SYLLABUS FOR THE FOUR-YEAR UNDERGRADUATE PROGRAMME (FYUGP)

As per provisions of NEP_2020 to be implemented from academic year 2022 onwards.

SEMESTER - VI



GOVT. DIGVIJAY AUTONOMOUS P.G. COLLEGE,

RAJNANDGAON (C.G.)

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GOVT. DIGVIJAY AUTONOMOUS P.G.COLLEGE RAJNANDGAON C.G. SYLLABUS FOR

THE FOUR-YEAR UNDERGRADUATE PROGRAMME (FYUGP)

B.COM. VI SEMESTER 2025-26

Semester	Course	Course	Course Name	Credit	Credits	Internal	ESE max	Total	Remarks
		Code				marks	Marks	Marks	
	DSC XVI		INCOME TAX 2	4	4+0+0	20	80	100	
	DSC XVII		ENTREPRENEURSHIP	4	4+0+0	20	80	100	
	DSC XVIII		MANAGEMENT ACCOUNTING -2	4	4+0+0	20	80	100	
	DSE V		FINANCIAL MARKET OPREATION	4	4+0+0	20	80	100	
	, uda Sangual gibin Maria Perusah		BASIS OF CONSUMER BEHAVIOR	•					
<u>≤</u>	DSE VI		INTERNATIONAL MARKETING	4	4+0+0	20	80	100	alternative as a suppose
			BUSINESS ETHICS & HUMAN VALUES		5	5	5	5	
	SEC IV		PROJECT CHOOSE ANY ONE FROM A POOL 1- INDUSTRIAL SECTOR	2	2+0	Į	ŧ	5	aya wagala ar walayaya n com
			2- AGRICULTURE SECTOR						
			3- BANKING SECTOR						
			4- INSURANCE SECTOR						

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FYUGP (CBCS/LOCF Course)

Department: - COMMERCE

Session: 2025-26	Program: B.COM
Semester: VI	Subject: Income Tax 2
Course Type: DSC-XVI	Course Code:
Course Title:	Income Tax 2
Credit: 4	Lecture: 60
M.M. 100 = (ESE 80+IA 20)	Minimum Passing Marks: 40%

Title	Calculus
	The course aims to impart the learners, knowledge about the use of
Course Learning	income tax and other data/information for the purpose of income,
Outcome:	tax rate, assessment year etc

Title	Calculus
Programe Specific Outcome:	P.S.O1 The students can get the knowledge, skills and attitudes during the end of the B.com degree course.
Outcome.	P.S.O 2 By goodness of the preparation, they can turn into a manager, accountant, management accountant, cost accountant, bank manager, auditor, company secretary, teacher, professor, stock agents and so on.
	P.S.O 3 Students will prove themselves in different professional exams like C.A., C S, CMA, MPSC, UPSC. As well as other coerces.
	P.S.O 4 The students will acquire the knowledge, skill in different areas of communication, decision making, innovations and problem solving in day-to-day business activities.
P	P.S.O 5 Students will gain thorough systematic and subject skills within various disciplines of finance, auditing and taxation, accounting, management, communication, computer.

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Units	Lectures	Lectures $(15 \times 4 = 60)$	Credits
I	15	Computation of Total Income and Tax Liability:- Hindu undivided family (HUF), Firm and Non-residents in India.	1
II	15	Tax Management:- Tax deduction at source, Advance payment of Tax, Recovery and Refund of Tax, Rebate and Relief of tax.	1
III	15	Tax Planning:- Tax evasion, Tax Avoidance and Tax Planning Procedure of tax assessment, Preparation of Income Return.	1
IV	15	Tax Administration:- Income tax Authorities, Appeals and Revision, Penalties, Offences and Prosecutions.	1

Suggested Readings :-

- 1. Singhania V.K.: Students Guide to Income Tax; Taxmann, Delhi.
- 2. Prasad, Bha gwati: Income Tax Law & Prective; Wily Publication, New Delhi.
- 3. Mehrotra H.C.: Income Tax Law & Accounts: Sahitya Bhawan, agra.
- 4. Girish Ahuja and Ravi Gupta: Systematic approach to income tax: Sahitya Bhawan Publications, New Delhi.
- 5. Chandra Mahesh and Shukla D.C.: Income Tax Law and Practice; Pragati Publications, New Delhi.

6. R.K. Jain: Income Tax & Law Shatiya Bhawan, Publication, Agra

FYUGP (CBCS/LOCF Course)

Department: - COMMERCE

Session: 2025-26	Program: B.COM
Semester: VI	Subject: Entrepreneurship
Course Type: DSC XVII	Course Code:
Course Title:	Entrepreneurship
Credit: 4	Lecture: 60
M.M. 100 = (ESE 80 + IA 20)	Minimum Passing Marks: 40%
M.M. 100 - (ESE 60 TA 20)	

Title	Calculus Calculus A learn entrepreneurial skills so that
Course Learning Outcome:	The course aims to equip the learners to learn entrepreneurial skills so that they are inspired to look at entrepreneurship as a viable, lucrative, and preferred option of professional life.

Title	Calculus
Programe Specific Outcome:	 P.S.O 1 Discern distinct entrepreneurial traits; P.S.O 2 Identify the parameters to assess opportunities and constraints for new business ideas & Create a Business Plan. P.S.O 3 Develop a business idea by adopting systematic process; P.S.O 4 Design strategies for successful implementation of ideas

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Units	Lectures	Lectures $(15 \times 4 = 60)$	Credits
1	15	Unit 1: Introduction Meaning, elements, determinants and importance of entrepreneurship; Entrepreneurship and creative response to the society' problems and at work; Dimensions of entrepreneurship: intrapreneurship, technopreneurship, cultural entrepreneurship, international entrepreneurship, netpreneurship, ecopreneurship, and social entrepreneurship	1
II	15	Unit 2: Entrepreneurship in India Concept & role of business houses; The contemporary role models in Indian business: their values, business philosophy and behavioural orientations; family Business- Conflict in family business and its resolution. Initiatives of Government of India to promote entrepreneurship - Start Up India, Mobilizing resources for start-up. Accommodation and utilities; priliminary contracts with vendors, suppliers, bankers, principal customers; Contract management: Basic start-up problems. Stand Up India, Make in India, etc.	1
П		Unit 3: Entrepreneurship Ecosystem Requirement, availability and access to finance, marketing assistance, technology, and industrial accommodation, Role of government Institutions, entrepreneur's associations and self-help groups, Concept, role and functions of business incubators, angel investors, venture capital, start-up finance and private equity fund.	1
V	15	Unit 4: Sources of business ideas and tests of feasibility Significance of writing the business plan proposal including feasibility analysis; Contents of business plan/ project proposal; Designing business processes, location, layout, operation, planning & control; preparation of project report; Project submission/ presentation and appraisal thereof by external agencies, such as financial/non-financial institutions	1

Suggested Readings:-

Desai, V. (2009). Dynamics of Entrepreneurial Development and Management. Mumbai: Himalaya Publishing House.

Dollinger, M. J. (2008). Entrepreneurship: Strategies and Resources. New Jersey: Prentice Hall. Hisrich, R., Peters, M., & Shepherd, D. (2017). Entrepreneurship. New York: McGraw Hill Education. Rao, T. V., & Kuratko, D. F. (2012). Entrepreneurship: A South Asian Perspective. Boston: Cengage

Learning.

Yadav, V, & Goyal, P. (2015). User innovation and entrepreneurship: case studies from rural India.

Journal of Entrepreneurship & Innovation, 4(5). Retreived from

https://link.springer.com/article/10.1186/s13731-015-0018-4.

FYLXIF Syllabor Sample

FYUGP (CBCS/LOCF Course)

Department: - COMMERCE

Session: 2025-26	Program: B.COM
Semester: VI	Subject: Management Accounting 2
Course Type: DSC XVIII	Course Code:
Course Title:	Management Accounting 2
Credit: 4	Lecture: 60
M.M. $100 = (ESE 80 + IA 20)$	Minimum Passing Marks: 40%

Title	Calculus
	The course aims to impart the learners, knowledge about the use of
Course Learning	financial, cost and other data/information for the purpose of
Outcome:	managerial planning, control and decision making.

Title	Calculus
Programe Specific Outcome:	 P.S.O1 Compute standard costs and analyse production cost preparing variance report; P.S.O 2 Analyse cost, volume and profit and to solve short run decision making problems applying marginal costing and Break-Even technique.

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Units	Lectures	Lectures $(15 \times 4 = 60)$	400
	15	A Control of the Cont	Credits
II		Standard Costing: Meaning of standard cost and standard costing: Difference between budgeted cost and standard cost; advantages, limitations and applications of standard costing.	
III	15	Variance Analysis: Meaning of Variance and Variance Analysis – material, labour, overheads and sales variances. Disposition of Variances, Control Ratios.	1
	15	Marginal Costing: Meaning of Variable Costing, Absorption Costing and Marginal Costing; uses of Marginal costing; Cost-Volume-Profit Analysis, Profit/Volume ratio. Break-even analysis - algebraic and graphic methods. Angle of incidence and margin of safety.	
IV	15	Decision making based on Marginal Cost Analysis Meaning and importance of Limiting/Key factor in budgeting; Decision making based on Marginal Cost Analysis - profitable product mix, Acceptance or Rejection of special/export offers, Make or Buy, Addition or Elimination of a product line, sell or process further, operate or shut down.	1

Suggested Readings:

- Horngren, C. T., Sundem, G. L., Stratton, W. O., Burgstahler, D., &Schatzberg, J. (2005). *Introduction to Management Accounting*. New Jersey: Pearson Prentice Hall.
- Atkinson, A. A., Kaplan, R. S., Matsumura, E. M., & Young, S. M. (2013). Management Accounting Information for Decision-Making and Strategy Execution. London: Pearson Education.
- Hilton, R. W., & Platt, D. E. (2011). Managerial Accounting: Creating Value in a Global Business Environment. New York: McGraw Hill Education.
- Singh, S. (2016). Management Accounting. New Delhi: PHI Learning.
- Goel, R. (2013). Management Accounting. Delhi: International Book House Pvt. Ltd.
- Arora, M. N. (2014). *Management Accounting*. New Delhi: Himalaya Publishing House Pvt. Ltd.
- Maheshwari, S. N., & Mittal, S. N. (2017). Management Accounting-Principles & Practice. New Delhi: Mahavir Publications.
- Singh, S. K., & Gupta, L. (2010). Management Accounting—Theory and Practice. New Delhi: Pinnacle Publishing House.
- Khan, M. Y., & Jain, P. K. (2017). Management Accounting: Text, Problems and Cases. New Delhi: Tata McGraw Hill Education.

Balakrishnan, N., Render, B., & Stair, J. R. M. (2012). Managerial Decision Modelling with Spreadsheet. London: Pearson Education.

FYUOP Syllabus Sample

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FYUGP (CBCS/LOCF Course)

Department: - COMMERCE

Session: 2025-26	Program: B.COM
Semester: VI	Subject: Financial Market Operation
Course Type: DSE V(Option)	Course Code:
Course Title:	Financial Market Operation
Credit: 4	Lecture: 60
M.M. 100 = (ESE 80+IA 20)	Minimum Passing Marks: 40%

Title	Calculus
	 Distinguish and explain each from of business;
Course Learning	2. Prepare draft of Article of Association & Memorandum of
Outcome:	Association for a business;
	3. Explain principles and functions of management implemented in
	the Organization;
	 Identify and explain the managerial skill used in business;

Title	Calculus
Programe Specific Outcome:	P.S.O1 The students can get the knowledge, skills and attitudes during the end of the B.com degree course.
	P.S.O 2 By goodness of the preparation, they can turn into a manager, accountant, management accountant, cost accountant, bank manager, auditor, company secretary, teacher, professor, stock agents and so on.
	P.S.O 3 Students will prove themselves in different professional exams like C.A., C S, CMA, MPSC, UPSC. As well as other coerces.
	P.S.O 4 The students will acquire the knowledge, skill in different areas of communication, decision making, innovations and problem solving in day-to-day business activities. P.S.O 5 Students will gain thorough systematic and subject
7	skills within various disciplines of finance, auditing and taxation, accounting management communication computer.

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Units	Lectures	Lectures (15 x 4 = 60)	Credits
l	15	Financial System: Meaning and significance. Role of finance in an economy, components (instruments, Components etc.) kinds of finance- Rudimentary finance. Role of financial intermediaries, the	
11	15	Money Market: Indian money market s composition and structure; (a) Acceptance House. (b) Discount house and (c) call money market; Recent trends in Indian money market. Capital Market: Security market – (a) New issue market, (b) Secondary market; Functions and role of stock exchange; listing procedure and legal requirements; Public issue – pricing and marketing; stock exchanges – National Stock Exchange;	
III	15	provisions. Investors Protection: Grievances concerning stock exchange dealing and their removal; Grievance cell in stock exchange; SEBI; Company Law Board; Press; Remedy through courts.	
IV	15	Mutual Fund Operations: Introduction, Schemes of Mutual fund, Return & Tax Relief, AMFI, NAV Calculation. Functionaries on Stock Exchanges: Brokers sub brokers, market makers, jobbers, portfolio consultants, institutional investors and NRIs. Financial Service: Merchant banking — Functions and roles; Credit rating — concept, functions and types.	

Suggested Reading:-

- 1. Chandler M.V. and Goldfeld S.M.: Economics of money and Banking, Harper and Row, New
- 2. Gupta Suraj B. Monetary Economics; s. chand and Co. New Delhi.
- 3. Gupta Suraj B. Monetary Planning in India; Oxford, Delhi.
- 4. Bhole L.M.: Financial Markets and Institutions: Tata McGrow Hill, New Delhi.
- 5. Hooda R.P.: Indian Securities Market Investors view point; Excell Books, New Delhi.
- 6. R.B.I.: Functions and Working.

7. R.B.I.: Report in Currency and Finance.

FYUGP (CBCS/LOCF Course)

Department: - COMMERCE

Session: 2025-26	
	Program: B.COM
Semester: VI	Subject: Basic of Consumer Behaviour
Course Type: DSE -V (Option)	Course Code:
Course Title:	Basic of Consumer Behaviour
Credit: 4	Lecture: 60
M.M. 100 = (ESE 80+IA 20)	Minimum Passing Marks: 40%

Title	Calculus
Course Learning Outcome:	: After completing the course, the learners will be able to: 1. know the concept of consumer, consumer buying process, consumer dissatisfaction and consumer markets and their related formats; 2. learn about consumer rights and various standards for consumer protection in India; 3. learn about consumer protection available under various laws; 4. analyse the role of industry regulators in consumer protection

Title	Calculus	
Programe Specific	P.S.O1 The students can get the knowledge, skills and attitudes during the end of the B.com degree course.	
Outcome:	P.S.O 2 By goodness of the preparation, they can turn into a	
	manager, accountant, management accountant, cost	
	accountant, bank manager, auditor, company secretary,	
	teacher, professor, stock agents and so on.	
	P.S.O 3 Students will prove themselves in different	
	professional exams like C.A., C S, CMA, MPSC, UPSC. As well as other coerces.	
	P.S.O 4 The students will acquire the knowledge, skill in different areas of communication, decision making, innovations and problem solving in day-to-day business activities.	
	P.S.O 5 Students will gain thorough systematic and subject	
4	skills within various disciplines of finance, auditing and	
*	taxation, accounting, management, communication, computer.	

Units	Lectures	Lectures $(15 \times 4 = 60)$	Credits
I	15	Concept of Consumer, Consumer buying process and Post-Purchase behaviour, Factors affecting voicing of consumer grievances, Alternatives available to Dissatisfied Consumers: Private action and Public Action;	
II	15	Consumer Protection Law: Organisational set-up under the Consumer Protection Act 1986, Consumer Protection Councils at the Central, State and District Levels; Adjudicatory Bodies: District Forums, State Commissions, National Commission: Their Composition, Powers, and Jurisdiction (Pecuniary and Territorial), Role of Supreme Court under the CPA with important case law. Procedure for filing and hearing of a complaint; Enforcement of order, Appeal, frivolous and vexatious complaints; Offences and penalties.	
III	Consumer Protection in India:- Consumer rights and UN Guidelines on consumer protection, Consumer goods, defect in goods, spurious goods and services, unfair trade practice, restrictive trade practice. Voluntary and Mandatory standards; Indian Standards Mark (ISI), Ag-mark, Telecommunication: TRAI; Food Products: FSSAI; Advertising Standard Council of India; Real Estate Regulatory Authority.		
IV	15	Contemporary Issues in Consumer Affairs Evolution of Consumer Movement in India, Formation of consumer organisations and their role in consumer protection, National Consumer Helpline, Comparative Product testing, Sustainable consumption and energy ratings.	1

Suggested Readings:

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Khanna, S. R., Hanspal, S., Kapoor, S., & Awasthi, H. K. (2007). Consumer Affairs. Hyderabad: Orient Blackswan.

Choudhary, R. N. P. (2005). Consumer Protection Law Provisions and Procedure. New Delhi:

Deep & Deep Publications Pvt. Ltd.

Ganesan, G., & Sumathy, M. (2012). Globalisation and Consumerism: Issues and Challenges.

New Delhi: Regal Publications.

Girimaji, P. (1999). Consumer Right for Everyone. New Delhi: Penguin Books India.

Kapoor, S. (2019). Consumer Affairs and Customer Care. Delhi: Galgotia Publishing Company. Lerner, A. P.

(1972). The Economics and Politics of Consumer Sovereignty. The American

Economic Review, 62(1), 258-266.

Misra, S. & Chadah, S. (2012). Consumer Protection in India: Issues and Concerns. New Delhi:

Indian Institute of Public Administration.

Rajyalaxmi, R. (2012). Consumer is King. Prayagraj: Uttar Pradesh: Universal Law Publishing Company. Persky, J. (1993). Consumer Sovereignty and the Discipline of the Market. Revue Européenne Des

Sciences Sociales, 31(96), 13-28.

The Consumer Protection Act, 1986 and its later versions



FYUGP (CBCS/LOCF Course)

Department: - COMMERCE

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Program: B.COM
INTERNATIONAL MARKETING
Course Code:
INTERNATIONAL MARKETING
Lecture: 60
Minimum Passing Marks: 40%

Title	Calculus
Course Learning Outcome:	The course aims to equip the learners to learn business Marketing skills so that they are inspired to look at marketing as a viable, lucrative, and preferred option of professional business life.

Title	Calculus
	P.S.O1 The students can get the knowledge, skills and
Programe Specific	attitudes during the end of the B.com degree course.
Outcome:	P.S.O 2 By goodness of the preparation, they can turn into a manager, accountant, management accountant, cost accountant, bank manager, auditor, company secretary, teacher, professor, stock agents and so on.
	P.S.O 3 Students will prove themselves in different professional exams like C.A., C S, CMA, MPSC, UPSC. As well as other coerces.
	P.S.O 4 The students will acquire the knowledge, skill in different areas of communication, decision making, innovations and problem solving in day-to-day business activities.
2	P.S.O 5 Students will gain thorough systematic and subject skills within various disciplines of finance, auditing and taxation, accounting, management, communication, computer.

Units	Lectures	Lectures $(15 \times 4 = 60)$	Credits
1	15	Unit 1: Introduction 1Internationa marketing(definition nature and scope domestic marketing vs international marketing) 2.International marketing environment: External and internal 3. Identifying and selecting foreign market	
П	15	Unit 2: Foreign market entry 1. Foreign market entry mode decision 2. Product planning for international market 3. Product designing and standardization Vs adoption 4. Labeling, quality issue and after sales service	ee de la constant de
11		Unit 3: International Pricing 1.International pricing(factor influencing international price and pricing process and methods) 2.International condition are terms of payment 3.International distribution: distribution channels and logistics dicission 4.selection and appointment of foreign sales agent	
V	15	Unit 4: Export policies in India 1. Export policies and practices in India 2. Export finance 3. personal selling: trades and exhibition 4. Trends in India's foreign trends	1

Suggested Readings: Sahitya bhavan publication

International Marketing-Dr. S.C. jain

FYUGP (CBCS/LOCF Course)

Session: 2024-25	rtment: - COMMERCE	
And the state of t	Program: B.COM	
Semester: VI	Subject: BUSINESS ETHICS AND HUMAN VALUES	
Course Type: DSE VI (Option) Course Title:	Course Code:	
Credit: 4	BUSINESS ETHICS AND HUMAN VALUE	
	Lecture: 60	
M.M. 100 = (ESE 80+IA 20)	Minimum Passing Marks: 40%	

Title	Calculus
Course Learning Outcome:	The course aims to develop in learners an understanding of the concept of Business Ethics & Human Values and its application in business decision making using sustainable business practices. Learning outcomes: After completion of this course, learners will be able to:

Title	Calculus	
Programe Specific Outcome:	P.S.O1 The students can get the knowledge, skills and attitudes during the end of the B.com degree course.	
	P.S.O 2 By goodness of the preparation, they can turn into a manager, accountant, management accountant, cost accountant, bank manager, auditor, company secretary, teacher, professor, stock agents and so on.	
7	P.S.O 3 Students will prove themselves in different professional exams like C.A., C S, CMA, MPSC, UPSC. As well as other coerces. P.S.O 4 The students will acquire the knowledge, skill in different areas of communication, decision making, innovations and problem solving in day-to-day business activities. P.S.O 5 Students will gain thorough systematic and subject skills within various disciplines of finance, auditing and taxation, accounting, management, communication, computer.	

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Units	Lectures	Lectures $(15 \times 4 = 60)$	Credits
I	15	Introduction: Business Ethics: Meaning, Importance; Business Ethics in Different Organisational contexts; Sustainability: A Goal for Business Ethics; Approaches and Practices of Business Ethics; Ethical Decision Making and Decision-Making Process, Relevance of Ethics and Values in Business; Codes of Ethics; Ethical Behaviour of Manager. Ethical theories: Normative and descriptive ethical theories.	
II	15	Business Ethics Management: Management process and ethics, Ethos of Vedanta in management, Hierarchism as an organisational value, Business Ethics & Cultural Ethos; role of various agencies in ensuring ethics in corporation; Setting standards of ethical behaviour; Managing stakeholder relations; Assessing ethical performance; Organizing for Business Ethics	1
Ш	15	Management. Human Values & Business: Meaning of Human Values; Formation of Values: Socialization; Types of Values: Societal Values, Aesthetic Values, Organisational Values, Spiritual Values; Value Crisis in Management; concept of knowledge management and wisdom management, wisdom-based management. Concept of Karma and its kinds: Karma Yoga, Nishkam Karma, and Sakam Karma	1
V	15	Moral Issues in Business: Implications of moral issues in different functional areas of business (finance, HR, and marketing). Whistle blowing; Marketing truth and advertising: Manipulation and coercion, Corporate disclosure, Insider trading; Equal employment opportunity, Affirmative action, Preferential hiring; Consumerism; Environmental protection.	1

Suggested Readings:

Banerjee, S. B. (2007). Corporate Social Responsibility: The Good, The Bad and The Ugly.

Cheltenham: Edward Elgar Publishing.

Kumar, S. (2010). Corporate Governance. Oxford, England: Oxford University Press.

Monks, R. A. G., & Minow, N. (2011). Corporate Governance, New Jersey: John Wiley and

Sherlekar, S. A. (2009). Ethics in Management. New Delhi: Himalaya Publishing House.

Vveinhardt, J., & Dulbovaite, E. (2015). Expert evaluation of diagnostic instrument for personal and organizational value congruence. Journal of Business Ethics, 136(3), 481-501.

Werther, W. B., & D. Chandler, D. B. (2011). Strategic corporate social responsibility. California:

Sage Publications Inc.

Note: Learners are advised to use latest edition of text books.