AC –11-03-2025

Item No.-04

Approved by the BOS in Bachelor of Commerce (Management Studies) on 06-03-2025 Item No. 03

As Per NEP 2020

Tolani College of Commerce(Autonomous)

Knowledge is Supreme

Title of the Course: Materials Management

Programme: Bachelor of Commerce (Management Studies)

Semester-VI

Syllabus for 4 credits

From the academic year 2025 - 2026

Name of the Course: Materials Management

Sr. No.	Heading	Particulars
1	**Description the course:**	**The course Materials Management** refers to the systematic process of organizing, distributing, updating, and maintaining educational resources required for effective teaching and learning. This process is crucial for educational institutions, instructors, and students to ensure that learning materials are accessible, up-to-date, and aligned with course objectives.
2	**Vertical:**	Major
3	**Type:**	Theory
4	**Credit**:	4
5	**Hours Allotted:**	60
6	**Marks Allotted**:	100 Continues Evaluation 40 Marks Semester End Examination 60 Marks
7	**Course Objectives**: 1. To help Students to understand basic Principles and concept of material Management 2. To orient students on contemporary development in the field of material management 3. To develop competencies and knowledge of students to become effective professionals 4. To understand the concept of Quality and Cost Management	
8	**Course Outcomes**: 1. Learners apply the knowledge about material management in the real-life business situation 2. Learners understand the contemporary practices followed in the field of Materials Management 3. Learners enhance their managerial ability and professional skills 4. Learners Learn about quality control measures, industry standards, and best practices in material handling.	

9	**Modules**
	Module 1: Introduction to Material Management **(15 Hours)**
	• Introduction: Materials Management - Evolution, Importance, Scope and Objectives- • Interface with other functions. -Supply Chain Management -Objectives- Components, • Trade off Customer Service & Cost. Supply Chain Analytics.
	Module 2: Strategic Purchasing and Vendor Relationship Management **(15 Hours)**
	• Purchasing: purchasing and procurement activities under Materials management • Purchasing Methods- Purchasing and quality Assurance • Purchase Cycle – governmental purchasing practices and procedures - Negotiation & Bargaining – Vendor relations
	Module 3: Inventory Optimization and Forecasting **(15 Hours)**
	• Inventory - Need of Inventory -Types of Inventory • Basic EOQ Model - EOQ with discounts – Different types of Analysis. • Forecasting –methods of forecasting-Material Requirement Planning (MRP) -Input and output of MRP system-BOM Explosion -MRP II.
	Module 4 : Quality and Cost Management in Materials Handling & Effective Stores and Materials Handling Management **(15 Hours)**
	• Quality control of material: Incoming material quality control- statistical quality control (Various control charts)- Inventory control & Cost Reduction techniques. • Value Analysis & Value Engineering. Standardization – need and importance. Codification - concept, benefits. • Stores - Functions- Stores layout -documentation- Materials handling and storage systems, - Principles of Materials Handling system – Safety issues
10	**References:** • Course Material Prepared by LSC • Materials management: procedures, text and cases - A.K. Datta • Materials management: An integrated approach - P. Gopalakrishnan • Introduction to Materials management - J.R. Tony Arnold & Stephen N. Chapman • Purchasing and Materials Management - K S Menon • Handbook of Materials Management – Gopalakrishnan

11	**Internal Continuous Assessment: 40%**	**Semester End Examination: 60%**
12	**Continuous Evaluation through:** (40 Marks)	

Component	Total Marks
Assignment/Case Studies/Book Review/ News Analysis/Presentation/ /Project/ Class Test	**40 Marks**

13 **Format of Question Paper:** for the final examination

Question Paper Pattern for Semester End Examination (SEE)

Maximum Marks: 60 **Duration:2 Hour**

Q. No.	Particular	Marks
Q-1	**Attempt any TWO the following:** (Module 1) A. Full Length Question B. Full Length Question C. Full Length Question	**15 Marks**
Q-2	**Attempt any TWO the following:** (Module 2) A. Full Length Question B. Full Length Question C. Full Length Question	**15 Marks**
Q-3	**Attempt any TWO the following:** (Module 3) A. Full Length Question B. Full Length Question C. Full Length Question	**15 Marks**
Q-4	**Attempt any TWO the following:** (Module 4) A. Full Length Question B. Full Length Question C. Full Length Question	**15 Marks**

Note: Any of the full length question of 7.5 Marks can be a case study.

Signatures of Team Members

Sr. No	Name	Signature
1.	Dr. Sadhana Venkatesh	
2.	Ms. Shalini Clayton	
3.	Ms. Ashiyana Patel	
4.	Ms. Ranjeeta Rahul Prajapati	

AC –11-03-2025
Item No. –04

Approved by the BOS in Bachelor of Commerce (Management Studies) on 06-03-2025 Item No. 03

As Per NEP 2020

Tolani College of Commerce (Autonomous)

Knowledge is Supreme

Title of the Course: International Business

Programme: Bachelor of Commerce (Management Studies)

Semester-VI

Syllabus for 4 credits

From the academic year 2025 - 2026

Name of the Course: International Business

Sr. No.	Heading	Particulars
1	**Description the course:**	International business involves the conduct of commercial transactions and activities across national borders, encompassing trade in goods, services, investments, and technology transfer.
2	**Vertical:**	Major
3	**Type:**	Theory
4	**Credit**:	4 Credits
5	**Hours Allotted:**	60 Hours
6	**Marks Allotted**:	100 Marks Continuous Evaluation 40 Marks Semester End Examination 60 Marks
7	**Course Objectives**: 1. To understand the concepts of International Business 2. To orient the International Economic Institutions and Regional Groupings 3. To develop knowledge of students for the International Marketing, Human Resource Management 4. To understand the Preliminaries for Export Import and Documentation, Export Import Procedures and Foreign Trade Policy	
8	**Course Outcomes**: **1.** Learners will be able to understand concepts of International Business **2.** Learners will be able to understand International Economic Institutions and Regional Groupings **3.** Learners will be able to understand International Marketing, Human Resource Management **4.** Learners will be able to understand Preliminaries for Export Import and Documentation, Export Import Procedures and Foreign Trade Policy	

9	**Modules**
	Module 1: Introduction to International Business (15 Hours)
	• Introduction to International Business- Importance, Nature and Scope of International Business, Drivers of International Business, Evolution of International Business. • Strategies of Going International, Globalization, Multi National Corporations- Nature, Goals of MNCs, India's Presence- Advantages and Disadvantages of MNCs. • International Business Environment: Economic, Political, Cultural and Legal Environments in International Business
	Module 2: International Economic Institutions and Regional Groupings (15 Hours)
	• Institutional Support to International Business, Role of World Bank, IMF, ILO, UNCTAD, UNIDO and ADB in International Business. • World Trade Organization (WTO), Origin, Objectives, Functions ,GATT and WTO, Principles of WTO, Transparency, MFN Treatment, National Treatment, Free Trade, Dismantling Trade Barriers, Rule Based Trading System, Treatment for LDCs ,Competition Principle, Environment Protection, Key Subjects in WTO, Agriculture, TRIPS, TRIMS, GATS, Implications for India • Integration between Countries: Levels of Integration, Growth of Trading Blocs, Impact of Integration, Major Regional Trading Groups, The European Union, NAFTA, APEC, ASEAN, MERCOSUR, BRICS, SAARC, OPEC
	Module 3: International Marketing, Human Resource Management (15 Hours)
	• International Marketing, Domestic and International Marketing, Compared Benefits of International Marketing, Major Activities. • International Market Assessment, International Product Strategies, Pricing Issues and Decisions, Dumping, Promotion Issues and Policies. • International Human Resource Management, Nature, Growing Interest in IHRM, DHRM and IHRM compared, Managing International HR activities, Expatriation and Repatriation of employees
	Module 4: Export Import Procedures and Foreign Trade Policy:
	• Policy: Steps in Export Procedure , Export Contract, Forward Cover, Export Finance, Institutional Framework for Export Finance,Excise Clearance, Pre-shipment Inspection, Methods of Pre-shipment Inspection, Role of Clearing and Forwarding Agents, Shipping and Customs Formalities, Customs EDI System,Negotiation of Documents, Realisation of Exports Proceeds. • Pre-Import Procedure- Steps in Import Procedure, Legal Dimensions of Import Procedure, Customs Formalities for Imports, Warehousing of Imported Goods, Exchange Control Provisions for Imports & Retirement of Export Documents. • Foreign Trade Policy Highlights (latest), Duty Drawback, Deemed Exports, ASIDE, MAI & MDA, Star Export Houses, Town of Export Excellence, EPCG Scheme

<table>
<tr><td>10</td><td colspan="2">References:

• Charles W. L. Hill and G. Tomas M. Hult - "International Business: Competing in the Global Marketplace" by - 2022
• John D. Daniels, Lee H. Radebaugh, and Daniel P. Sullivan - "International Business: Environments and Operations" - 2021
• S. Tamer Cavusgil, Gary Knight, and John Riesenberger - "International Business: The New Realities" - 2021
• John B. Cullen and K. Praveen Parboteeah - "International Business: Strategy and the Multinational Enterprise" - 2020
• John J. Wild, Kenneth L. Wild, and Jerry C. Y. Han - "International Business: The Challenges of Globalization" - 2022
• Ricky W. Griffin and Michael W. Pustay - "International Business: A Managerial Perspective" - 2021
• Alan M. Rugman, Simon Collinson, and Rajneesh Narula - "International Business: A Strategic Management Approach" - 2020
• Sumati Varma and David A. Ricks - "International Business: Theories, Policies, and Practices" - 2021
• John J. Wild, Kenneth L. Wild, and Jerry C. Y. Han - "International Business: The Challenges of Globalization" - 2022
• Rao - "International Business: Theory and Practice" - 2020</td></tr>
<tr><td>11</td><td>Internal Continuous Assessment: 40%</td><td>Semester End Examination: 60%</td></tr>
<tr><td>12</td><td colspan="2">Continuous Evaluation through: (40 Marks)
<table><tr><th>Component</th><th>Total Marks</th></tr><tr><td>Assignment/Case Studies/Book Review/ News Analysis/Presentation/ /Project/ Class Test</td><td>40 Marks</td></tr></table></td></tr>
<tr><td>13</td><td colspan="2">Format of Question Paper: for the final examination
Question Paper Pattern for Semester End Examination (SEE)
Maximum Marks: 60 Duration:2 Hour
<table><tr><th>Q. No.</th><th>Particular</th><th>Marks</th></tr><tr><td>Q-1</td><td>Attempt any TWO the following: (Module 1)
A. Full Length Question
B. Full Length Question
C. Full Length Question</td><td>15 Marks</td></tr></table></td></tr>
</table>

	Q-2	**Attempt any TWO the following:** (Module 2) A. Full Length Question B. Full Length Question C. Full Length Question	**15 Marks**
	Q-3	**Attempt any TWO the following:** (Module 3) A. Full Length Question B. Full Length Question C. Full Length Question	**15 Marks**
	Q-4	**Attempt any TWO the following:** (Module 4) A. Full Length Question B. Full Length Question C. Full Length Question	**15 Marks**
	Note: Any of the full length question of 7.5 Marks can be a case study.		

Signatures of Team Members

Sr. No	Name	Signature
1.	Dr. Sadhana Venkatesh	
2.	Ms. Shalini Clayton	
3.	Ms. Ashiyana Shaikh	
4.	Ms. Ranjeeta Rahul Prajapati	

AC –11-03-2025
Item No. –04

Approved by the BOS in Bachelor of Commerce (Management Studies) on 06-03-2025 Item No. 03

As Per NEP 2020

Tolani College of Commerce (Autonomous)

Knowledge is Supreme

Title of the Course: Business Ethics

Programme: Bachelor of Commerce (Management Studies)

Semester-VI

Syllabus for 2 credits

From the academic year 2025 - 2026

Name of the Course: Business Ethics

Sr. No.	Heading	Particulars
1	**Description the course:**	This course explores business ethics, covering principles, decision-making, and corporate responsibility. It examines governance, professional conduct, stakeholder roles, and ethical audits. Through case studies, students analyze ethics in global business, marketing, HR, supply chains, and environmental responsibility, including regulations and CSR.
2	**Vertical:**	Major
3	**Type:**	Theory
4	**Credit**:	2 credits
5	**Hours Allotted:**	30 hours
6	**Marks Allotted**:	50 marks Continuous Evaluation 20 Marks Semester End Examination 30 Marks
7	**Course Objectives**: 1. To Develop Ethical Decision-Making Skills 2. To Understand the Role of Ethics in Business Sustainability	
8	**Course Outcomes**: **1.** Demonstrate Ethical Decision-Making Skills and Evaluate the Role of Ethics in Business Sustainability **2.** Analyze Stakeholder Responsibilities in Business Ethics and Integrate Ethical Strategies into Global Business Practices.	

<table>
<tr><td>9</td><td>Modules</td></tr>
<tr><td></td><td>Module 1: Fundamentals and Applications of Business Ethics (15 Hours)</td></tr>
<tr><td></td><td>

Meaning, Nature and Importance of Business Ethics, Factors Influencing Business Ethics, Corporate Ethics: Ethical Behavior and Audit of Ethical Behavior, Tools and Techniques of Business Ethics Management , Role of various agencies in ensuring ethics in corporation,
Types of Business Ethics, Individual Ethics, Professional Ethics, Employees and Business Ethics , Consumers and Business Ethics, Suppliers, Competitors and business ethics Gandhian Philosophy of Ethical Behavior, Social Audit, Concept of Globalization and Global Business Network, Relationship among Business, Business Ethics and Business Development

</td></tr>
<tr><td></td><td>Module 2: Ethical Business Systems and Global Perspectives (15 Hours)</td></tr>
<tr><td></td><td>

Developing Business System Ethics relating to Ethics in Global Economy, Marketing Ethics in Foreign Trade, Role of Business Ethics in Developing Civilized Society, Concept of Corporate Social Responsibility.
Meaning of Functional Ethics, Types of Ethics according to Functions of Business (Marketing and HRM), Types of Ethics according to Functions of Business (Purchase, Selling and Distribution) ,Suppliers, Competitors and business ethics, Civil Society and Business Ethics, Government, Regulation and business ethics, Environment and Business Ethics, IT and Ethics

</td></tr>
</table>

<table>
<tr><td>10</td><td colspan="2">References:

Ferrell, O.C., John Paul Fraedrich, and Linda Ferrell. Business Ethics: Ethical Decision Making and Cases. 13th ed., Cengage, 2022.
Velasquez, Manuel G. Business Ethics: Concepts and Cases. 7th ed., Pearson, 2024. campusbooks.com
Mandal, S.K. Ethics in Business and Corporate Governance. 2nd ed., Tata McGraw-Hill, 2012. highered.mheducation.com
Fernando, A.C. Business Ethics and Corporate Governance. 1st ed., McGraw-Hill, 2019. mheducation.co.in
</td></tr>
<tr><td>11</td><td>Internal Continuous Assessment: 20%</td><td>Semester End Examination: 30%</td></tr>
<tr><td>12</td><td colspan="2">Continuous Evaluation through: (20 Marks)
<table>
<tr><th>Component</th><th>Total Marks</th></tr>
<tr><td>Assignment/Case Studies/Book Review/
News Analysis/Presentation/ /Project/
Class Test</td><td>20 Marks</td></tr>
</table></td></tr>
<tr><td>13</td><td colspan="2">Format of Question Paper: for the final examination
Question Paper Pattern for Semester End Examination (SEE)
Maximum Marks: 30 Duration: 1Hour
<table>
<tr><th>Q. No.</th><th>Particular</th><th>Marks</th></tr>
<tr><td>Q-1</td><td>Attempt any ONE the following: (Module 1)
A. Full Length Question
B. Full Length Question</td><td>10 Marks</td></tr>
<tr><td>Q-2</td><td>Attempt any ONE the following: (Module 2)
A. Full Length Question
B. Full Length Question</td><td>10 Marks</td></tr>
<tr><td>Q-3</td><td>Short Notes attempt any TWO of the following:
A. (Module 1)
B. (Module 1)
C. (Module 2)
D. (Module 2)</td><td>10 Marks</td></tr>
<tr><td></td><td>Note: Any of the Short notes of 5 Marks can be a case study.</td><td></td></tr>
</table></td></tr>
</table>

Signatures of Team Members

Sr. No	Name	Signature
1.	Dr. Sadhana Venkatesh	
2.	Ms. Shalini Clayton	
3.	Ms. Ashiyana Shaikh	
4.	Ms. Ranjeeta Rahul Prajapati	

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AC –11-3-2025
Item No. – 04

Approved by the BOS in Bachelor of Commerce (Accountancy &Finance) on 07-03-2025 Item No. 03

As Per NEP 2020

Tolani College of Commerce (Autonomous)

Knowledge is Supreme

Title of the Course: Indirect Taxes

Programme: Bachelor of Commerce (Management Studies)

Semester-VI

Syllabus for 4 credits

From the academic year 2025 - 2026

Name of the Course: Indirect Taxes

Sr. No.	Heading	Particulars
1	**Description the course:**	The Indirect Taxes course is designed to provide students with a comprehensive understanding of the principles, concepts, and applications of indirect taxes. The course covers various forms of indirect taxes, their implications on businesses and consumers, and the regulatory frameworks governing their administration. Students will explore the economic, legal, and ethical aspects of indirect taxation.
2	**Vertical:**	Electives
3	**Type:**	Theory
4	**Credit**:	4 credits
5	**Hours Allotted:**	60 Hours
6	**Marks Allotted**:	100 Marks Continuous Evaluation 40 Marks Semester End Examination 60 Marks
7	**Course Objectives**: • To understand the basics of GST • To study the registration and computation of GST • To acquaint the learners with filing of returns in GST • To provide learners with a comprehensive understanding of the various types of indirect taxes, including sales taxes, value-added taxes (VAT), excise duties, customs duties, and other consumption-based taxes	
8	**Course Outcomes**: • Overall, the outcome of understanding the basics of GST is to provide learners with foundational knowledge about this crucial tax system • Overall, the outcome of studying the registration and computation of GST is to equip learners with the essential knowledge and skills required for proper GST compliance • Overall, the outcome of acquainting learners with the filing of returns in GST is to equip them with essential knowledge and skills for seamless and compliant GST return filing • Learners will demonstrate proficiency in analyzing the structure, incidence, and impact of indirect taxes on consumer behavior, business operations, and government finances.	

9	Modules
	Module 1: Introduction to Indirect Taxation and GST
	• Basics for Taxation : Direct Taxes and Indirect Taxes – Difference, Advantages and Disadvantages, Sources and Authority of Taxes in India (Art 246 of the Indian Constitution) • Introduction to GST : Genesis of GST in India, Power to tax GST (Constitutional Provisions), Extent and Commencement, Meaning and Definition of GST, Benefits of GST, Conceptual Framework – CGST, IGST,SGST,UTGST, Imports of goods or services or both, Export of goods or services or both, Taxes subsumed and not subsumed under GST. • Definitions : Goods (2(52) of CGST Act), Services (2(102) of CGST Act), Money (2(75) of CGST Act), Securities (2(101) of SCRA Act,1956), India(2(56) of CGST Act), Persons (2(84) of CGST Act),Taxable Person (2(107) of CGST Act), Business (2(17) of CGST Act), Consideration(2(31) of CGST Act), E- Commerce Operator (2(45) of CGST Act), Supplier(2(105) of CGST Act),Recipient(2(93) of CGST Act) • Levy and Collection of GST : Levy and Collection of CGST, IGST, SGST,UTGST (Sec 9 of • CGST Act), Composition Scheme under GST (Sec 10 of CGST Act), Power to Grant Exemption (Sec 11 of CGST Act)GST Rate Schedule for Goods and Services.
	Module 2: Concept of Supply
	• Taxable Event Supply : Meaning and Scope of Supply (Section 7 Subsection 1, 2 and 3 of Act) Schedule I, Schedule II, Schedule III, Composite and Mixed Supplies (Sec 8 of CGST Act) • Place of Supply : Location of Supplier of Goods and Services, Place of Supply of Goods (Sec 10, 11,12 and 13 of IGST Act), Special Provision for Payment of Tax by a Supplier of Online Information Database Access Retrieval. • Time of Supply : Time of Supply (Sec 31 of CGST Act), Issue of Invoice by the Supplier (Sec 31 (1) and Sec 31(2)of CGST Act), Continuous Supply of Goods and Services, Goods Sent on Approval (Sec 31(7) of CGST Act) • Value of Supply : Determination of Value of Supply (Sec 15 of CGST Act and CGST Rules 2017), Input Tax Credit (Sec 2(62) of CGST Act) Capital Goods (Sec 2(19) of CGST Act), Input Sec 2(59) of CGST Act), Input Service (Sec 2(60) of CGST Act). Eligibility and Conditions for taking Input Tax Credit (Sec 16 of CGST Act)

Module 3: **Registration and Computation of GST**

- Registration : Persons liable for Registration (Sec 22 of the Act), Persons not liable for Registration, Procedure for Registration (Sec 25 of the Act), Deemed Registration(Sec 26 of the Act), Special Provisions (Sec 27 of the Act), Amendment, Cancellation and Revocation of Registration(Sec 28,Sec29and Sec 31 of the Act)
- Computation of GST : Computation of GST under Inter State and Intra State Supplies.
- Payment of Tax : Payment of Tax, Interest and other Amounts(Sec 49 of the Act), Interest on delayed Payment (Sec 50 of the Act), TDS (Sec 51 of the Act), TCS (Sec 52 of the Act)

Module 4: **Filing of Returns**

- Documentation : Tax Invoices (Sec 31 and 32 of the Act), Credit and Debit notes(Sec 34 of the Act), Electronic Way Bill
- Returns : Types of Returns and Provisions relating to filing of Returns (Sec 37 to Sec 48 of the Act)

10 **Reference Books:**

- GST Bare Act 2017
- GST Law & Practice - V.S Datey (6th Edition) 2023
- Income Tax Including GST – Dr. Vinod K Singhania. 2023
- Mahajan & Molani GST. GST Manual. 2024

11	**Internal Continuous Assessment: 40%**	**Semester End Examination: 60%**

12 **Continuous Evaluation through:** (40 Marks)

Component	Total Marks
1)Assignment/Case Studies	15 Marks
2)Presentation/ /Project	15 Marks
3)Objective Questions	10 Marks
Total	**40 Marks**

Note: Learner must be Present in all the three exam components of Continuous Evaluation.

13	**Format of Question Paper:** for the final examination

Question Paper Pattern for Semester End Examination (SEE)

Maximum Marks: 60 **Duration:2 Hour**

Q. No.	Particular	Marks
Q-1	**Attempt the following:** A. Full Length Practical Question (15 Marks) OR B. Full Length Practical Question (15 Marks)	**15 Marks**
Q-2	**Attempt the following:** A. Full Length Practical Question (15 Marks) OR B. Full Length Practical Question (15 Marks)	**15 Marks**
Q-3	**Attempt the following:** A. Full Length Practical Question (15 Marks) OR B. Full Length Practical Question (15 Marks)	**15 Marks**
Q-4	**Attempt the following:** A. Full Length Practical Question (15 Marks) OR B. Short Notes to be asked 05 To be answered 03	**15 Marks**

Note:
Practical question of 15 marks may be divided into two sub questions of 7/8 and 10/5 Marks. If the topic demands, instead of practical questions, appropriate theory question may be asked.

Signatures of Team Members

Sr. No	Name	Signature
1.	Mr. Murugan Nadar	
2.	Mr. Mubeen Shaikh	

AC –11-03-2025
Item No. –04

Approved by the BOS in Bachelor of Commerce (Management Studies) on 06-03-2025 Item No. 03

As Per NEP 2020

Tolani College of Commerce (Autonomous)

Knowledge is Supreme

Title of the Course: Performance Management &

Career Planning

Programme: Bachelor of Commerce (Management Studies) Semester-VI

Syllabus for 4 credits

From the academic year 2025 - 2026

Name of the Course: Performance Management & Career Planning

Sr. No.	Heading	Particulars
1.	**Description the course:**	This course integrates the principles of performance management with career planning to create a holistic approach to employee development. Participants will learn strategies for setting performance expectations, providing feedback, and supporting career growth. The course combines theoretical concepts with practical applications to prepare HR professionals and managers for effective performance management and career planning.
2.	**Vertical**	HR Electives
3.	**Type:**	Theory
4.	**Credit**:	4 credits
5.	**Hours Allotted:**	60 Hours
6.	**Marks Allotted**:	100 Marks Continuous Evaluation 40 Marks Semester End Examination 60 Marks
7.	**Course Objectives**: • To understand the principles and concepts of performance management and career planning in organizational contexts. • To learn to develop and implement effective performance management systems and processes. • To explore strategies for setting performance goals, providing feedback, and conducting performance appraisals. • To gain insights into career planning frameworks, tools, and techniques to support employee development and growth.	
8.	**Course Outcomes**: • Learners will be proficient in designing and implementing performance management systems that align with organizational objectives and employee development needs. • Learners will master performance evaluation techniques, including goal setting, feedback provision, and performance appraisal methodologies. • Learners will be able to facilitate constructive performance discussions and development plans to enhance employee performance and engagement. • Learners will be capable to guide employees in identifying career aspirations, setting career goals, and creating actionable career development plans that support both individual and organizational objectives.	
9.	**Module 1: Performance Management – An Overview**	

	• Performance Management– Meaning, Features, Components of Performance Management, Evolution, Objectives, Need and Importance, Scope, Performance Management Process, Pre-Requisites of Performance Management, Linkage of Performance Management with other HR functions, Performance Management and Performance Appraisal, Performance Management Cycle. • Best Practices in Performance Management, Future of Performance Management. Role of Technology in Performance Management.
	Module 2: Performance Management Process
	• Performance Planning – Meaning, Objectives, Steps for Setting Performance Criteria, Performance Benchmarking Performance Managing – Meaning, Objectives, Process. • Performance Appraisal – Meaning, Approaches of Performance Appraisal – Trait Approach, Behaviour Approach, Result Approach, Performance Monitoring–Meaning, Objectives and Process. • Performance Management Implementation – Strategies for Effective Implementation of Performance Management, Linking Performance Management to Compensation and Concept of High Performance Teams.
	Module 3: **Ethics, Under Performance and Key Issues in Performance Management**
	• Ethical Performance Management - Meaning, Principles, Significance of Ethics in Performance Management, Ethical Issues in Performance Management, Code of Ethics in Performance Management, Building Ethical Performance Culture, Future Implications of Ethics in Performance Management. • Under Performers and Approaches to Manage Under Performers, Retraining Key Issues and Challenges in Performance Management, Potential Appraisal: Steps, Advantages and Limitations. • Pay Criteria -Performance related pay, Competence related pay, Team based pay, and Contribution related pay.
	Module 4: **Career Planning and Development**
	• Career Planning - Meaning, Objectives, Benefits and Limitations, Steps in Career Planning, Factors affecting Individual Career Planning, Role of Mentor in Career Planning, Requisites of Effective Career Planning. • Career Development – Meaning, Role of employer and employee in Career Development, Career Development Initiatives. • Role of Technology in Career Planning and Development Career Models – Pyramidal Model, Obsolescence Model, Japanese Career Model, New

	Organizational Structures and Changing Career Patterns.
	Reference Books: • Shashi K. Gupta, Rosy Joshi, Human Resource Management, Kalyani Publishers. 2018 • Armstrong, Michael, Baron, Performance Management, Jaico Publishers 2008 • Robert Bacal, Performance Management, McGraw-Hill Education, 2007 • T.V. Rao, Performance Management and Appraisal Systems: HR Tools for Global Competitiveness, Response Books, New Delhi, 2007. • Davinder Sharma, Performance Appraisal and Management, Himalaya Publishing House. 2016
	Internal Continuous Assessment: 40% — **Semester End Examination: 60%**
	Continuous Evaluation through: (40 Marks)

Component	Total Marks
Assignment/Case Studies/Book Review/ News Analysis/Presentation/ /Project/ Class Test	**40 Marks**

12 **Format of Question Paper:** for the final examination

Question Paper Pattern for Semester End Examination (SEE) Maximum Marks: 60 **Duration:2 Hour**

Q. No.	Particular	Marks
Q-1	**Attempt any TWO the following:** (Module 1) A. Full Length Question B. Full Length Question C. Full Length Question	**15 Marks**
Q-2	**Attempt any TWO the following:** (Module 2) A. Full Length Question B. Full Length Question C. Full Length Question	**15 Marks**
Q-3	**Attempt any TWO the following:** (Module 3) A. Full Length Question B. Full Length Question C. Full Length Question	**15 Marks**
Q-4	**Attempt any TWO the following:** (Module 4) A. Full Length Question B. Full Length Question C. Full Length Question	**15 Marks**

Note: Note: Any of the full length question of 7.5 Marks can be a case study.

Signatures of Team Members

Sr. No	Name	Signature
1.	Dr. Sadhana Venkatesh	
2.	Ms. Shalini Clayton	
3.	Ms. Ashiyana Shaikh	

AC –11-03-2025
Item No. –04

Approved by the BOS in Bachelor of Commerce (Management Studies) on 06-03-2025 Item No. 03

As Per NEP 2020

Tolani College of Commerce (Autonomous)

Knowledge is Supreme

Title of the Course: Service Marketing

Programme: Bachelor of Commerce (Management Studies)

Semester-VI

Syllabus for 4 credits

From the academic year 2025 - 2026

Name of the Course: Service Marketing

Sr. No.	Heading	Particulars
1.	**Description the course:**	This course focuses on the principles and practices of marketing services, emphasizing the distinctive nature of services compared to tangible products. Participants will gain insights into the challenges and opportunities inherent in the service industry and develop strategies for effective service marketing. The course integrates theoretical concepts with real-world examples to prepare students for the dynamic and evolving service marketing landscape.
2.	**Vertical**	Marketing Elective
3.	**Type:**	Theory
4.	**Credit**:	4 credits
5.	**Hours Allotted:**	60 Hours
6.	**Marks Allotted**:	100 Marks Continuous Evaluation 40 Marks Semester End Examination 60 Marks
7.	**Course Objectives**: • To provide learners with a comprehensive understanding of the unique characteristics of services, including intangibility, inseparability, variability, and perishability, and how these characteristics impact marketing strategies. • To equip learners with the knowledge and skills necessary to develop effective marketing strategies for services, including service design, pricing, distribution, promotion, and positioning, tailored to the specific needs and preferences of service customers. • To educate learners on the importance of building and maintaining strong customer relationships in service industries • To explore the role of technology in service marketing, including the use of digital channels, social media, mobile apps, and other technology-enabled platforms	

8	**Course Outcomes**: • Learners will be able to apply their understanding of service characteristics and marketing principles to analyze and solve real-world marketing challenges faced by service businesses across various industries. • Learners will develop comprehensive service marketing plans that address all aspects of the marketing mix. • Learners will demonstrate the ability to effectively manage customer relationships through various stages of the customer lifecycle • Learners will be proficient in leveraging technology and digital marketing tools to enhance the marketing of services, including the use of social media, online advertising, customer relationship management (CRM) systems, and analytics tools to improve Customer engagement and drive business growth.
9	**Modules**
	Module 1: Introduction of Services Marketing
	• Services Marketing Concept, Distinctive Characteristics of Services, Services Marketing Triangle, Purchase Process for Services, Marketing Challenges of Services, Role of Services in Modern Economy, Services Marketing Environment, Goods vs Services Marketing and Goods Services Continuum • Consumer Behaviour, Positioning a Service in the Market Place Variations in Customer Involvement, Impact of Service Recovery Efforts on Consumer Loyalty. • Type of Contact: High Contact Services and Low Contact Services and Sensitivity to Customers' Reluctance to Change.
	Module 2: Key Elements of Services Marketing Mix
	• The Service Product, Pricing Mix, Promotion & Communication Mix, Place/Distribution of Service, People, Physical Evidence, Process-Service Mapping- Flowcharting. • Branding of Services – Problems and Solutions. • Options for Service Delivery.
	Module 3: **Managing Quality Aspects of Services Marketing**
	• Improving Service Quality and Productivity. • Service Quality – GAP Model, Benchmarking, Measuring Service Quality -Zone of Tolerance and Improving Service Quality and The SERVQUAL Model. • Defining Productivity – Improving Productivity Demand and Capacity Alignment.

Module 4: **Marketing of Services**

- International and Global Strategies in Services Marketing: Services in the Global Economy-Moving from Domestic to Transnational Marketing.
  Factors Favouring Transnational Strategy and Elements of Transnational Strategy
- Recent Trends in Marketing Of Services in: Tourism, Hospitality, Healthcare, Banking, Insurance, Education, IT and Entertainment Industry, CHATBOTS and SEO (Search Engine Optimisation).
- Ethics in Services Marketing: Meaning, Importance, Unethical Practices in Service Sector.

Component	Total Marks
Assignment/Case Studies/Book Review/ News Analysis/Presentation/ /Project/ Class Test	**40 Marks**

10 **Reference Books:**

- Ramneek Kapoor, Justin Paul &Biplab Halder, Services Marketing-Concepts And Practices, McgrawHill, 2011
- K. Ram Mohan Rao, Services Marketing, Pearson Education, 2nd Edition, 2011
- C. Bhattacharjee, Service Sector Management, Jaico Publishing House, Mumbai, 2008
- Govind Apte, Services Marketing, Oxford Press, 2004

11 **Internal Continuous Assessment: 40%** | **Semester End Examination: 60%**

12 **Continuous Evaluation through:** (40 Marks)

13 **Format of Question Paper:** for the final examination

Question Paper Pattern for Semester End Examination (SEE) Maximum Marks: 60 **Duration:2 Hour**

Q. No.	Particular	Marks
Q-1	**Attempt any TWO the following:** (Module 1) A. Full Length Question B. Full Length Question C. Full Length Question	**15 Marks**
Q-2	**Attempt any TWO the following:** (Module 2) A. Full Length Question B. Full Length Question C. Full Length Question	**15 Marks**
Q-3	**Attempt any TWO the following:** (Module 3) A. Full Length Question B. Full Length Question C. Full Length Question	**15 Marks**
Q-4	**Attempt any TWO the following:** (Module 4) A. Full Length Question B. Full Length Question C. Full Length Question	**15 Marks**

Note: Any of the full length question of 7.5 Marks can be a case study.

Signatures of Team Members

Sr. No	Name	Signature
1.	Dr. Sadhana Venkatesh	
2.	Ms. Shalini Clayton	
3.	Ms. Ashiyana Shaikh	

AC –
Item No. –

As Per NEP 2020

Tolani College of Commerce (Autonomous)

Knowledge is Supreme

Title of the Course: Cloud Computing

Programmes:
B.Com (Management Studies)
B.C.om (Accounting & Finance)
B.Com (Banking & Insurance)
B.Com (Financial Markets)

Semester: VI

Syllabus for 4 Credits

From the Academic Year 2026-2027

Name of the Course : Cloud Computing

Sr. No.	Heading	Particulars
1	**Description of the Course :**	This course provides a comprehensive understanding of the fundamental concepts, technologies, architectures, and applications of Cloud Computing. It introduces students to the evolution of distributed and parallel computing that led to the emergence of cloud computing as a scalable and cost-effective computing paradigm.
2	**Vertical :**	Minor
3	**Type :**	Theory
4	**Credit**:	4 credits
5	**Hours Allotted :**	60 Hours
6	**Marks Allotted**:	100 Marks Continuous Evaluation 40 Marks Semester End Examination 60 Marks
7	**Course Objectives**: Enable learners to : 1. to the concept of cloud computing in a business environment and help them understand how businesses have evolved from traditional IT systems to cloud-based services for improving efficiency, flexibility, and cost control. 2. role of cloud computing in supporting key business operations such as finance, human resources, customer management, supply chain, digital marketing, and remote collaboration across different business sectors. 3. various cloud business models, service options, and adoption strategies so they can understand how organizations select suitable cloud solutions based on size, needs, and growth stage. 4. awareness of business risks, governance practices, cost management, and compliance issues related to cloud computing, enabling informed decision-making and responsible cloud usage in organizations.	
8	**Course Outcomes**: Learners will be able to : 1. explain cloud computing concepts from a business perspective and identify the reasons why organizations adopt cloud solutions instead of traditional IT systems. 2. describe how cloud services are applied in different business functions and industries, and analyze their role in improving operational efficiency, automation, and business continuity. 3. compare traditional IT setups with cloud-based systems in terms of cost, scalability, maintenance, and flexibility, and understand suitable cloud adoption strategies for startups, SMEs, and large enterprises. 4. recognize business risks associated with cloud usage, understand the importance of SLAs, data security, compliance, and governance, and apply best practices for monitoring performance and managing cloud costs.	

9	**Modules**:-
	Module 1: Cloud Computing in Business Environment **(15 Hours)**
	• Meaning of cloud computing in a business context. Evolution from traditional office IT systems to cloud-based business services, Reasons for cloud adoption by businesses. • Business-oriented features of cloud computing: Scalability for business growth, flexibility for startups and SMEs, On-demand access to business applications, Pay-as-you-use pricing model • Comparison of traditional IT setup and cloud services from a business perspective, Cloud ecosystem: service providers, business users, and service partners • Applications of cloud computing in: Banking and digital payments, E-commerce, Accounting and billing systems, Digital marketing, Remote work and collaboration.
	Module 2: Cloud Computing for Business Operations **(15 Hours)**
	• Cloud computing as a service model for businesses, Use of cloud services in business functions: Finance and accounting management, Customer Relationship Management (CRM), Human Resource Management (HRM), Inventory and supply chain management • Role of cloud services in business process automation, Business continuity and disaster recovery using cloud services, Benefits of cloud adoption for small, medium, and large enterprises • Business challenges in cloud usage: Dependence on service providers, Internet connectivity issues, Cost monitoring and control, • Industry examples of cloud usage in different business sectors.
	Module 3: **Cloud Business Models and Adoption Strategies** **(15 Hours)**
	• Overview of cloud service models from a business perspective, Selection of cloud solutions based on organizational needs, Public, private, and hybrid cloud usage in business scenarios • Traditional IT systems versus cloud-based systems: Cost structure, Maintenance responsibility Scalability and flexibility. • Service Level Agreements (SLA): Service availability, Performance commitment, Customer support and responsibilities, • Cloud adoption strategies for startups, growing businesses, and enterprises.

	Module 4 : Cloud Risk Management and Governance (15 Hours)
	• Business risks associated with cloud computing, Data security and privacy concerns in cloud environments, Managing access and authorization for employees, Compliance with legal and regulatory requirements • Trust and reliability of cloud service providers, Security and responsibility clauses in SLAs, Monitoring cloud service performance and usage • Managing and optimizing cloud service costs • Best practices for cloud governance in organizations
10	**Reference Books:** • Cloud **Computing: Concepts, Technology & Architecture** by *Thomas Erl, *Ricardo Puttini & *Zaigham Mahmood – Pearson. • **Mastering Cloud Computing** by *Rajkumar Buyya, *Christian Vecchiola & *S. Thamarai Selvi – McGraw-Hill Education. • **Cloud Computing: A Hands-On Approach** by *Arshdeep Bahga & *Vijay Madisetti – Universities Press.

11	**Internal Continuous Assessment: 40%**	**Semester End Examination : 60%**
12	**Continuous Evaluation through:** Class Test : 10 Marks Assignment : 30 Marks Total : 40 Marls	
13	**Question Paper Pattern for Semester End Examination** **Maximum Marks: 60** **Duration: 2 Hrs.** **Note: All questions are compulsory. Each question has an internal choice.** ***[Refer to Next Page]***	

Question Number		Nature of Questions	Maximum Marks
1)		**Attempt any 3**	
	a)		15
	b)		
	c)		
	d)		
	e)		
2)		**Attempt any 3**	
	a)		15
	b)		
	c)		
	d)		
	e)		
3)		**Attempt any 3**	
	a)		15
	b)		
	c)		
	d)		
	e)		
4)		**Attempt any 3**	
	a)		15
	b)		
	c)		
	d)		
	e)		

Signatures of Team Members

Sr.No	**Name**	**Signature**
1.	Mr. Deepak Sharma	
2.	Ms. Vibhuti Barad	
3.	Ms. Sabiha Malik	

Approved by the Academic Council on 11-3-25 item no.4 for the B.Com Programme.
Approved by the BoS in Business Economics on 04-03-2025 Item No. 06 for the B.Com Programme.
Approved by the Academic Council on 14-3-26 item no.04 for the B.Com in Management Studies, B.Com in Accounting and Finance, B.Com in Banking and Insurance, B.Com in Financial Markets and B.Sc. in Information Technology
Approved by the BoS in Business Economics on 27-02-2026 Item No. 05 for the B.Com in Management Studies, B.Com in Accounting and Finance, B.Com in Banking and Insurance, B.Com in Financial Markets and B.Sc. in Information Technology

As Per NEP 2020

Tolani College of Commerce (Autonomous)

Knowledge is Supreme

Business Economics- (Semester VI): Contemporary Issues of Indian Economy

Syllabus for 4 credit Course from the academic year 2025-2026 for B.Com. Programme

Title of the Course: Business Economics- (Semester VI): Contemporary Issues of Indian Economy

Applicable to B.Com in Management Studies, B.Com in Accounting and Finance, B.Com in Banking and Insurance, B.Com in Financial Markets and B.Sc. in Information Technology

Wef A.Y. 2026-2027

Sr. No.	Heading	Particulars
1)	Description the course	The course on offers a comprehensive examination of India's economic trajectory over the past decade or so (2010-2023), focusing on key trends, policy frameworks, and strategic insights that have shaped its development. Designed for students interested in understanding the dynamic landscape of one of the world's fastest-growing economies, the course delves into critical aspects of economic growth, sectoral dynamics, international trade, socioeconomic challenges, and policy responses. **Justification for the selection of the period 2010-2023:** 1) Analyses India's economic performance post-liberalisation with a focus on growth phases and challenges. 2) Evaluates the effects of major reforms such as GST implementation, inflation targeting, digitalisation of the economy and fiscal policy changes. 3) Studies the evolution of agriculture, industry, and services sectors, highlighting sector-specific policies and advancements. 4) Explores India's integration into global markets through trade agreements, FDI trends, and economic diplomacy. 5) Provides insights into contemporary economic issues like inequality, employment dynamics, and environmental sustainability, crucial for policy analysis.
2)	Programme	B.Com.; B.Com in Management Studies, B.Com in Accounting and Finance, B.Com in Banking and Insurance, B.Com in Financial Markets and B.Sc. in Information Technology
3)	Semester	VI
4)	Course/ Subject	Business Economics: Contemporary Issues of Indian Economy.
5)	A.Y.	2025-2026
6)	Vertical:	Minor
7)	Type:	Theory
8)	Credits:	04

9)	Hours Allotted:	60
10)	Marks Allotted:	Total Marks: 100 Continuous Evaluation Marks: 40 Semester End Examination Marks: 60

Course Objectives: By end of this course student should be able to- 1) understand the key phases of India's economic growth post-liberalisation, focusing on the factors influencing high growth periods and slowdowns, alongside the evolution of monetary and fiscal policies. 2) explore the dynamics of key sectors in the Indian economy, including agriculture, industry, infrastructure, and services, and assess the impact of technological advancements and government initiatives. 3) examine India's trade policies, foreign direct investment trends, and the impact of globalisation on economic integration and competitiveness in global markets. 4) understand the socioeconomic challenges in India, including inequality, poverty, employment, and environmental sustainability, and examine the effectiveness of government policies in addressing these issues.
Course Outcomes: Upon completion of this course students will be able to: 1) critically analyse India's economic growth trajectory in comparison with other emerging economies and evaluate the impact of monetary and fiscal policies on the nation's economic stability. 2) assess sector-specific challenges and opportunities, and propose strategies for enhancing sectoral growth and development in the context of technological innovation and policy interventions. 3) evaluate the effectiveness of India's trade and FDI policies, and analyse the country's role in global supply chains and its response to geopolitical challenges. 4) critically assess the impact of socioeconomic policies on inequality, poverty, and environmental sustainability, and propose policy recommendations for promoting inclusive and sustainable development in India.

Module 1: Macroeconomic Framework of India (15 hours)	
1) Economic Growth and Development	a) Growth of the economy during the post-liberalisation phase (2010-2023): High Growth Phase (2012-2013 to 2016-2017), Slow Growth Phase (2017-2018 to 2020-2021) and Recovery of Growth Phase (2021-2022 to 2023-2024). b) Role of government policies in shaping economic growth: Key government initiatives and reforms post-liberalisation, such as Make in India, Digital India, and infrastructure development, and their impact on economic growth during various phases. c) Comparative analysis: India's growth trajectory compared to major emerging economies like China, Brazil, and South Africa. d) Middle Income Trap: Understanding the trap and assessing India's challenges, Structural issues like low productivity, limited

	innovation, and labour market constraints and Government efforts in human capital, technology, and infrastructure to boost growth.
2) Monetary Policy and Inflation	a) Evolution of RBI's monetary policy framework since 2010: Shift towards inflation targeting, policy rate changes, and their impacts b) Effectiveness of inflation targeting regime: Analysis of inflation rates, core inflation, and policy responses. c) Inflation trends from 2010 onwards: Analysis of factors influencing inflation, such as food prices, oil prices, and global economic conditions. d) Role monetary inflation management: Evaluation of the RBI's strategies and measures for controlling inflation during periods of economic shocks, such as global financial crises or sudden price spikes in essential commodities, and their effectiveness in maintaining price stability.
3) Fiscal Policy and Public Finance	a) Analysis of Union and State budgets (2010-2023): Key expenditure patterns, revenue sources, and fiscal deficits. b) Fiscal reforms: Impact of GST implementation, Direct Tax Code reforms, and FRBM Act amendments. c) Public debt management strategies and sustainability: Trends in public debt levels, debt-to-GDP ratio, and fiscal consolidation efforts. d) Assessment of fiscal policy effectiveness in achieving economic stability: Evaluation of how fiscal policies and budgetary measures have influenced economic stability, including their impact on economic growth, inflation control, and public sector efficiency.
Module II: Sectoral Dynamics (15 hours)	
1) Agriculture and Rural Development	a) Agrarian distress: Causes such as land fragmentation, water scarcity, and price volatility; policy interventions and outcomes. b) Technological advancements in agriculture: Adoption of precision farming, biotechnology, and climate-resilient crop varieties. c) Climate change resilience in agriculture: Government policies for sustainable agriculture, irrigation schemes, and crop insurance reforms. d) Impact of rural infrastructure development on agricultural productivity: Analysis of how investments in rural infrastructure, such as roads, storage facilities, and market access, influence agricultural productivity and rural development outcomes.
2) Industry and Infrastructure	a) Make in India initiative: Assessment of sector-specific policies, impact on manufacturing growth, and challenges faced by small and medium enterprises (SMEs). b) Role of infrastructure development: Investment in roads, railways, ports, and smart cities; impact on logistics and industrial growth. c) Assessment of the impact of regulatory reforms on industrial growth: Examination of how changes in regulations, such as ease of doing business reforms and industrial policy updates, have influenced the growth and competitiveness of the industrial sector.

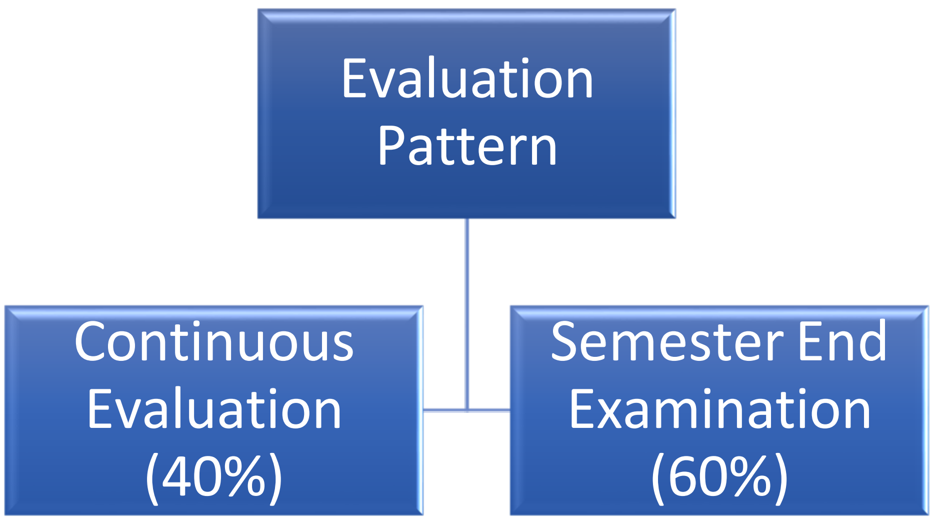
	d) Industry 4.0 and its implications: Adoption of automation, artificial intelligence, and robotics in manufacturing; skill development initiatives.
3) Services Sector and Digital Economy	a) Growth of IT, finance, and healthcare services since 2010: Role in GDP growth, employment generation, and global competitiveness. b) Financial inclusion initiatives: Jan Dhan Yojana, PMJDY, and their impact on banking penetration and rural development. c) Digital economy: Opportunities in e-commerce, digital payments, and cybersecurity challenges; regulatory frameworks and policy initiatives. d) India's Tryst with Tech Independence: The role of Digital Public Infrastructure Framework, the National Quantum Computing Mission, Artificial Intelligence and fabrication of semi-conductors.
Module III: International Trade and Policies (15 hours)	
1) Trade Policy and Agreements	a) Evolution of India's trade policy: Liberalisation measures, FTAs, and changes in tariff structures; impact on import-export trends. b) Bilateral and regional trade agreements: Case studies of agreements with ASEAN, EU, and US; analysis of benefits and challenges. c) WTO negotiations and India's stance: Dispute resolutions, negotiations on services and agriculture, and their implications for Indian trade. d) Impact of trade policy changes on domestic industries: Analysis of how shifts in trade policies, such as tariff adjustments and trade liberalisation measures, have affected various domestic industries, including their competitiveness and growth prospects.
2) Foreign Direct Investment (FDI)	a) Trends in FDI inflows and their sectoral distribution: Analysis of major sectors attracting FDI such as manufacturing, services, and infrastructure. b) Role of FDI in India's Growth Process: Contribution to Economic Growth and Development, Impact on Employment and Skill Development, Technology Transfer and Innovation, Enhancement of Export Competitiveness and Regional Development and Investment Distribution. c) FDI policy reforms: Ease of Doing Business reforms, FDI limits and regulations, and impact on economic growth and employment. d) Strategies to attract and manage FDI inflows: Investor-friendly policies, incentives, and case studies of successful FDI projects.
3) Globalisation and Economics of Integration	a) India in global supply chains: Participation in manufacturing, services, and technology sectors; challenges and opportunities. b) Geopolitical factors influencing India's trade and investment policies: Impact of global events, trade wars, and geopolitical alignments. c) Enhancing competitiveness in global markets: Policy initiatives for skill development, export promotion, and market access in developed and emerging economies.

	d) Globalisation and Its Future for India: Opportunities and Challenges in the Post-Pandemic Global Economy, Impact of Geopolitical Shifts on India's Global Integration and Sustainable Globalisation and India's Role in Climate Policy.
Module IV: Socioeconomic Issues and Policies (15 hours)	
1) Inequality, Poverty, and Social Justice	a) Intersection of economic growth and social equity: Examination of how economic growth affects social equity, including the balancing act between promoting economic development and addressing income inequality and social disparities. b) Trends in income and wealth inequality: Impact of economic policies on income distribution, Gini coefficient analysis. c) Poverty alleviation programmes: Assessment of schemes like MGNREGA, PMAY, and their effectiveness in reducing poverty. d) Social justice initiatives: Legal reforms, affirmative action policies, and challenges in achieving social inclusivity.
2) Employment and Labour Market	a) Employment trends and challenges in India since 2010: Analysis of formal and informal sector employment, youth unemployment rates. b) Informal sector dynamics: Size, composition, and policy interventions for informal sector workers. c) Skill development initiatives: Pradhan Mantri Kaushal Vikas Yojana (PMKVY), Skill India Mission, and their role in bridging skill gaps and enhancing employability. d) Future of work and emerging job trends: Analysis of how technological advancements, automation, and digitalisation are shaping the future of work in India, including the creation of new job opportunities and the transformation of existing ones.
3) Environmental Sustainability and Policies	a) Impact of climate change on India's economy: Vulnerability assessment, sectors affected, and adaptation strategies. b) Sustainable development goals: Progress in achieving SDGs related to clean energy, sustainable cities, and climate action. c) Role of green finance in promoting sustainability: Examination of how green finance, including investment in sustainable projects and green bonds, supports environmental sustainability and the transition to a low-carbon economy in India. d) Policies for balancing economic growth with environmental conservation: Environmental regulations, pollution control measures, and renewable energy initiatives.

References:

1. Balakrishnan, P. (2010). *Economic growth in India: History and prospect*. Oxford University Press.
2. Bardhan, P. (1998). *The political economy of development in India* (2nd ed.). Oxford University Press.

3. Basu, K., & Maertens, A. (Eds.). (2011). The new Oxford companion to economics in India (Vol. 1 & 2). Oxford University Press.
4. Datt, R., & Sundharam, K. P. M. (2021). Indian economy (75th ed.). S. Chand & Company.
5. Kapila, U. (2020). Indian economy: Performance and policies (20th ed.). Academic Foundation.
6. Kapila, U. (2024). Indian economy since independence: A comprehensive and critical analysis of India's economy, 1947-2024 (35^{th} ed.). Academic Foundation.
7. Misra, S. K., & Puri, V. K. (2021). *Indian economy* (40th ed.). Himalaya Publishing House.
8. Mohan, R. (Ed.). (2017). India transformed: 25 years of economic reforms. Penguin India.
9. Panagariya, A. (2008). India: The emerging giant. Oxford University Press.
10. Rangarajan, C. (Ed.). (2014). Selected essays on Indian economy. Academic Foundation.
11. **World Bank.** (2024). *World development report 2024: The Middle-Income trap*. World Bank. https://openknowledge.worldbank.org/bitstreams/8dca4aff-e0f5-4865-b245-ec9c4583aa60/download



Continuous Evaluation

(A)	
Book Review	Any one
Article Review	
Research Project	
(B)	
Class Test	Compulsory

Continues Evaluation Research Project Component

Research Project Rules and Guidelines

1. Topic Selection

- Choose **one topic only** from the provided list given against your **ROLL NUMBER ONLY.**
- Change in topic will **NOT BE ALLOWED.**

2. Project Format

Each project must include the following sections:

Section	Description
Cover Page	Title, Student Name, Roll Number, Class, College, and Date
Index	List of sections with page numbers
Introduction	Brief background and significance of the topic
Objectives	Clearly state 2–3 aims of your research
Methodology	Mention how you collected data (primary/secondary), sample size, tools used
Data Analysis	Use tables, graphs, or charts to explain findings
Interpretation	Explain your results in simple terms
Conclusion	Summarise key insights; suggest improvements or actions
References	Books, articles, websites (follow proper citation style)
Appendix (if any)	Include survey questionnaires, raw data, etc.

THE PROJECT REPORT MUST BE HAND WRITTEN IN THE BOOK LET AUTHORISED BY THE COLLEGE. USE BLUE INK.

3. Data Collection

- Projects must be based on **real-world examples, data, or observations**.
- Data may be collected through:
    - Online research (reliable websites, economic reports, articles)
    - Small surveys (questionnaire/interview)
    - Case studies (small businesses, startups, etc.)
- Cite all sources properly.

4. Page Limit & Presentation

- **Page Count**: 15 pages (including appendices).
- Ensure **neatness, clarity, and logical flow** of ideas.
- You are free to **affix** relevant pics or draw diagrams.

Question Paper Pattern of Semester End Examination (SEE)

Max. Marks: 60 **Max.Duration: 2 hours**

All questions are compulsory

				MAX.MARKS
Q.1	a)		MODULE I	(5)
	b)			(5)
	c)			(5)
Q.2	a)		MODULE II	(5)
	b)			(5)
	c)			(5)
Q.3	a)		MODULE III	(5)
	b)			(5)
	c)			(5)
Q.4	a)		MODULE IV	(5)
	b)			(5)
	c)			(5)

Notes sub-question a, b and c can be on the following:

i) Definitions
ii) Short-answers
iii) Explanatory notes
iv) Caselets and/or numerical problems requiring use of quantitative and/or qualitative methodology to find solutions.