

ANNEXTURE

Modified Syllabus for TDP/ TDP(H) B.Com. 6th Semester Examinations-2021

1. Name of the Subject: INDIRECT TAX (HONOURS)

Paper : H7

UNIT I

Indirect tax: Introduction, concepts of indirect tax.....procedure for registration-GSTIN

Unit II

GST: Levy & Collection.....time of supply

Unit III

GST: Input Tax Credit & Payment.....GST returns (GSTR 1,2,3)-time

Unit IV

Custom Laws: Basic concepts of Custom Law.....with adjustments for IGST

2. Name of the Subject: FINANCIAL MANAGEMENT (HONOURS)

Paper : H8

UNIT I

Introduction: Nature, scope....Net Present Value(NPV)

Unit II

Cost of Capital & Financing decision: Sources of Long term financing.....Cost of Preference Capital

Unit III

Dividend decision: Theories for relevance & irrelevance.....Gordons Model

Unit IV

Working Capital decision: Concept of Working Capital....Short term finance

OPTIONAL GROUP-I: MARKETING & MANAGEMENT GROUP

3. Name of the Subject: RETAIL MANAGEMENT

UNIT I

Meaning, Definition....franchising in retailing

Unit II

Global overview retailing....size, price, concessions

Unit III

Types, Factors, influencing.....positioning stores

Unit IV

Introduction, meaning..... Importance of retail marketing mix

4. Name of the Subject: SALES DISTRIBUTION MANAGEMENT

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Natures, scope, importance.....sales strategies

Unit II

Personal selling process.....types of selling

Unit III

Sales force recruitment.....sales personnel

Unit IV

Role & importance of sales personnel....ethical issues in sales management

OPTIONAL GROUP II: FINANCIAL MANAGEMENT GROUP

5. Name of the Subject: FINANCIAL MARKETS & INSTITUTIONS

UNIT I

Roles of Financial markets & institutions....non-depository institutions

Unit II

Overview of the Indian financial system.....Money marketing intermediaries

Unit III

Primary market.....trading arrangements

Unit IV

Depositories & Custodians....credit rating agencies in India

6. Name of the Subject: MICRO FINANCE

UNIT I

MFI Models.....MFI Microfinance

Unit II

MFI commercialisation....issues commercialisations,
Funding & financing,debt capital market financing

Micro finance investment vehicles...asset class

Unit III

Measuring social impact....basic banking accounting

Unit IV

Risk management....Priority Sector Norms

OPTIONAL GROUP III-BANKING & INSURANCE GROUP

7. Name of the Subject: BANKING LAWS AND PRACTICES

UNIT I

Introduction to banking....balance sheet of a bank

Unit II

Central banking....differences between them

Unit III

Banker & Customer relationship...types of deposit products

Unit IV

Loans & Advances....Various forms of loans & Advances

Electronic Banking...Telebanking

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8. Name of the Subject: PRINCIPLES & PRACTICES OF INSURANCE

UNIT I

Introduction to insurance....economic development

Unit II

Life Insurance....Non-compliance thereof

Unit III

Fire Insurance....policy & their conditions

Unit IV

Insurance Intermediaries....termination of agent appointment

OPTIONAL GROUP IV –HUMAN RESOURCE MANAGEMENT GROUP

9. Name of the Subject: HUMAN RESOURCE PLANNING

UNIT I

Human resource planningsuggestions

Unit II

Job analysis design....job enrichment

Unit III

Recruitment & Selection.....relocation

Unit IV

Internal mobility & Separation.....definition objectives

10. Name of the Subject: HUMAN RESOURCE DEVELOPMENT

UNIT I

HRD...barriers of HRD programmes

Unit II

HRD system....variable in HRD Mechanism

Unit III

Training and executive.....advantages , limitations

Unit IV

Performance & potential appraisalsteps to develop potential appraisal

SOFT SKILL COURSE

Name of the Subject: e-MARKETING

UNIT I

Introduction & e-marketing theories....portals for portal design

Unit II

Design & Segmentation issue....segment understanding

Unit III

e-marketing mix.....the 4P's in e-marketing

Unit IV

Search Engine marketing....Customer relationship management

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