

B. COM (H) : Fifth Semester

Indian Economy

Exam Code: 301

OBJECTIVE:

To develop basic understanding of concepts of Indian economy, to familiarize students about present and future of Indian economy and to inculcate the habit of self study.

QUESTIONS

- Q1. Explain the causes of Under Development of an economy.
- Q2. Explain the dimensions of New Industrial Policy (1991) in detail.
- Q3. Discuss the problems of Small scale Industries in India
- Q4. Write notes on the following:
- a) Importance of planning for Economic development
 - b) Parallel Economy
- Q5. Discuss Problems and Policy of Over Population in India.

PROCEDURE

For completing the assignment students should refer to the books mentioned in syllabus and they can take help from the internet. The assignment should be handwritten and properly filled. Presentation of assignments is important; the students should make assignment in the following manner:

1. Cover page
2. Objectives
3. Index
4. Content
5. Conclusion
6. References

OUTCOME: After doing the assignment, students will be able to understand the basic concept of the Indian economy and become familiar with current issues in Indian economy.

REFERENCE BOOKS:

1. Mishra, S.K. & Puri, V.K., “ Problems of Indian Economy”, Himalaya Publishing House 2003.
2. Kalia Uma (2009), Indian Economy: Performance and policies, Academic Foundation, 8th Edition.
3. Singh Ramesh (2012), Indian Economy, McGraw Hill Education, 4th Edition

B.Com(H):5th Sem	Income Tax Law and Practices	Exam Code:303
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Objectives: To make students well versed with basic principles and provision of Income Tax Act 1961.

Assignment Questions :- (Attempt all questions.)

Q1. Short Notes on:

- Agricultural income
- Previous year
- Gross total income
- Residential status

Q2. What is included in salary? How it is taxed? State with example.

Q3. What is the process of computing income from house property.

Q4. State tax liability of firms.

Q5. Explain on-line filing of return of Income in detail.

PROCEDURE:

For completing the assignment students should refer to the books mentioned in syllabus and they can take help from internet. The assignment should be handwritten and properly filled. Students should make assignment in the following manner:

- Cover page
- Objectives
- Index
- Content
- Conclusion
- References
- Softcopy OR Hardcopy
- Give proper headings and subheadings
- Explain every topic in points and using diagrams if any.
- Put Examples

OUTCOMES: after completing this assignment students will be able to equipped with basic principles and provision of income tax act 1961.

REFERENCES:

Singhania, Vinod K. and Singhania, Monica (2015), Students Guide to Income Tax, Taxmann Publications Pvt. Ltd., New Delhi.

Ahuja, Girish and Ravi Gupta, (2015), Systematic Approach to tax laws, Bharat Law House, Delhi, 7th edition

Chandra, Mahesh, S.P. Goyal, and DC Shukla,(2015), Income Tax Law and Practice, Pragati Prakashan, Delhi, 27th edition.



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Pagare Dinkar, (2015), Law and Practice of Income tax, Sultan Chand and Sons, new Delhi, Latest edition.

Mehrotra, H.C., (latest edition), Income tax Law, Sahitya Bhawan, Agra.

Balachandran V. and Thothadri S.,(latest), Taxation Law and Practice, Volume 1, Prentice Hall International.

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Objective:

The objective of this assignment is to provide basic knowledge to the students about entrepreneurship, creativity and innovation. It will help them a lot to set up and manage their own small units.

Questions:

1. Who is an entrepreneur? How does he differ from a manager?
2. Describe the qualities of an entrepreneur.
3. Discuss the role of small business in a country like India.
4. What do you mean by creativity? Also examine its types.
5. Explain the types of innovation. How it is related with creativity.

Procedure:

The students should refer to the books mentioned in references and they can also take help from internet. The assignment should be handwritten and properly filled. Students should cover all these headings in their assignments.

- Index
- Introduction
- Objective of the assignments
- Assignment questions with answers
- Conclusion
- References

Outcome:

After completing the assignment, students will understand the various basic concepts of entrepreneurship and will be able to perform better in the subject

Reference Books:

1. M. B. Shukla, Entrepreneurship and small business management, Kitab Mahal Publications.
2. T. N. Chhabra, Entrepreneurship Development, Sun India Publications, New Delhi

B.COM : 5th Semester

Subject: MIS

CODE: B.COM 307

OBJECTIVE:

To Understand the various concepts of management and its usage in Day to Day life.

Assignment Questions :- (Attempt all questions.)

Q1. Define MIS. What are the advantages of MIS.

Q2. Define mgt. and its Process

Q3.Explain the Success and Failure of MIS

Q4.Explain system and its cycle in Detail

Q5. Explain the pitfalls in MIS development.

PROCEDURE:

For completing the assignment students should refer to the books mentioned in syllabus and they can take help from internet. The assignment should be handwritten and properly filled. Students should make assignment in the following manner:

1. Cover page
2. Objectives
3. Index
4. Content
5. Conclusion
6. References

OUTCOME:

After doing the assignment, students understand the various basic concept of the Management information system and functioning of the Management information system in an Organization.

REFERENCE BOOKS:

- 1) R. G. Murdick, J. E. Ross and J. R. Clagget, “Information Systems for Modern Management”, 3rd Edition by, PHI – 1994.
- 2) Parker, Charles Case, Thomas, “Management Information System: Strategy & Action”, 2nd Edition, TMH, 1993.

B.COM:5th SEMESTER	Sales and Distribution Management	PAPER CODE: 315
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OBJECTIVE To Familiarize students with sales and distribution management theories and Principles.

UNDERSTANDING:

Q1 Explain the Nature, Scope and Importance of Sales Management?

Q2 what are the Various Types Selling Methods? Differentiate between Transactional and Relationship Selling.

Q3 what do you understand by Sales Territory and Sales Quota?

Q4 Explain the role and importance of Training Programme?

Q5 Discuss the Role of Information Technology in Sales Management.

PROCEDURE:

For completing the assignment students should refer to the books mentioned in syllabus and they can take help from internet. The assignment should be handwritten and properly filled. Students should make assignment in the following manner:

1. Cover page
2. Objectives
3. Index
4. Content
5. Conclusion
6. References
7. Softcopy OR Hardcopy
8. Give proper headings and subheadings
9. Explain every topic in points and using diagrams.
10. Put Examples

OUTCOME:

After doing the assignment, students will understand the Basics of Sales and Distribution, Which will further help them in their career and Professional Life.

REFERENCE BOOKS:

1. Still. K.R., Cundiff. E.W & Govoni, N.A.P (2014) “Sales Management – Decision Strategies and Cases. (Impression), Pearson Education.
2. Sahu, P., (2012) Salesmanship and Sales Management, Vikas Publishing House