

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 concept of Economic Growth and Economic Development.
- Q2. Explain the dimensions of New Industrial Policy (1991) in detail.
- Q3. Discuss changes in structure of Indian Economy – Primary, Secondary and Tertiary sector.
- Q4. Write notes on the following:
- a) Unemployment
 - b) Balanced Regional Development
- Q5. Discuss Foreign Exchange Management Act (FEMA) 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.

Paper Code: B.Com 303	Paper: Income Tax Law and Practices	Paper ID: 888303
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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:

- Exempted Income
- Assessment Year
- Gross total income
- Conditions to determine Residential status

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

Q3. What is the process of computing income from Capital gain.

Q4. State tax liability of Individual.

Q5. Explain on-line filing of return of TDS 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

Objective:

The objective of this assignment is to give understanding of the basic concepts and issues in entrepreneurship and their application in business decisions.

Questions:

- 1) What do you mean by Entrepreneur? Explain benefits and drawbacks of Entrepreneurship.
- 2) Explain various methods to Initiate Venture?
- 3) Explain the following terms briefly:
 - a) An entrepreneur and a manager
 - b) Creativity and Innovation
- 4) What are the legal challenges in Entrepreneurship Ventures?
- 5) Explain the causes of success and failure of entrepreneurs.

Procedure:

1. Assignment should be Hand written.
2. Give proper headings and subheadings.
3. Use examples.

Students should make assignment in the following manner:

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

Text Book:

1. Kuratho, D.F. & Rao T.V. (2012). Entrepreneurship: A South Asian Perspective. Cengage
2. Zimmerer T.W. and Scarborough N.M. (2013), "Essentials of Entrepreneurship and Small Business Management". PHI

Reference Books:

1. Neeru Vasishth, (2015), Entrepreneurship Development, MKM Publisher, New Delhi
2. Charantimath, P. (2009). Entrepreneurship Development: Small Business Enterprise. Pearson.
3. Nagendra S And Manjunath V.S. (2009). Entrepreneurship and Management. Pearson
4. Ramchandran K. (2008), Entrepreneurship Development, Tata McGraw Hill Education.

OBJECTIVE:

To develop basic understanding of concepts of Management Information System, to familiarize students about concept of Information System and to inculcate the habit of self study.

QUESTIONS

Q1. . Define the management information system and discuss the nature and scope of management information system.

Q2. What is transaction processing system? What are the various activities involved in transaction processing system.

Q3. What is system development life cycle? What are the various phases of system development life cycle?

Q4. Discuss the relevance of information in decision making?

Q5. Write short note on:

- (a) Decision support system (b) Executive information system (c) Expert system

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 Information System and become familiar with current issues in Information System.

REFERENCE BOOKS:

Madan Sushila, Management Information System, Scholar Tech Press, Second edition 2013
Laudon and Laudon, Marketing Information System, Pearson Education
Sadagopan, S., Management Information System, Prentice Hall of India

B.COM (H) : 5th SEMESTER Sales & Distribution Management PAPER CODE:315

OBJECTIVE: The primary objective of the course is to familiarize the student with the sales Operations and sales management functions and customer relationship management. Endeavor is to provide both theoretical inputs and applications of practical aspects.

UNDERSTANDING:

Q1 Explain AIDAS theory of Selling?

Q2 Explain the Importance of Ethics in sales Management?

Q3 What are Fringe benefits? Explain.

Q4 Explain the concept of Salesmanship. Also give essential qualities of a successful salesman?

Q5 What do you understand by Customer Relationship Management? Elaborate.

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. Gandhi, T.C., “Marketing A Managerial Introduction”, 2003.
2. Gupta & Suri, “ Case Studies in Marketing Management”, Himalaya Publishing House, 2005.