



M.Com. International Business, Banking and Insurance (Two-Year) Programme

Regulations & Curriculum-2019

Department of Commerce

**REGULATIONS FOR THE TWO-YEAR POST GRADUATE PROGRAMMES UNDER
CHOICE BASED CREDIT SYSTEM (CBCS)**

These Regulations are common to all the students admitted to the Two-Year Master's Programmes in the Faculties of Arts, Science, Indian Languages, Education, Marine Sciences, and Fine Arts from the academic year 2019-2020 onwards.

1. Definitions and Nomenclature

- 1.1 University** refers to Annamalai University.
- 1.2 Department** means any of the academic departments and academic centres at the University.
- 1.3 Discipline** refers to the specialization or branch of knowledge taught and researched in higher education. For example, Botany is a discipline in the Natural Sciences, while Economics is a discipline in Social Sciences.
- 1.4 Programme** encompasses the combination of courses and/or requirements leading to a Degree. For example, M.A., M.Sc., M.Com.,
- 1.5 Course** is an individual subject in a programme. Each course may consist of Lectures/Tutorials/Laboratory work/Seminar/Project work/Experiential learning/Report writing/viva-voce etc. Each course has a course title and is identified by a course code.
- 1.6 Curriculum** encompasses the totality of student experiences that occur during the educational process.
- 1.7 Syllabus** is an academic document that contains the complete information about an academic programme and defines responsibilities and outcomes. This includes course information, course objectives, policies, evaluation, grading, learning resources and course calendar.
- 1.8 Academic Year** refers to the annual period of sessions of the University that comprises two consecutive semesters.
- 1.9 Semester** is a half-year term that lasts for a minimum duration of 90 days. Each academic year is divided into two semesters.
- 1.10 Choice Based Credit System** A mode of learning in higher education that enables a student to have the freedom to select his/her own choice of elective courses across various disciplines for completing the Degree programme.
- 1.11 Core Course** is mandatory and an essential requirement to qualify for the Degree.
- 1.12 Elective Course** is a course that a student can choose from a range of alternatives.
- 1.13 Value-added Courses** are optional courses that complement the students' knowledge and skills and enhance their employability.
- 1.14 Credit** refers to the quantum of course work in terms of number of class hours in a semester required for a programme. The credit value reflects the content and duration of a particular course in the curriculum.
- 1.15 Credit Hour** refers to the number of class hours per week required for a course in a semester. It is used to calculate the credit value of a particular course.

1.16 Programme Outcomes (POs) are statements that describe crucial and essential knowledge, skills and attitudes that students are expected to achieve and can reliably manifest at the end of a programme.

1.17 Programme Specific Outcomes (PSOs) are statements that list what the graduate of a specific programme should be able to do at the end of the programme.

1.18 Learning Objectives also known as Course Objectives are statements that define the expected goal of a course in terms of demonstrable skills or knowledge that will be acquired by a student as a result of instruction.

1.19 Course Outcomes (COs) are statements that describe what students should be able to achieve/demonstrate at the end of a course. They allow follow-up and measurement of learning objectives.

1.20 Grade Point Average (GPA) is the average of the grades acquired in various courses that a student has taken in a semester. The formula for computing GPA is given in section 11.3

1.21 Cumulative Grade Point Average (CGPA) is a measure of overall cumulative performance of a student over all the semesters. The CGPA is the ratio of total credit points secured by a student in various courses in all semesters and the sum of the total credits of all courses in all the semesters.

1.22 Letter Grade is an index of the performance of a student in a particular course. Grades are denoted by the letters S, A, B, C, D, E, RA, and W.

2. Programme Offered and Eligibility Criteria

The Department of Commerce offers Two year M.Com Programmes - M.Com. (International Business Banking and Insurance).

Faculty of Arts	
Programme	Eligibility
M.Com. International Business Banking and Insurance	A pass in B.Com. or B.B.A. or B.A. Corporate Secretaryship or B.B.M. or B.Com (Co-operation) or B.A.(Co-operation) or B.A. (Bank Management) or BBA degree examination or any other examination accepted by the Syndicate as equivalent thereto, with not less than 40% of marks in the main subjects.

2.1 In the case of SC/ST and Differently-abled candidates, a pass is the minimum qualification for all the above Programmes.

3. Reservation Policy

Admission to the various programmes will be strictly based on the reservation policy of the Government of Tamil Nadu.

4. Programme Duration

4.1 The Two Year Master's Programmes consist of two academic years.

4.2 Each academic year is divided into two semesters, the first being from July to November and the second from December to April.

4.3 Each semester will have 90 working days (18 weeks).

5 Programme Structure

5.1 The Two Year Master's Programme consists of Core Courses, Elective Courses (Departmental & Interdepartmental), and Project.

5.2 Core courses

5.2.1 These are a set of compulsory courses essential for each programme.

5.2.2 The core courses include both Theory (Core Theory) and Practical (Core Practical) courses.



Annamalai University
Department of Commerce

M.Com International Business, Banking and Insurance (Two Year) Programme
Programme Code: ACOM24
Programme Structure

(For students admitted from the academic year 2019-2020)

Course Code	Course Title	Hours /Week		C	Marks		
		L	P		CIA	ESE	Total
Semester-I							
19CIBC101	Core 1: Business Environment	5		5	25	75	100
19CIBC102	Core 2: Advanced Financial Accounting	5		5	25	75	100
19CIBC103	Core 3: Banking and Insurance	4		4	25	75	100
19CIBC104	Core 4: Digital Marketing	5		5	25	75	100
	Elective 1: Interdepartment Elective	3		3	25	75	100
	Total Credit from Semester I	22		22	125	375	500
Semester-II							
19CIBC201	Core 5: Human Resource Management	5		5	25	75	100
19CIBC202	Core 6: Financial Management	5		5	25	75	100
19CIBC203	Core 7: Business Research Methods	4		4	25	75	100
19CIBC204	Core 8: .Business Analytics	5		5	25	75	100
	Elective 1: Department Elective	3		3	25	75	100
	Elective 2: Interdepartmental Elective	3		3	25	75	100
	Total Credit from Semester II	25		25	150	450	600
Semester-III							
19CIBC301	Core 9: Accounting for Managerial Decisions	5		5	25	75	100
19CIBC302	Core 10: Dynamics of Banking	5		5	25	75	100
19CIBC303	Core 11: Principles and Practice of Life Insurance	5		5	25	75	100
19CIBP304	Core 12: . Institutional Training/Internship	5		5	25	75	100
	Elective 2: Department Elective	3		3	25	75	100
	Elective 3: Interdepartmental Elective	3		3	25	75	100
	Total Credit from Semester III	26		26	150	450	600
Semester-IV							
19CIBC401	Core 13: Bank Credit and Risk Management	5		5	25	75	100
19CIBC402	Core 14: Export-Import Procedures and Documentation	4		4	25	75	100
19CIBC403	Core 15: Principles and Practice of General Insurance	5		5	25	75	100
19CIBP404	Project and Viva-Voce	8		8	25	75	100
	Total Credit from Semester IV	22		22	100	300	400
	Overall Total Credits from Semester I to IV			95	525	1575	2100
	Value Added Courses						

a) L- Lectures; P- Practical; C- Credits; CIA- Continuous Internal Assessment; ESE- End-Semester Examination

b) Note:

1. Students shall take both Department Electives (DEs) and Interdepartmental Electives (IDEs) from a range of choices available.
2. Students may opt for any Value-added Courses listed in the University website.

5.3 Elective courses

5.3.1 **Departmental Electives (DEs)** are the Electives that students can choose from a range of Electives offered within the Department.

Elective Courses Department Electives (DE)

S. No	Course Code	Course Title	Hours/week	C	Marks		
			L		CIA	ESE	Total
1.	19CODE205.1	Corporate Social Responsibility	3	3	25	75	100
2.	19CODE205.2	International Finance and Foreign Exchange	3	3	25	75	100
3.	19CODE205.3	International Logistics Management	3	3	25	75	100
4.	19CODE305.1	Goods and Services Tax	3	3	25	75	100
5.	19CODE305.2	Marketing of Financial Services	3	3	25	75	100
6.	19CODE305.3	Project Finance and Management	3	3	25	75	100

5.3.2 **Interdepartmental Electives (IDEs)** are Electives that students can choose from amongst the courses offered by other departments of the same faculty as well as by the departments of other faculties.

Electives Offered to Other Departments

S. No	Course Code	Course Title	Hours/week	C	Marks		
			L		CIA	ESE	Total
1.	19CIDX105.1	Marketing Management	3	3	25	75	100
2.	19CIDX105.2	Business Communication & Report Writing	3	3	25	75	100
3.	19CIDX105.3	Digital Banking	3	3	25	75	100
4.	19CIDX205.1	Income Tax and GST Assessment Methods	3	3	25	75	100
5.	19CIDX205.2	Office Management	3	3	25	75	100
6.	19CIDX205.3	Stock Market Investing	3	3	25	75	100
7.	19CIDX305.1	Accounting for Managerial Decisions	3	3	25	75	100
8.	19CIDX305.2	Integrated Agriprenrship Development	3	3	25	75	100
9.	19CIDX305.3	Advertising Management	3	3	25	75	100

5.3.3 **Students shall take a combination of both DEs and IDEs.**

5.4 Experiential Learning

5.4.1 Experiential learning provides opportunities to students to connect principles of the discipline with real-life situations.

5.4.2 In-plant training/field trips/internships/industrial visits (as applicable) fall under this category.

5.4.3 Experiential learning is categorised as Core.

5.5 Project

5.5.1 Each student shall undertake a Project in the final semester.

5.5.2 The Head of the Department shall assign a Research Supervisor to the student.

5.5.3 The Research Supervisor shall assign a topic for research and monitor the progress of the student periodically.

5.5.4 Students who wish to undertake project work in recognised institutions/industry shall obtain prior permission from the University. The Research Supervisor will be from the host institute, while the Co-Supervisor shall be a faculty in the parent department.

5.6 Value added Courses (VACs)

5.6.1 Students may also opt to take Value added Courses beyond the minimum credits required for award of the Degree. VACs are outside the normal credit paradigm.

5.6.2 These courses impart employable and life skills. VACs are listed in the University website and in the Handbook on Interdepartmental Electives and VACs.

5.6.3 Each VAC carries 2 credits with 30 hours of instruction, of which 60% (18 hours) shall be Theory and 40% (12 hours) Practical.

5.6.4 Classes for a VAC are conducted beyond the regular class hours and preferably in the II and III Semesters.

Value Added Course

Course Code	Course Title	Hours/week		C	Marks		
		L	P		CIA	ESE	Total
19CVAC210	CRM in e- BANKING	3	0	3	25	75	100
19CVAC310	Artificial Intelligence and its Applications in Business	3	0	3	25	75	100

5.7 Online Courses

5.7.1 The Heads of Departments shall facilitate enrolment of students in Massive Open Online Courses (MOOCs) platform such as SWAYAM to provide academic flexibility and enhance the academic career of students.

5.7.2 Students who successfully complete a course in the MOOCs platform shall be exempted from one elective course of the programme.

5.8 Credit Distribution

The credit distribution is organised as follows:

	Credits
Core Courses	72
Elective Courses	15
Project	8
Total	95

5.9 Credit Assignment

Each course is assigned credits and credit hours on the following basis:

1 Credit is defined as

1 Lecture period of one hour per week over a semester

1 Tutorial period of one hour per week over a semester

1 Practical/Project period of two or three hours (depending on the discipline) per week over a semester.

6 Attendance

6.1 Each faculty handling a course shall be responsible for the maintenance of *Attendance and Assessment Record* for candidates who have registered for the course.

6.2 The Record shall contain details of the students' attendance, marks obtained in the Continuous Internal Assessment (CIA) Tests, Assignments and Seminars. In addition the Record shall also contain the organisation of lesson plan of the Course Instructor.

6.3 The record shall be submitted to the Head of the Department once a month for monitoring the attendance and syllabus coverage.

6.4 At the end of the semester, the record shall be duly signed by the Course Instructor and the Head of the Department and placed in safe custody for any future verification.

6.5 The Course Instructor shall intimate to the Head of the Department at least seven calendar days before the last instruction day in the semester about the attendance particulars of all students.

6.6 Each student shall have a minimum of 75% attendance in all the courses of the particular semester failing which he or she will not be permitted to write the End-Semester Examination. The student has to redo the semester in the next year.

6.7 Relaxation of attendance requirement up to 10% may be granted for valid reasons such as illness, representing the University in extracurricular activities and participation in NCC/NSS/YRC/RRC.

7 Mentor-Mentee System

7.1 To help the students in planning their course of study and for general advice on the academic programme, the Head of the Department will attach certain number of students to a member of the faculty who shall function as a Mentor throughout their period of study.

7.2 The Mentors will guide their mentees with the curriculum, monitor their progress, and provide intellectual and emotional support.

7.3 The Mentors shall also help their mentees to choose appropriate electives and value-added courses, apply for scholarships, undertake projects, prepare for competitive examinations such as NET/SET, GATE etc., attend campus interviews and participate in extracurricular activities.

8 Examinations

8.1 The examination system of the University is designed to systematically test the student's progress in class, laboratory and field work through Continuous Internal Assessment (CIA) Tests and End-Semester Examination (ESE).

- 8.2** There will be two CIA Tests and one ESE in each semester.
- 8.3** The Question Papers will be framed to test different levels of learning based on Bloom's taxonomy viz. Knowledge, Comprehension, Application, Analysis, Synthesis and Evaluation/Creativity.

8.4 Continuous Internal Assessment Tests

- 8.4.1 The CIA Tests shall be a combination of a variety of tools such as class tests, assignments, seminars, and viva-voce that would be suitable to the course. This requires an element of openness.
- 8.4.2 The students are to be informed in advance about the assessment procedures.
- 8.4.3 The pattern of question paper will be decided by the respective faculty.
- 8.4.4 CIA Test-I will cover the syllabus of the first two units while CIA Test-II will cover the last three units.
- 8.4.5 CIA Tests will be for two to three hours duration depending on the quantum of syllabus.
- 8.4.6 A student cannot repeat the CIA Test-I and CIA Test-II. However, if for any valid reason, the student is unable to attend the test, the prerogative of arranging a special test lies with the teacher in consultation with the Head of the Department.

8.5 End Semester Examinations (ESE)

- 8.5.1 The ESE for the first/third semester will be conducted in November and for the second/fourth semester in May.
- 8.5.2 A candidate who does not pass the examination in any course(s) of the first, second and third semesters will be permitted to reappear in such course(s) that will be held in April and November in the subsequent semester/year.
- 8.5.3 The ESE will be of three hours duration and will cover the entire syllabus of the course.

9 Evaluation

9.1 Marks Distribution

- 9.1.1. Each course, both Theory and Practical as well as Project/Internship/Field work/In-plant training shall be evaluated for a maximum of 100 marks.
- 9.1.2 For the theory courses, CIA Tests will carry 25% and the ESE 75% of the marks.
- 9.1.3 For the Practical courses, the CIA Tests will constitute 40% and the ESE 60% of the marks.

9.2. Assessment of CIA Tests

- 9.2.1 For the CIA Tests, the assessment will be done by the Course Instructor
- 9.2.2 For the Theory Courses, the break-up of marks shall be as follows:

	Marks
Test-I & Test-II	15
Seminar	05
Assignment	05
Total	25

9.3 Assessment of End-Semester Examinations

- 9.3.1 Evaluation for the ESE is done by both External and Internal examiners (Double Evaluation).
- 9.3.2 In case of a discrepancy of more than 10% between the two examiners in awarding marks, third evaluation will be resorted to.

9.4 Assessment of Project/Dissertation

- 9.4.1 The Project Report/Dissertation shall be submitted as per the guidelines laid down by the University.
- 9.4.2 The Project Work/Dissertation shall carry a maximum of 100 marks.
- 9.4.3 CIA for Project will consist of a Review of literature survey, experimentation/field work, attendance etc.
- 9.4.4 The Project Report evaluation and viva-voce will be conducted by a committee constituted by the Head of the Department.
- 9.4.5 The Project Evaluation Committee will comprise the Head of the Department, Project Supervisor, and a senior faculty.
- 9.4.6 The marks shall be distributed as follows:

Continuous Internal Assessment (25 Marks)		End Semester Examination (75 Marks)	
Review-I: 10	Review-II: 15	Project / Dissertation Evaluation	Viva-voce
		50	25

9.5 Assessment of Value-added Courses

- 9.5.1 Assessment of VACs shall be internal.
- 9.5.2 Two CIA Tests shall be conducted during the semester by the Department(s) offering VAC.
- 9.5.3 A committee consisting of the Head of the Department, faculty handling the course and a senior faculty member shall monitor the evaluation process.
- 9.5.4 The grades obtained in VACs will not be included for calculating the GPA.

9.6 Passing Minimum

- 9.6.1 A student is declared to have passed in each course if he/she secures not less than 40% marks in the ESE and not less than 50% marks in aggregate taking CIA and ESE marks together.

9.6.4 A candidate who has not secured a minimum of 50% of marks in a course (CIA + ESE) shall reappear for the course in the next semester/year.

10. Conferment of the Master's Degree

A candidate who has secured a minimum of 50% marks in all courses prescribed in the programme and earned the minimum required credits shall be considered to have passed the Master's Programme.

11. Marks and Grading

11.1 The performance of students in each course is evaluated in terms Grade Point (GP).

11.2 The sum total performance in each semester is rated by Grade Point Average (GPA) while Cumulative Grade Point Average (CGPA) indicates the Average Grade Point obtained for all the courses completed from the first semester to the current semester.

11.3 The GPA is calculated by the formula

$$GPA = \frac{\sum_{i=1}^n C_i G_i}{\sum_{i=1}^n C_i}$$

where, C_i is the Credit earned for the Course i in any semester;

G_i is the Grade Point obtained by the student for the Course i and

n is the number of Courses passed in that semester.

11.4 **CGPA** is the Weighted Average Grade Point of all the Courses passed starting from the first semester to the current semester.

$$CGPA = \frac{\sum_{i=1}^m \sum_{j=1}^n C_i G_i}{\sum_{i=1}^m \sum_{j=1}^n C_i}$$

where, C_i is the Credit earned for the Course i in any semester;

G_i is the Grade Point obtained by the student for the Course i and

n is the number of Courses passed in that semester.

m is the number of semesters

11.5 Evaluation of the performance of the student will be rated as shown in the Table.

Letter Grade	Grade Points	Marks %
S	10	90 and above
A	9	80-89
B	8	70-79
C	7	60-69
D	6	55-59
E	5	50-54
RA	0	Less than 50
W	0	Withdrawn from the examination

11.6 **Classification of Results.** The successful candidates are classified as follows:

11.6.1 For **First Class with Distinction:** Candidates who have passed all the courses prescribed in the Programme *in the first attempt* with a CGPA of 8.25 or above within the programme duration. Candidates who have withdrawn from the End Semester Examinations are still eligible for First Class with Distinction (See Section 12 for details).

- 11.6.2 For **First Class**: Candidates who have passed all the courses with a CGPA of 6.5 or above.
- 11.6.3 For **Second Class**: Candidates who have passed all the courses with a CGPA between 5.0 and less than 6.5.
11. 6.4 Candidates who obtain highest marks in all examinations at the first appearance alone will be considered for University Rank.

11.7 Course-Wise Letter Grades

- 11.7.1 The percentage of marks obtained by a candidate in a course will be indicated in a letter grade.
- 11.7.2 A student is considered to have completed a course successfully and earned the credits if he/she secures an overall letter grade other than RA.
- 11.7.3 A course successfully completed cannot be repeated for the purpose of improving the Grade Point.
- 11.7.4 A letter grade RA indicates that the candidate shall reappear for that course. The RA Grade once awarded stays in the grade card of the student and is not deleted even when he/she completes the course successfully later. The grade acquired later by the student will be indicated in the grade sheet of the Odd/Even semester in which the candidate has appeared for clearance of the arrears.
- 11.7.5 If a student secures RA grade in the Project Work/Field Work/Practical Work/Dissertation, he/she shall improve it and resubmit if it involves only rewriting/ incorporating the clarifications suggested by the evaluators or he/she can re-register and carry out the same in the subsequent semesters for evaluation.

12. Provision for Withdrawal from the End Semester Examination

- 12.1 The letter grade W indicates that a candidate has withdrawn from the examination.
- 12.2 A candidate is permitted to withdraw from appearing in the ESE for one course or courses in **ANY ONE** of the semesters **ONLY** for exigencies deemed valid by the University authorities.
- 12.3 **Permission for withdrawal from the examination shall be granted only once during the entire duration of the programme.**
- 12.3 Application for withdrawal shall be considered **only** if the student has registered for the course(s), and fulfilled the requirements for attendance and CIA tests.
- 12.4 The application for withdrawal shall be made ten days prior to the commencement of the examination and duly approved by the Controller of Examinations. Notwithstanding the mandatory prerequisite of ten days notice, due consideration will be given under extraordinary circumstances.
- 12.5 Withdrawal is **not** granted for arrear examinations of courses in previous semesters and for the final semester examinations.
- 12.6 Candidates who have been granted permission to withdraw from the examination shall reappear for the course(s) when the course(s) are offered next.
- 12.7 Withdrawal shall not be taken into account as an appearance for the examination when considering the eligibility of the candidate to qualify for First Class with Distinction.

13. Academic misconduct

Any action that results in an unfair academic advantage/interference with the functioning of the academic community constitutes academic misconduct. This includes but is not limited to cheating, plagiarism, altering academic documents, fabrication/falsification of data, submitting the work of another student, interfering with other students' work, removing/defacing library or computer resources, stealing other students' notes/assignments, and electronically interfering with other students'/University's intellectual property. Since many of these acts may be committed unintentionally due to lack of awareness, students shall be sensitised on issues of academic integrity and ethics.

14. Transitory Regulations

Wherever there has been a change of syllabi, examinations based on the existing syllabus will be conducted for two consecutive years after implementation of the new syllabus in order to enable the students to clear the arrears. Beyond that, the students will have to take up their examinations in equivalent subjects, as per the new syllabus, on the recommendation of the Head of the Department concerned.

15. *Notwithstanding anything contained in the above pages as Rules and Regulations governing the Two Year Master's Programmes at Annamalai University, the Syndicate is vested with the powers to revise them from time to time on the recommendations of the Academic Council.*

Programme Objective:

The overall programme objective of M.Com., (International Business, Banking and Insurance) is to empower the students to enable, to equip and to gain expertise themselves in the field of international logistics management for business analytics and digital marketing in the ever-changing international business environment, global banking & insurance services for well supported bank credit and risk management in the practices of export and import procedure and documentation.

Programme Specific Objectives:

The objective of the programme is to enable the students to:

PSO1. Enable students to gain expert knowledge in the ever changing environment of business, banking, insurance, digital marketing and financial accounting.

PSO2. Acquaint with applied knowledge in the functional areas of business

PSO3. Impart expert knowledge about conducting international business with relevant exposure to banking and insurance

PSO4. Educate the students on sound aspect of logistic management in the global environment

PSO5. Familiarize the students with different aspect of communication in global business environment.

Programme Outcomes:

This programme would enable the students to gain expert knowledge and applied practical exposure in the field of International Business, Banking and Insurance.

PO1 Critical thinking

PO2 Cultivating Cognitive skills required in the job market

PO3 Effective Communication

PO4 Familiarity with ICT to thrive in the information age

PO5 Cultivating aptitude for research

PO6 Respect for alternate view-points including those conflicting with one's own perspectives

PO7 Ability to work individually and as members in a team

PO8 Upholding ethical standards

PO9 Acting local while thinking global

PO10 Commitment to gender equality

PO11 Commitment to Sustainable development

PO12 Lifelong learning

Programme Specific Outcomes

This programme would enable the students to gain expert knowledge and applied practical exposure in the field of International Business, Banking, Insurance. After the successful completion of the M.Com International Business, Banking and Insurance Degree programme, the students will be able to

PSO1 Discuss about the key areas of Financial Management, Marketing, Accounting Standards and Reporting System, Project finance and management, business environment, banking, insurance human resource skill in maintaining the quality of work life in an organization.

- PSO2** Demonstrate the professional skills in Valuation of stock, calculation of GST, e-filing and different stages of accounting in Partnership, Branch and Departmental accounts, Hire purchase and Installment system and specialized accounts.
- PSO3** Recall the fundamental principles of international financial management and concept of logistic management, digital marketing and explain about business analytics, data maintenance and data integration.
- PSO4** Recall the basic idea of entering into the contract of insurance business and expertise ECGC schemes.
- PSO5** Discuss the key concepts and techniques of Business analytics, principles of life and general insurance practice.
- PSO6** Apply the knowledge of business analytics, accounting for managers, credit risk management and export-import documentation.

Register Number:

Name of the Candidate:

**M. Com. DEGREE EXAMINATION
TWO – YEAR PROGRAMME
M.Com. INTERNATIONAL BUSINESS, BANKING & INSURANCE
(SEMESTER FIRST/THIRD)**

Model Question Paper

Nov., 2019

Time: 3 Hours

Maximum: 75 Marks

SECTION – A (10 x 1 = 10)
Answer ALL questions

- | | |
|----|-----|
| 1. | 6. |
| 2. | 7. |
| 3. | 8. |
| 4. | 9. |
| 5. | 10. |

SECTION – B (5 x 7 = 35)
Answer ALL questions

- | | |
|--------|----|
| 6. a) | OR |
| b) | |
| 7. a) | OR |
| b) | |
| 8. a) | OR |
| b) | |
| 9. a) | OR |
| b) | |
| 10. a) | OR |
| b) | |

SECTION – C (3 x 10 = 30)
Answer any THREE questions

- 11.
- 12.
- 13.
- 14.
- 15.

Register Number:

Name of the Candidate:

**M. Com. DEGREE EXAMINATION
M.Com. INTERNATIONAL BUSINESS, BANKING & INSURANCE
TWO – YEAR PROGRAMME
(SEMESTER SECOND/FOURTH)**

Model Question Paper

May, 2020

Time: 3 Hours

Maximum: 75 Marks

**SECTION – A
Answer ALL questions**

(10 x 1 = 10)

- | | |
|----|-----|
| 1. | 6. |
| 2. | 7. |
| 3. | 8. |
| 4. | 9. |
| 5. | 10. |

**SECTION – B
Answer ALL questions**

(5 x 7 = 35)

6. a) OR
b)
7. a) OR
b)
8. a) OR
b)
9. a) OR
b)
10. a) OR
b)

**SECTION – C
Answer any THREE questions**

(3 x 10 = 30)

11.
12.
13.
14.
15.

Learning Objectives:

LO1: To acquaint the students, to have a basic knowledge on Business Environment

LO2 : To provide an insight into the theories of economic, natural and global Environment to the students

LO3: To enable the students to have an overview of technological environment of business

Unit I: Introduction to Business and its Environment

Characteristics of modern business, concept and nature of Business Environment, characteristics of environment, Micro and macro environment, Impact of business environment on business decisions- Stages of Environmental Analysis – approaches to environmental analysis.

Unit II: Economic Environment:

Economic Environment -Concept and nature of economic environment- Economic System – Business Cycle – Inflation – Causes – Impact of Inflation – Deflation- Stagflation – Planned Economy- Five year Plans - NITI Aayog - Members – Functions - Fiscal Policies – Union Budget – Structure of Union Budget.

Unit III: Global Environment

Nature of Globalisation – Rational for Globalisation – MNCs, Benefits from MNCs – Problems – Strategies in Globalisation – FII and FDI – WTO – Functions -implications for India.

Privatisation – Nature and Objectives – Privatisation routes - Arguments against Privatisation – Disinvestment in India.

Unit IV: Political Environment:

Concept and nature of political environment, components of political environment, Economic role of government- Regulatory role, Promotional role, Entrepreneurial role, Planning role. State intervention in business - Pros and Cons of intervention.

Unit V: Natural and Technological Environment:

Natural environment – meaning - impact on business. Natural pollution- meaning, types. Concept and nature of Technological environment- Elements of technological environment- Technology and Society. Economic effect of technology - New Technology policy.

Ethics in Business- Social Responsibility of business - Arguments for and against Social Responsibility- Social Audit.

Text Books:

1. Acharya&Govekar 2015, Business Policy and Administration, Himalaya Publishing House,Mumbai
2. Aswathappa, K 2016, Essentials of Business Environment, Himalaya Publishing House,Mumbai
3. CharlesW.L.Hill 2014, Global Business Today, Tata McGraw Hill, UK, 2004

Supplementary Readings:

1. Heldi Vernon 2016, Business and Society, Tata McGraw Hill, UK, 1998
2. Adrian Palmer and Bob Hartley 2017, The Business Environment, McGraw Hill, UK
3. Rajan,V.R 2017,Globalisation of Indian Industries – Strategies and Management, Deep & Deep Publications, New Delhi
4. Cherunilam,Francis 2017, Business Environment, Himalaya Publishing House,Mumbai
5. Ghosh,P.K 2017, Business Policy-Strategic Planning and Management Sultan Chand &Sons, New Delhi.

Course Outcomes:

After successful completion of the course, the students will be able to

- CO1** Analyse the environment of business from the legal and regulatory, Macro economic, cultural, political and technological environment
- CO2** Apply various strategic tools to assess performance of business environment
- CO3** Critically make an in-depth analysis of each component of Business Environment so that a comparison with own organization is feasible.
- CO4** understand the factors affecting the organizational effectiveness
- CO5** Explain and synthesize Business Environment information in the global environment

Outcome Mapping

CO/ PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO 10	P O 11	PO 12	PSO 1	PSO 2	PSO 3	PSO 4	PSO 5	PSO 6
CO1	✓										✓		✓					✓
CO2	✓		✓	✓										✓		✓	✓	✓
CO3	✓	✓							✓		✓		✓				✓	
CO4	✓			✓									✓					
CO5			✓					✓	✓				✓			✓		✓

Suggested MOOC Courses:

1. **International Business Environment and Global Strategy (edX)**, Created by: Indian Institute of Management, Bangalore, Delivered by: EdX.
2. **Economics of Money and Banking**, Created by: Columbia University, Delivered by: Coursera, Taught by: Perry G Mehrling.

Semester -1

19CIBC102 ADVANCED FINANCIAL ACCOUNTING

Credits: 5
Hours : 80

Learning Objectives:

LO1: To provide an in depth knowledge in Partnership accounts

LO2 : To foster analytical thinking and the use of related areas of accounting viz., branch and departmental accounting

LO3: To impart knowledge in recent trends in specialized accounting.

Unit I :Partnership Accounts – Admission , Retirement and Death of Partner

Partnership accounts - Division of profits – past adjustments and guarantee – Admission, Retirement and Death of a Partner – Intangible assets and Goodwill - Accounting Treatment.

Unit II :Partnership Accounts -Dissolution and Sale of Partnership

Dissolution – Insolvency of Partners – Rule in Garner Vs. Murray – Piecemeal Distribution – Sale of a Partnership Firm to a company.

Unit III: Hire Purchase and Installment system

Hire purchase system – Default in payment of Installment- Partly and Complete Repossession of Stock – Accounting Procedures - Hire purchase trading A/c – Stock and Debtors System – Installment system

Unit IV: Branch and Departmental Accounts

Branch accounts – Dependent Branches – Stock and Debtors System – Independent branches – Wholesale Branch system – Foreign Branch – Departmental Accounts- Inter-Departmental transfer – Treatment of unrealized profit

Unit V: Recent accounting

Concept and Need for Responsibility Accounting - Responsibility Accounting – Human Resource Accounting. Financial Reporting – Annual reports – Half yearly report – Content of Annual Reports Disciplines in Financial Reporting

Note: Question Paper shall cover 20%Theory and 80% Problems.

Text Books:

- 1.GuptaR.L&Radhasamy, 2015, Advanced Accounting, S.Chand & Sons Publishes r, New Delhi.
- 2.Shukla M. C., T. S. Grewal 2015, Advanced Accounts, 2015, S. Chand& Sons Publishers, New Delhi
- 3.JainS.P KL Narrang 2017, Advanced Accountancy I and II Kalyani Publishers Ludhiana

Supplementary Readings:

- 1.Charumathi, B.N. Vinayakam, 2015, Financial Accounting, S. Chand & Sons Publishers, New Delhi.
- 2.Battacharyya, S.K. 2015, Accounting for Management, Vikas Publication, New Delhi
- 3.Jawahar Lal&Seema Srivastava,2016, Financial Accounting (Principles and Practices), S. Chand Publishers, New Delhi
- 4.PillaiR.S.NBagavathi&S.Uma, 2015, Fundamentals of Advanced Accounting Financial Accounting, S.Chand& Sons Publishers, New Delhi.
- 5.ReddyT.Sand A.Murthy 2016, Financial Accounting Margham Publications Chennai

Course Outcomes:

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

CO1. Solve the problems of partnership accounts relating to Admission of partner

CO2. Solve the problems of partnership accounts relating to Dissolution and Sale of Partnership

CO3. Practice accounting problems relating to Branch and Departmental Accounts

CO4. Solve the accounting problems relating to Hire Purchase and Installment System

CO5. Understand emerging areas in Specialized Accounting

Outcome Mapping

CO/ PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO 10	P O 11	PO 12	PSO 1	PSO 2	PSO 3	PSO 4	PSO 5	PSO 6
CO1	✓					✓	✓							✓				
CO2	✓						✓							✓				
CO3	✓					✓	✓							✓				
CO4	✓						✓							✓				
CO5	✓					✓	✓	✓	✓		✓			✓				

SUGGESTED MOOC COURSES:

1. *Financial Accounting: Advanced Topics (Coursera)*, Created by: University of Illinois at Urbana-Champaign, Delivered by: Coursera, Taught by: OktayUrcan.
2. *Financial Accounting: Foundations (Coursera)*, Created by: University of Illinois at Urbana-Champaign, Delivered by: Coursera, Taught by: OktayUrcan.

19CIBC103 BANKING AND INSURANCE

Credits:4
Hours : 80

Learning Objectives:

LO1: To impart the students to have a deep knowledge in the functioning of commercial banks

LO2 : To make the students to comprehend the general principles of contract of insurance and other forms of insurance.

LO3: To impart the students to master over the provisions of banking instruments.

Unit I:Banking Functionary Services

Commercial Banks - Functions – services – mechanism of Credit creation; merchant banking – virtual banking – Central banking – Functions – Credit controlling mechanism.

Unit II :Commercial banks role on Economic development

Industrial and priority sectors lending – policies term lending, industrial priority sector lending. Rehabilitation of small sick units, guidelines for priority sector lending commercial bank role in SME - micro credit.

Unit III :Instruments in Banking

Negotiable Instruments-Features-Types of Cheques-Draft-Promissory notes-Other type of Banking Institutions.

Debit card and Credit card-Smart card-Endorsements-Types

Unit IV :Insurance and Function

Definition - Importance, Introduction – General Principles of insurance contract - Life insurance Vs other forms of insurance – various plans and claim settlement – recent development in life insurance.

Unit V:General Insurance Policies

Features of marine insurance, types of marine policies, marine clauses – marine losses, Features of fire insurance, insurable interest – types of fire insurance policies.

Text Books:

1. Mishra, M.N., S.B.Mishra, 2015, Insurance Principles and Practice, S.Chand& Sons PVT Ltd, Ram Nagar, New Delhi
- 2.Murthy, A. 2017, Principles and Practices of Insurance Margam Publication, Chennai
3. GordenNataraj, 2016 Banking Himalaya Publication, New Delhi,

Supplementary Readings:

1. Shekhar K.C., LekshmyShekhar, 2017, Banking Theory and Practice, Vikas Publishing housesPvt Ltd., Chennai
- 2.Ramachandran R. 2015, Banking Theory and Practices MJP Publishers, 5, MuthuKalathy Street, Triplicane, Chennai – 5.
3. Sundaram, KPM,E.N.Sundaram, 2016, Modern Banking Sultan Chand & Sons, New Delhi.
- 4.Gupta, P.K., 2016, Insurance and Risk Management Himalaya Publishing House, Girgaon Mumbai.
- 5.PremkumarSrivatsava 2017, Banking Law and Practice, Himalaya Publishing House, Mumbai.

Course Outcomes:

After the successful completion of the course, students will be able to

- CO1.** Understand the fundamental concepts of banking and Insurance.
- CO2.** Recall the role of commercial banks in Economic Development.
- CO3.** Master over the provisions of banking instruments.
- CO4.** Understand the applicability of various types of policies.
- CO5** Recognize the fundamental principles of general insurance.

Outcome Mapping

CO/ PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO 10	P O 11	PO 12	PSO 1	PSO 2	PSO 3	PSO 4	PSO 5	PSO 6
CO1		✓											✓	✓				
CO2									✓			✓	✓					
CO3			✓										✓					
CO4											✓		✓					
CO5											✓		✓	✓				

SUGGESTED MOOC COURSES:

1. ***Just Money: Banking as if Society Mattered (edX)***, Created by: MIT and MITx
Delivered by EdX, Taught by: Alice Maggio, J. Phillip Thompson, KatrinKaeufer,
Lafayette Cruise and Lily Steponaitis.
2. ***Economics of Money and Banking***, Created by: Columbia University, Delivered by:
Coursera, Taught by: Perry G Mehrling.

Learning Objectives:

LO1. To enable the students to recognize the changing dimensions of digital Marketing

LO2.. To inculcate the students about the significance of digital marketing mix.

LO3.To educate the students to understand the significance of online Advertising

Unit I: Introduction to Digital Marketing

Marketing in the Digital Era- Forces determining the digital age– E-business- E-Commerce – E-Marketing – E -Marketing Domains – Challenges of E-Commerce -M-Commerce- Meaning – Growth-opportunities-Issues-and Challenges-Future of M-commerce.

Unit II: Digital Marketing Environment and Strategy

Online buying behaviour-online marketing -objectives- Digital Marketing Strategies and objectives – Online auction and tendering. Building a digital marketing plan- Digital marketing Metrics, Analytical and Reporting –Integrating-Improving and transforming digital marketing in the 21st Century.

Unit III: Digital Marketing Mix

Digital Marketing Mix- 4Ps of digital Marketing -Porter’s five forces-Brand or Perceptual Positioning map-customer life time value-segmentation-Boston consulting Group Matrix. Multichannel retailing –the retail websites – The check out process-fulfillment – e-market places and companion data.B2B buying practices – The B2B Website-Lead generation – E Market places.

Unit IV: Online Advertising

Meaning and Objectives - Management of online advertisement-Search engine advertising – Net work advertising – Affiliate programmes- E-mail Marketing- Social media and online consumer engagement- different forms of social media-Social media dash boards. Consumer – business relationship – Online audience- Human Information Processing- Visual design Practice-Writing for the Screen- Site Structure- Interactive advertising.

Unit V Legal and Ethical aspects of Digital marketing

Observation and experimental data - legal and ethical aspects of digital marketing-Green Marketing - Digital Networks as a Communication Medium – Customer satisfaction in digital marketing – Legal issues and challenges – Remedies in CPA 1986.

Text Books :

1. Simon Kingsnorth 2016, Digital Marketing Strategy : An Integrated Approach to Online Marketing Great Britain and the United States, Kogan Page Limited,USA
2. Damian Ryan.Calvin Jones2016, Understanding Digital Marketing: Marketing Strategies for engaging the Digital Generation Great Britain and the United States, Kogan Page Limited,USA
3. Charles F.Hofacker 2018, Digital Marketing Communicating, Selling and Connecting Edward Elgar Publishing Limited, UK

Supplementary Readings:

1. Vandana Ahuja Digital Marketing 2016, Oxford University Press, New Delhi
2. Annmarie Hanlon 2016, Digital Marketing Strategic Planning & Integration Sage PublicationsNew Delhi
3. Drayton Bird, 2017, Commonsense Direct & Digital Marketing Great Britain and the United States, Kogan Page Limited,USA
4. MarjoleinVisser, BerendSikkenga, Mike Berry 2018, Digital Marketing Fundamentals Wolters- Noordhoff B.V USA
5. Travis Wright, Chris 2016, Digital Sense .Wiley Publishers U.S.A

Course Outcomes:

After the successful completion of the course, students will be able to

CO1. Recognize the changing dimensions of digital marketing.

CO2. Understand the forces behind the digital marketing

CO3. Recognize the significance of digital marketing mix

CO4. Discriminate various models of digital marketing

CO5. Understand the significance of online advertising

Outcome Mapping

CO/ PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO 10	PO 11	PO 12	PSO 1	PSO 2	PSO 3	PSO 4	PSO 5	PSO 6
CO1			✓	✓				✓	✓		✓	✓	✓		✓			✓
CO2		✓		✓			✓		✓				✓		✓			
CO3							✓		✓				✓					
CO4				✓		✓							✓		✓	✓		✓
CO5	✓			✓			✓	✓	✓				✓					

Learning Objectives:

LO1. To enable the students to have a thorough understanding of changing role of HRM in global and Indian perspective.

LO2.. To disseminate the students about various methods of recruitment, training and performance appraisal techniques

LO3.To impart the students to gain expert knowledge of various theories of motivation and human resource audit.

Unit I: Introduction to Human Resource Management

HRM Concepts – Significance- Scope –Nature of human resource management – Features of HRM – Personal Management Vs HRM, Functions of HRM-Competencies of HR manager- Employer Identifying – and competency mapping – Changing role of HRM - Global and Indian scenario.

Unit II: HR Planning & Job Analysis

Importance of HR planning- Characteristics of HR planning – Factors influencing HR planning Levels – Process in HR planning – HR – Format System – Job analysis – Job description – Job designation.

Unit III: Human Resource Development

Recruitment – Factors – Recruitment Policy- Recruitment process – Sources of recruitment – selection – Concept – Selection Strategies – Selection Tests – Interview – Process- Types –Training- Features- Process- Various methods of Training.

Unit IV: Performance appraisal & Compensation Management

Concept – Scope – Significance – Objectives- Traditional and Modern methods of appraisal – MBO – 360 degree appraisal – developing carriers- talent management- Compensation – Job evaluation – Methods – Compensation management and compensation plan – Wage – Wage structure – Methods of Wage payment.

Unit V: Motivation

Meaning – Nature – Significance – All Theories of Motivation – Approaches to Motivation – Motivational Applications – Human Resource Audit – Meaning – Objectives – Quantitative indicators – HR Audit Plan.

Text Books:

- 1.Prasad, L M, 2017,Human Resource Management, Sultan Chand &Sons, New Delhi.
- 2.Aswathappa, K ,2017,Human Resource Management, 6(e)Tata McGraw Hill Education PVT Ltd, New Delhi.
- 3.Sundar K Srinivasan J 2018, Human Resource Management Vijay Nicole Imprints (P) Ltd,Chennai.

Supplementary Readings:

- 1.Gary Dessler, BijuVarkkey 2017, Human Resource Management – Pearson Education India Ltd.,New Delhi.
- 2.Rao, VSP 2018,Human Resource Management-Text and Cases, 3(e) Excel Books, New Delhi.
- 3.Narayan B,2016, Human Resource Management, APH Publishing Corporation, Ansari Road, Darya Ganj, New Delhi.
- 4.JayantMukherjee , 2017, Designing Human Resource Management Systems-A Leader's guide, SAGE Response, Mohan Co-operative Industrial Area, Mathura Road, New Delhi.
- 5.Jaya Bharathi, S., T. Raju, 2017,Human Resource Management , Wiley India Pvt. Ltd., New Delhi.

Course Outcomes:

After the successful completion of the course, students will be able to

- CO1.** Comprehend the fundamentals of Human Resource Management
- CO2.** Compute job analysis report and be able to develop job description and job specification.
- CO3.** Describe the various motivational applications in practice
- CO4.** Explain performance appraisal techniques and able to prepare performance appraisal forms
- CO5.** Develop human resource audit plan and conduct HR audit.

Outcome Mapping

CO/ PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO 10	PO 11	PO 12	PSO 1	PSO 2	PSO 3	PSO 4	PSO 5	P S O 6
CO1		✓								✓			✓					
CO2		✓			✓	✓		✓		✓			✓			✓		
CO3		✓				✓			✓	✓	✓							
CO4			✓	✓									✓			✓		✓
CO5		✓						✓					✓					

19CIBC202: FINANCIAL MANAGEMENT

Credits : 5
Hours : 80

Learning Objectives:

LO1. To enable the students to grasp principles and techniques of financial management

LO2.. To impart the students to understand the significance and application of cost of capital and capital structure theories

LO3. To impart the students to gain expert knowledge of dividend policy and working capital management

Unit I: Financial Management an Introduction

Nature and scope of financial management – objectives – Financial decisions – Relationship between Risk and Return – Role and functions of financial manager – Time value of money – concept of value and return.

Unit II: Cost of Capital and Capital Budgeting

Cost of Capital – Meaning and importance – Cost of debt, preference, equity and retained earnings – weighted average cost of capital – capital budgeting – Techniques – Traditional Methods - payback period and ARR - Discounted cash flow Technique – NPA, PI and IRR – Risk Analysis in Capital Budgeting.

Unit III: Financial Leverage & Capital Structure Theories

Financial leverage –measures – EBIT, EPS Analysis – operating leverage –financial - business and operating risks – Theories of capital structure – net income approach – Net – operating income Approach. MM Hypothesis – Determinants of capital structure ; Leasing – Nature & Types of leasing –Advantages and disadvantages of leasing

Unit IV: Dividend Policy

Dividend Theories – Walter's model – Gordon and MM's models – Dividend policy – forms of Dividend – Determinants of dividend policy

Unit V: Working Capital

Management of working capital – concept – importance – Determinants and computation of working capital – Management of cash, inventory and receivables.

Note: Question Paper shall cover 80% theory and 20% Problem in Capital Budgeting

Text Books:

1. Prasanna Chandra, 2018, Financial Management, Tata McGraw Hill Publishing Company Limited, Noida,
2. Maheswari S.N 2017, Financial Management, S.Chand& Sons Publisher, New Delhi.
3. KhanM Y and P K Jain 2018, Basic Financial Management, Tata McGraw-Hill Publishing Company Limited, New Delhi

Supplementary Readings:

1. GitmanL.J&Dr.M.Manickam, 2018, Principles of Managerial Finance, Pearson Education, New York
2. Pandeyl.M. 2017, Financial Management, Vikas Publication, New Delhi.
3. Khan & Jain, 2017, Financial Management, Tata McGraw Hill Publishing Company Limited, Noida,
4. Sharma Shashi R.K & Gupta K 2017, Financial Management, Kalyani Publishers, Ludhiana
5. Murthy A. 2017, Financial Management , Margham Publishers, Chennai

Course Outcomes:

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

CO1. Appraise the basic components of financial management

CO2. gain expert knowledge on calculating various techniques of capital budgeting.

CO3. generate and manage funds while undertaking any business venture.

CO4. gain expert knowledge in dividend decisions.

CO5. understand the computations and techniques of working capital.

Outcome Mapping

CO/ PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO 10	PO 11	PO 12	PSO 1	PSO 2	PSO 3	PSO 4	PSO 5	P S O 6
CO1									✓			✓				✓		
CO2	✓										✓					✓		
CO3	✓					✓	✓		✓				✓					
CO4									✓		✓		✓			✓		
CO5						✓	✓						✓			✓		

SUGGESTED MOOC COURSES:

1. **Corporate Financial Decision-Making for Value Creation** (Coursera), Created by: University of Melbourne, Delivered by: Coursera, Taught by: Paul Kofman Sean Pinder.
2. **Corporate Finance Essentials** (Coursera), Created by: IESE Business School, Delivered by: Coursera, Taught by: Javier Estrada.

Learning Objectives:

LO1.To train the students to acquire foundational understanding of conducting business research

LO2.To impart the students to have a sound knowledge of sampling design, data collection methods and analysis of data

LO3. To inculcate the students to learn the best practice of report writing

Unit I: Introduction to Research

Concept of Research, Social and Business Research-Objectives of Research – Significance – Types of Business Research – Steps in Business Research process - Identification of Research Problem–Literature survey – steps in literature review process – identification of Research Gap - Formulation of objectives and Hypothesis.

Unit II: Research and Sample Design

Research Design: Meaning– Features of good Design – Types of research Design. Sample Design: Census and Sample Survey – Steps in sample Design - Types of Sample Designs – Probability and non-probability sampling techniques

Unit III : Data Collection and Measurement of Scales

Meaning of Data- Classification of Data –Primary Data and Secondary Data – Method of Data Collection – Observation -Interview Tools - Questionnaires and schedules – collection of Secondary data-Scaling Technique - Types of Scales.

Unit IV: Processing and Analysis of Data

Data processing operations – Editing, Coding, Classifying and tabulation – Analysis of data –Application of Statistics in research : Descriptive statistics – Inferential analysis – Hypothesis testing – Meaning – Characteristics – Types of Hypothesis - steps in Testing of Hypotheses - Mean Difference and relationship testing

Unit V: Interpretation and Report writing

Interpretation: Meaning – Need for interpretation – Techniques of Interpretation – precautions. Report Writing: Meaning – Significance –Types of Report – Layout and mechanics of the research report writing– Footnotes, endnote and Citations- Bibliography.

Text Books

1. Anusree, M., Mohapatra, S., & Sreejesh, S. 2017, Business Research Methods - An Applied Orientation. Springer International Publishing. New Delhi
2. Kothari, C. 2018 ,Research Methodology Methods and Techniques. New Delhi: New Age International (P) Limited, Publishers. New Delhi
3. Kumar, R. 2017, Research Methodology - A step-by Step Guide for Beginners SAGE Publications India Pvt Ltd., New Delhi

Supplementary Readings:

1. Creswell, J. 2017, Research Design Qualitative, Quantitative, and Mixed Methods Approaches. New Delhi: SAGE Publications India Pvt. Ltd.
2. Neuman, W. 2014, Social Research Methods Qualitative and Quantitative Approaches. Harlow, Essex: Pearson Education Limited.
3. Walliman, N. 2018, Research Methods - The basics. New York: Routledge.
4. Zikmund, W. G. 2017, Business Research Methods Cengage Learning India Private Limited. New Delhi
5. Panneerselvam, R. 2018, Research Methodology : Prentice-Hall of India Private Limited. New Delhi

Course Outcomes:

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

CO1. Describe the objectives and types of research

CO2. Construct good research design.

CO3. Understand the significance and process of Business research

CO4. Have an insight into the sampling techniques and develop sampling plan

CO5. Analyze and interpret the data and write the research report

Outcome Mapping

CO/ PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO 10	PO 11	PO 12	PSO 1	PSO 2	PSO 3	PSO 4	PSO 5	P S O 6
CO1	✓		✓	✓	✓	✓			✓			✓				✓		
CO2	✓				✓	✓										✓		
CO3					✓			✓					✓			✓		
CO4					✓											✓		
CO5	✓		✓	✓	✓	✓		✓	✓				✓			✓		

SUGGESTED MOOC COURSES:

1. ***Understanding Research Methods***, Created by: University of London, Delivered by: Coursera, Taught by: J.SimonRofo and Yenne Lee.
2. ***Mastering Data Analysis in Excel***, Created by: Duke University, Delivered by: Coursera, Taught by Daniel Egger and Jana Schaich Borg.

Semester -2

19CIBC204: BUSINESS ANALYTICS

Credits: 5

Hours :80

Learning Objectives:

LO1. To enable the students to understand the role of business analytics in business data processing

LO2.. To impart the students to gain knowledge of application of information technology in the core business process

LO3. To equip the students with big data application in business intelligence

Unit I: Introduction to Business Analytics

Business Analysis-Different Levels - Business Analyst- Role of Business Analyst - Basic rules-Requirements and Tasks performed by Business Analyst –Project Definition and Scoping –Project phases and approaches – Role of Business Analyst across the project Life cycle.

Unit II: Information Technology Applications

Core business Process – Baldrige Business Excellence framework-Key purpose of using IT in Business – Enterprise Applications – Information users and their requirements – Data-Types- Attributes and Measurement-Types of data sets-Data quality-Types of Digital Data.

Unit III: Introduction to OLTP and OLAP

Introduction to OLTP and OLAP – Different OLAP Architectures-Data Models-Tools in Business Intelligence-Role of DSS, EIS,MIS and digital Dash boards – Need for Business Intelligence- Business Intelligence value chain-Components-applications-roles and responsibilities.

Unit IV: Data Integration

Data Integration-Data Warehouse-Goals-Data Sources- Data Integration Technologies-Data Quality maintenance-Data profiling-Data modeling-Types and Techniques-Fact table-Dimension Table-Typical Dimensional Models-Life cycle-Designing..

Unit V: Performance and Measurement system Terminology

Performance and Measurement System terminology- Role of Metrics –Supply Chain-Fact based decision making and KPIS use of KPIs-Potential source for metrics-Enterprise Reporting –Report Standardization –Balanced score card Scoreboards Vs Dashboards-Business Intelligence in Real world- Mobility-Cloud computing.

Text Books:

1. Edward Mize 2017, Data Analysis, Create Space Independent Publishing Platform
2. Seema Acharya R.N.Prasad 2016, Fundamentals of Business Analysis Wiley
3. Pang –Ning Tan, Michael Steinbach, AnujKarpatne and Vipin Kumar 2018, Pearson Publishers .

Supplementary Readings:

1. Paul Turner 2018, Business Analysis Techniques, International Institute of Business Analyst, London
2. Howard Podeswa 2017, Handbook of Business Analyst , outskirts Press, London
3. Debra Paul, Lynda Girvan 2018, Business Analyst, BCS Learning & Development Limited, New Delhi.

Course Outcomes:

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

- CO1.** Understand the language of business analytics, theory and models in the field of business analytics
- CO2.** Perceive skills on data analytics and its application
- CO3.** Gain expert knowledge in data integration technology
- CO4.** Analyze different types of digital data, use of appropriate models for analysis and derive insights from results
- CO5.** Equip with key analytical tools and techniques of business intelligence

Outcome Mapping

CO/ PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO 10	PO 11	PO 12	PSO 1	PSO 2	PSO 3	PSO 4	PSO 5	P S O 6
CO1	✓	✓		✓											✓		✓	
CO2		✓		✓											✓		✓	
CO3				✓					✓			✓			✓		✓	
CO4				✓											✓		✓	
CO5	✓		✓	✓					✓			✓			✓		✓	

Semester -3

19CIBC301 ACCOUNTING FOR MANAGERIAL DECISIONS

Credits: 5

Hours :80

Learning Objectives:

LO1. To acquaint students with evaluation of management accounting

LO2.. To provide exposure to the students to prepare various budgets

LO3. To impart the students knowledge on marginal costing and variance analysis

Unit I : Introduction to Management Accounting

Management Accounting as an area of accounting; Objectives, nature, Functions and scope of financial accounting, cost accounting and management accounting- Management accounting and Managerial decisions; Management accountant's role and responsibilities.

Unit II :Analysis and Interpretation Financial Statements

Meaning and objectives-Devices used in analyzing financial statements – Comparative-Common size statements - Trend-Ratio Analysis-Nature-Significance-Limitations-Interpretation of Ratios-Classification-Liquidity-Solvency-Profitability-Turn over – Financial position ratios.

Unit III :Funds Flow / Cash flow Statements and Budgetary Control

Meaning and uses of Funds flow and cash flow statements-Construction of Funds flow and cash flow statements- Budgeting- Types of Budgets-Budgetary control

Unit IV :Marginal costing and Break Even Analysis

Concept of Marginal cost-Cost volume profit analysis-Break Even analysis-Assumptions and practical applications of break-even analysis-Decisions regarding sales mix, make or buy decisions and discontinuation of a product line etc.

Unit V :Standard costing and Variance analysis

Standard costing as a control technique-Setting of standards and their revision-Variance analysis-Meaning and Importance-Kinds of variance and their uses- Material-Labour-overhead and Sales variances

Text Books:

- 1.Maheswari S.N.,2017, Principles of Management Accounting ,Sultan Chand & Sons New Delhi.
- 2.Sharma Shashi R.K & Gupta K, 2016 ,Management Accounting, Kalyani Publishers, New Delhi.
- 3.Murthy A and Gurusamy S 2018,Management Accounting, Vijay Nicole Imprints Private Limited, Chennai

Supplementary Readings:

- 1.Kaplan&Afkinson 2016, Advanced Management Accounting, Prentice Hall of India, New Delhi.
- 2.Solomon Raj, L and Arockiyasamy,A. 2016,Management Accounting, Tata McGraw Hill Publishing Ltd, New Delhi.
- 3.Pillai R.S.N & Bagavathi.V 2017, Management Accounting, S.Chand & Co., New Delhi
- 4.Hingorani N.L &Ramanthan Ed.by T.S.Grewal, 2015, Management Accounting, Sultan Chand & Sons, New Delhi.
- 5.Ravi M.Kishore, 2017, Management Accounting, Taxmann's Students Publications, New Delhi.

Course Outcomes:

After the successful completion of the course, students will be able to

CO1. Understand the basics of management accounting

CO2. Appreciate and analyse the financial statements

CO3. Appreciate the implications funds flow and cash flow statements

CO4. Calculate marginal costing and breakeven point

CO5. Analyze standard costing and Variance analysis

Outcome Mapping

CO/ PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO 10	PO 11	PO 12	PSO 1	PSO 2	PSO 3	PSO 4	PSO 5	P S O 6
CO1	✓			✓	✓	✓							✓					✓
CO2	✓	✓			✓	✓						✓	✓					
CO3			✓			✓						✓	✓		✓			
CO4			✓		✓			✓				✓			✓			✓
CO5	✓	✓			✓						✓				✓			✓

SUGGESTED MOOC COURSES:

1. *Corporate Financial Decision-Making for Value Creation* (Coursera), Created by: University of Melbourne, Delivered by: Coursera, Taught by: Paul Kofman Sean Pinder.
2. *Accounting for Decision Making (Coursera)*, Created by: University of Michigan, Delivered by: Coursera, Taught by: Greg Miller.

Learning Objectives:

LO1. To acquaint students with knowledge of Banking Legislations

LO2.. To enable the students to understand the knowledge of Demonetization and Remonetization

LO3. To impart the students to understand the new concepts of digital banking

Unit I: Banking Legislations

Evaluation of Banking Legislations in India – Reserve Bank of India Act 1934 -Major provisions of Banking Regulation Act 1949/1970 Act - Banking Companies (Acquisition and Transfer of undertakings)-Changing Scenario of Banking system-Ordinance 1980 and its Amendment Bill 2005

Unit II: Changing Profile of Indian Banking

Changing scenario of Indian Banking System- Shift from security to purpose orientation-Change from wholesale character to Retail Character- Financial Exclusion-Need for financial inclusion – Move towards universal banking-Meaning –RBI Guidelines on Universal banking – Hurdles in Universal Banking.

Unit III: Bank Deposits, Loans and advances

.Customers accounts with the Banker-Deposits-Opening of bank accounts-Types of deposits accounts-NRI Deposits - General Rules of sound Lending-Forms of Advances-Credit Appraisal Techniques –Determining credit worthiness-Sources of credit information.

Unit IV: Demonetization and Remonetization

Demonetization – History of Demonetization in India-Meaning-Definition-Background-Objectives-Advantages and Disadvantages. Demonetization – Black money – fake money- Digital financial transactions-cash less economy – Remonetization- The Role of RBI in demonetization and Remonetization-Role of National Payment Corporation of India.

Unit V: Payment System & Digital banking

Rupay- Rupay Secure- IMPS – National Unified USSD Platform (USSD)-National Automated Clearing House (NACH)- Aadhaar Enabled payment System(AEPSC-KYC/MICR Vs CTS-Comparison –National Financial Switch (NFS) RTGS,NEFT,UPI,CCIL-National Payment Corporation – Forex Settlements, Securities Settlement- Innovative Banking Payment System

Text Books :

1. Gurusamy S 2017, Banking Theory Law & Practice, Vijay Nicole Imprints (P) Ltd, Chennai
2. Arunajatesan S 2017 Technology in Banking Margham Publications Chennai..
3. Digital Banking 2016 Indian Institute of Banking and Finance, Taxmann Publication New Delhi.

Supplementary Readings:

1. Subba Rao S and P.L Khanna 2014 Principles & Practice of Bank Management, Himalya Publishing House, Mumbai.
2. Gurusamy S 2017 Banking Theory Law & Practice, Tata McGraw Hill,Uttarpradesh
3. Murali S.and Subbakrishna , 2012 Bank and Credit Management, Himalaya Publishing House,New Delhi.
4. Indian Institute of Banking and Finance, 2016 ,Principles & Practice of Banking, McMillan, Mumbai
5. Indian Institute of Banking and Finance, 2016 ,General Bank Management, McMillan, Mumbai

Websites: National Payment Corporation of India, CCIL.

Course Outcomes:

After the successful completion of the course, students will be able to

CO1. Understand the provisions of banking legislations

CO2. Appreciate the changing profile of Indian banking

CO3. Understand bank deposits loans and advances

CO4. Understand the implications of Demonetizations and Remonetization

CO5. Implication of modern automated clearing house and its uses

Outcome Mapping

CO/ PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO 10	PO 11	PO 12	PSO 1	PSO 2	PSO 3	PSO 4	PSO 5	PSO 6
CO1	✓	✓		✓			✓						✓	✓				
CO2				✓	✓					✓			✓					✓
CO3		✓		✓				✓						✓				✓
CO4			✓		✓	✓							✓					
CO5	✓				✓	✓					✓		✓					✓

Semester -3

19CIBC303 PRINCIPLES AND PRACTICE OF LIFE INSURANCE

Credits: 5

Hours :80

Learning Objectives:

LO1. To enable the students to know the basis of the Life insurance and Risk coverage

LO2.. To impart the students to understand different types of life insurance policies

LO3. To make the students to know the assignment and nomination procedures in the life insurance policies

Unit I: Introduction to Insurance

Meaning and Definition of Insurance – Functions-Features- Advantages-Fundamentals –Principles- Role of Importance-Evolution of Insurance-Main features of Insurance contract-Kinds of Insurance organizations-Role of Insurance in the Development of Commerce and Industry-Current Trends of Outsourcing Sector in India

Unit II: Life Insurance and Risk Coverage

Annuities – Selection and Measurement of Risk and Mortality Table- Treatment of Sub-Standard Risk-Reserve-Investment Funds-Valuation and Surplus-Policy condition-Life Insurance Corporation of India..

Unit III: Life Insurance for the under privileged

Industrial, group and micro life insurance-disability benefit policies-Social society schemes and pension plans – Role of Development Officer.

Unit IV: Classification of Life Insurance Policies

Life Insurance Policies-Classification of Policies- Shopkeepers Insurance Policy-Non Medical Scheme-Pension Policies of LIC of India-Types of premium factors that affect premium calculation-Plan of premium-Computation of Surrender value.

Unit V: Assignment and Nomination of Life Policies

Types of Assignment-Nomination of Life Policy-Procedure to make Domination-Cancellation of Nomination-Difference between Nomination and Assignment-Revival of lapsed policies.- Procedure of setting Life Claims.

Text Books :

1. Mishra S.B 2016, Insurance Principles and Practices, S.Chand & Sons New Delhi
- 2.. Periyasamy P 2016 ,Fundamentals of Insurance Vijay Nicole Imprints Private Limited, Chennai
3. Insurance Institute of India, 2013, Practice of General Insurance, Insurance Institute of India

Supplementary Readings:

1. Magee J & Bickihaupt D 2015, General Insurance, Cambridge University Press
2. Arun Agarwal Rao P.R 2016, Study on Distribution Functions in General Insurance and Role of Intermediaries Sage Publication, New Delhi.
3. Gupta P.K Anil Kumar Meena 2015, General Insurance, Himalaya Publishing house (P) Ltd, Mumbai
4. Palande P.S Shah R.S and Lunawat M.L 2013, Insurance in India: Changing Policies and emerging opportunities , Response Books, New Delhi
5. Frappoli.M 2015, General Insurance for Information Technology, Professional Publications, New Delhi

Course Outcomes:

After the successful completion of the course, students will be able to

CO1. Understand the mechanics of insurance

CO2. Gain exposure to life insurance and risk coverage

CO3. Gain familiarity about various types of policies

CO4. Understand the provisions of policies of LIC of India and its computation

CO5 Apply the knowledge of assignment and nomination of life policies

Outcome Mapping

CO/ PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO 10	PO 11	PO 12	PSO 1	PSO 2	PSO 3	PSO 4	PSO 5	P S O 6
CO1	✓	✓				✓				✓		✓	✓	✓	✓		✓	✓
CO2	✓	✓		✓		✓				✓	✓					✓		✓
CO3	✓		✓		✓						✓					✓	✓	✓
CO4	✓	✓			✓	✓						✓				✓		
CO5	✓			✓					✓			✓			✓			✓

Semester -3

19CIBP304: INSTITUTIONAL TRAINING/ INTERNSHIP

Credits: 5

Learning Objectives:

LO1. To enable the students to familiarize with institutional/industrial environment

LO2.. To provide students an insight into the organizational structure of an institution/industry

LO3. To equip the students to gain practical knowledge on institution/industrial operations

Course Outcomes:

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

CO1. Familiar with institution/industrial environment

CO2. Understand the organizational structure of an institution/industry

CO3. Comprehend the institutional/industrial practices like, HR, Finance, Manufacturing and Marketing

CO4. Gain practical knowledge on institutional/industrial operations

CO5. Integrate the theoretical knowledge with practical knowledge

Outcome Mapping

CO/ PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO 10	PO 11	PO 12	PSO 1	PSO 2	PSO 3	PSO 4	PSO 5	PSO 6
CO1		✓	✓		✓	✓	✓	✓			✓		✓	✓	✓	✓		
CO2									✓		✓	✓	✓	✓		✓	✓	
CO3		✓		✓		✓	✓	✓					✓	✓		✓	✓	
CO4		✓	✓						✓			✓		✓	✓	✓		
CO5		✓						✓	✓			✓	✓	✓	✓	✓		

19CIBC401 BANK CREDIT AND RISK MANAGEMENT

Credits: 5

Hours :80

Learning Objectives:

LO1. To impart the students to understand the fundamental knowledge of Risk Management System in Banks

LO2.. To enable the students to know the credit policy regulatory requirements of modern banks

LO3. To make the students to understand the legal provisions of credit information Bureau

Unit I: Risk Management

Risk and Banking Business – Risk Regulations in Banking Industry – Market Risk – Credit Risk – Operational Risk – Liquidity Management – Interest Rate Risk Management

Unit II: Credit Policy in Banks

Meaning – Types – Objectives – Regulatory Requirements – Credit Policy as a Risk Management Tool- Regulatory Framework- Cash Reserve Ratio (CRR) – Methodology – Statutory Liquidity Ratio (SLR) – Approved Securities – Penalty for Non-maintenance of CRR/SLR.

Unit III: Credit Information Bureau Services

Credit Information Bureau – International Scenario – Development of CIB in Asian Countries – Credits Information Services in India – Setting up of CIB in India – Legal Obligation and FIs – Credit Information Bureau (India) Ltd. (CCBBL).

Unit IV: Prudential Norms

Prudential Norms - Income Recognition and Asset Classification Norms – Meaning – Norms for Treating an Advance – Provisioning Norms – RBI Guidelines – Concepts of ENPA.

Unit V: Recovery Management

Legal and Non Legal Recovery measures- Debt Recovery Tribunal-Asset Securitisation and Asset Reconstruction-SARFAESI Act.

Text Books :

1. Ajay Kumar and Chatterjee D.P 2015, Risk Management, Indian Institute of Banking & Finance, MacMillan India Ltd, New Delhi.
2. Benson Kunjukunju 2016, Commercial Banks in India (Growth, Challenge and Strategies), New Century Publications, New Delhi.
3. Data Ranjoshi 2015, Strategy and organization of Corporate Banking. Cyber Tech Publications, New Delhi.

Supplementary Readings:

1. Murali S and Subbakrishna 2015, Bank Credit Management, Himalaya Publishing House, New Delhi.
2. Indian Institute of Banking and Finance 2014, Principles Practices of Banking, MacMillan, Mumbai.
3. Indian Institute of Banking and Finance 2015, General Bank Management, MacMillan, Mumbai.
4. Indian Institute of Banking and Finance 2016, Risk Management, MacMillan, Mumbai
5. Arundeeep Singh, N.S Toor, 2016, Credit and Risk Management- A Practical Approach, Skylark Publication, New Delhi.

Course Outcomes:

After the successful completion of the course, students will be able to

- CO1.** Comprehend the mechanics of risk management
- CO2.** Gain knowledge on credit policy in banks and credit information bureau
- CO3.** Appreciate prudential norms and recovery management
- CO4.** Apply the knowledge of credits information services of India
- CO5.** Understand Assets Securitization and reconstruction

Outcome Mapping

CO/ PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO 10	PO 11	PO 12	PSO 1	PSO 2	PSO 3	PSO 4	PSO 5	PSO 6
CO1	✓	✓									✓	✓	✓	✓				✓
CO2		✓								✓		✓		✓				
CO3				✓							✓	✓	✓	✓				✓
CO4		✓			✓							✓			✓		✓	
CO5	✓	✓				✓						✓	✓					

Semester -4

19CIBC402 EXPORT-IMPORT PROCEDURES AND DOCUMENTATION

Credits: 4

Hours :80

Learning Objectives:

LO1. To enable the students acquire the knowledge of export import procedures

LO2.. To train the students to know the general provisions regarding import and export documentation

LO3. To impart the students gain expert knowledge of ECGC schemes

Unit I :Export Trade Facilitation

Different categories of Exporters – Types of Export –Export Licensing procedures and formalities- Pre-requisite of Export and Import- Negative list of Exports

Unit II: Import Trade Facilitation

Duty free Import Authorization scheme- Electronic filing (on line) procedure- Non Electronic filing procedure- Import under tariff rate quota scheme-General provisions regarding import-Transfer/Disposal of imported goods

Unit III: Import and Export Procedure

Advance Authorization scheme for imported inputs (Raw materials) – Procedure- Imports for jobbing, repairing and servicing- Duty free imports of specified goods – Export Inco terms- Selection of Export Products – Identification of Export Markets- Finding customers/agents- correspondence- Negotiations- Pricing and payment terms-Processing of an Export order- Steps for Exporting – Export Establishment- Registration –Export procedure-Export of samples

Unit IV: Import and Export Documentation

Import Authorization/CCP1 procedure for restricted items- Application forms- Import Procedure –Applications for Export Promotion Councils-IEC Forms-Export Contracts-Processing of an Export order- Manufacture in Bond (Excise& Customs Regulations) – Pre-shipment inspection- Export packing, -Shipping Documents and Declarations-Excise formalities –shipment and realization of export sale proceeds-Banking and Foreign Exchange Forms

Unit V : Cargo, Credit and Exchange Risks

Shipment through container-Air-Land-Post parcel –Marine Insurance-need, types and procedures- ECGC schemes for risk coverage, and procedure for filling claims

Text Books:

1.Mahajan M.I, 2015, Export Policy, Procedure and Documentation, Snow white Publications, Mumbai

2.Natarajan L 2017, Import & Export Procedure (Import Management), Margham Publications, Chennai.

3.Rathor B.S &Rathor, J.S 2016, Export Marketing, Himalaya Publishing House, New Delhi

Supplementary Readings:

1.Francis Cherunilam 2016, International Trade & Export Management, Himalaya Publishing House, New Delhi

2.Paras Ram , 2017, Nilkhil Garg Export : What, Where and How? Anupam Publishers, Delhi

3.Hand Book of Export Import Procedures: Ministry of Commerce 2015-2020 Government of India Volume No:1 and 2

4.Mahajan M.I, 2015, Export Do it yourself, Snow white Publications, Mumbai

5.Mahajan M.I, 2015, Import Policy, Procedure and Documentation, Snow white Publications, Mumbai.

Course Outcomes:

After the successful completion of the course, students will be able to

- CO1.** Gain general exposure to export and import trade
- CO2.** Acquainting with export and import procedure and documentation
- CO3.** Gain familiarity with exchange risk
- CO4.** Understand the steps for exporting and their by-laws
- CO5.** Apply the idea of shipment through containers

Outcome Mapping

CO/ PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO 10	PO 11	PO 12	PSO 1	PSO 2	PSO 3	PSO 4	PSO 5	PSO 6
CO1	✓	✓				✓	✓					✓		✓		✓		
CO2	✓	✓										✓		✓		✓		✓
CO3		✓					✓					✓		✓			✓	
CO4	✓	✓									✓	✓				✓		
CO5	✓	✓				✓						✓				✓		✓

Semester -4

19CIBC403 PRINCIPLES AND PRACTICE OF GENERAL INSURANCE

Credits: 5

Hours :80

Learning Objectives:

LO1. To train the students to understand the evolution and growth of general insurance

LO2.. To impart the students to know the various policies regarding marine and fire insurance

LO3. To enable the students to understand the basic rules of IRDA

Unit I : Role of General Insurance Business

Introduction-General Insurance in India-General Insurance Business (Nationisation) Act 1972-General Insurance Corporation of India (GIC)- The changing Scenario of General Insurance Business- General Insurance Act 1972.

Unit II: Nature of Marine Insurance Contract

Marine Insurance Policies –Characteristics -Essential elements of Marine Insurance- Clauses- Policy condition-Premium calculation-Marine losses-Payment Claims-- Refund of premium- Reinsurance in Marine Insurance Scheme -Mutual Insurance-Procedure for taking out a Marine Policy-Marine Insurance Policy and important clauses-Marine Insurance Act 1963.

Unit III: Nature of Fire Insurance

Nature and use of Fire Insurance-Fire Insurance Contract-Kinds of Policies – Procedure of Buying Fire Policy-Policy conditions-Rate Fixation-Payment of Claims-Re-insurance

Unit IV: Miscellaneous Insurance – I

Money Insurance – Introduction -Scope- Functions –Coverage-Special features- exclusions-conditions-underwriting consideration- Rating pattern- Claims Procedure- Bankers Indemnity and jewelers- Block insurance-coverage.

Unit V: Miscellaneous Insurance – II

Agricultural Insurance-Cattle Insurance-Live Stock Insurance-Poultry Insurance – Sheep and Goat Insurance- Micro Insurance- Motor Insurance –Motor third party pool-Dy functional motor market-knock for knock agent--Insurance Regulatory and Development Authorities (IRDA) –Objectives-Powers and functions.

Text Books :

1. Sundar.K 2017 Principles and Practices of Insurance, Vijay Nicole Imprints Ltd, Chennai
2. Mishra S.B 2016 Insurance Principles and Practices, S.Chand New Delhi
3. Periyasamy P 2016 Fundamentals of Insurance Vijay Nicole Imprints Private Limited, Chennai

Supplementary Readings:

- 1.Magee J & Bickihaupt D 2014 General Insurance, Irwin Publishers, New Delhi Publications New Delhi
- 2.Arun Agarwal Rao P.R 2012 Study on Distribution Functions in General Insurance and Role of Intermediaries Sage Publication, New Delhi.
- 3.Gupta P.K Anil Kumar Meena 2015, General Insurance, Himalaya Publishing house (P) Ltd, Mumbai
- 4.Palande P.S Shah R.S and Lunawat M.L 2013 Insurance in India: Changing Policies and emerging Opportunities , Response Books, New Delhi
- 5.Frappoli.M 2015,General Insurance for Information Technology, Professional Publications, New Delhi.

Course Outcomes:

After the successful completion of the course, students will be able to

CO1. Appreciate the role of general insurance

CO2. Familiarize with mechanics of marine and fire insurance contract

CO3. Appreciate the various insurance cover for miscellaneous insurance

CO4. Familiarize the provisions of IRDA Act

CO5. Gain knowledge on nature and use of fire insurance

Outcome Mapping

CO/ PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO 10	PO 11	PO 12	PSO 1	PSO 2	PSO 3	PSO 4	PSO 5	PSO 6
CO1	✓	✓				✓						✓		✓		✓	✓	
CO2	✓	✓								✓		✓		✓				✓
CO3			✓				✓					✓					✓	✓
CO4		✓								✓		✓				✓		✓
CO5	✓		✓							✓							✓	✓

Semester -4**19CIBP404 PROJECT AND VIVA VOCE****Credits: 8****Learning Objectives:**

LO1. To enable the students to gain practical exposure to working of various types of Banking institutions

LO2. To equip the students themselves with the skills of organizing and running the business through innovative Banking models

LO3. To engage the students themselves with the day to day working problems of bank (Both Private and Public Sector Banks) and to gain knowledge based experience to resolve such problems

Course Outcomes:

After the successful completion of the course, the students will be able to

CO1. Understand the working procedure of Banking institutions on democratic basis

CO2. Assess the performance of ongoing Banking institutions

CO3. Organize local specific Banking institutions of their choice themselves

CO4. Audit the working and performance of Banking institutions

CO5. Recommend suggestions for better performance of Banking institutions

Outcome Mapping

CO/ PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO 10	PO 11	PO 12	PSO 1	PSO 2	PSO 3	PSO 4	PSO 5	PSO6
CO1	✓				✓		✓		✓			✓					✓	✓
CO2			✓	✓			✓			✓					✓			
CO3		✓		✓				✓						✓		✓		
CO4	✓			✓	✓			✓			✓		✓	✓				
CO5				✓		✓			✓		✓					✓		✓

Elective Courses
Department Electives (DE)

S. No	Course Code	Course Title
1.	19CODE205.1	Corporate Social Responsibility
2.	19CODE205.2	International Finance and Foreign Exchange
3.	19CODE205.3	International Logistics Management
4.	19CODE305.1	Goods and Services Tax
5.	19CODE305.2	Marketing of Financial Services
6.	19CODE305.3	Project Finance and Management

Learning Objectives:

LO1. To enable the students to understand the meaning and concept of Corporate Social responsibility

LO2. To enable the students to understand the preparation of Customer Relationship Reports

LO3. To impart the students to gain knowledge on principles and practice of CSR in Indian context

Unit I: Meaning of Corporate Social Responsibility (CSR)

Meaning and Definition of CSR - Principles of CSR - CSR and Corporate Governance - Drivers of CSR - Concept of Charity- Corporate Citizenship -Corporate Philanthropy.

Unit II: CSR Policy under Sec. 135 of the Companies Act 2013

CSR Policy - Constitution of CSR committee and its composition - CSR Design - CSR Budget -Implementation of CSR - CSR Process - CSR Activities - Provision of CSR in Companies Act, 2013

Unit III: CSR Activities

Meeting of the CSR Committee - Preparation of CSR Report - Placing CSR Report in Board meeting - Board's responsibility towards CSR - CSR project management approach - Evaluation of CSR projects –

Unit IV: Evaluation of CSR Activities

Internal Monitoring and Evaluation of CSR Activities - External Monitoring and Evaluation of CSR Activities; - CSR Committee and Board level review of CSR performance - CSR Reporting

Unit V: Audit and Standards CSR

CSR Audit; various issues relating to CSR Audit - Sustainability of CSR Audit - benefits of CSR audit - CSR Ratings, CSR awards. Social Accountability 8000(SA8000) - Indian Standard Organization (ISO-26000-2010).

Text Books

1.Sanjay K. Agarwal 2017,Corporate Social Responsibility in India Sage Publications New Delhi.

2.Nancy Lee and Philip Kotler 2017,Corporate social Responsibility: Doing the most Good for your company, John Wiley & Sons, USA

3.WayneVisser 2018,CSR 2.0 Transforming Corporate Sustainability and Responsibility, Springer Science & Business Media,USA

Supplementary Readings:

1.Mia Mahmudur Rahim 2015,Legal Regulation of Corporate Sustainability and Responsibility Springer Science & Business Media, USA

2.Christoper 2018,Sustainable Value: How the world's leading companies doing well by doing good Stanford University Press, USA

3.Ilangovan D & R.Durga doss 2018, Corporate Governance – An Insight, The United Publishers, Mangalore

Course Outcomes:

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

CO1. Gain all essential and fundamental knowledge on the principles and practices of CSR in India.

CO2. enhance the skill of implementing the CSR in their own enterprises as and when

CO3.augment the skill to bring up their start-ups.

CO4.Evaluate CSR activities

CO5.Tackle various issues relating to CSR audit

Outcome Mapping

CO/ PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO 10	PO 11	PO 12	PSO 1	PSO 2	PSO 3	PSO 4	PSO 5	PSO 6
CO1								✓	✓	✓					✓			
CO2		✓				✓									✓			✓
CO3							✓		✓		✓	✓			✓			
CO4				✓		✓		✓	✓		✓				✓			✓
CO5			✓												✓			✓

19CODE205.2 INTERNATIONAL FINANCE AND FOREIGN EXCHANGE

Credits: 3
Hours : 60

Learning Objectives:

LO1. To enable the students to gain knowledge on international financial institutions and its Functions

LO2. To make the students to comprehend the foreign exchange dealings by commercial banks and RBI

LO3. To educate the students to understand and compute the exchange rates

Unit I Introduction

Significance and Importance of International Finance – Scope and Limitation – Foreign Aid – Indian Experience.

Unit II International Financial Institutions

Organisation, Functions, Objective and working of International Bank for Reconstruction and Development (IBRD) and International Monetary Fund (IMF).

Unit III Regional Financial Institutions

Objectives and Functions of International Development Association, International Finance Corporation – The Bank for International Settlements (BIS) and Asian Development Bank (ADB).

Unit IV Foreign Exchange

Foreign Exchange – Meaning and Definition – Foreign Exchange Market – Authorised Dealers – Money changers – Foreign Exchange Dealings by Commercial Bank and Reserve Bank of India

Unit V Rate of Exchange

Introduction – Factors influencing exchange rates – Direct rate and Indirect Rate – Exchange arithmetic – Computation of exchange rates.

Text Books :

1. Alan C. Shapiro 2017, Multinational Financial Management, Prentice Hall of India, New Delhi

2. Bhalla, V.K 2016 International Financial Management, Anmol Pub., New Delhi.

3. Keshkamat, V.V-2015, Foreign Exchange: A Introduction, Vivek Pub., Mumbai

Supplementary Readings:

1. Balagopal, T.A.S 2016, Export Management, Himalaya Pub., Mumbai,

2. Buckley 2016 Multinational Finance, PHI, New Delhi.

3. Jeevanatham 2016, Foreign Exchange & Risk Management, Sultan Chand, New Delhi.

4. Jeevanatham 2016, Foreign Exchange – Principles Practices & Control, Sultan Chand, & Sons, New Delhi.

5. Simha, SLN 2017, International Monetary Reforms, Vora & Co, Mumbai,

Note: Theory Questions Only

Course Outcomes:

After the successful completion of the course, students will be able to

CO1. Appraise the fundamental knowledge on working of international financial Institutions in India.

CO2. Gain knowledge of role of international financial institutions like BIS and ADB

CO3. Monitor foreign exchange market movement

CO4. Recall the foreign exchange dealings by commercial banks and RBI.

CO5 Calculate and compute foreign exchange rates.

Outcome Mapping

CO/ PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO 10	PO 11	PO 12	PS O1	PS O2	PS O3	PS O4	PS O5	PSO 6
C01									✓			✓			✓			
C02											✓				✓			
C03	✓			✓								✓			✓			
C04									✓			✓			✓			
C05	✓			✓											✓			

19CODE205.3 INTERNATIONAL LOGISTICS MANAGEMENT

Credits: 3
Hours : 60

Learning Objectives:

- LO1.** To acquaint the students with basic knowledge of business logistics
- LO2.** To make the students to develop awareness about ocean transportation
- LO3.** To enable the students to acquire knowledge on inventory management

Unit I: Introduction to Business Logistics and Supply Chain

Business logistics and Supply Chain-Meaning-Importance-objectives and drivers
Strategy-Planning selecting proper channel, Performance measurement-outsourcing-Make or Buy approach

Unit II: Structure of shipping

Structure – Types of ships-Operating systems-Characteristics liner and tramp operators-code of conduct for liner conferences, freight structure and practices-chartering principles.

Unit III: Developments in Ocean Transportation

Containerization: CFS and inland container depots, Multi-modal transportation and CONCOR – Role of intermediaries including freight Agents, shipping agents, Container Agents.

Unit IV: Inventory and Warehousing

Inventory-Objectives, Bullwhip effect, control-Probabilistic inventory models- Risk pooling-Vendor managed inventory-Warehousing functions

Unit V: Transportation and Packaging

Transportation-Drivers modes measures-Strategies for transportation, 3PL and 4PL., Vehicle routing and scheduling-Packaging-Design consideration material and cost-packing

Text Books :

- 1.Natarajan L 2017, Logistics Supply Chain Management, Margham Publications, Chennai.
- 2.Sunil Chopra and Petermeindi 2016, Supply Chain Management – Strategy Planning and Operation PHI Learning, New Delhi
- 3.Donold J Bolversox and Davis J.Closs 2016, Logistics Management: The Integrated Supply chain, Tata McGraw Hill., New Delhi.

Supplementary Readings :

- 1.Rahul V.Altekar, 2016, Supply Chain Management, PHI Learning, New Delhi
- 2.Ailawadi and Rakesh Singh 2016, Logistics Management PHI Learning, New Delhi
- 3.Donold Waters and Palgrake 2016, Logistics: An Introduction to Supply Chain Management,Mac Millan, New Delhi
- 4.Sarika Kulkarni and Ashok Sharma 2018, Supply Chain Management, Tata McGraw Hill Publishing Company, New Delhi
- 5.Harold Dyckhoff and Springer 2017,Supply Chain Management and Reverse Logistics, International Edition, New Delhi

Course Outcomes:

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

- CO1.** Understand the knowledge about the fundamentals and basic concepts of business logistics and supply chain
- CO2.** Enlighten with the knowledge freight structure and practices in shipping
- CO3.** Master over the procedure and principles of ocean transportation
- CO4.** Understand the applicability of inventory management and warehousing Functions
- CO5.** Apply the strategies for transportation and packaging

Outcome Mapping

CO/ PO	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8	PO 9	PO 10	PO 11	PO 12	PS O1	PS O2	PS O3	PS O4	PS O5	PSO 6
CO1	✓	✓						✓	✓			✓			✓			
CO2	✓	✓						✓	✓			✓			✓			
CO3	✓	✓		✓				✓	✓			✓			✓			✓
CO4	✓	✓						✓	✓			✓			✓			
CO5	✓			✓											✓			

Learning Objectives:

LO1. To enable the students to understand the basic concept of indirect tax

LO2. To provide the students basic knowledge of provisions of GST

LO3. To educate the students with registration process, returns and payment procedure of GST

Unit I Introduction to Goods and Services Tax

Indirect Taxes – Problems of Indirect taxes – Need for introduction of GST – Commodities kept out the preview of GST – Other indirect Taxes

Unit II: Structure of GST

GST Structure – CGST –SGST- IGST – Futures – Exemptions – Schemes – Composition Schemes – Ordinary Scheme – GST Structured Rates

Unit III GST Registration Process

Registration process in GST – Types – Compulsory Registration - Cancellation

Unit IV: Input Tax Credit

Input Tax Credit – Adjustment of Debit Notes and Credit Notes – Problems in Input Tax Credit

Unit V Returns, Payments, Refund Process and Assessment

Process of Return Filing-Types of Returns - E-Ledger and E-Payment Process in GST- Assessment Methods – Refund under GST – Refund under Special Occasions - Authorities of GST

Text Books :

1. Balachandran V., 2018, Indirect Taxes, Sultan Chand & Sons, New Delhi
2. Satrangi G .Goods & Services Tax Precept and Practice 2018,Centax Publications, New Delhi
3. Anandaday Mishra, 2017, GST Law and Procedure, Taxmann Publication, New Delhi

Supplementary Readings:

1. C.A.Raj K. Agarwal, 2017, Taxation and Indirect Taxes, Taxmann Publication, New Delhi
2. V.S.Datey, 2017, Goods and Services Tax, Taxmann Publication, New Delhi
3. Pullani and Maniyar, 2017, Goods and Services Tax, Law Journal, Bangalore Development Limited, New Delhi.

Course Outcomes:

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

CO1.Comprehend the fundamentals of indirect tax and need for GST

CO2.Understand the structure of GST and their schemes in practice

CO3. Disseminate various modes of registration of GST

CO4.Familiarize with the adjustment of debit and credit notes

CO5. Understand and apply the e-filing of GST in practice

Outcome Mapping

CO/ PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO 10	PO 11	PO 12	PSO 1	PSO 2	PSO 3	PSO 4	PSO 5	PS O6
CO1												✓	✓	✓				
CO2	✓										✓		✓	✓				
CO3													✓	✓				
CO4													✓	✓				
CO5			✓	✓									✓	✓				

19CODE305.2 MARKETING OF FINANCIAL SERVICES

Credits: 3

Hours : 60

Learning Objectives:

LO1.:To acquaint the students with the concept and features of financial services.

LO2.: To enable students to learn the concept of market segmentation and buyer behaviour.

LO3. To educate students with 7- Ps of services marketing mix.

Unit I : Marketing Concept in Financial Services

Services Marketing-Concept-Features of Services Marketing-Need for applying Marketing Concept in Financial Services –Customer Services in Financial Marketing.

.Unit II : Market Segmentation and Buyer Behaviour

Financial Services Marketing-Environment-Market Segmentation in Financial Market-Buyer Behaviour with reference to Financial Services.

Unit III : Marketing Mix – Product and Place

Marketing Mix in Financial Services Markets-Product Development-Product Life Cycle-Branding related to Financial Services-Customer Loyalty-Place related issues in financial services

Unit IV :Marketing Mix – Price and Promotion

Pricing of financial services- Methods-Promotional Mix-Financial Advertising-Role of media-Corporate image-Publicity-Sales Promotion-Service Guarantee and Assurance.

Unit V : Marketing Mix- People, Procedure and Physical Evidence

Internal Marketing-Personnel for Financial Services-TQM-Procedural issues in Financial Services- Role in Service Delivery-Physical evidence in Financial Services.

Text Books :

1. Balachandran S 2017, Customer Services Management Response Books ,New Delhi.
- 2.Chawla A.S and Others 2016, Indian Banking towards 21st Century, Deep and Deep Publications ,New Delhi..
- 3.Jha S.M 2016, Services Marketing Himalaya Publishing House, New Delhi

Supplementary Readings:

1. Rajeev Seth 2017, Marketing of Banking Services, MacMillan Publishing House,New Delhi.
- 2.Roland T Rust 2016, Services Marketing Addison Wesley,New York
- 3.Balaji B 2017, Service Marketing and Management S.Chand& Co ., New Delhi

Course Outcomes:

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

- CO1.** Explain the concept and features of financial services
- CO2.** Gain knowledge on segmentation strategy of marketing
- CO3.** Understand the significance of customer loyalty and product life cycle
- CO4.** Explain price and promotion strategy and protection of corporate image.
- CO5.** Describe 3 -Ps of service marketing

Outcome Mapping

CO/ PO	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8	PO 9	PO 10	PO 11	PO 12	PS O1	PS O2	PS O3	PS O4	PS O5	PSO 6
CO1		✓	✓			✓	✓						✓		✓			
CO2	✓	✓					✓						✓		✓			
CO3						✓		✓	✓				✓					
CO4	✓	✓	✓	✓		✓	✓	✓	✓									
CO5		✓					✓		✓		✓		✓		✓			

Semester -3

19CODE305.3 PROJECT FINANCE AND MANAGEMENT

Credits: 3

Hours : 60

Learning Objectives:

LO1. To enable the students to understand the need for innovative projects

LO2. To make the students to gain knowledge on Net Work Analysis of PERT and CPM methods

LO3. To gain expert knowledge on monitoring of cost control and evaluate the project performance

Unit I Project an Introduction

Meaning and Definition of Project – Features – Establishing a New Project – Organisation – Innovative Projects – Need for Project Management – Duties and Responsibilities of a Project Manager.

Unit II Project Feasibility Study

Project Feasibility Study – Market or Demand analysis – Technical and Financial Analysis of Projects.

Unit III Net Work Analysis

Minimization of Cost and Time of Projects – Net Work Analysis – PERT – Methods – CPM methods – Details.

Unit IV Project Cost Control

Project Cost Control – Cost forecasting – Monitoring and Control of Costs – Estimation techniques – Factorial, Man-hour, unit rate and operational cost estimation.

Unit V Project performance

Project performance – Indicators – Review of Project performance – Benefits – Project report – Project failures – Precautions and Practical guidelines.

Text Books:

1. Choudhury, S 2016, Project Management, Tata McGraw Hill Pub., New Delhi
2. KesavaRao,P.C 2017, Project Management and Control, Sultan Chand & Sons, New Delhi
3. Prasanna Chandra 2017, Project Preparation, Appraisal, Implementation Tata McGraw Hill (P)., New Delhi.

Supplementary Readings:

1. Goel,BB 2017, Project Management: Principles and Techniques Deep & Deep Pub., New Delhi.
2. Harvey Maylor 2017, Project Management, MacMillan India Ltd., New Delhi.
3. John M.Nicholas- 2018, Project Management for Business Technology, Prentice Hall of India, New Delhi.

Course Outcomes:

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

CO1. Understand the role of project manager in establishing a New Project.

CO2. Evaluate the project feasibility study of new project in the market

CO3. Gain the knowledge of Net Work Analysis of PERT and CPM methods.

CO4. Determine the cost control methods in project.

CO5. Conduct performance appraisal of project report.

Outcome Mapping

CO/ PO	PO 1	PO 2	PO 3	PO 4	PO 5	PO 6	PO 7	PO 8	PO 9	PO 10	PO 11	PO 12	PS O1	PS O2	PS O3	PS O4	PS O5	PSO 6
CO1		✓	✓					✓	✓		✓	✓	✓		✓			
CO2	✓		✓	✓			✓	✓	✓				✓		✓			
CO3	✓				✓	✓	✓	✓					✓		✓			✓
CO4	✓					✓							✓		✓			
CO5	✓		✓	✓		✓	✓	✓	✓		✓	✓	✓		✓			✓

Learning Objectives:

LO1: To develop an appreciation about the utility of E-Banking practices

LO2: To understand the quality services of E-banking and various tools of E-banking

LO3: To evaluate the challenges in CRM with E-Banking and security issues of online Banking

Unit I: Introduction to CRM

Definitions – Need and importance of CRM in present scenario – CRM as a strategic marketing tool.

Unit II : Significance of CRM in Banking today

Meaning and concept of E-Banking – Advantages customer information Database – objectives of E-Banking – Customer facilities through E-Banking tools.

Unit III : CRM Practices

Importance of CRM through E-Banking – internal facilities, costs, quality of service and cost of communication

Unit IV : E- Payment system

Rupay – Rupay secure – IMPS – National unified USSD platform – (USSD) National Automated Clearing House (NACH) – National Financial Smith (NES) RTGS, NEFT. Innovative banking Payment system.

Unit V : Security Issues in CRM and E- Banking

Security and Privacy, Transactional difficulty, Technical issues and Level of Customer awareness.

Text books:

1. Abhijeet Singh and Brijesh Kumar 2011, Customer Relationship Management Tools: An Overview, Marketing Mastermind, Vol 11, pp 24.
2. Alokumar&Chhabi Sinha 2008, Customer relationship management concepts and application, 1st Ed, Sudha offset press, pp 3-16.
- 3.Mahmood Shah &steve Clarke 2009, E-Banking management: Issues, Solutions and Strategies

Supplementary Readings:

1. Alan Smith, 2006, CRM and customer service: Strategic asset or Corporate over-head, Handbook of Business Strategy, Vol 7, pp.87 – 93.
2. JayaramKondabagil 2012, Risk Management in Electronic banking: Concepts and Best Practices
- 3.Himani Sharma 2011, Bankers' Perspectives on E-Banking and Its Challenges: Evidence from North India" The IUP Journal of Bank Management

Course Outcomes:

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

CO1. Understand the important concepts in Customer Relationship Management

CO2. Master over e-banking and data base services day today

CO3. Attain knowledge in the e-banking practices

CO4. Have an idea of Understand e-payment system

CO5. Evaluate the security issues in CRM and e-banking

Outcome Mapping

CO/ PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO 10	PO 11	PO 12	PSO 1	PSO 2	PSO 3	PSO 4	PSO 5	PS O6
CO1											✓	✓	✓	✓	✓			✓
CO2	✓		✓	✓									✓	✓		✓	✓	✓
CO3	✓		✓			✓	✓								✓	✓	✓	✓
CO4	✓		✓						✓		✓	✓			✓	✓	✓	✓
CO5	✓		✓	✓					✓		✓	✓	✓		✓		✓	✓

Semester -3

VALUE ADDED COURSE (Visit University Students portal)

19CVAC310ARTIFICIAL INTELLIGENCE AND ITS APPLICATIONS IN BUSINESS

Credits: 3

Hours:

Learning Objectives:

LO1: To introduce the concepts of Artificial Intelligence and its applications

LO2: To familiarise the concepts of Knowledge and Reasoning, Planning, Learning and Communication aspects of Artificial Intelligence

LO3: To impact applied knowledge on Artificial Intelligence in Business

Unit I: Introduction

Introduction - Intelligent Agents- Problem Solving

Unit II: Knowledge

Knowledge and Reasoning - Knowledge Representation- Knowledge Acquisition

Unit III: Planning

Planning – Planning and Acting in the Real World

Unit IV: Learning

Learning - Knowledge in Learning- Statistical Learning Methods - Reinforcement Learning

Unit –V: Communication

Communicating, Perceiving, and Acting - Natural Language Processing
Communication– Robotics.

Text Books:

1.Dhanrajani, S. 2018. *AI and Analytics: Accelerating Business Decisions* (2 ed.). New York: Wiley.

2.Finlay, S. 2018. *Artificial Intelligence and Machine Learning for Business* (3 ed.). Relativistic .

3. Prabhat Kumar . 2019. *Artificial Intelligence: Reshaping Life and Business* (1 ed.). New Delhi: BPB Publications.

Supplementary Readings:

1.John Medicine 2019. *Artificial Intelligence Business Applications* (1 ed.). New Delhi.

2.Rose, D. 2018. *Artificial Intelligence for Business* (1 ed.). Chicago: Chicago Lakeshore Press.

3.Yao, M., Zhou, A., & Jia , M. 2019. *Applied Artificial Intelligence: A Handbook for Business Leaders* (1 ed.). New York: TOPBOTS.

Course Outcomes:

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

CO1: Understand the concepts of Artificial Intelligence in relation to Business

CO2: Gain the knowledge of reasoning and difference between the human intelligence and machine intelligence.

CO3: Understand Learning and communicating to the get the applications of Natural Language Processing.

CO4: Gain knowledge on Robotics and Nanotechnology.

CO5: Understand Artificial Intelligence based applications to enhance business process.