaluate

Teaching plan

Total Contact hours: 60 (Including lectures, assignments and tests)

Unit	Module	Topic	Teaching Hours	Assessment Hours	Cognitive level	Pedagogy	Student Centric Method	E-Resources	Assessment/ Evaluation Methods
I	The Scope and Methods of Managerial Economics								
	1.	Meaning, Nature and Scope of Managerial economics	2	1	K1(R) & K2 (U)	Lectureship	Inquiry-Based Learning	https://youtu.be/xHmDtQ-S1Dk?si=Tsz_qkiO59VHI43s	Oral Test

	2.	Risk –Uncertainty and probability analysis	2		K2(U)	Interactive Classroom	Group Discussion	https://youtu.be/pHyI8sSd mwY?si=IO1d_1cvmb5Uq rna	Asking questions
	3.	Approach to managerial decision making	3	1	K1(R) & K2 (U)	Blended Learning	Mind Mapping	Interactive PPT	Short Test
	4.	Theory of Firm	3	1		K3(Ap)	Lecturing with case study	Case Study Method	You Tube case study Videos
II	DEMAND ANALYSIS								
	1	Basic concepts of Demand and Forecasting	3	1	K(2) &K(3)	Lecturing	Think-pair-share	Lecture using PPT	quiz & CIA I
	2	Use of Business indicators	4		K(2) &K(3)	Lecturing.	Group Discussion	Power Point Presentation	Assignment& CIA I
	3	Demand forecasting for consumer goods	3	1	K(2) &K(3)	Project-Based Learning (PBL)	Group discussion	Video Lectures	Preparation of question bank by the students
	4	Consumer Durable goods	3		K(2) &K(3)	Lecturing.	Blended learning	Interactive PPT	Short Test

	5	Consumer capital goods	3	1	K(2) &K(3)	Collaborative Learning	Group discussions	Self Prepared Videos	team-based learning
III	CONCEPTS IN RESOURCE ALLOCATION								
	1.	Cost analysis	3	1	K4 (An)	Integrative Teaching	Explaining Concepts	KWL	MCQs, & CIA II
	2.	Break even analysis	2		K4 (An) & K6 (C)	Context based Learning	Chalk and Talk	YouTube Lecture	Preparation of Interactive PPT, Formative Quiz II & CIA II
	3.	Reforms in Insurance Sector	1	1	K4 (An)	Reflective Approach	Interactive Simulation	Interactive PPT	Open Book Test, Formative Quiz II & CIA II
	4.	Short run and long run cost function	2		K5 (E)	Lectureship	Lecture based Learning	Interactive PPT	Online assignment & CIA II
	5.	Production Function-cost price and output relations	4	1	K2 (U)	Core Conceptual Approach	Mind mapping	E-content	Asking Questions & CIA II
	6.	Capital investment Analysis	3		K5 (E)	Interactive classroom	Inquiry-Based Learning	Discussion forum- Way ground	Observation Note & CIA II
IV	MARKET STRUCTURE								

	1	Pricing and output	4	1	K2(U) & K5 (E)	Active Learning	debate	Interactive PPT	Observation Note
	2	General equilibrium. Product policy, rates, promotion,	3		K2(U) & K5 (E)	Project-Based Learning (PBL)	Group discussion	You tube videos	Class test
	3	market strategy	4		K2(U) & K5 (E)	Lecturing.	Think-pair-share	Interactive e-book	term based learning
	4	Advertising rates model Advertisement budgeting	4	2	K3(AP) & K4 (A)	Collaborative Learning	Group discussions	E-content	Seminar presentation
V	PRICING OBJECTIVES								
	1.	Pricing methods and approaches	2	2	K5 (E)	Core Conceptual Approach	Think-Pair-Share	https://youtu.be/YhmvZPVv9jc?si=Ctf3zrujKqN8WxLr	Timeline assignment, Formative Quiz II & CIA II
	2.	Product line pricing - Differential pricing	2		K5 (E)	Gamification	Mind Mapping	https://youtu.be/V1aCdyZRyI?si=lomz zXq1PfR_3FS-	Class Test & CIA II

	3.	Monopoly policy restrictive agreements	2		K2 (U)	Problem Based Learning	Role Play	Interactive PPT	Role Play, Formative Quiz II & CIA II
	4	Price discrimination	2	1	K(2)& K5(E)	Lecturing the Conceptual Approach	Group Discussions	You Tube Video	Class test
	5	Measurement of economic concentration	2		K(2)& K5(E)	Active learning	Debate	Video Lectures	Online Assignment
	6	Policy against monopoly and restrictive trade practices	2		K(2)& K5(E)	Lecturing the Conceptual Approach	Think-Pair-Share	Power Point Presentations	Short test

Course Focussing on Employability/ Entrepreneurship/ Skill Development: **Employability**

Activities (Em / En /SD): **Mind Mapping**

Course Focusing on Cross Cutting Issues (Professional Ethics/ Human Values/Environment Sustainability/ Gender Equity): - Environment Sustainability activities related to Cross Cutting Issues:-

Assignment: Application of managerial economics in decision making. Last date 12-12-2025

Seminar Topics: Break even analysis, demand Forecasting, Monopoly pricing policy

Sample questions

PART A

1. Which of the following is mainly used to study business decision-making under risk? (K1 – R, CO-1)

- a) Opportunity cost
- b) Probability analysis
- c) Price elasticity
- d) Demand law

2. Breakeven analysis helps a firm to determine (K1 – R, CO-1)

- a) Profit maximization
- b) Price elasticity
- c) The level of output at which total cost equals total revenue
- d) Market share

3. Which app is launched by NPCI for UPI-based payments?

(K1 – R, CO-1)

- a) PayPal
- b) PhonePe
- c) BHIM
- d) GPay

4. Demand forecasting for consumer durable goods is generally done for the _____

5. _____ deals with the allocation of expenditure on promotional activities. (K2 –U, CO-2)

PART-B

1. What is managerial economics? (K1- R, CO – 1)
2. Define risk and uncertainty. (K2- U, CO – 2)
3. Discuss breakeven analysis?. (K5- E, CO – 3)
4. Categorize market structure?. (K4- An, CO – 4)
5. Explain demand forecasting. (K5- E, CO – 5)

PART-C

1. Explain the role of probability analysis in managerial decision making. (K2- U, CO – 1)
2. Describe short-run and long-run cost functions. (K3- Ap, CO – 2)
3. What are the main methods of demand forecasting? (K2- U, CO – 3)
4. Explain the concept of product line pricing.. (K1- R, CO – 4)
5. Write a short note on price discrimination.. (K5- E, CO – 5)

Head of the Department: Dr. S. Jameela

Course Instructor: Dr. N. Saromi

Department : COMMERCE
Class : I M. Com
Title of the Course : ELECTIVE COURSE IV: b) LOGISTICS AND SUPPLY CHAIN MANAGEMENT
Semester : II
Course Code : AP232EC5

Course Code	L	T	P	S	Credits	Inst. Hours	Total Hours	Marks		
								CIA	External	Total
AP232EC5	4	–	–	–	3	4	60	25	75	100

Learning Objectives:

1. To understand the individual processes of supply chain management and their interrelationships within individual companies and across the supply chain.
2. To create awareness on the professional opportunities in the supply chain management sector.

Course Outcomes

On the successful completion of the course, students will be able to:		
1.	recall the concepts and features of SCM	K1
2.	assess global and Indian perspectives of SCM	K2 & K3
3.	examine changing logistics environment pertaining to materials management, warehousing and distribution	K4
4.	assess strategic warehousing for SCM including global level	K5
5.	assess the role of internet in SCM	K5

K1 - Remember; K2 - Understand; K3 - Apply; K4 - Analyze; K5 - Evaluate

Teaching plan

Total Contact hours: 60 (Including lectures, assignments and tests)

Unit	Module	Topic	Teaching Hours	Assessment Hours	Cognitive level	Pedagogy	Student Centric Method	E-Resources	Assessment/ Evaluation Methods
I	Supply Chain Management								
	1.	Concept, Features, Evolution and Importance of Supply Chain Management	1	1	K1(R)	Lecture with interactive PPT	Inquiry-Based Learning	Supply Chain Management Explained	Formative Quiz I, Oral Test & CIA I
	2.	Process, Principles and Barriers of Supply Chain Management	1		K1(R)	Flipped Classroom	In-class Discussion	Barriers in Supply Chain Management	Formative Quiz I, Group Discussion & CIA I
	3.	Supply Chain Strategies, Organizations and Coordination	2	1	K1(R)	Blended Learning	Mind Mapping	Coordination in Supply Chain Management	Online Assignment, Formative Quiz I & CIA I
	4.	Innovation, Forecasting and Supply chain	1		K1(R)	Lecture with Interactive PPT	Think-pair-share	Supply Chain Intermediaries Explained	Asking Questions, Formative Quiz

		intermediaries							I & CIA I
	5.	Concept and Types	1	1	K1(R)	Active Learning	Peer Learning	Types of Supply Chain Management Models of SCM	Open Book Exam, Formative Quiz I & CIA I
	6.	Channels of Distribution for Industrial Goods and Consumer Goods	1		K1(R)	Collaborative Learning	Group Discussion	Distribution Channels for Industrial Goods	Slip Test, Formative Quiz I & CIA I
	7.	Channels of Distribution at Services Level	1		K1(R)	Verbal Instruction	Simulation	Distribution Channels in Services Marketing	MCQs, Formative Quiz I & CIA I
	8.	Factors for selection of suitable channels	1		K1(R)	Traditional Lecture Delivery	Flipped Classroom Learning	Factors Affecting Distribution Channel Selection	Setting One Word Question Answer, Formative Quiz I & CIA I
II	Global perspectives								
	1	Measuring and analyzing the value and efficiency of Global Supply Chain Networks and Global market forces	2	1	K2 (U) &K3 (Ap)	Lecturing	Think-pair-share	Global Supply Chain Management Explained	Formative Quiz I, Oral Test & CIA I

	2	Types of global supply chain	1		K2 (U) &K3 (Ap)	Lecturing.	Think-pair-share	Types of Supply Chain Models	Formative Quiz I, Group Discussion & CIA I
	3	Indian Perspectives: Measuring and Analyzing the value and efficiency of Domestic Supply Chain Networks and Economic effects of supply chains	3	1	K2 (U) &K3 (Ap)	Project-Based Learning (PBL)	Group discussion	Supply Chain Management in India	Online Assignment, Formative Quiz I & CIA I
	4	Customer Values in Customer Perspectives	1	1	K2 (U) &K3 (Ap)	Lecturing.	Think-pair-share	Understanding Customer Value in Supply Chains	Asking Questions, Formative Quiz I & CIA I
	5	Role of customers and Ways of improving customer services in SCM	3		K2 (U) &K3 (Ap)	Collaborative Learning	Group discussions	Role of Customers in Supply Chain Management	Formative Quiz I, Oral Test & CIA I
III	Framework of Logistics								
	1.	Introduction, Positioning of Information in	2	1	K4 (An)	Peeragogy	Explaining Concepts	Logistics Information Systems	MCQs, Fill in the blanks, Formative Quiz

		Logistics and Supply Chain Management and Logistics Information System (LIS)						Explained	I & CIA I
	2.	Logistics Management: Concept, Process, Competitive Advantages and Three C's,	2		K4 (An)	Peer Teaching	Group Discussion	Logistics Management Concept & Process	Preparation of Interactive PPT, Formative Quiz I& CIA I
	3.	Changing Logistics Environment, Reverse Logistics, Importance of Inventory Control, Elements of inventory management and Inbound and out bound logistics	1	1	K4 (An)	Reflective Approach	Interactive Simulation	Reverse Logistics Explained	Open Book Test, Formative Quiz I & CIA I
	4.	Bull-whip effect, distribution and warehousing management, Transport Functions and Participants in Transportation Decisions	1		K4 (An)	Concept based learning	Self-paced Learning	Bullwhip Effect in Supply Chain	Formative Quiz I & CIA I

	5.	Transport Infrastructure, Packaging and Materials Management: Consumer and Industrial Goods Packaging and Factors influencing Materials Planning	2	1	K4 (An)	Core Conceptual Approach	Concept Mapping	Packaging in Supply Chain Management	Oral Test Formative Quiz I & CIA I
	6.	Preservation Safety and Measures of Materials Handling	1		K4 (An)	Cooperative Learning	Inquiry-Based Learning	Material Planning in SCM	Presentation of Poster, Formative Quiz I & CIA I
IV	SCM-Warehousing								
	1.	Concepts of Warehousing, Types of Warehouse, Functions of Warehousing, Strategic Warehousing and Warehouse Operations	3	1	K5 (E)	Active Learning	Debate	Introduction to Warehousing in Supply Chain Management	Formative Quiz II, Group Discussion & CIA II
	2.	Ownership Arrangements, Warehouse Decisions, Warehouse Management	2		K5 (E)	Project-Based Learning (PBL)	Group discussion	https://www.youtube.com/watch?v=JX XHqM6	Online Assignment, Formative Quiz II & CIA II

		Systems, Packaging Perspectives and Packaging for Material Handling Efficiency							
	3.	Materials Handling, Supply Chain Logistics Design: Global Strategic Positioning and Global SC Integration	3		K5 (E)	Lecturing.	Think-pair-share	Material Handling in Warehousing	Asking Questions, Formative Quiz II & CIA II
	4.	SC Security, International Sourcing, Distribution control and evaluation	2	1	K5 (E)	Collaborative Learning	Group discussions	Distribution Management & Evaluation	Formative Quiz II, Oral Test & CIA II
V	SCM-Plan								
	1.	SCM Plan: Demand Planning, Source of Procurement, Production or Assembly Steps, Sales return of defective or excess goods, Use of Internet in SCM: Role of computer/	2	1	K5 (E)	Core Conceptual Approach	Think-Pair-Share	Demand Planning in Supply Chain Management	Timeline assignment, Formative Quiz II & CIA II

		IT in supply chain management							
	2.	E- market places, E-procurement, E-logistics and E-fulfilment	1		K5 (E)	Gamification	Mind Mapping	E-Marketplaces in SCM	Drawing & interpretation, Formative Quiz II & CIA II
	3.	Operative Systems in SCM: Enterprise Resource Planning (ERP), Performance Modelling of supply chains using Markov chains	2		K5 (E)	Problem Based Learning	Role Play	ERP in Supply Chain Management	Role Play, Formative Quiz II & CIA II
	4.	Inventory Control, Importance, Pareto's Law, Emerging Technologies in Logistics and Supply Chain Management: CRM Vs SCM	2	1	K5 (E)	Lecturing the Conceptual Approach	Group Discussions	Importance of Inventory Control CRM vs SCM Explained	Class test, Formative Quiz II & CIA II
	5.	Benchmarking concept, Features and implementation,	2		K5 (E)	Problem-Based Learning (PBL)	Defining Problems	Demand Chain Management Explained	Online Assignment, Formative Quiz II & CIA II

		Outsourcing: Basic concepts, Value addition in SCM and Concept of demand chain management							
	6.	Growth of Logistics and Supply Chain Management in national and international scenarios	1		K5(E)	Lecturing the Conceptual Approach	Think-Pair- Share	Global Growth of Supply Chain Management	Multiple Choice Questions Formative Quiz II & CIA II

Course Focussing on Employability/ Entrepreneurship/ Skill Development: Employability, Entrepreneurship and Skill Development

Activities (Em / En /SD): **Mind Mapping**

Course Focusing on Cross Cutting Issues (Professional Ethics/ Human Values/Environment Sustainability/ Gender Equity): - Professional Ethics

Assignment: Packaging for Material Handling Efficiency (Last date to submit: 20-02-2026)

Seminar Topics: SCM Plan

Sample Questions

PART A

1. What is the primary goal of Supply Chain Management (SCM)? (K1 – R, CO-1)
 - a) Maximizing production only
 - b) Minimizing costs and maximizing customer value
 - c) Focusing only on procurement
 - d) Reducing workforce size
2. Which of the following is a key challenge in global supply chain management?(K2 – U, CO-2)
 - a) Local transportation only
 - b) Currency fluctuations and trade regulations
 - c) Hiring employees
 - d) Office space management
3. Logistics in SCM primarily deals with:(K4 – An, CO-3)
 - a) Financial planning
 - b) Movement and storage of goods
 - c) Employee training
 - d) Product design
4. Which of the following is NOT a function of warehousing?(K5 – E, CO-4)
 - a) Storage of goods
 - b) Risk bearing
 - c) Product design
 - d) Price stabilization
5. Demand planning in SCM is mainly concerned with:(K5 – E, CO-4)
 - a) Predicting future customer demand
 - b) Reducing employee workload
 - c) Designing new products

d) Increasing warehouse size

PART-B

1. Recall the barriers of supply chain management. (K1- R, CO – 1)
2. Describe the global market forces. (K2- U, CO – 2)
3. Discuss the inbound and outbound logistics. (K4 – An, CO-3)
4. Categorize the global supply chain integration. (K5- E, CO – 4)
5. Discuss Pareto's law. (K5- E, CO – 5)

PART-C

1. Enumerate the types of supply chain management. (K1- R, CO – 1)
2. Outline the Logistics Information System. (K2- U, CO – 2)
3. Express the different types of insurance intermediaries. (K4- An, CO – 3)
4. Analyse the distribution control and evaluation. (K5- E, CO – 4)
5. Evaluate the growth of logistics and supply chain management in national and international scenarios. (K5- E, CO – 5)

Head of the Department: Dr. S. Jameela

Course Instructor: Dr. A. Franklin Ragila

Department : Commerce SF
Class : I M.Com
Title of the Course : Skill Enhancement Course I: Professional Communication and Development
Semester : II
Course Code : AP232SE1

Course Code	L	T	P	S	Credits	Inst. Hours	Total Hours	Marks		
								CIA	External	Total
AP232SE1	4	-	-	-	2	4	60	25	75	100

Learning Objectives

1. To introduce students the effective ways of improving communication skills
2. To recognize the importance of improving one's self image.

Course Outcomes

On the successful completion of the course, students will be able to:		
1	understand the impact of communication.	K1 & K3
2	remember the tips to handle the fear of public speaking.	K2 & K4
3	apply the ways to make first impression.	K3 & K4
4	evaluate the ways to manage emotional intelligence	K4 & K5
5	apply the neuro marketing for success in life.	K3 & K4

K1 - Remember;**K2**-Understand;**K3** –Apply;**K4** -Analyse;**K5**–Evaluate

Teaching plan

Total Contact hours: 60 (Including lectures, assignments and tests)

Unit	Module	Topic	Teaching Hours	Assessment Hours	Cognitive level	Pedagogy	Student Centric Method	E-Resources	Assessment/ Evaluation Methods
I	COMMUNICATION SKILLS								
	1	Communication: Importance, Avoiding Miscommunication .	4	3	K1(R)& K3 (Ap)	Inquiry based approach, Co-operative learning, KWL	Inquiry based learning	https://youtu.be/Mg84r8oiyis	Oral test
	2	Learning High Impact Communication, 7 C's of Communication, Do's and Don'ts of Communication	5		K1(R) & K3 (Ap)	Integrative Teaching	Participative learning	Google Classroom	Group Discussion
II	PUBLIC SPEAKING								
	1	Concept, Dealing with lack of confidence, Tips to tackle fear of public speaking.	4		K2 (U)& K4 (An)	Context Based	Assignment	Interactive PPT	Online-assignment through LMS

	2	Becoming a confident public speaker: Perseverance, Pleasure, Personality, Projection, Passion, Progress.	3	2	K2(U)& K4 (An)	Integrative Teaching	Group Work	Interactive E-Book	Open Book Test
	3	Perfecting: Delivery, Eye contact, Enthusiasm, Energetic, Wow factor, Humour, Effective, Persuasive, and Brief.	4	2	K2(U)& K4 (An)	Blended learning	Memory game	Google Classroom	Online Quiz
III	SELF-IMAGE MANAGEMENT								
	1	Parts, Types, Effects, Self-image and First impression.	4	2	K3 (Ap)& K4 (An)	Lecturing	Think-pair- share	Discussion Forum	Slip test
	2	Factors that affect one's self-image, Ways to make the best first impression.	4		K3 (Ap)& K4 (An)	Context based	Self-directed active learning	Interactive PPT, YouTube link	Surprise Test
IV	EMOTIONAL INTELLIGENCE								
	1	Essentials, Components,	5		K4 (An) &	Lecturing	Think-pair- share	Interactive PPT	Seminar Presentation

		Applying Emotional intelligence at home and work.		3	K5 (E)				
	2	Ways to improve emotional intelligence.	4		K4 (An) & K5 (E)	Flipped Classroom	In-class discussions	External Links	Observation Note
V	NEURO MARKETING: THE ART OF PROMOTING YOURSELF								
	1	Concept, Steps to use neuro marketing for life success.	4	3	K3 (Ap) &	Context Based	Assignment	Interactive PPT	Multiple Choice Questions
	2	Ways to recognize and capitalize on opportunities before others.	4		K4 (An)	Integrative Teaching	Group Work	Interactive E-Book	Open Book Test

Course Focussing on Employability/ Entrepreneurship/ Skill Development: **Employability**

Activities (Em / En /SD): **Group Discussion**

Topics: Do's and Don'ts of Communication. Factors that affect one's self-image.

Course Focusing on Cross Cutting Issues (Professional Ethics/ Human Values/Environment Sustainability/ Gender Equity): - Environment Sustainability activities related to Cross Cutting Issues:-

Assignment: Avoiding Miscommunication (Last date to submit – 10/12/2025)

Seminar Topics: Tips to tackle fear of public speaking, Ways to make the best first impression, Ways to improve emotional intelligence.Steps to use neuro marketing for life success.

Part A

1. Write the abbreviation of 'STOP'. **(K1-R & K3-Ap, CO-1)**
2. What do you mean by 'wow factor'? **(K2-U & K4-An, CO-2)**
3. Which is an internationally accepted form of greeting? **(K3-Ap & K4-An, CO-3)**
4. Write a note on 'Emotional Intelligence'. **(K4-An & K5-E, CO-4)**
5. What do you mean by 'Story telling' in Neuro marketing? **(K3-Ap & K4-An, CO-5)**

Part B

1. Recall the importance of communication for students.
(K1-R & K3-Ap, CO-1)
2. Explain 'Eye contact' and 'Wow factor'.
(K2-U & K4-An, CO-2)
3. Recall the parts of first impression.
(K3-Ap & K4-An, CO-3)
4. Discuss the components of emotional intelligence.
(K4-An & K5-E, CO-4)
5. Write a note on storytelling in neuro marketing.
(K3-Ap & K4-An, CO-5)

Part C

1. Elaborate the Do's and Don'ts of communication. **(K1-R & K3-Ap, CO-1)**
2. Enumerate the ways to make the best first impression. **(K2-U & K4-An, CO-2)**
3. Discuss the similarity between self-image and first impression. **(K3-Ap & K4-An, CO-3)**
4. Analyse the ways to improve emotional intelligence. **(K4-An & K5-E, CO-4)**
5. Elucidate the steps to utilize neuro marketing to succeed in life. **(K3-Ap & K4-An, CO-5)**

Head of the Department : Dr. S.Jameela

Course Instructor: Dr. C.K.Sunitha

Department : Commerce SF
Class : II M.Com.
Title of the Course : Core Course-I Corporate and Economic Laws
Semester : IV
Course Code : AP234CCI

Course Code	L	T	P	S	Credits	Inst. Hours	Total Hours	Marks		
								CIA	External	Total
AP234CC1	6	-	-	-	5	6	90	25	75	100

Objectives

1. To analyse current and capital account transactions and dealings in foreign currency under FEMA
2. To understand the procedure for obtaining patents and copyright under the Copyright and Patents Act

Course Outcomes

On the successful completion of the course, students will be able to:		
1	Recall important provisions of FEMA	K1&K2
2	Recall the process relating to obtaining copyrights and patents.	K3
3	Examine the provisions of Money Laundering Act	K4
4	Analyse the provisions relating to regulation of real estate.	K4
5	Evaluate the provisions of the Competition Act, 2002 and Consumer protection Act to govern commercial competition and protect a consumer	K5

K1-Remember; **K2**-Understand; **K3**-Apply; **K4**-Analyse; **K5**-Evaluate

Teaching plan

Total Contact hours: 90 (Including lectures, assignments and tests)

Unit	Module	Topic	Teaching Hours	Assesment Hours	Cognitive level	Pedagogy	Student Centric Method	E-Resources	Assessment / Evaluation Methods
I	Introduction to Foreign Exchange Management Act,1999								
	1	Foreign Exchange Management Act, 1999: Introduction, Definitions, Current Account transactions.	3	1	K2(U)	Lecturing	Inquiry-Based Learning,	Video Lectures.	Evaluation through short test
	2	Realization, repatriation and surrender of foreign currency	3	1	K2(U)	Inquiry-Based Learning.	Formulating questions	Interactive Simulations.	Short essays
	3	Possession and retention of foreign currency	3		K2(U)	Experiential Learning	Group reflection, discussion of experiences	YouTube Videos of Learn	Concept explanations

		or Foreign coins, Authorised person,							
	4	Adjudication and Appeal.	3	1	K2(U)	Inquiry-Based Learning	Formulating questions	Online Tutorials and Notes	Short summary or overview
II	Competition Act 2002 and Consumer Protection Act, 2019								
	1	CompetitionAct,2002:Objective	3	1	K2(U)	Flipped Classroom	Participative: In-class discussions.	YouTube Lectures	Suggest idea/concept With examples
	2	Prohibition of Agreements, Prohibition of Abuse of Dominant Position, Regulation of combinations	3		K2(U)	Inquiry-Based Learning.	Participative: Formulating Questions	Interactive Simulations.	Evaluation through short test

	3	Competition Commission of India: Duties, Powers and Functions of Commission, Appellate Tribunal	3	1	K2(U)	Flipped Classroom	In-class discussions, group activities	YouTube Videos	Open Book Exam Questions.
III	Law relating to intellectual property rights								
	1	Introduction, The Copyright Act, 1957: Works in which copyright subsist, Ownership of copyright and the rights of the owner.	3	1	K5(E)	Mini-Lecture Segments	Participative: Discussions.	Interactive Notes.	Evaluation through short test
	2	Assignment of copyright, Disputes with respect to assignment of copyright,	3		K5(E)	Peer Teaching	Explaining concepts, answering questions from peers	Interactive PPT	MCQ
	3	Term of copyright, Registration of copyright.	3	1	K5(E)	Lecturing (Traditional)	Think-pair-share	YouTube Videos	Short essays

	4	The Patents Act, 1970: Inventions not patentable - Applications for patents -	3		K5(E)	Active Learning	peer instruction, brainstorming	Interactive PPT	Seminar
	5	Publication and examination of applications - Grant of patents and rights conferred - Register of patents. Trademarks Act, 1999: Conditions for registration - Procedure for and duration of registration - Effect of registration - Collective marks	3	1	K5(E)	Peer Teaching	Explaining concepts	Interactive PPT.	Group Discussion
IV	Prevention of Money Laundering Act, 2002								
	1	Prevention of Money Laundering Act, 2002 Prevention of Money Laundering Act, 2002: Offence of money laundering –	3	1	K4(An)	Flipped Classroom	Participative: In-class discussions.	YouTube Lectures	Conceptual MCQs. CIA I

	2	Punishment for money laundering Attachment, adjudication and confiscation- Obligations of Banking Companies,	3 3	1	K4(An)	Inquiry-Based Learning.	Participative: Formulating Questions	Interactive Simulations.	Peer discussions. CIA I
	3	Financial Institutions and Intermediaries– Summons, Search and Seizure – Appellate Tribunal.	3		K4(An)	Lecturing	Participative: Think-Pair-Share.	Video Lectures.	Oral Presentation . CIA I
V	Real Estate (Regulation and Development) Act,2016								
	1	Real Estate (Regulation and Development) Act, 2016: Introduction- Salient features of the Act - Registration of Real Estate Project	3	1	K4(An)	Flipped Classroom	Participative: In-class discussions.	YouTube Lectures	Seminar, Mind map, Open Book Test
	2	– Registration of Real Estate agents – Functions and duties of promoter	3		K4(An)	Inquiry-Based Learning.	Participative: Formulating Questions	Interactive Simulations.	Seminar, II CIA

		Right and duties of Allottees Offences							
	3	penalties and adjudication – Specimen agreement for sale to be executed between the promoter and the allottee.	3		K4(An)	Group Discussion	Participative: Formulating Questions	Interactive Simulations.	Home assignment – Written Notes, II CIA

Course Focussing on Employability/ Entrepreneurship/ Skill Development: Entrepreneurship

Activities (Em / En /SD): Role Play, Money Laundering

Course Focusing on Cross Cutting Issues (Professional Ethics/ Human Values/Environment Sustainability/ Gender Equity): - Professional Ethics
 Activities related to Cross Cutting Issues : Offences, penalties and adjudication

Assignment:.. Applications for patents-Publication and examination of applications (Last date to submit –01-02-2026)

Seminar Topics: Real Estate (Regulation and Development) Act,2016

Sample Questions

PART - A

1. FEMA was enacted in the year __. (K1-R , CO-1)
2. The primary objective of FEMA is to facilitate external_and payments. (K1-R, CO-1)

3. The contravention of FEMA provisions may lead to____(K1-R, CO-3)
4. Which of the following is NOT a duty of a promoter? (K2-U, CO-4)
 - A) All project-related information to allot tees
 - B) To ensure timely completion and possession of the project
 - C) To refund the entire booking amount if there is a delay
 - D) To transfer property rights of allot tees without government registration
5. Allottees have the right to modify the property design without approval. T.F (K1-R , CO-5)

Part B

2. Recall the main objective of the Competition Act, 2002? (K1-R , CO-1)
3. What practices are prohibited under the Competition Act? (K2-U , CO-2)
4. Define “dominant position”?(K3-A , CO-3)
5. What is the primary objective of the Real Estate (Regulation and Development) Act, 2016? (K4-An , CO- 4)
6. Describe the placement, layering, and integration stages, providing examples for each. (K3-A , CO- 3)

Part C

1. Discuss the penal provisions under FEMA for contraventions of foreign exchange rules. How does FEMA handle offenses and penalties.
(K1-R, CO-1)
2. Explain “current account transactions” and “capital account transactions” under FEMA? Explain the differences and how each is regulated.
(K2-U, CO-2)

3. Evaluate the legal provisions related to copyright in India. How does copyright law protect the rights of authors and creators?
(K3-A, CO-3)
4. Explain the requirements for a promoter to register a real estate project and disclose essential project information. (K3-A, CO- 3)
5. Discuss the role of financial institutions under PMLA in preventing money laundering. (K4-Ap, CO-4)

Head of the Department : Dr. S.Jameela

Course Instructor: Dr. S.Jameela

Department : Commerce
Class : IIM.Com
Title of the Course : Core XI: Enterprise Resource Planning
Semester : IV
Course Code : AP234CC2

Course Code	L	T	P	S	Credits	Inst. Hours	Total Hours	Marks		
								CIA	External	Total
AP234CC2	6	-	-	-	5	6	90	25	75	100

Learning Objectives:

1. To facilitate the students to understand about ERP and its related technologies
2. To enable the students to gather knowledge about Business modules

Course Outcomes

On the successful completion of the course, students will be able to:		
1.	Understand the role of ERP in business transactions through various business processes.	K2
2.	Understand the risks and benefits of ERP.	KI&K2
3.	Analyze the ERP implementation life cycle.	K2&K4
4.	Analyze the integration of ERP modules.	KI&K4
5.	Evaluate related technologies of ERP.	K3&K5

K1 - Remember; **K2** - Understand; **K3**- Apply; **K4** - Analyse; **K5**- Evaluate

Teaching plan

Total Contact hours: 90 (Including lectures, assignments and tests)

Unit	Module	Topic	Teaching Hours	Assesment Hours	Cognitive level	Pedagogy	Student Centric Method	E-Resources	Assessment / Evaluation Methods
I	Framework of ERP								
	1	Business Functions and Business Processes – Integrated Management Information	3	1	K2(U)	Lecturing	Inquiry-Based Learning,	Video Lectures.	Evaluation through short test
	2	Business Modelling- Integrated Data Model	3		K2(U)	Mini-Lecture Segments	Peer instructions	Interactive Notes.	MCQ, True/False,
	3	Business Processes: Major Business Processes	3	1	K2(U)	Inquiry-Based Learning.	Formulating questions	Interactive Simulations.	Short essays

	4	Introduction to ERP	3		K2(U)	Experiential Learning	Group reflection, discussion of experiences	YouTube Videos of Learn	Concept explanations
	5	Common ERP Myths- Reasons for the Growth of ERP Market - Advantages of ERP.	3	1	K2(U)	Inquiry-Based Learning	Formulating questions	Online Tutorials and Notes	Short summary or overview
II	Risks of ERP								
	1	People Issues– Process Risks - Technological Risks	3	1	K2(U)	Flipped Classroom	Participative: In-class discussions.	YouTube Lectures	Suggest idea/concept With examples
	2	Implementation Issues- Operation and Maintenance Issues	3		K2(U)	Inquiry-Based Learning.	Participative: Formulating Questions	Interactive Simulations.	Evaluation through short test
	3	Unique Risks of ERP Projects- Managing Risks On ERP Projects.	3	1	K2(U)	Peer Teaching	Group activities, Q&A with instructor	YouTube Videos	MCQ
	4	Benefits of ERP: Information Integration - Reduction of	3		K2(U)	Peer Teaching	Demonstrating concepts	Interactive PPT	Short essays

		Lead Time - On-Time Shipment – Reduction in Cycle Time- Improved Resource Utilization - Better Customer Satisfaction - Improved Supplier Performance - Increased Flexibility							
	5	Reduced Quality Costs -Better Analysis and Planning Capabilities - Improved Information Accuracy and Decision Making Capability-Use of Latest Technology.	3	1	K2(U)	Flipped Classroom	In-class discussions, group activities	YouTube Videos	Open Book Exam Questions.
III	ERP and Related Technologies								
	1	Reengineering (BPR) – Business	3	1	K5(E)	Mini- Lecture	Participative: Discussions.	Interactive Notes.	Evaluation through

		Intelligence (BI) - Business Analytics (BA) Data Warehousing				Segments			short test
	2	Data Mining-On-Line Analytical Processing (OLAP) - Product Life Cycle Management (PLM)	3		K5(E)	Peer Teaching	Explaining concepts, answering questions from peers	Interactive PPT	MCQ
	3	Supply Chain Management (SCM) - Customer Relationship Management (CRM) - Geographic Information Systems(GIS)	3	1	K5(E)	Lecturing (Traditional)	Think-pair-share	YouTube Videos	Short essays
	4	Intranets and Extranets. Advanced Technology	3		K5(E)	Active Learning	peer instruction, brainstorming	Interactive PPT	Seminar
	5	ERP Security: Technology Advancements –	3	1	K5(E)	Peer Teaching	Explaining concepts	Interactive PPT.	Group Discussion

		Computer Crimes- ERP and Security- Computer Security -Crime and Security.							
IV	ERP Market Place								
	1	Market Overview-ERP Market Tiers.	3	1	K4(An)	Flipped Classroom	Participative: In-class discussions.	YouTube Lectures	Conceptual MCQs. CIA I
	2	Business Modules of an ERP Package: Functional Modules of ERP Software	3 3	1	K4(An)	Inquiry- Based Learning.	Participative: Formulating Questions	Interactive Simulation s.	Peer discussions. CIA I
	3	Financial Module – Manufacturing Module- HR Module	3		K4(An)	Lecturing	Participative: Think-Pair- Share.	Video Lectures.	Oral Presentation . CIA I
	4	Material Management Module- Production Planning Module	3	1	K4(An)	Inquiry- Based Learning.	Participative: Formulating Questions	Interactive Simulation s.	Peer discussions. CIA I

	5	Plant Maintenance Module -Purchasing Module- Marketing Module-Sales and Distribution Module.	3	1	K4(An)	Mini-Lecture Segments	Participative: Discussions.	Interactive Notes.	Oral Test. CIA I
V	ERP Implementation								
	1	Benefits of Implementing ERP - Implementation Challenges.	3	1	K4(An)	Flipped Classroom	Participative: In-class discussions.	YouTube Lectures	Seminar, Mind map, Open Book Test
	2	ERP Implementation Life Cycle: Objectives of ERP Implementation	3		K4(An)	Inquiry-Based Learning.	Participative: Formulating Questions	Interactive Simulations.	Seminar, II CIA
	3	Different Phases of ERP Implementation-Reasons for ERP Implementation Failure.	3		K4(An)	Demonstration with PPT	Participative: Formulating Questions	Interactive Simulations.	Home assignment – Written Notes, II CIA
	4	ERP Package Selection: ERP Package	3	1	K4(An)	Group Discussion	Participative: In-class discussions.	YouTube Lectures	Peer review– MCQ IICIA

		Evaluation and Selection							
	5	The Selection Process- ERP Packages: Make or Buy.	3		K4(An)	Lecture using PPT	Participative: In-class discussions.	YouTube Lectures	Seminar, Quiz questioning in the classroom, II CIA

Course Focussing on Employability/ Entrepreneurship/ Skill Development: **Skill Development**

Activities (Em / En /SD): Role Play, ERP into business

Course Focusing on Cross Cutting Issues (Professional Ethics/ Human Values/Environment Sustainability/ Gender Equity): - Professional Ethics

Activities related to Cross Cutting Issues : ERP Implementation Ethics Case Study, Ethical Issues in Data Handling in ERP Systems

Assignment: Present a report on Risk of ERP, Outline Business Modules of an ERP Package.(Last date to submit –01-02-2026)

Seminar Topics: **ERP and Related Technologies, ERP Implementation**

Sample Questions

Part - A

1. Which of the following is a major component of ERP? (CO-2, U)
 - a) Business Modelling
 - b) Standalone Systems
 - c) Manual Processing

d) Un integrated Data

2. Integrated data models are crucial for ERP systems. **True/False** (CO 4 ,An)
3. **Match the Following:**(CO 4 ,An)

Column A: Integrated Management Information, Business Functions, Business Processes

Column B: Financial Operations, Workflow Automation : Data Sharing

4. A technological risk in ERP implementation is:(CO-2, U)
 - a) Employee resistance
 - b) Cyber security issues
 - c) Inadequate leadership
 - d) Poor data entry
5. ERP projects involve unique risks in their lifecycle. **True/False** (CO-2, U)

Part - B

6. Explain the advantages of using an integrated data model in ERP systems.(CO-2, U)
7. Discuss the reasons for the growth of the ERP market.(CO-2, U)
8. What are the process risks associated with ERP implementation?(CO- 3, Ap)
9. Describe the benefits of ERP in improving customer satisfaction. (CO 4 ,An)
10. Differentiate between Business Intelligence (BI) and Business Analytics (BA).(CO 5 ,E)

Part- C

1. Discuss in detail the major business processes and their significance in ERP systems.(CO-2, U)
2. Analyze the role of integrated management information in enhancing business performance.(CO 4 ,An)
3. Explain the unique risks of ERP projects and how they can be managed effectively.(CO-2, U)
4. Evaluate the technological risks in ERP implementation and their impact on project success.(CO 5,E)
5. Compare and contrast the role of Geographic Information Systems (GIS) and Data Warehousing in ERP.(CO 4 ,An)

Head of the Department : Dr. S.Jameela

Course Instructor: Dr. R. Sreedevi

I	INTRODUCTION TO INTERNATIONAL BUSINESS								
	1	International Business - Meaning, Nature, Scope and Importance	5		K1(R)	Inquiry based approach, Co-operative learning, KWL	Inquiry based learning	Interactive PPT, YouTube link	Oral test
	2	Stages of internationalization of Business - Methods of entry into foreign markets: Licensing – Franchising - Joint Ventures - Strategic Alliances -	5	2	K1(R)	Integrative Teaching	Participative learning	Google Classroom	Group Discussion
	3	Subsidiaries and Acquisitions- Framework for analyzing international business environment -	5		K1(R)	Lecturing	Think-pair-share	Interactive PPT, YouTube link	Slip Test
	4	Social, Cultural and Technological Environment- Recent Developments in International Business.	5	2	K1(R)	Blended learning	Assignment	Interactive PPT, YouTube link	Online-assignment through LMS
II	THEORETICAL FOUNDATIONS OF INTERNATIONAL BUSINESS								

	1	Theoretical Foundations of International Business: Theory of Mercantilism - Theory of Absolute and Comparative Cost Advantage	5	2	K4 (An)	Context Based	Self-directed active learning	Interactive PPT	Presentation
	2	Haberler's Theory of Opportunity Cost – Heckscher - Ohlin Theory Leontiel Paradox	5		K4 (An)	Integrative Teaching	Group Work	Interactive E-Book	Open Book Test
	3	Product Life Cycle Approach - National Competitive Advantage: Porter's Diamond Model	5	1	K4 (An)	Blended learning	Memory game	Google Classroom	Online Quiz through Google Forms, Formative assessment
III	FOREIGN EXCHANGE MARKET								
	1	Meaning, Nature and Functions– Factors Determining exchange rates– Forecasting of Exchange Rate	5	2	K5 (E)	Lecturing	Think-pair-share	Discussion Forum	Slip test
	2	Currency Markets – Structure of Forex	5		K5 (E)	Context based	Self-directed active learning	Interactive PPT, YouTube link	Surprise Test

		Market -Trade Finance							
	3	Foreign Currency Loan – Foreign Exchange Risk - Risk Management	5	1	K5 (E)	Active Learning	Discussions, Brainstorming	Self-prepared Videos	Seminar Presentation
IV	MULTI-LATERAL AGREEMENTS AND INSTITUTIONS								
	1	Multi-Lateral Agreements and Institutions: Economic Integration – Forms: Free Trade Area, Customs Union	5	1	K2(U)	Lecturing	Think-pair-share	Interactive PPT	Seminar Presentation
	2	Common Market and Economic Union-Regional Blocks: Developed and Developing Countries-NAFTA-EU-SAARC, ASEAN - BRICS - OPEC	5	1	K2(U)	Flipped Classroom	In-class discussions	External Links	Observation Note
	3	Promotional role played by IMF-World Bank and its affiliates- IFC, MIGAand ICSID – ADB –Regulatory role played by WTO and	5	1	K2(U)	Active Learning	Choice of activities, self-paced learning	Discussion Forum	Extempore

		UNCTAD.							
V	MULTINATIONAL COMPANIES (MNCs)								
	1	Multinational Companies (MNCs): Nature and characteristics – Advantages and Disadvantages	5	1	K6 (C)	Context Based	Power Point Presentation	Interactive PPT	Multiple Choice Questions
	2	Factors contributing for the growth of MNCs – Control over MNCs	5	1	K6 (C)	Integrative Teaching	Group Work	Interactive E-Book	Open Book Test
	3	Organisational Structure of MNCs – MNCs in India - Technology	5		K6 (C)	Blended learning	Memory game	Google Classroom	Online Quiz through Google Forms, Formative assessment

Course Focussing on Employability/ Entrepreneurship/ Skill Development: **Employability**

Activities (Em / En /SD): **Group Discussion**

Course Focusing on Cross Cutting Issues (Professional Ethics/ Human Values/Environment Sustainability/ Gender Equity): - Environment Sustainability activities related to Cross Cutting Issues:-

Assignment: Recent Developments in International Business (Last date to submit 12-12-2025)

Seminar Topics: Factors Determining exchange rates, Forecasting of Exchange Rate, Developed and Developing Countries-NAFTA- EU-SAARC, ASEAN - BRICS – OPEC, Factors contributing for the growth of MNCs, Control over MNCs.

Part A

1. A domestic stage is where a business operates solely within the _____ country.
a) Domestic b) Home c) Neighbouring d) Navigating (K2-U, CO-1)
2. Mercantilism was emerged in _____ during the 16th century.
a) USA b) UK c) Europe d) India (K4-An, CO-2)
State True or False:
3. International Portfolio Investment helps in risk diversification.(K4-An, CO-3)
4. Credit creation is not possible in international banking systems.(K2-U, CO-4)
5. Treasury Bills are considered as short-term instruments.(K4-An, CO-5)

Part B

1. List out any two features of the Balance of Payments.(K2-U, CO-1)
2. Define Exchange Rate. (K4-An, CO-2)
3. What is Foreign Direct Investment (FDI)? (K4-An, CO-3)
4. What are the functions of International Banks? (K2-U, CO-4)
5. Explain the purpose of managing short-term funds. (K4-An, CO-5)

Part C

1. Discuss the role of Balance of Payments and International Monetary System in global financial decision-making. (K2-U, CO-1)
2. Elaborate the structure and functioning of Foreign Exchange Market.(K4-An, CO-2)
3. Elucidate the benefits and problems of International Portfolio Investment (K4-An, CO-3)
4. Discuss the role of International Financial Markets in global fund flow. (K2-U, CO-4)
5. Elaborate the different short-term and medium-term instruments used in International Financial Markets. (K4-An, CO-5)

Head of the Department: Dr. S. Jameela

Course Instructor Dr. C.K.Sunitha

CLASS : II M.Com
TITLE: ELECTIVE COURSE VI : b) CONSUMER BEHAVIOUR
SEMESTER : IV
COURSE CODE : AP234EC2

Course Code	L	T	P	S	Credits	Inst.Hours	Total Hours	Marks		
								CIA	External	Total
AP234EC2	4	-	-	-	3	4	60	25	75	100

Learning Objectives:

1. To gain knowledge towards the influencing factors that affects the consumer decision making.
2. To enable the students to gain in-depth knowledge about consumers behaviour in India.

Course Outcomes

On the successful completion of the course, students will be able to:		
1	Understand the concept of consumer behavior in Indian perspective	K2
2	Remember the implications in decision making process	K1
3	Evaluate the influences towards the consumer attitudes	K5
4	Analyse the buying behaviour of industries and business	K4
5	Apply knowledge on the facets of E-commerce	K3

K1- Remember **K2-**Understand, **K3-** Apply **K4-** Analyse **K5-**Evaluate

TEACHING PLAN

Total Contact hours: 60 (Including lectures, assignments and tests)

Unit	Section	Topic	Teaching Hours	Assessment hours	Cognitive Level	Learning Outcomes	Pedagogy	Student centric	E Resources	Assessment/ Evaluation
1	Overview of Consumer Behaviour									
	1	Consumer Behaviour: Definition, Meaning, Factors influencing the consumer behavior-scope	3	1	K1	Understand the basic concept of consumer behaviour	Lecture with videos	Inquiry-Based Learning	https://youtu.be/HyTZwDvkk5k?si=wuxPM5FfuYm8lGI3	Short test
	2	Applications of Consumer Behaviour: Profit making, Strategic marketing. Consumer Needs and Motivation: Concept of	3	1	K3	Analyse the applications and consumer needs	Lecture with Discussion	Group Discussion	https://youtu.be/aK67qmgmFrI?si=bLm7YiB40R4xP_Iv	Assignment

		motivation								
	3	Needs and Motives and Goals- Maslow Hierarchy of Human needs	2	1	K2	Able to understand the Maslow hierarchy of human needs	Group discussion	Mind Mapping	Interactive PPT	Unit test
2	Influences on consumer behaviour									
	1	Consumer attitudes: Nature- Functions- Models	4	1	K1	Understand the basic concept of consumer attitudes	Lecture with videos	Explaining Concepts	Lecture using PPT	Assignment
	2	Social & Economic classes: Meaning & Definition- Different social classes in India: weaker section- low income group- Middle income group – High income	2	1	K2	Analyse the various types of classes	Brain storming session	Chalk and Talk	Power Point Presentation	Evaluation through asking questions

		group								
	3	Family influence: Definition – Role – Function – Socialisation family members – Life style of family	3	1	K4	Understand the life style of the family	Lecture with PPT	Interactive Simulation	Video Lectures	Short test
3	Culture of Indian consumer markets									
	1	Definition-Characteristics of different Indian Culture	3	1	K1	Able to know the Indian culture	Mind mapping	Explaining Concepts	YouTube Lecture	Assignment
	2	Indian core values Vs. Core values of other markets	2	1	K4&K5	Identify the difference between the Indian values and other market values	Group brainstorming	Chalk and Talk	Interactive PPT	Short test
	3	Age and Culture, Sex and culture-Interaction between different sub-cultures	4	1	K2	Understand the sub- culture	Lecture with PPT	Interactive Simulation	Interactive PPT	Evaluation through asking questions
4	Consumer Decision Making Process									

	1	Buying Motives – Buying Roles – Consumer Involvement: Definition- Ancedents	2	1	K1	Able to know the consumer involvement	Lecture with interaction	debate	Interactive PPT	Assignment
	2	Information searching and Processing – Need recognition – Factors influencing consumer decision making	2	1	K3	Underst and the process and factors of consumer decision making	Mind mapping	Group discussion	You tube videos	Class test
	3	Process of Decision making – Levels of consumer decision making – Models of consumer decision making	4	1	K4	Identify the levels and models of consumer decision making	Group discussion	Think-pair-share	Interactive e-book	Unit test
5	E- Commerce and Consumer behaviour									
	1	E-commerce: Meaning-	3	1	K1	To know	Info graphics	Role Play	Interactive PPT	Oral test

		Features- Merits and Demerits				the basic concept of e- comme rce	learning			
	2	Operations – Types of E- commerce	2	1	K2	Identify the types of e- comme rce	Flipped learning	Group Discussio ns	You Tube Video	Assignment
	3	Methods of sales in E- commerce system – Consumer Behaviour in E- commerce sales	4	1	K3	Analys e the consum er behavio ur in E- comme rce sales	Lecture with interactio n	Debate	Video Lectures	<u>Unit test</u>

Course Focussing on Employability/ Entrepreneurship/ Skill Development: Skill Development

Activities (Em / En /SD): Debate

Assignment: Buying motives, types of e-commerce, Different Indian culture

SAMPLE QUESTIONS

PART – A

1. Why is understanding consumer behaviour important in strategic marketing? (K1 – R, CO-2)
 - A. It helps marketers predict customer responses to marketing actions
 - B. It eliminates the need for advertising
 - C. It guarantees customer loyalty
 - D. It reduces production costs

2. What is one of the primary functions of the family in the socialization process? (K2 – U, CO-1)
 - A. Teaching cultural values and norms
 - B. Providing formal education
 - C. Enforcing government laws
 - D. Offering workplace training

3. Which of the following is considered a core value in Indian culture? (K1 – R, CO-2)
 - A. Individualism over community
 - B. Respect for elders
 - C. Avoiding social relationships
 - D. Prioritizing profit above ethics

4. Which of the following is an internal stimulus that can lead to need recognition? (K4 – An, CO-4)
 - A. A TV commercial
 - B. Hunger or thirst

C. A friend's recommendation

D. A store promotion

5. What is the primary advantage of e-commerce for consumers? (K5 – E, CO-3)

A. Limited product choices

B. Ability to shop anytime, anywhere

C. Higher product prices

D. No access to customer reviews

PART – B

1. Define consumer behaviour and explain the factors influencing the consumer behaviour. (K1 – R, CO-2)

2. Write the nature of consumer behaviour. (K2 – U, CO-1)

3. Explain the characteristics of different Indian cultures(K4 – An, CO-4)

4. Elaborate the Need Recognition(K5 – E, CO-3)

5. Write the methods of sales in e-commerce system(K2 – U, CO-1)

PART – C

1. Explain Maslow Hierarchy of human needs. (K1 – R, CO-2)

2. What are the different social classes in India and explain. (K2 – U, CO-1)

3. Distinguish between Indian core values vs. Core values of other markets(K4 – An, CO-4)

4. Explain the process of decision making(K5 – E, CO-5)

5. Elaborate the Merits and Demerits of E- commerce(K3 – Ap, CO-5)

Head of the Department: Dr.S.Jameela

Course Instructor: Dr.R. Evalin Latha

Department : Commerce
Class : II M. Com
Title of the Course : Elective course verb) Services Marketing
Semester : IV
Course Code : AP231EC5

Course Code	L	T	P	S	Credits	Inst.Hours	Total Hours	Marks		
								CIA	External	Total
AP234EC5	4	-	-	-	3	4	60	25	75	100

Learning Objectives:

- 1.To impart in-depth knowledge of Service Marketing.
- 2.To help the students to develop effective service marketing strategies.

Course Outcomes

On the successful completion of the course, students will be able to:		
1	Understand the features, concept and marketing mix in service marketing	K2
2	Develop the knowledge, skills, and critical thinking abilities necessary to navigate the complex and dynamic field of bank marketing.	K2
3	Apply marketing concepts effectively in the insurance industry and contribute to organization a success.	K3
4	Analyse mutual fund services concepts, strategies, and practices in the Indian context	K4
5	Examine place mix strategies in portfolio management services, including the design and management of distribution channels	K4

K2-Understand; **K3**-Apply;**K4**-Analyse

Teaching plan

Unit	Module	Topic	Teaching Hours	Assessment Hours	Cognitive level	Pedagogy	Student Centric Method	E-Resources	Assessment/ Evaluation Methods
I	Introduction to Service Marketing Services								
	1	concept – Goods and services: A comparative analysis	3	1	K2 (U)	Lecture with Visual Aids	Inquiry-Based Learning,	Interactive PPT	Oral Presentation, Conceptual Questions, CIA I
	2	Myths-features – Reason why marketing of services-Service marketing Mix	3		K2(U)	Active Learning	Peer instructions	Interactive PPT	Group Presentation, CIA I
	3	Significance of service marketing - The behavioural profile of user	3	1	K2(U)	Inquiry based learning	Formulating questions	You Tube Videos	Concept check polls during class using Slido, CIA I.
	4	Marketing Information System –Emerging key services	3		K2(U)	Lecturing	Think-pair-share	YouTube Videos	Project based Presentation, CIA I.
II	Bank Marketing								

	1	Concept – Users of Banking Services	2	1	K2(U)	Inquiry based learning	Discussion	Video Lecture	Assignments, Open Book Exam Questions, CIA I
	2	MIS for banks significance of MIS to the Banking organization– Market Segment	3	1	K2(U)	Gamification	Game-based experiments		Peer Presentation, CIA-I
	3	Marketing Mix for the Banking Service –	2		K2(U)	Differentiate d Instruction	Choice of activities, self-paced learning		Offering problem-solving tasks at varying levels of complexity, CIA-I
	4	product mix - promotional mix- price mix – place mix	3		K2(U)	Reflective Pedagogical Approach	Sharing reflections, peer feedback on reflective practices	Online videos	Oral interaction, CIA-I
	5	the people –Bank Marketing in Indian perspective.	2		K2(U)	Active Learning	Peer instruction	Interactive PPT	Assignments, CIA-I
III	Insurance Marketing								
	1	Concept –Users of Insurance Services–The behavioural profile of users	2	1	K3(An)	Lecturing	Think-pair-share	You Tube Video	Short-answer conceptual questions, CIA II

	2	Market segmentation in insurance organization - Significance – Impact of Technology on the Insurance sector	3	1	K3(An)	Experiential Learning	Group reflection, discussion of experiences	Online Tutorials and Notes:	Asking Questions, CIA-II
	3	E-Insurance–MIS for Insurance organizations- Insurance Product	2	1	K3(An)	Inquiry-Based Learning	Formulating questions	Interactive PPT	Open book Test, CIA-II
	4	Formulation of Marketing Mix for Insurance organizations	2		K3(An)	Flipped Classroom	Group activities, Q&A with instructor	You Tube Videos	conceptual questions, CIA II
	5	Product mix – Promotion mix – Place mix - Price mix – Extended Marketing mix in Insurance	3		K3(An)	Peer Teaching	Explaining concepts, answering questions from peers	Interactive PPT	Peer discussions and concept maps,CIA-II
IV	Mutual Funds Marketing								
	1	Concept-Mutual funds services- Types of Mutual Funds	4	1	K4(An)	Reflective Pedagogical Approach	Sharing reflections, peer feedback on reflective practices	Online videos	Written Exams, CIA-II
	2	Mutual Funds Marketing - Users of MF Services and their behavioural	4		K4(An)	Differentiated Instruction	self-paced learning	Online Videos	Open Book Test, CIA-II

		profile							
	3	Market segments for Mutual Funds – Managing Information for Mutual Funds services	4	1	K4(An)	Peer Teaching	Demonstrating concepts	Interactive PPT	Quiz With Google Forms, CIA-II
V	Portfolio Management Services								
	1	The Portfolio Managers–Market segmentation	2		K4(An)	Peer Teaching	Explaining concepts, answering questions from peers	Interactive PPT	Peer Discussion, CIA-II
	2	Information for Portfolio–Decisions	2		K4(An)	Lecturing (Traditional)	Think-pair-share	Online Videos	Written Test, CIA-II
	3	Marketing Mix-product mix-promotional mix–pricing/fee–place mix-	3	1	K4(An)	Active Learning	peer instruction, brainstorming	Interactive PPT	Open Book Test, CIA-II

	4	Portfolio services marketing in Indian perspective.	3		K4(An)	Collaborative Learning	cooperative activities involving pairs and small groups	Online Videos	Short-answer conceptual questions, CIA II
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Course Focusing on Employability/Entrepreneurship/Skill Development: Skill Development Activities (Em/En/SD): Information for Portfolio Decisions.

Assignment: 1. Information for Portfolio–Decisions 08.01.2025

Seminar Topic: Digital brand Analysis: Portfolio services marketing in Indian perspective.

Sample questions

Part A

1. Mutual funds primarily mobilize funds from: (K2, CO-1)

- a) Government
- b) Retail and institutional investors
- c) Banks only
- d) RBI

2. Which of the following is NOT a user of banking **services**? (K2, CO-2)

- a) Individuals
- b) Government

- c) Animals
- d) Corporates

3. Market segmentation for portfolio management is based on: (K3.CO – 3)

- a) Colour preferences
- b) Investor income, risk, goals, age
- c) Hair style
- d) Weather

4. Managing information in mutual funds includes (K4,CO-4)

- a) NAV data
- b) Fund performance
- c) Investor profiles
- d) All of the above

5. Portfolio Management Services are mainly used by: (K4, CO-4)

- a) HNIs and wealthy investors
- b) Small children
- c) Farmers only
- d) NGOs

Part B

1. Explain the different types of mutual funds based on investment objectives..(K1, CO-1)

2. Explain market segmentation for banking services. How do banks target each segment effectively? (K2, CO-2)

3. What are the types of information required for portfolio decision-making? (K2, CO-3)
4. Describe Portfolio Management Services (PMS) in detail. Explain its features, functioning, advantages, and limitations. (K4, CO-4)
5. Explain market segmentation for portfolio management services and how portfolio managers serve different investor groups. (K4, CO-

Part C

1. Describe the behavioural profile of mutual fund investors. (K1, CO-1)
2. Explain the four components of marketing mix (7Ps) for banking, focusing on product, price, place, and promotion in service marketing. (K2, CO-2)
3. Discuss the product mix of portfolio management services.(K3.CO-3)
4. Describe market segmentation for portfolio managers. (K4, CO-4)
5. Briefly explain Portfolio Management Services (PMS) and its types. (K4, CO-5)

Head of the Department: Dr. S. Jameela

Course Instructor Dr. M.Charles Dayana

Department : COMMERCE
Class : II M. Com
Title of the Course : SKILL ENHANCEMENT COURSE III: EXECUTIVE SKILL DEVELOPMENT
Semester : IV
Course Code : AP234SE1

Course Code	L	T	P	S	Credits	Inst. Hours	Total Hours	Marks		
								CIA	External	Total
AP234SE1	4	–	–	–	2	4	60	25	75	100

Learning Objectives:

1. To help the students to develop soft skill for overall personality development.
2. To motivate the students to achieve extraordinary performance.

Course Outcomes

On the successful completion of the course, students will be able to:		
1	recognize the significance of a positive attitude and learn strategies for developing and maintaining it despite obstacles.	K1 &K4
2	identify attributes regarded as soft skills and understand their importance in personal and professional development	K2
3	identify different types of personalities, and understand the components of personality analysis	K2
4	acquire knowledge of time management principles	K3
5	apply guidelines for choosing a suitable career path	K3

K1-Remember; **K2** - Understand; **K3** – Apply; **K4** - Analyse

Teaching plan

Total Contact hours: 60 (Including lectures, assignments and tests)

Unit	Module	Topic	Teaching Hours	Assessment Hours	Cognitive level	Pedagogy	Student Centric Method	E-Resources	Assessment/ Evaluation Methods
I	Soft Skills& Self Discovery								
	1.	Introduction and Attributes regarded as soft skills Identifying your Soft Skills	2	1	K2 (U)	Flipped Classroom	Inquiry-Based Learning	8 Important Soft Skills To Excel In Life	Homework, Formative Quiz I& CIA I
	2.	Practicing Soft Skills	1		K2 (U)	Problem Based Learning	Problem-Solving	How to Identify Your Skillset?	Solving Problems, Formative Quiz I & CIA I
	3.	Measuring Attitude	1	1	K2 (U)	Concept-based discussion	Collaborative Learning	Measuring Attitudes	Oral Test, Slip Test, Formative Quiz I & CIA I
	4.	Process of knowing yourself	1		K2 (U)	Lecture	Problem Solving	The Science of Knowing Yourself	Preparation of One word Questions

								(And Why It Matters)	Formative Quiz I & CIA I
	5.	SWOT Analysis	2	1	K2 (U)	Reflective Approach	Peer Learning	How to Perform a SWOT Analysis	Homework, Formative Quiz I & CIA I
	6.	Benefits of SWOT Analysis	1	1	K2 (U)	Historical Context Learning	Collaborative Learning	Soft Skills Benefits for Career Success	Group Discussion, Formative Quiz I & CIA I
II	Developing Positive Attitude								
	1.	Introduction and meaning of attitude	1	1	K1 (R)	Simulation	Peer Instruction	ATTITUDE (Meaning and Definition Explained)	Preparation of Interactive PPT, Formative Quiz I & CIA I
	2.	Features of attitudes	1		K1 (R)	Lecture	Inquiry-Based Learning	Attitude - Meaning, Characteristics, Components, Types	MCQs, Formative Quiz I & CIA I
	3.	Formation of attitude	1	1	K1 (R)	Peeragogy	Explaining Concepts	Attitude Formation & Change (AP Psychology Review)	MCQs, Fill in the blanks, Formative Quiz I & CIA I

	4.	Attitude in a work place	1		K4 (A)	Reflective Approach	Interactive Simulation	Positive Attitude in the Workplace	Open Book Test, Formative Quiz I & CIA I
	5.	The power of positive attitude	1		K4 (A)	Core Conceptual Approach	Concept Mapping	How To Build A Robust Positive Attitude?	Oral Test Formative Quiz I & CIA I
	6.	Developing positive attitude	2	1	K4 (A)	Peer Teaching	Creating Teaching Aids	10 Ways to Stay Positive and Get Through the Day	Preparation of Interactive PPT, Formative Quiz I & CIA I
	7.	Obstacles in developing positive attitude	2		K4 (A)	Concept based learning	Self -paced Learning	https://www.youtube.com	Formative Quiz I & CIA I
III	Time & Stress Management								
	1.	Introduction, Rules and Examine your work	1	1	K3 (Ap)	Peer Teaching	Creating Teaching Aids	How to Check Your Work with Others	Preparation of Interactive PPT, Formative Quiz I & CIA I
	2.	Sense of time management, Features of time, Three secrets of	3		K3 (Ap)	Reflective Pedagogical Approach	Interactive Simulation	What is Time? Stephen Wolfram's	Open Book Test, Formative Quiz I & CIA

		time management and Time management tips to students						Groundbreaking New Theory	I
	3.	Stress Management and Effects of Stress	1	1	K3 (Ap)	Cooperative Learning	Inquiry-Based Learning	Mayo Clinic Minute: How Stress Affects Your Body	Presentation of Poster, Formative Quiz I & CIA I
	4.	Kinds and Sources of Stress	2		K3 (Ap)	Peeragogy	Explaining Concepts	Causes of Stress - Matters of The Mind	MCQs, Fill in the blanks, Formative Quiz I & CIA I
	5.	Behaviour identified with stress and Tips to overcome stress	2		K3 (Ap)	Peer Teaching	Interactive Simulation	Stress: Understanding its Impact on Your Body and Mind	Preparation of Interactive PPT, Formative Quiz I & CIA I
IV	Personality Development								
	1.	Definition and Types of Personality	1	1	K2 (U)	Collaborative Learning	Group discussions	Personality Development Full Course	Class Test, Formative Quiz II & CIA II
	2.	SWEAR Analysis and Good behaviour	2		K2 (U)	Inquiry-Based Learning	Think-Pair-Share	SWOT Analysis Explained	Assignment, Formative Quiz II & CIA II
	3.	Will & Determination	2		K2 (U)	Lecture with interactive	Inquiry-Based Learning	The Power of Determinatio	Asking Questions,

						PPT		n	Formative Quiz II & CIA II
	4.	Smartness, Inspiration and Intelligence	2	1	K2 (U)	Blended Learning	Group Discussion	https://www.youtube.com/watch?v=ZpQe3v5	Online Assignment, Preparation of Interactive PPT, Formative Quiz II & CIA II
	5.	Moral values, Personal values and social values	1	1	K2 (U)	Flipped Classroom	In-class Discussion	Moral Values for Students	Preparation of one word answer questions, Formative Quiz II & CIA II
	6.	Tips for personality development	1		K2 (U)	Concept based learning	Self -paced Learning	10 Tips for Personality Development	Slip Test, Surprise Test, Recalling, Formative Quiz II & CIA II
V	Career Planning								
	1.	Introduction of Career Planning Cycle	2	3	K3 (Ap)	Core Conceptual Approach	Interactive Simulation	Planning Cycle Explained Project Management	Open Book Test, Formative Quiz II&CIA II

	2.	Benefits	2		K3 (Ap)	Visual Pedagogy	Problem Solving	Benefits of Career Planning	MCQs, Formative Quiz II& CIA II
	3.	Guidelines for choosing career	2		K3 (Ap)	Core Conceptual Approach	Think-Pair-Share	How to Choose the Right Career Path	Timeline assignment, Formative Quiz II& CIA II
	4.	Myths about choosing a career	1	1	K3 (Ap)	Problem-Based Learning	Problem Solving	Career Myths Debunked	Homework, Formative Quiz II & CIA II
	5.	Tips for successful career planning	1		K3 (Ap)	Computational Thinking	Problem Solving	Career Planning Tips for Students & Professionals	Recalling, Formative Quiz II& CIA II

Course Focussing on Employability/ Entrepreneurship/ Skill Development: Employability, Entrepreneurship and Skill Development

Course Focusing on Cross Cutting Issues (Professional Ethics/ Human Values/Environment Sustainability/ Gender Equity): - Professional Ethics

Activities (Em/ En/ SD): Write a report on the Moral values and social values

Assignment: 1. Myths about choosing a career (Online)

2. Stress Management and Effects of Stress (Online) (Last date to submit: 20-02-2026)

Seminar Topic: Career Planning

SAMPLE QUESTIONS

PART - A

1. Which of the following is considered a soft skill? (K1 – R, CO – 1)
 - a) Data Analysis
 - b) Public Speaking
 - c) Coding
 - d) Accounting
2. Which statement best reflects a positive attitude at works? (K2 – U, CO – 2)
 - a) “This task is impossible, I won’t even try.”
 - b) “I’ll give my best effort and learn from mistakes.”
 - c) “I’ll wait for someone else to solve the problem.”
 - d) “I don’t care about deadlines.”
3. _____ is a key principle of time management. (K2 – U, CO – 3)
4. Expand SWEAR.(K3 – Ap, CO – 4)
5. Clear direction and better decision-making are the benefit of career planning. State T/F. (K3 – Ap, CO – 5)

PART - B

1. Discuss the process of knowing yourself.(K1 – R, CO – 1)
2. State the features of attitude. (K2 – U, CO – 2)
3. Recall the three secrets of time management. (K2 – U, CO – 3)
4. Enumerate inspiration and intelligence. (K3 – Ap, CO – 4)

5. List out the guidelines for choosing career. (K3 – Ap, CO – 5)

PART - C

1. Analyse SWOT analysis. (K4 – An, CO – 1)

2. Enumerate the obstacles in developing positive attitude. (K2 – U, CO – 2)

3. List out the kinds and sources of stress. (K2 – U, CO – 3)

4. Elucidate the tips for personality development. (K3 – Ap, CO – 4)

5. Explain the career planning cycle. (K3 – Ap, CO – 5)

Head of the Department: Dr. S. Jameela

Course Instructor Dr. A. Franklin Ragila