

M.A. ECONOMICS
SYLLABUS - 2014

SCHOOLS OF EXCELLENCE
with
CHOICE BASED CREDIT SYSTEM (CBCS)



SCHOOL OF MANAGEMENT STUDIES
St. JOSEPH'S COLLEGE (Autonomous)
Accredited at 'A' Grade (3rd Cycle) by NAAC
College with Potential for Excellence by UGC
TIRUCHIRAPPALLI - 620 002, INDIA

SCHOOLS OF EXCELLENCE WITH CHOICE BASED CREDIT SYSTEM (CBCS)

POST GRADUATE COURSES

St. Joseph's College (Autonomous), a pioneer in higher education in India, strives to work towards the academic excellence. In this regard, it has initiated the implementation of five "Schools of Excellence" from this academic year 2014 – 15, to stand up to the challenges of the 21st century.

Each School integrates related disciplines under one roof. The school system allows the enhanced academic mobility and enriched employability of the students. At the same time this system preserves the identity, autonomy and uniqueness of every department and reinforces their efforts to be student centric in curriculum designing and skill imparting. These five schools will work concertedly to achieve and accomplish the following objectives.

- Optimal utilization of resources both human and material for the academic flexibility leading to excellence.
- Students experience or enjoy their choice of courses and credits for their horizontal mobility.
- The existing curricular structure as specified by TANSCH and other higher educational institutions facilitate the Credit-Transfer Across the Disciplines (CTAD) - a uniqueness of the choice based credit system.
- Human excellence in specialized areas
- Thrust in internship and / or projects as a lead towards research and
- The **multi-discipline** nature of the newly evolved structure (School System) caters to the needs of stake-holders, especially the employers.

What is Credit system?

Weightage to a course is given in relation to the hours assigned for the course. Generally one hour per week has one credit. For viability and conformity to the guidelines credits are awarded irrespective of the teaching hours. The following Table shows the correlation between credits and hours. However, there could be some flexibility because of practical, field visits, tutorials and nature of project work.

For PG courses a student must earn a minimum of 110 credits. The total number of courses offered by a department is given above. However within their working hours few departments / School can offer extra credit courses.

SUMMARY OF HOURS AND CREDITS PG COURSES - ECONOMICS

Part	Semester	Specification	No. of Courses	Hours	Credits	Total Credits
1	I-IV	Core Courses Theory Field Exposure & Internship	15	84	67	81
	II	Self Paced Learning	1	-	2	
	III	Common Core	1	6	5	
	IV	Comprehensive Examination	1	-	2	
	IV	Dissertation & Viva Voce	1	6	5	
2	III-IV	Core Electives	1	4	4	4
		Core Electives (WS)	2	8	8	8
3	I-III	IDC (WS)	1	4	4	12
		IDC (Common)	1	4	4	
		IDC (BS)	1	4	4	
4	I-IV	Additional Core Courses	-	-	-	
5	IV	SHEPHERD & Gender Studies	1	-	5	5
		TOTAL		120		110

IDC – Inter Departmental Courses

BS – Between School

WS – Within School

Total Hours : 120

Total Credits : 110

However, there could be some flexibility because of practicals, field visits, tutorials and nature of project work. For PG courses a student must earn a minimum of 110 credits. The total number of courses offered by a department is given above. However within their working hours few departments / School can offer extra credit courses.

Course Pattern

The Post Graduate degree course consists of five vital components. They are cores courses, core electives, additional core courses, IDC's and SHEPHERD. Additional Core courses are purely optional on the part of the student. SHEPHERD, the extension components are mandatory.

CORE COURSE

A core course is the course offered by the parent department related to the major subjects, components like theories, practicals, self paced learning, common core, comprehensive examinations, dissertations & viva – voce, field visits, library record form part of the core courses.

CORE ELECTIVE

The core elective course is also offered by the parent department. The objective is to provide choice and flexibility within the School. There are three core electives. It is offered in different semester according to the choice of the school.

ADDITIONAL CORE COURSES (If any)

In order to facilitate the students gaining extra credit, the additional core courses are given. The students are encouraged to avail this option of enriching with the extra credits.

INTERDEPARTMENTAL COURSES (IDC)

IDC is an interdepartmental course offered by a department / School for the students belonging to other departments / school. The objective is to provide mobility and flexibility outside the parent department / School. This is introduced to make every course multi-disciplinary in nature. It is to be chosen from a list of courses offered by various departments.

There are three IDC's. Among three, one is the Soft-Skill course offered by the JASS in the II Semester for the students of all the Departments. The other one is offered "With-in the school" (WS) and the third one is offered "Between the school" (BS). The IDC's are of application oriented and inter disciplinary in nature.

Subject Code Fixation

The following code system (9 characters) is adopted for Post Graduate courses:

14	PXX	X	X	XX
↓	↓	↓	↓	↓
Year of Revision	PG Code of the Dept	Semester of the Part	Specification of Part	Running number in the part
14	PEC	1	1	01

For Example :

I M.A. Economics, first semester Advanced Micro Economics - I
The code of the paper is 14PEC1101.
Thus, the subject code is fixed for other subjects.

Specification of the Part

1. Core Courses: (Theory, Practical, Self paced Learning, Common Core, Comprehensive Examination, Dissertation and Viva-voce)
2. Core Electives
3. Additional Core Courses (if any)
4. Inter Departmental Courses (WS, Soft Skill & BS)
5. SHEPHERD & Gender Studies

EXAMINATION

Continuous Internal Assessment (CIA):

PG - Distribution of CIA Marks	
Passing Minimum: 50 Marks	
Library Referencing	5
3 Components	35
Mid-Semester Test	30
End-Semester Test	30
CIA	100

MID-SEM & END – SEM TEST

Centralised – Conducted by the office of COE

1. Mid-Sem Test & End-Sem Test: (2 Hours each); will have Objective + Descriptive elements; with the existing question pattern PART-A; PART-B; and PART-C
2. CIA Component III for UG & PG will be of 15 marks and compulsorily objective multiple choice question type.
3. The CIA Component III must be conducted by the department / faculty concerned at a suitable computer centres.
4. The 10 marks of PART-A of Mid-Sem and End-Sem Tests will comprise only: OBJECTIVE MULTIPLE CHOICE QUESTIONS; TRUE / FALSE; and FILL-IN BLANKS.
5. The number of hours for the 5 marks allotted for Library Referencing/ work would be 30 hours per semester. The marks scored out of 5 will be given to all the courses (Courses) of the Semester.

SEMESTER EXAMINATION

Testing with Objective and Descriptive questions

Part-A: 30 Marks

Objective MCQs only

Answers are to be marked on OMR score-sheet. The OMR score-sheets will be supplied along with the Main Answer Book. 40 minutes after the start of the examination the OMR score-sheets will be collected

Part-B + C = 70 Marks

Descriptive

Part-B: 5 x 5 = 25 marks; inbuilt choice;

Part-C: 3 x 15 = 45 marks; 3 out of 5 questions, open choice.

The Accounts Paper of Commerce will have

Part-A: Objective = 25

Part-B: 25 x 3 = 75 marks.

Duration of Examination must be rational; proportional to teaching hours
90 minute-examination / 50 Marks for courses of 2/3 hours/week (all Part IV UG Courses) 3-hours examination for courses of 4-6 hours/week.

EVALUATION

Percentage Marks, Grades & Grade Points

UG (Passing minimum 40 Marks)

Qualitative Assessment	Grade Points	Grade	Mark Range (%)
Exemplary	10	S	90 & above
Outstanding	9	A+	85-89.99
Excellent	8	A	80-84.99
Very Good	7	B	70-79.99
Good	6	C	60-69.99
Pass (PG)	5	D	50-59.99
RA (PG)	0	RA	<50

CGPA - Calculation

Grade Point Average for a semester is calculated as indicated here under:

$$\frac{\text{Sum total of weighted Grade Points}}{\text{Sum of Credits}}$$

Weighted Grade Points is *Grade point x Course Credits*. The final CGPA will only include: Core, Core Electives & IDCs.

A Pass in SHEPHERD will continue to be mandatory although the marks will not count for the calculation of the CGPA.

POSTGRADUATE		
CLASS	Mark Range (%)	
	ARTS	SCIENCES
Distinction	75 & above, first attempt	80 & above, first attempt
First	60 - 74.99	60 - 79.99
Second	50 - 59.99	50 - 59.99

Declaration of Result:

Mr./Ms. _____ has successfully completed the Post Graduate in _____ programme. The candidate's Cumulative Grade Point Average (CGPA) is _____ and the class secured _____ by completing the minimum of 110 credits.

The candidate has also acquired _____ (if any) additional credits from courses offered by the parent department.

M.A. Economics
Course Pattern - 2014 Set

Sem	Code	Course	Hrs	Crs
I	14PEC1101	Advanced Micro Economics - I	7	5
	14PEC1102	Analysis of Indian Economy	6	5
	14PEC1103	Public Economics	6	5
	14PEC1104	Statistical Tools for Economics	7	5
	14PEC1201	Computer Application in Economics	4	4
Total for Semester I			30	24
II	14PEC2105	Advanced Micro Economics - II	5	5
	14PEC2106	Mathematical Tools for Economics	6	5
	14PEC2107	Macro Economic Process	5	5
	14PMS2101	Human Resource Management	6	5
	14PEC2202	(WS): Labour Economics	4	4
	14PCO2202	EXIM Policies & Procedures		
	14PHR2202	Managerial Effectiveness		
14PSS2401	IDC: Soft Skills	4	4	
Total for Semester II			30	28
III	14PEC3108	Economics of Growth and Development	5	4
	14PEC3109	Industrial Economics	5	4
	14PEC3110	Monetary Economics	6	4
	14PEC3111	Optimization Techniques in Economics	6	4
	14PEC3203	(WS): Indian Economy	4	4
	14PCO3203	Portfolio Management		
	14PHR3203	Compensation Management		
	14PEC3401	IDC (BS): Managerial Economics	4	4
	14PEC3112	Self Paced Learning - Tourism Management	-	2
14PEC3113	Internship Training	-	2	
Total for Semester III			30	28
IV	14PEC4114	International Economics	7	5
	14PEC4115	Research Methodology	6	5
	14PEC4116	Environmental Economics	7	4
	14PEC4402	IDC (WS): International Business Environment	4	4
	14PCO4402	Financial and Management Accounting		
	14PHR4402	Organizational Behaviour		
	14PEC4117	Comprehensive Examination	-	2
14PEC4118	Project Dissertation and Viva – voce examination	6	5	
Total for Semester IV			30	25
	14PCW4501	SHEPHERD and Gender Studies	-	5
Total for all Semesters			120	110

Sem. I
14PEC1101

Hours/Week: 7
Credits: 5

ADVANCED MICROECONOMICS-I

Objectives

1. To equip the students with the basic analytical skills on the economic behavior of individuals, firms and markets; and,
2. To impart the knowledge on consumer and producer behavior to reach equilibrium

UNIT I: INTRODUCTION AND BASIC CONCEPTS

Basic Economic Problem - Choice and scarcity - Deductive and Inductive Methods of Analysis - Positive and Normative Economics - Economic models - Characteristics of Equilibrium and Disequilibrium. (18 HRS)

UNIT II: DEMAND ANALYSIS

Elasticities (Price, Cross, Income) of Demand - Theoretical aspects and Empirical estimator - Elasticity of Supply - Theories of Demand - Utility, Indifference Curves (Price, income and substitution effects) - Slutsky Theorem - Revealed Preference Theory (Samuelson) - Revision of Demand Theory (Hicks) - Consumer Surplus - Developments in Demand Analysis - Modern Utility Analysis (Markovitz, Petersburg, Savage - Income Hypotheses). (18 HRS)

UNIT III: THEORY OF PRODUCTION AND COSTS

Production Function - Short and Long Periods - Law of Variable Proportions and Returns to Scale - Iso-Quants - Least Cost Combination of Inputs - Economies of Scale - Multi-Product Firm - Elasticity of Substitution - Technical Progress and Production Function: Cobb- Douglas and CES - Modern Theories of Costs - Derivation of Cost Functions from Production Functions. (18 HRS)

UNIT IV: PRICE AND OUTPUT DETERMINATION

Marginal Analysis: Price and Output Determination in Perfect Competition - Short-Run and Long-Run - Equilibrium of the Firm and Industry - Price and Output Determination - Supply Curve - Monopoly: Short-run and Long-run Equilibrium - Price Discrimination - Monopolistic Competition; General and Chamberlin Approaches to Equilibrium - Oligopoly: Collusive and Non-Collusive (Cournot Solution) Kinked Demand Curve - Price Leadership - Cartels. (18 HRS)

UNIT V LINEAR PROGRAMMING AND GAME THEORY

(Theoretical aspects only) : Introduction to Linear Programming - the Simplex Method - Primal and Dual Solutions - Game Theory: Rules, Two-Persons Zero Sum Game - Pay-off Matrices. (18 HRS)

TEXTBOOK

1. Koutsoyiannis. (1979) A Modern Micro Economics, Macmillan Press, London.
2. Ahuja.H.L., (1996) Principles of Micro Economics, S.Chand, New Delhi.

BOOKS FOR REFERENCE

1. Da Costa., G.C., (1980) Production, Prices and Distribution New Delhi: Tata McGraw Hill.
2. Hirshleifer, J and A. Glazer., (1997) Price Theory and Applications, Prentice Hall of India, New Delhi.
3. Kennedy, Maria John M., (1999) Advanced Micro Economic Theory (Second Edition) Himalaya, Publishing House, New Delhi.
4. Stigler, G., (1996) Theory of Price (Fourth Edition) Prentice Hall of India, New Delhi.

Sem. I
14PEC1102

Hours/Week: 6
Credits: 5

ANALYSIS OF INDIAN ECONOMY

Objective

* To understand the various vital problems affecting Indian Economy and to analyze policy measures with a special note on rural development.

UNIT I: STRUCTURE OF INDIAN ECONOMY

Natural Resources: land, water, and forest - Demographic features; size, sex composition and growth rates of population; Infrastructure - Transport, Communication and Energy; National Income: Trend, growth rate and sectoral contribution. (18 HRS)

UNIT II: AGRICULTURAL SECTOR

Institutional structure - contract farming Technological change in agriculture - Green Revolution and post green revolution issues: Pricing of agricultural inputs and output; terms of trade between agriculture and industry - Agricultural finance policy; Agricultural Marketing and Warehousing; Food

security - policies for sustainable agriculture - organic farming and procession forming and integrate farming. (18 HRS)

UNIT III: INDUSTRIAL SECTOR

Industrial policy 1948, 1956, 1977 and 1991; Public sector and its performance - industrial sickness: cause and remedies: Evaluation of Privatization and Disinvestment; Growth of small and medium scale industries - Rural industrialization - industrial estate - SEZ. (18 HRS)

UNIT IV: TERTIARY SECTOR AND EXTERNAL SECTOR

Role and significance of information technology, Transport, Banking and Insurance. Composition of India's Foreign trade Imports and Exports - Direction and trends in foreign trade - Import substitution and export promotion - Balance of payments in India - Foreign capital and MNCs in India - State Trading Corporation. (18 HRS)

UNIT V: PLANNING

Planning in India, Objectives; Strategies; Broad Achievements and Failures; Current Five Year Plan - objectives, allocation and targets; New economic reforms - Liberalization, Privatization and Globalisation; rationale behind economic reforms; An evaluation of Post - WTO Scenario with special reference to capital and financial flows and trade sector. (18 HRS)

TEXTBOOK

1. Dutt and K.P.M. Sundaram - Indian Economy, Sultan Chand & Sons, New Delhi, 2012.

REFERENCE

1. Kindleberger, C.P. (1977), Economic Development, 3e, McGraw Hill, New York.
2. Meier, G.M. (1995), Leading Issues in Economic Development, 6e, Oxford University Press, New Delhi.
3. Jhingan, M.L., (2010) The Economics of Development and Planning, Vikas Publishing House PVT Ltd., New Delhi.
4. Mishra, S.K. and V.K.Puri, (2010) Economics of Development and Planning, e, Himalaya Publishing House, New Delhi.
5. Dhingra, I.C., (2012) The Indian Economy: Environment and Policy, 16th e, Sultan Chand & Sons, New Delhi.
6. Dhar, P.K., (2002) Indian Economy - its growing dimensions, Kalyani Publishers, New Delhi.

Sem. I
14PEC1103

Hours/Week: 6
Credits: 5

PUBLIC ECONOMICS

Objective

* To provide an understanding of concepts and theories of Public Economics.

UNIT I: ROLE OF GOVERNMENT IN ORGANISED SOCIETY

Changing Perspective-Government in a Mixed economy: public and private sector, cooperative or competition- private goods, public goods and merit goods; Market failure-imperfections, decreasing costs, externalities, Uncertainty and non-existence of futures markets; Informational asymmetry - Theory of second best. Private and public mechanism for allocating resources; Problems for allocating Resources; Problems of preference revelation and aggregation of preferences; Voting Systems; Arrow impossibility theorem. (18 HRS)

UNIT II: PUBLIC REVENUE & PUBLIC EXPENDITURE

Concepts: Public Revenue- individual taxes; ability to pay approaches and Benefit; Theory of optimal taxation; Excess burden of taxes; Trade off between equity and efficiency. Theory of incidence; Alternative concepts of incidence-Allocative and equity aspects - Public Expenditure- Wagner's law of increasing state activities; Wiseman-Peacock hypothesis; Pure theory of public expenditure; Structure and growth of public expenditure; Criteria for public investment; Social cost-benefit analysis. (18 HRS)

UNIT III: PUBLIC DEBT, BUDGET AND FISCAL POLICY

Classical view of public debt; Compensatory aspect of debt policy; Burden of public debt; Sources of public debt; Public borrowings and price level; Crowding out of private investment and activity; principles of debt management and repayment - Fiscal policy: objectives of fiscal policy- Interdependence of fiscal and monetary policies; concepts of Budget- Budgetary deficits and its implications; Fiscal policy for stabilization - automatic vs. discretionary stabilization. (18 HRS)

UNIT IV: FISCAL FEDERALISM

Principles of multi-unit finance; Fiscal federalism in India; Vertical and horizontal imbalance; Assignment of functions and sources of revenue; Constitutional provisions; Finance Commission and Planning Commission; Devolution of resources and grants; Theory of grants; Resources transfer

from Union to States and Local bodies - Criteria for transfer of Resources; Centre-state financial relations in India. (18 HRS)

UNIT V: INDIAN PUBLIC FINANCE

Indian tax system; Revenue of the Union, states and local bodies; Major taxes in India: base of taxes, direct and indirect taxes, Reforms in direct and indirect taxes, taxes on services; Non-tax revenue of Centre State and local bodies; shrinking size of development finance through budgets; Trends in Public expenditure and public debt; Fiscal crisis and fiscal sector reforms in India. (18 HRS)

TEXT BOOK

1. Singh S.K., (2011) Public Economics, Himalaya Publishers, New Delhi.

BOOKS FOR REFERENCE

1. Jha. R. 1998 (Modern Public Economics Rout ledge, London.
2. Musgrave. R A and P.B. Musgrave (1976) Public Finance in Theory and Practice, McGraw Hill, Kogakusha, Tokyo.
3. Spulber, N (1998) Redefining the State, Cambridge University Press, Cambridge.
4. Buchanan, J.M. (1968) The Demand and Supply of Public Goods, Rand McNally, Chicago.
5. Peacock. A. and D.J. Robertson (Editors) (1963), Public Expenditure: Appraisal and Control
6. Gulati, I.S. (1979) Centre State Financial Relations: An Assessment of the Role of Finance Commission, M.S. University of Baroda, Baroda.
7. Reports of Various Finance Commissions.
8. B.P. Tyagi (2009) - Public Finance-

Sem. I **Hours/Week: 7**
14PEC1104 **Credits: 5**

STATISTICAL TOOLS FOR ECONOMICS

Objective

* To introduce various statistical tools in Economics so as to facilitate a research bent of mind in them.

UNIT I: MEASURES OF CENTRAL TENDENCY AND DISPERSION

Measures of central tendency; Mean, Median, Mode - Measures of Dispersion: Mean Deviation, Quartile Deviation and Standard Deviation and relative measures of dispersion. (18 HRS)

UNIT II: CORRELATION AND REGRESSION

Meaning, assumptions and limitations of simple correlation and regression analysis - Pearson's product moment and Spearman's rank correlation coefficient - Concept of the least squares and the lines of regression. (20 HRS)

UNIT III: ANALYSIS OF TIME SERIES

Uses - Components - Measurement - Methods of moving average - Semi average - Method of least squares. (18 HRS)

UNIT IV: PROBABILITY

Various types of events - classical and empirical definitions of probability - addition and multiplication theorems, conditional probability and concept of interdependence - Bayes theorem and its applications. Properties of Binomial, Poisson and Normal distribution - fitting of distributions. (18 HRS)

UNIT V: INFERENCE STATISTICS

Properties of good estimator, formulation and testing of statistical hypothesis - Null and Alternative hypothesis, Goodness of fit, confidence intervals and level of significance, Hypothesis testing based on Z, t, χ^2 (chi-square) and F-test - Type I and Type II errors. (18 HRS)

TEXT BOOK:

1. Gupta, S P., Statistical Methods (2010): S. Chand & Sons Ltd, New Delhi.

BOOKS FOR REFERENCE

1. Gupta, S C., (1993) Fundamentals of Applied Statistics New Delhi: S. Chand & Sons Ltd.
2. Spiegel., M R., (1922) Theory and Problems of Statistics London: McGraw Hill Book Co.

Sem. I **Hours/Week: 4**
14PEC1201 **Credits: 4**

Core Elective-I:

COMPUTER APPLICATION IN ECONOMICS

Objectives

1. To enable the students to understand the fundamentals of computers and computer nomenclature, particularly with respect to personal computer hardware and software, the World Wide Web, and computing.
2. To give knowledge of the fundamentals of MS Word 2007, MS Excel 2007, MS PowerPoint 2007, and Internet.
3. To impart skills in proper procedures to create documents, worksheets, databases, and presentations suitable for coursework, professional purposes, and personal use.
4. To motivate the students to learn the most-up-to-date technology in an ever-changing discipline and to assist in planning a career and getting certificated in the computer field.

Unit-I: Fundamentals of Computer

- 1.1. Basic concepts and components of a Computer - CPU, I/O Devices, Bit and Byte, Boot, Data Storage and Retrieval, Hard Disk.
- 1.2. Types of Computer and their applications, Computer Networking and Resource Sharing, Hardware, Software and Firmware.
- 1.3. Operating Systems, Disk Operating System, WINDOWS as an Operating System. (12 HRS)

Unit-II: MS WORD

- 2.1. Introduction: Overview, Basic terminology, Toolbars, Scrolling;
- 2.2. Managing Word Documents: Creating new documents, Using Templates and Wizards, Saving documents, Opening saved documents, Page setup options, different viewings of documents, Viewing multiple documents, Arrange All options, Printing a document;
- 2.3. Working with Text: Typing text, Selecting text, Moving, copying and pasting text, Changing font style, Creating bulleted and numbered lists, inserting text box, Indenting text, Alignment;
- 2.4. Creating Tables: Using the Menu option, Using the Toolbar option, Adding information, Moving around and selecting within a table, Formatting tables;
- 2.5. Special Features: Adding Clipart, Borders and Shading, Spelling and Grammar checks, Language tool, Word count, AutoSummarize, AutoCorrect, Find, Replace and Go To options. (12 HRS)

Unit-III: MS POWER POINT

- 3.1. Introduction: Overview, Basic terminology, Application window layout, View buttons;
- 3.2. Creating a Slide Show: Opening and closing presentations, Working with a blank presentation, Adding new slides, Slide layout designs, Manipulating slides, Customizing the background, Changing bullets and font styles, Presenting the Slide Show;
- 3.3. Working with Master Slides: Definition, Types, Changing the layout and design;
- 3.4. Animations and Transitions: Animating text and images, Slide transitions;
- 3.5. Graphics: Adding ClipArt, Adding media, Adding WordArt;
- 3.6. Managing Presentations: Saving presentations, customizing presentation, Printing presentations. (12 HRS)

Unit-IV: MS EXCEL

- 4.1. Introduction: Overview, Screen Layout, Row and column headings, Cell Referencing; Changing margins, Changing page orientation.
- 4.2. Working with the Data: Selecting a cell, Entering and editing data, Clearing cell contents, Moving the data;
- 4.3. Managing Excel Workbooks and Worksheets: Creating a new, Opening, Saving and closing.
- 4.4. Formulas and Functions: Constants and formulas, Functions, Using the Fill Handle to copy formulas & functions, AutoSum button, Using the Paste Function Tool;
- 4.5. Formatting Data: Formatting toolbar, Changing numeric data, Alignment, Placing borders around cells, Changing column and row widths, Merge cells;
- 4.6. Charts: Creating a chart, Moving the chart, Changing size of chart. (12 HRS)

Unit-V: INTERNET

- 5.1. Introduction: Overview of the Internet, How the Internet works, Internet addresses and domains, Internet services, The World Wide Web;
- 5.2. Internet in Education: Why use the Internet in education, Technology adaption in Schools, Evaluating Web sites; Global Resources for Teaching and Learning
- 5.3. Communications: Text and mail communication using computers; E-mail; Chat; Voice mail; Document transfer and delivery;
- 5.4. File Searching: Finding things in the Internet, Other search tools, Search strategies;

- 5.5. Internet in business: use for business and commercial activities like e-business and e-commerce; Electronic stock market and exchanges; (15HRS)

TEXTBOOK

1. Joyce Cox, Curtis Frye etc, (2007), "Step by 2007 Microsoft Office System", Prentice Hall of India Private Ltd., New Delhi.

Books for reference

1. Rajaraman, V., (1996) Fundamentals of Computers, Prentice Hall of India, New Delhi.
2. Sanders, D H., (1988) Computer Today, 3rd Edition McGraw Hill, New York.
3. Sinha, P K., (1992) Computer Fundamentals, BPB Publications, New Delhi.
4. Rajaraman, V., (1996) Fundamentals of Computers, Prentice Hall of India, New Delhi.

Sem. II **Hours/Week: 5**
14PEC2105 **Credits: 5**

ADVANCED MICROECONOMICS-II

Objective

* To impart skills on theories of firm and distribution, Welfare Economics, general Equilibrium in closed and open systems of Economic Analysis.

UNIT I: ALTERNATIVE THEORIES OF THE FIRM:

Baumol's Sales Revenue Maximization Model; Williamson's Model of Managerial Discretion, Marries model of managerial enterprise; Full cost pricing, Average cost pricing rules; Bain's limit pricing theory and its recent developments (Sylos - Calini's model, Franco Modigliani's model, Jagdish Bagawathi model) Behavioristic model of the firms. (20 HRS)

UNIT II: THEORIES OF DISTRIBUTION

Marginal productivity theory; Euler's product Exhaustion theorem; Elasticity of Technical substitution, Theories of Distribution in Perfect and Imperfect Factor Markets: Determination of Rent, wages, Interest and Profits. Ricardian, Marxian, Kalecki, and Kaldor's theories of distribution. (20 HRS)

UNIT III: WELFARE ECONOMICS

Pigouvian Welfare Economics; Cardinalist, Kaldor and Pareto Optimality criteria, Social Welfare Function, Compensation principle; Inability to obtain optimum welfare - Imperfections, market failure, Arrow's theory of social choice. (20 HRS)

UNIT IV: GENERAL EQUILIBRIUM

Walrasians' Partial and general Equilibrium - 2 X 2 X 2 Relationship between relative commodity and factor prices (Stopler - Samuelson Theorem) Relationship between output mix and real factor prices, effect of changes in factor supply in closed Economy (Rybozynski theorem) Factor supply in open Economy (outsourcing) in production and consumption. (25 HRS)

UNIT V: ECONOMICS OF UNCERTAINTY

Individual Behaviour towards risk, expected utility and certainty- Risk and Risk Aversion - competitive firms under uncertainty - Factor demand under price uncertainty- Economics of Information - Search for New Market models. (20 HRS)

TEXTBOOK

1. Koutsoyiannis. (1979) A Modern Micro Economics, Macmillan Press, London.

2. Ahuja H.L., (1996) Principles of Micro Economics, S.Chand, New Delhi.

REFERENCE

1. Borch, H K., (1968) The Economics of Uncertainty, Princeton University Press.
2. Da Costa., G.C., (1980) Production, Prices and Distribution, Tata McGraw-Hill, New Delhi.
3. Hirshleifer, J. and A. Glazer., (1997) Price Theory and Applications Prentice Hall of India New Delhi.
4. Kennedy, Maria John M., (1999) Advanced Micro Economic Theory: Himalayas Publishing House, New Delhi.
5. Stigler, G., (1996) Theory of Price , Prentice Hall, New Delhi.

Sem. II **Hours/Week: 6**
14PEC2106 **Credits: 5**

MATHEMATICAL TOOLS FOR ECONOMICS

Objective

* To understand the meaning and importance of Mathematical tools and to acquire the knowledge of applying such tools simple problems of Economics.

UNIT I: ANALYTICAL GEOMETRY (20 HRS)

Straight lines - Two points, slope - point - slope and intercept and two intercepts form - quadratic equations and solution - applications - Demand and Supply curves - Equilibrium price and quantity.

UNIT II: DIFFERENTIATION (20 HRS)

Concept of function and types of functions: Limit, continuity and derivative- Rules of differentiation - interpretation of revenue cost, demand and supply functions, Elasticity and their types, Problems in maxima and minima.

UNIT III: PARTIAL DIFFERENTIATION (20 HRS)

Rules of partial differentiation and interpretation of partial derivatives - Maxima - Minima, constrained optimization in simple economic problems.

UNIT IV: CONCEPT OF INTEGRATION (20 HRS)

Simple rules of integration, definite integral -Application in consumer's surplus and producer's surplus (marginal cost and marginal revenue).

UNIT V: CONCEPT OF MATRIX (25 HRS)

Matrix: types, simple operations in matrices, matrix inversion and rank of a matrix- Determinants and their basic properties- solution of simultaneous equations through Cramer's rule and Inverse method.

TEXT BOOK

1. Agarwal and Joshi (1983), Mathematics for Economist, The New Academic Publishing Co. Jalandhar.

REFERENCE

1. Allen, R G D., (1985) Mathematical Economics, Macmillan, London.
2. Chiang, A.C., (1986) Fundamental Methods of Mathematical Economics, McGraw Hill, New Delhi.
3. Weber (1986) Mathematical Analysis - Business and Economic Applications.

Sem. II
14PEC2107

Hours/Week: 5
Credits: 5

MACRO ECONOMIC PROCESS

Objective

* To introduce the macro economic concepts and variables to the students so as to get an idea about the aggregates and their significance.

UNIT-I: NATIONAL INCOME AND ACCOUNTING (20 hrs)

Circular Flow of income in Two, Three and Four sector economy - Different forms of National Income Accounting - Social accounting, Input -output accounting, Flow of funds accounting and Balance of Payment Accounting - uses of National Income Analysis.

UNIT II: CONSUMPTION FUNCTION (20 hrs)

Keynes Psychological Law of Consumption - implications of the Law, short-run and long-run consumption function. Empirical evidence on Consumption function, Income- consumption relationship- Absolute Income, Relative Income and Permanent Income Hypotheses- Life Cycle.

UNIT III: INVESTMENT FUNCTION (20 hrs)

Marginal Efficiency of Investment and level of investment, Marginal Efficiency of Capital and Investments long- run and short-run - Multiplier - Accelerator.

UNIT IV: APPROACHES TO DEMAND FOR MONEY (25 hrs)

Classical approach to demand for money. Quantity theory approach, Fisher's equation. Keynesian liquidity preference approach - Post Keynesian approaches to demand for money - Patinkin's Real Balance Effect approach -Tobin, and Shaw - Friedman and Modern quantity theory.

UNIT V: BUSINESS CYCLES

Theories of Trade cycle Samuelson, Kaldor, Schumpeter and Hicks. (20 hrs)

TEXT BOOK

1. Ackley, (1978) Macro Economics Theory and Policy - Macmillan New York.

REFERENCES

1. Eden, M and A T Peacock., (1967) National Income and Social Accounts Hutchinson University, New York.
2. Keynes J M., (1936) The General Theory of Employment Interest and Money: Mac Millan, London.
3. Gurley and E.S.Shaw., (1960) Money in a Theory of Finance Brookings Institutions.

Sem. II
14PMS2101

Hours/Week: 6
Credits: 5

Common Core (WS):
HUMAN RESOURCE MANAGEMENT

Objectives

1. To understand the principles, policies and practices related to Human Resource Planning and Human Resource Development
2. To develop and assess one's own competencies towards a career in HRM.

UNIT I: Introduction to Human Resource Management (10 hrs)

HRM - Meaning, Nature, Objectives, Scope and Functions. Line and Staff views of HRM, HRM as a profession, Future role of HRM, Department structure of HRM.

UNIT II: Human Resource Planning and Recruitment (15 hrs)

HR planning - Job Analysis - Job Specification and Job description. Induction Programme. Recruitment - Sources, characteristics and types. Selection

process. Types of tests and interviews. Promotion and Transfers, Demotions and Separations.

UNIT III: Strategic HRM and Performance Appraisal (15 hrs)

Role of HRM in Corporate Goal Setting, Levels and Models of Strategic HRM, Applications of Strategic HRM. Performance Appraisal - Purpose, Methods, Factors, Problems. Distinguish between Performance Appraisal and Potential Appraisal. Performance Management Systems.

UNIT IV: Training and Development (15 hrs)

Training - Need, Importance, Steps, Methods. Training needs assessment. Management Development Programme - Significance and methods. Stages of Career Planning and Development, Career counseling.

UNIT V: Compensations Administration (10 hrs)

Compensation plan - Incentives - individual and group. Benefits - Bonus and Fringe. Developing a sound compensation plan, wage policy, Executive compensation - Factors and issues. HRM in Virtual Organisations.

Text book

1. Pravin Durai, (2010), Human Resource Management, Pearson Education Books, New Delhi.

Reference Books

1. VSP Rao (2002), Human Resource Management: Text & Cases, Excel Books, New Delhi.
2. Edwin Flippo (1984), Personnel Management, Tata McGraw Hill, New Delhi.

Sem. II
14PEC2202

Hours/Week: 4
Credits: 4

Common Elective (WS):
LABOUR ECONOMICS

Objective

- * This paper exposes the students to theoretical as well as empirical issues of labour agriculture labour and industrial labour with special reference to India. In the process it covers issues pertaining the wage theories, employment policies, trade unions and collective bargaining to the globalised economy and social security measures.

UNIT-I: LABOUR ECONOMICS AND LABOUR PROBLEMS (18 hr)

Meaning and concepts of labour - Definition, nature, scope and importance of Labour economics- Nature of labour problems - labour market segmentation - Labour in the unorganized sector- Child Labour - Industrial Labour Organization (ILO).

UNIT - II: INDUSTRIAL LABOUR IN INDIA (18 hr)

Meaning and characteristics of Industrial Labour in India- Employment in organized sector- Meaning and objectives of Trade

Unions- trade Union movement in India- Problems and draw backs of the movement in India - Measures to strengthen the Trade Union Movement in India - Industrial disputes: meaning and causes and effects of industrial disputes - prevention of Industrial disputes and the machinery of setting the Industrial Disputes in India - Labour Legislation in India- Indian Labour Laws and practice in relation to international standards.

UNIT-III: AGRICULTURAL LABOUR IN INDIA (18 hr)

Meaning and characteristics of agricultural labour in India casual labour and attached labour and bonded labour - The problems of agricultural labour in India - Government measures to improve the conditions of agricultural labour-Employment in agricultural sector - marginalization minimum wages, NREGP.

UNIT - IV: WAGES (18 hr)

Wage determination- classical, neo classical and bargaining theories of wage determination- wage differentials in India- Asymmetric information and efficiency of labour markets in wage determination - productivity and wage relationship- non wage component of labour remuneration- types of wages in India - the need for State Regulation of wages- National Wage Policy and wage Board in India.

UNIT-V: SOCIAL SECURITY MEASURES OF LABOUR IN INDIA(18hr)

The meaning and the need for social security measures in India- present status of social security in India- social assistance and social insurance- review and appraisal of states policies with respect to social security and labour welfare in India- Social Security Legislations in India : Workmen's Compensation Act, 1923, Employees' State Insurance Scheme Act, 1948, Maternity Benefits Act, 1961 and the Provident Fund Act, 1952- Labour Welfare Funds - Unemployment insurance - Second National Commission on Labour (1999) Dr.Arjun Sengupta Committee report.

TEXTBOOK

1. Dr. B.P Thyagi (2009), Economics of Labour and Social Welfare- Revised Edition- Sage Publication, New Delhi.

BOOKS FOR REFERENCE

1. Dutt, G. (1966) Bargaining power, wages and Employment: An Analysis of Agricultural Labour Markets in India, Sage Publication, New Delhi.
2. Lester, R.A. (1964) Labour Restructuring in India: A Critique of the new Economics of Labour Macmillan, New Delhi.
3. Venkata Rathnam, C.S. (2001) Globalization and Labour Management Relations, Dynamics of change - Sage Publication, New Delhi.
4. Memoria, C.B. (1996) Labour Problems and Social Welfare in India - Kitab Mahal, Allahabad.

Sem. II
14PEC2202

Hours/Week: 4
Credits: 4

Common Elective (WS):
EXIM POLICIES AND PROCEDURES

Objectives

- To make the students know and apply the documentation formalities related to export - import
- To acquaint students with the procedures of export - import transactions.

Unit I (12 hr)

Documentation Framework: Export import controls and policy; Types and characteristics of documents; Export contract; Processing of an export order - Export Financing Methods and Terms of Payment: Negotiations of export bills; Methods of payment in international trade; Documentary Credit and collection; UCP 500; Pre-Post shipment export credits, Bank guarantees; foreign exchange regulations and procedures.

Unit II (12 hr)

Cargo, Credit and Exchange Risks: Marine insurance - need, types and procedure; ECGC schemes for risk coverage, and procedure for filling claims - Quality control and Pre-shipment Inspection Schemes: Process and Procedures; Excise and customs clearance - Regulations, Procedures and documentations.

Unit III (12 hr)

Planning and Methods of Procurement for Exports: Procedure for procurement through imports; Import financing; Customs clearance of import cargo; Managing risks involved in importing -transit risk, Credit risk and exchange risk.

Unit IV (12 hr)

Export incentives: Overview of export incentives - EPCG, duty drawbacks, duty exemption schemes, tax incentives; Procedures and documentation.

Unit V (12 hr)

Trading Houses: Export and trading houses Schemes -Criteria, Procedures and documentation; Policy and Procedures for EOU/FTZ/EPZ/SEZ units.

Text Book

1. Mahajan, M .I Exports - Do it yourself - Snow White Publications, Mumbai.

Books for references

1. Customs and Excise Law times: Various Issues.
2. Export - Import Policy: Ministry of Commerce, Government of India.
3. Hand book of Export Import Procedures: Ministry of Commerce, Government of India Vols. I & II.
4. Ram, Paras, Exports: What, Where and How? Anupam Publications, New Delhi.
5. Jain. K.S (2012), Export Import Procedures & Documentation, Margham Publication, Chennai.

Sem. II
14PHR2202

Hours/Week: 4
Credits: 4

MANAGERIAL EFFECTIVENESS

Objectives

- To understand the meaning of and the need for being a successful manager.
- To equip the students with the right attitudes and skills towards achieving greater levels of managerial effectiveness.

UNIT I: PRIVATE VICTORY

(12 Hrs)

Concept: Manager, Effectiveness, Managerial effectiveness. Managerial Be proactive: Personal vision, Social mirror, Stimulus-Response, Proactive

language, Circle of influence. Begin with end in mind: The power of creation, Be a creator, Personal mission statement, Principle centered person, Right brain vs. Left brain. Put first things first: Four generation of time management, Quadrant I, II, III and IV types of personalities. Short term and long term goals, the power of delegation.

UNIT II: PUBLIC VICTORY (12 Hrs)

Think Win/Win: Six paradigm of human interaction Seek first to understand then to be understood: Empathetic listening - diagnosing - understand and perception. Synergize: Synergy in class room, business synergy and communication, Force field analysis.

UNIT III: CONTINUOUS RENEWAL (12 Hrs)

Sharpen the Saw: Four dimensions of renewal, balance in renewal synergy, renewal upward spiral, Case discussions, Role play and Exercises.

UNIT IV: CORRESPONDENCE SKILLS (12 Hrs)

What is an effective Business letter, the language of a business letter and the lay-out of a business letter. Enquiries and Replies: Hints for drafting an 'Enquiry' and 'Reply'. Claims and Adjustments: Hints for drafting complaints and making adjustments. Collection letters: How to write an effective collection letter, Collection series - Sending statement of account, Reminders, Inquiry and discussion, Appeal and Urgency, Demand and Warning. Circular letters: Situations that need circular letters. Banking Correspondence, Insurance Correspondence, Import and Export Correspondence.

UNIT V: JOB CAREER SKILLS (12 Hrs)

Application letters, Interview letters, References, Testimonials, Letters of Appointment, Confirmation, Promotion, Retrenchment and Resignation. How to run a meeting: Meetings and Meeting of minds, making disagreement productive, Instructions for observers, How to be an effective participant, How to be an effective discussion leader and how to write and read minutes. How to write a memo.

Text Books

1. Korlahalli & Rajendra Pal, Essentials of Business Communication, Sultan Chand & Sons. (Unit 1,2) - Section 2.
2. E.H. McGrath S.J. Basic Managerial skills for all, Prentice - Hall of India Private Ltd., (Unit 2) - Chapter 2,6
3. Covey R. Stephens, 2000, The Seven Habits of Highly Effective People, London, Simon & Schuster Publications (Unit - 3, 4, 5) ChapterS 2 to 7.

Reference book

1. Luthans, Fred, 1995, Organisational Behaviour , New Delhi, Tata Mcgraw Hill Publishers.

**Sem. II
14PSS2401**

**Hours/Week: 4
Credits: 4**

**IDC:
SOFT SKILLS**

Objectives

- * Introducing learners to the relevant soft skills at the territory level in order to make them gain competitive advantage both professionally and personally.

Module 1: Basics of communication and Effective communication

Basics of communication: Definition of communication, Process of Communication, Barriers of Communication, Non-verbal Communication. Effective communication: Johari Window, The Art of Listening, Kinesthetic, Production of Speech, Organization of Speech, Modes of delivery, Conversation Techniques, Dialogue, Good manners and Etiquettes.

Module II: Resume writing and Interview skills

Resume Writing: What is Resume? Types of Resume? Chronological, Functional and Mixed Resume, Steps in preparation of Resume. Interview Skills: Common interview questions, Attitude, Body Language, The mock interviews, Phone interviews, Behavioral interviews.

Module III: Group discussion and team building

Group Discussion: Group Discussion Basics, GD Topics for Practice, Points for GD Topics, Case-Based and Article based Group Discussions, Points for Case Studies, and Notes on Current Issues for GDS. Team Building: Team Vs Group - synergy, Stages of Team Formation, the Dabbawala. Leadership - Styles, Work ethics. Personal Effectiveness: Personal Effectiveness: Self Discovery, Self Esteem, and Goal setting. Conflict and Stress Management.

Module IV: Numerical Ability

Average, Percentage, Profit and Loss, Simple Interest, Compound Interest, Time and Work, Pipes and Cisterns, Time and Distance, Problems on Trains, Boats and Streams Calendar, Rations and Proportions.

Module V: Test of reasoning

Verbal Reasoning: Series Completion, Analogy, Data Sufficiency, Assertion and Reasoning, Logical Deduction. Non-Verbal Reasoning: Series, Classification

References

1. Aggarwal, R.S. 2010 Quantitative Aptitude, S.Chand & Sons
2. Aggarwal, R.S. 2010. A Modern Approach to Verbal and Non Verbal Reasoning. S.Chand
3. Covey, Stephen. 2004. 7 Habits of Highly effective people, Free Press.
4. Egan, Gerard. 1994. The Skilled Helper (5th Ed). Pacific Grove, Brooks / Cole.
5. Khera, Shiv 2003. You Can Win. Macmillan Books , Revised Edition
6. Murphy, Raymond. 1998. Essential English Grammar. 2nd ed., Cambridge Univ. Press.
7. Prasad, L. M. 2000. Organizational Behaviour, S.Chand
8. Sankaran, K., & Kumar, M. 2010 Group Discussion and Public Speaking. M.I. Pub, Agra, Adams Media.
9. Schuller, Robert. (2010). Positive Attitudes. Jaico Books.
10. Trishna's (2006). How to do well in GDs & Interviews, Trishna Knowledge Systems.
11. Yate, Martin. (2005). Hiring the Best: A Manager's Guide to Effective Interviewing and Recruiting.

Sem. III 14PEC3108

Hours/Week: 5
Credits: 4

ECONOMICS OF GROWTH AND DEVELOPMENT

Objective

- * To understand the various concepts of Growth and Development with special reference to India.

UNIT I: CONCEPTS OF ECONOMIC GROWTH AND DEVELOPMENT

Concepts and Definitions of Economic growth and Development - Characteristics Features of Underdeveloped Countries - Factors affecting Economic growth - Measurement of Economic Development-HDI-PQLI. (20 HRS)

UNIT-II: GROWTH MODELS

Classical Economist: Harrod - Domar model - Neo-classical growth models - Solow and Meade- Cambridge Economist: Joan Robinson's and Kaldor growth model. (20 HRS)

UNIT III: THEORIES OF DEVELOPMENT

Classical theory of development - contributions of Adam Smith, Ricardo, Malthus and James Mill- Karl Marx and development of capitalistic economy - theory of social change, surplus value and profit; Immutable laws of capitalist development; Crisis in Capitalism - Schumpeter's Theory of Innovation. (20 HRS)

UNIT IV: TECHNOLOGICAL CHANGE AND ECONOMIC DEVELOPMENT

Role of Technology in Economic Development - Contribution of Technology to Growth- Choice of Techniques: Labour Intensive and Capital Intensive- Human Capital Formation. (25 HRS)

UNIT V: TRADE AND ECONOMIC DEVELOPMENT

Prebisch, Singer and Myrdal thesis-MNCs - Role of Foreign Capital and Foreign Aid in Economic Development - Leontief Dynamic Input-Output Model. (20 HRS)

TEXT BOOK

1. M.L.Jhingan, (2009) Economics of Planning and Development, Revised Edition- S.chand, New Delhi.

REFERENCE

1. Adelman, I., (1961) Theories of Economic Growth and Development, Stanford University Press.
2. Kindleberger, C.P., (1977) Economic Development, McGraw Hill, New York.
3. Sen, A.K., (1990) Growth Economics, Harmondsworth.
4. Taylor, L., (1979) Macro Models for Developing Countries McGraw Hill, New York.
5. Myrdal, G., (1957) Economic Theory and Underdeveloped Regions, Duckworth London.
6. Schumpeter, J.A., (1949) The Theory of Economic Development, Harvard University Press Mass, Cambridge.
7. Grossman, G and E. Helpman., (1991) Innovation and Growth in the Global Economy, MIT Press Mass, Cambridge.
8. Kuznets, Simon., (1971) Economic Growth of Nations, Total Output and Production Structure Harvard University Press Mass, Cambridge.
9. Brahamananda, P.R. and C N. Vakil., (1956) Planning for an Expanding Economy Vora and Co, Bombay.
10. Gupta, S B., (1988) Monetary Economics: Institutions, Theory and Policy, S. Chand and Co New Delhi.

Sem. III
14PEC3109

Hours/Week: 5
Credits: 4

INDUSTRIAL ECONOMICS-I

Objective

- * This course intends to provide knowledge to the students on basic issues such as productivity, efficiency, capacity utilization and debates involved in the industrial development of India.

UNIT I: FRAMEWORK AND PROBLEMS OF INDUSTRIAL ECONOMICS

Concept and Organization of a Firm- Ownership, Control and Objectives of the Firm; Passive and active behaviour of the firm. (18 HRS)

UNIT II: THEORIES OF INDUSTRIAL LOCATION

Theories of Industrial location- Weber and Sargent Florence; Factors affecting location. Industrial Productivity- Concept and measurement - Tools of Industrial productivity - Productivity trends. (18 HRS)

UNIT III: MERGERS AND ACQUISITION

Mergers - acquisitions - diversification- Strategic Alliance. (18 HRS)

UNIT IV: INDIAN INDUSTRIAL GROWTH

Classification of Industries; large, medium and small scale industries- Role of Public and private sector; MNCs and transfer of technology; Regional industrial growth in India; Industrial economic concentration and remedial measures. (18 HRS)

UNIT V: PROJECT APPRAISAL / EVALUATION METHOD AND PRINCIPLES

Project identification - Project Selection - Project Formulation - Project Appraisal Net Present Value (NPV) and Internal Rate of Return (IRR) criteria- balancing private and social returns; PERT and CPM with case studies. (18 HRS)

TEXT BOOK

1. Khanna O P., (1999) Industrial Engineering and Management: Dhana Pvt Rai Publications (P) Ltd, New Delhi.

REFERENCE

1. Ahluwalia, I J., (1985) Industrial Growth in India OUP, New Delhi.
2. Barthwal, R R., (1985) Industrial Economics, Wiley Eastern, New Delhi.
3. Cherunilam, F., (1994) Industrial Economics: Indian Perspective: Himalaya publishing House Mumbai.
4. Desai, B., (1999) Industrial Economy India, Himalaya Publishing House, Mumbai.
5. Divine, P.J. and R M Jones et. al., (1976) An Introduction to Industrial Economics: George Allen and Unpin Ltd, London.
6. Hay D J Morris., (1979) Industrial Economics; Theory and Evidence, OUP, New Delhi.
7. Singh, A. and A N Sadhu., (1988) Industrial Economics, Himalaya Publishing House, Bombay.

Sem. III
14PEC3110

Hours/Week: 6
Credits: 4

MONETARY ECONOMICS

Objective

* To introduce the latest developments in monetary policy aspects and to expose the students to the recent trends in banking theories and practice.

UNIT I: THEORY OF MONEY AND PRICES: QUANTITY THEORIES

Keynesian theory of money and prices -Curley and Shaw's thesis on liquidity of money. Rad Cliffee sayers thesis-Tobin and Shaw's theory -Patinkin's monetary theory. (20 HRS)

UNIT II: MILTON FRIEDMAN'S QUANTITY THEORY

Friedman's Statement -Friedman's Demand Function- Keynesian Theory and Friend man's quantity Theory: A comparison- Critical Evaluation. (20 HRS)

UNIT III: MODERN BANKING THEORY

James Tobin's Theory - a new theory of credit - control.- Shaw's Theory - Effectiveness of Monetary Policy - Henry Simon's Theory -Contribution to banking Theory. (20 HRS)

UNIT IV: BANKING SYSTEM IN INDIA

Central Banking- Meaning-Functions-Currency Issue - Principles- Credit control- Commercial Banking- Indigenous Banking - Modern Banking -New generations private sector Banks - Nationalization - Performance of Nationalized Banks in India-Money and Capital markets in India-Recent trends in banking system in India. (20 HRS)

UNIT V: MONETARY POLICY

Objectives of Monetary Policy-Role of Monetary Policy in a developing economy. RBI and Monetary Policy-Problems of monetary policy in India-Inflation in India. (25 HRS)

TEXT BOOK

1. Gupta, S B., (2005) Monetary Economics, S.Chand & company, New Delhi.

REFERENCE

1. Halm, G N., (1990) Monetary Theory, Asia Publishing House, New Delhi.
2. Harris, C.L., (1961) Money and Banking Allyn and Bacon, London.

Sem. III
14PEC3111

Hours/Week: 6
Credits: 4

OPTIMISATION TECHNIQUES IN ECONOMICS

Objective

* This paper intends to provide the basic knowledge about the operational research and its applications to solve the problems related to minimizing cost and maximizing the profit.

Unit I: NATURE AND SCOPE OF OPERATIONS RESEARCH

Origin of Operation Research - Operation Research- techniques- Scope of Operation Research - Operation Research and economics - Limitations of Operation Research. (18 HRS)

Unit II: LINEAR PROGRAMMING

Linear programming- Standard LP - Graphical method- Simplex method, Big M method. (18 HRS)

Unit III: TRANSPORTATION PROBLEM

Transportation problem- North - West Corner rule- Vogel's - Approximation method- Row Minima- Column Minima methods- Lowest cost entry method- Initial basic feasible solution only. (18 HRS)

Unit-IV: ASSIGNMENT PROBLEM

Assignment problem - Meaning-Hungarian method of solving-assignment problems. (18 HRS)

Unit-V: SIMULATION TECHNIQUES

Simulation techniques- Simulation in Economic forecasting - Simulation problems. (18 HRS)

TEXT BOOK

1. Mariappan, (1990) Operational Research Methods and Application, Rainbow Printers, New Delhi.

REFERENCES

1. Swarap (1984) Operational Research Mile stone Publication, New Delhi.
2. Kapoor V.K. (2001) Operational Research Techniques for Management
3. Joseph, (1990) Business Statistics and Operation Research, Learn Tec Press, New Delhi.
4. Paneerselvam.P (1994) Operation Research prentice Hall of India, New Delhi.
5. Sing Parashar and Singh, (1984) Econometrics and Mathematical Economics, S. Chand, New Delhi.
6. Demodar Gujarati N. (1995) Basic Econometrics, McGraw Hill, International editors, New York.

Sem. III
14PEC3203

Hours/Week: 4
Credits: 4

**Core Elective (WS):
INDIAN ECONOMY**

Objective

* To give a basic knowledge and an opportunity to analyze issues of Economic Development in India.

UNIT-I: STRUCTURE OF INDIAN ECONOMY

Back ground of the Indian economy - Basic features of Indian Economy: - Natural Resources- Land, Water, Forest: Demography- size, growth, and sex composition of the population - National Income- GDP,GNP, NDP Public Expenditure and Public Revenue. (12 HRS)

UNIT-II: PROBLEMS IN INDIAN ECONOMY

Poverty and inequality: Nature, causes and measures to eradicate Poverty - Unemployment: nature causes and Employment policy - NREGP - Population pressure: Causes, Effect and Measures to control. (12 HRS)

UNIT-III: INFLATION AND REGIONAL DISPARITIES

Inflation: - Types and causes- Food inflation- External debt: - Causes measures: Regional Disparities: Nature and Causes. (12 HRS)

UNIT-IV: PLANNING IN INDIA

Planning in India: objectives and strategies- The Role of planning commission in India - 11th Five Year Plan- Objectives, allocation and targets. (12 HRS)

UNIT-V: MACRO ECONOMIC POLICY

Macro Economic Policy-Fiscal Policy, Monetary Policy, Industrial Policy and Agricultural Policy, Trade Policy. (12 HRS)

TEXTBOOK

1. Dutt and K.P.M. Sundaram (2012) - Indian Economy, Sultan Chand & Sons, New Delhi.

BOOKS FOR REFERENCE

1. Ishwar.C. Dingra (2012) - The Indian Economy, Twenty First Edition, Sultan Chand and Sons, New Delhi.
2. G.M Meier, (1995) Leading Issues in Economic Development, 6th Edition, Oxford University Press, New Delhi.

Sem. III
14PEC3203

Hours/Week: 4
Credits: 4

**Core Elective (WS):
PORTFOLIO MANAGEMENT**

Objectives

- To provide knowledge on the various investment avenues that benefits the individual and nation.
- To introduce the students to the application of various tools and techniques of financial risks and investments management.

Unit I

Introduction: Investment- Features of Investment Program- Risk of Investment- Spectrum of Investment- Equity Shares- Fixed Income Securities- Mutual Fund Scheme- Deposits- Tax sheltered Savings Scheme- Life Insurance-Real Estate- Precious objects.

Unit II

Sources of Financial Risk: Credit vs. market, default risk, foreign exchange risk interest rate risk purchasing power risk etc.; Systematic and non-systematic risk.

Unit III

Fundamental analysis- Influence of the economy- Economy Vs Industry and Company- Industry analysis- Company analysis- Guidelines for Investment-How to pick up growth Shares-NSE, BSE, Dow Jones Index and OTCEI. Technical analysis of the market- Basic tenets- Dow theory- Major trends- Principles of technical analysis.

Unit IV

Options: types of options; option trading; option markets-exchange traded options, over-the-counter options, quotes, trading, margins, clearing, regulation and taxation; Warrants and convertibles. Future: Hedgers and speculators; Future contracts; Future markers-clearing house, margins trading future positions and taxation; Future prices and spot prices; Forward prices vs. Future prices; Future vs. options.

Unit V

Portfolio Management - Portfolio Theory Portfolio Criteria -Efficient Set-Portfolio Selection and Diversification -The Shape and the Risk Function (including CAPM Model Technical Analysis, Random Walk and Martingale

Model) -Portfolio Objective -Size of Portfolio -Selection Basis and Readjustment Timings of Disinvestment.

Text Book

1. V.K. Bhalla (2005), Investment Management (Security analysis and Portfolio Management) S. Chand & Company Ltd, New Delhi,

Books for references

1. V. Aavadhani (1999)- Investment & Securities markets in India, Himalaya Publishing House, New Delhi.
2. Donald E Fischer & Ronald J Jordan, Security analysis and Portfolio Management, Prentice Hall of India Pvt limited, New Delhi, 2001.
3. P. Jhabak (2012), Security analysis and portfolio management, Himalaya publication house Pvt.Ltd, New Delhi.
4. Dr. L. Natarajan 2013-14, Portfolio Management, Margham publications, Chennai.

Sem. III
14PEC3203

Hours/Week: 4
Credits: 4

Core Elective (WS): COMPENSATION MANAGEMENT

Objectives

- To understand issues related to the compensation or rewarding human resources in various forms of organizations
- To develop skills in designing, analyzing and restructuring reward management systems, policies and strategies.

UNIT 1: BASIC CONCEPTS

Compensation - definition and meaning; Wage and Salary- concept, meaning, purpose, factors, components and differences; types of wages- minimum wage, fair wage, living wage, statutory minimum wage and need based minimum wage; wage and salary administration - principles, objectives, factors and problems; wage fixation- principles and time frame; Authorized deductions and imposition of fines on employees.

UNIT 2: THEORIES OF WAGES

Wage Theories - Ricardo's subsistence theory of wages (Iron Law of Wages), Adam Smith's wage fund theory, Surplus value theory of Karl Marx, Residual claimant theory, Profit maximization theory; wages policy- concept, importance, ILO on wage policy, and National wage policy in India.

UNIT 3: METHODS OF WAGE FIXATION

Computation of wage and salary - wage and salary structure and calculation; Wage differentials- characteristics, Payment by- time rate, over time, piece rate, performance and employee benefit schemes (Merit pay / skill based pay); payment of wages with productivity / efficiency; dearness allowance- basis for calculation and fringe benefits; executive remuneration and perks; labour cost; wage survey- features.

UNIT 4: MACHINERIES OF WAGE FIXATION

Machineries of wage fixation- wage boards, pay commissions, conciliation, adjudication and arbitration; procedure for wage fixation- job evaluation, its process and methods; Team Compensation- Competency Based Compensation, Collective agreements and productivity agreements; Profit sharing and bonus.

UNIT 5: INCENTIVE SYSTEMS

Compensation Strategy- Monetary & Non-Monetary Rewards, Intrinsic Rewards and Cafeteria Style Compensation, internal and external equity in reward management; Incentive payment plans- Rowan, Halsey, Taylor, Gantt, Emerson and Scanlon, profit sharing- purpose, merits and demerits. Gain sharing - features; productivity oriented incentive schemes - individual and group bonus schemes; principles to make incentive schemes effective and ESOP schemes.

TEXT BOOKS

1. Sharma.A.M , (1999), Understanding wage system, Bombay, Himalaya publishers (unit 2,4 and 5: chapter 3,4 and 6)
2. Jain S.P. & Narang. K.L., (1995), Cost Accounting, New Delhi, Sulthan Chand & Sons, (unit 3: chapter 2)
3. Dipak Kumar Bhattacharya, (2009), Compensation, New Delhi, Oxford university Press, (unit 1 and 3: chapter 1 and 5).

REFERENCE BOOKS

1. Prasad. N.K., (1990), Principles & Practice of accounting, New Delhi, Sulthan Chand & Sons.
2. Gupta. A., (2000), Wage & Salary Administration in India, New Delhi, Anmoe Publications Private Limited.

Sem. III
14PEC3401

Hours/Week: 4
Credits: 4

**IDC (BS):
MANAGERIAL ECONOMICS**

Objective

* To give a basic knowledge about General economics to students and To provide the applications of economics through management concepts to students.

UNIT I: NATURE AND SCOPE OF MANAGERIAL ECONOMICS

Definition of Economics and Managerial Economics-Nature, Scope, Functions, Uses and Limitations of Managerial Economics.

UNIT II: DEMAND ANALYSIS

Meaning - Law of Demand and its determinants- Meaning, types and degrees of elasticity- Measurement of price elasticity- Meaning - Factors involved in forecasting - Methods of forecasting - survey method, graphical method and experimental method - criteria for good forecasting.

UNIT III: PRODUCTION ANALYSIS

Meaning and the managerial use of a production function.- Law of variable proportions-Iso-quant - properties and the equilibrium alone. Meaning - Total, Average and Marginal cost (simple problems to calculate these values) Meaning - Total, Average and Marginal revenue (simple problems to calculate these values) Meaning - construction of a breakeven chart (anyone with simple practical application of it) - and the margin of safety.

UNIT IV: TECHNIQUES PRICING

Full cost pricing - Marginal pricing - Target pricing - Peak load pricing - Going rate pricing - Cyclical pricing - Customary pricing - Product-line pricing - Skimming pricing - Penetrating pricing - Pricing of joint product, new product.

UNIT V: NATIONAL INCOME AND ECONOMIC POLICIES

National income - Components, Methods and Difficulty in the Calculation of National Income - Inflation - Causes, Types & Effects - Monetary Policy - Fiscal Policy - Budget.

BOOKS FOR STUDY

1. S.Sankaran - Economics Analysis, Margham Publications, Madras, 1991.
2. P.L. Mehta: Managerial Economics - Analysis, problems and causes. Sultan Chand & Sons, 1992
3. R.L. Varshney and K.L. Maheswari: Managerial Economics. Sultan Chand & Sons, 1987.
4. Joel Dean: Managerial Economics. Prentice Hall of India, 1987.
5. Mote, Paul and Gupta: Managerial Economics Concepts and cases. 1979.

Sem. III
14PEC3112

Credits: 2

**Self Paced Learning:
TOURISM MANAGEMENT**

Objective

* To study the importance of Tourism Management and its promotion.

UNIT I: BASIC CONCEPTS OF TOURISM

Meaning, Definition, Concepts and Types of Tourism - Tourism and economic development - Importance of tourism - Sustainable Tourism.

UNIT II: TOURISM STATUS

Tourism status in global and national - Impact of tourism development in India - Tourism Development Corporation in India - Programmes in Tourism Development - Infrastructure Development Programme - Integrated Development of Tourism Circuits, Product infrastructure and Destination Development - Assistance for Large Revenue Generating Projects.

UNIT III: TOURISM PRODUCT AND TOURISM MARKETING

Tourism product - Attractions, Availability, Accessibility and Amenities - Tourism Marketing - Various types of tourism Marketing in India - Impact of Information Technology in tourism management.

UNIT IV: TOURISM SERVICES

Hotels - Motels - Resorts - Boating Clubs - Conducted /Organized Tours - Package Tour - Insurance - Guides - Tour Operators - Tour Promoters - Medical Tourism- Medical Tourism in India.

UNIT V: GROWTH OF TOURISM

Growth of tourism in India - Problems faced by tourism industry - National Tourism Policy of India - Fund allocation for tourism in India - TN Tourism Development Corporation.

TEXT BOOK

1. Nirmal Kumar. S, Problems of Tourism in India -Tourism and Economic Development, APH, New Delhi 1996.

BOOKS FOR REFERENCE

1. Biswanath Ghosh, Tourism and Travel Management, Vikas, New Delhi, 1998.
2. Arun Kumar Shankar, Action Plan and Priorities in tourism development, Kaniskha, New Delhi, 1998.
3. Vinukumar. S and Chandrasekhar, K.S, Sustainable Development and Tourism, 2004.

Sem. IV
14PEC4114

Hours/Week: 7
Credits: 5

INTERNATIONAL ECONOMICS

Objective

* To help students to analyze and understand the mechanism of international trade and the agencies involved.

UNIT I: IMPORTANCE OF TRADE AND TRADE THEORIES

Importance of the study of international economics; inter-regional and international trade; theories of Absolute cost advantage, Comparative cost advantage and Opportunity cost; Heckscher-Ohlin theorem. (18 HRS)

UNIT II: GAINS FROM TRADE

Gains from trade - their measurement and distribution; trade as an engine of economic growth; concepts of terms of trade and their importance in the theory of trade; Doctrine of reciprocal demand - its importance and limitations in the theory of trade. (18 HRS)

UNIT III: TARIFFS AND QUOTAS

Types of tariffs and quotas; their impact in partial equilibrium analysis; free trade and policy of tariffs in relation to economic growth with special reference to India; concept of optimum tariff - dumping - anti dumping - anti-trust Policy- non tariffs barriers. (18 HRS)

UNIT IV: BALANCE OF TRADE AND BALANCE OF PAYMENTS

Concept and components of Balance of trade and Balance of payments; equilibrium and disequilibrium in balance of payments; consequences of disequilibrium in balance of payments; measures to correct deficit in the balance of payments; relative merits, demerits and limitations of devaluation. (18 HRS)

UNIT V: FOREIGN TRADE IN INDIA

Recent changes in the composition and direction of foreign trade instruments of export promotion and recent export and import Policy of India - Concept and implications of foreign trade multiplier- Functions of IMF, World Bank and GATT/WTO - MNC: Financial Flow, Capital Flow, Technology Transfer. (18 HRS)

TEXT BOOK

1. Sodersten, Bo., (1991) International Economics Macmillan London.

REFERENCE

1. Kindlberger, C P., (1973) International Economics R.D.Irwin., Homewood.
2. Aggarwal, M R., (1979) Regional Economic Cooperation in South Asia S. Chand.
3. Bhagwati, J., (1981) International Trade Selected Readings Cambridge University Press Mass.
4. Joshi V. and I.M.D. Little., (1998) India's Economic Reforms 1999-2001 OUP, New Delhi.
5. Nayyar, D., (1976) India's Exports and Export Policies in the 1960s Cambridge: Cambridge University press.
6. Patel, S.J., (1995) Indian Economy Towards the 21st Century, University press Ltd, India.

Sem. IV
14PEC4115

Hours/Week: 6
Credits: 5

RESEARCH METHODOLOGY

Objective

* To introduce the students to research methods and techniques and thereby inculcate in them an aptitude for research.

Unit-I: NATURE AND METHODS OF SOCIAL SCIENCE RESEARCH

Meaning and definitions of Research - Pure and applied research - Meaning of Social Science Research: Subject matter- Importance and problems in social science research. Case study method- Historical method-Scientific Methods - Objectivity in social science research. (18 HRS)

Unit-II: RESEARCH PROBLEM AND HYPOTHESIS

Choice of the research problem - Factors involved in the choice- Role of review of literature-Hypothesis: Definition - Importance of hypothesis in social science research Source of hypothesis - Characteristics of a good hypothesis. (18 HRS)

Unit-III: SAMPLING TECHNIQUES

Census method - Sampling method. Methods of sampling: Random Sampling: simple and stratified - Judgment method - Quota ,sampling, multistage sampling method. Sampling and non sampling errors - Methods of reducing both - Sampling size. Scaling techniques- Research Design- Sampling design. (18 HRS)

Unit-IV: TECHNIQUES OF DATA COLLECTION

Primary and Secondary Data, Merits and demerits of primary data - Methods of collecting Primary data: Schedule method-Observation method -Interview Method - Questionnaire method - Qualities of a good questionnaire. Secondary data: - Merits and demerits-Sources of secondary data: Published, unpublished and E- Sources. (18HRS)

Unit-V: ANALYSIS AND RESEARCH REPORT WRITING

Meaning of analysis and Interpretation - Editing - Coding - Classification of data - Data entry - Statistical and Mathematical tools of analysis - SPSS - Research Report writing: Factors to be considered. (18HRS)

TEXTBOOK

1. C.R.Kothari. (2009): Research Methodology, Vishwa Prakasan, New Delhi.

REFERENCES

1. M.H.Gopal: (1970) An Introduction to Research Procedures in Social Sciences: Asia Publishing House- New Delhi.
2. Wilkinson and Bandarkar:(1989) Methodology and Techniques of Social Research: Himalaya, New Delhi.
3. P.V.Young: (1987) Scientific Social Surveys and Research: Asia Publishing House- New Delhi.
4. "B.N.Gosh: (1970) Research Methods in Social Science- Sterling, New Delhi.
5. Goode and Hatt : (1983) Methods in Social Research, McGraw-Hill, New Delhi.
6. Dhondyal and Wells: (2001) A Guide to Research Methodology, New Delhi.
7. C.T. Kurien: (1985) A Guide to Research in Economics, Rainbow, New Delhi.

Sem. IV 14PEC4116

**Hours/Week: 7
Credits: 4**

ENVIRONMENTAL ECONOMICS

Objective

* To make the students know the basic concepts of Environmental Economics and, environmental pollution and the policy measures to control pollution.

UNIT-I: PRINCIPLES OF ECOLOGY

Definition, Role and Significance of Environment- Ecology, eco system, components of eco system, kinds of eco system- functions of eco system, energy flow in eco system- Trade off between Economic growth and Environment - Externalities- Material Balance Theory- Productivity and food chain - Externality -Pollution - market failure. (15 HRS)

UNIT-II: THEORIES OF ENVIRONMENTAL ECONOMICS

The Cumberland - Isard Daly Input - Output model - The Modified Leontief abatement model- The Ayres- Knees model- Coase theorem-concept of carbon credits. (15 HRS)

UNIT-III: CONSERVATION OF NATURAL RESOURCES

Renewable and non - renewable resources - need for conservation of resources - Conservation of forest, water resources, soil resources- energy resources- Conservation of biodiversity - Product Life Extension - Recycling models - methods of conservation. (15 HRS)

UNIT-IV: ENVIRONMENTAL PLANNING AND MANAGEMENT

Problems in maintaining ecological balance, waste management- Protection of biosphere- Application of benefit cost analysis to resource management- Natural resource management in Tamilnadu, water, land, forest, fisheries, mineral resources- a few case studies- Biotechnology vs. Eco friendly technology. (15HRS)

UNIT-V: ENVIRONMENTAL ISSUES AND LEGAL MEASURES

Industrial Pollution - Global warming, deforestation-Ozone depletion-Trade related environmental issues-Peoples movement-Environmental law, Air Act, Water Act, Pollution Control- Environment Protection Act -command and control measures. (15HRS)

TEXTBOOK

1. Sankaran (2008) Environmental Economics, Sterling New Delhi.

BOOKS FOR REFERENCE

1. Mohan. I, (1989) "Environmental Pollution and Management", Ashis Publishing House, New Delhi.
2. Pandey and Carney, (1998) Environmental Engineering, Tata Mc Graw Hill, New Delhi.
3. Field. RC, (2000) Environmental Economics, Mc Graw Hill, New York.
4. Karpagam, M (1999) Environmental Economics, Sterling New Delhi.
5. Katar Singh, Anil Shisodia (2009) Environmental Economics -Saga Publications- New Delhi.

Sem. IV
14PEC4402

Hours/Week: 4
Credits: 4

IDC (WS):

INTERNATIONAL BUSINESS ENVIRONMENTAL

Objective

- * The purpose of this paper is to enable the students learn nature, scope and structure of International Business, and understand the influence of various environmental factors on international business operations.

Unit I: Introduction to International Business

Importance, nature and scope of International business; modes of entry into International Business-internationalization process and managerial implications. (12 Hrs)

Unit II: Environmental Context of International Business

Framework for analyzing international business environment - Domestic, foreign and global environments and their impact on international business decisions. (12 Hrs)

Unit III: Global Trading Environment

World trade in goods and services - Major trends and developments; World trade and protectionism - Tariff and non-tariff barriers; Counter trade. (12 Hrs)

Unit IV: International Financial Environment

Foreign investments -Pattern, Structure and effects; Movements in foreign exchange and interest rates and then impact on trade and investment flows. (12 Hrs)

Unit V: International Economic Institutions and Agreements

WTO, IMF and World Bank, - MNCs. Regional Economic Groupings in Practice: Regionalism vs. multilateralism, Structure and functioning of European Common Market; Regional economic cooperation. (12 Hrs)

Text Book

1. Francis Cherunilam, International Business, Text and Cases, PHI Learning Private Limited, New Delhi, 2010.

Books for Reference

1. Bennet, Roger, International Business, Financial Times, Pitman Publishing, London, 1999.
2. Bhattacharya, B., Going International: Response Strategies of the Indian Sector, Wheeler Publishing, New Delhi, 1996.
3. Czinkota, Michael R., et. al., International Business, the Dryden Press, Fortworth, 1999.
4. Danoes, John D. and Radebaugh, Lee H., International Business: Environment and Operations, 8th ed., Addison Wesley, Readings, 1998.
5. Griffin, Ricky W. and Pustay, Michael W, International Business: A Managerial Perspective, Addison Wesley, Readings, 1999.
6. Hill, Charles W. L., International Business, McGraw Hill, New York, 2000.

Sem. IV
14PCO4402

Hours/Week: 4
Credits: 4

IDC (WS):

FINANCIAL AND MANAGEMENT ACCOUNTING

Objectives

- To acquaint students with the accounting Principles and practices.
- To make the students to be familiar with basics of cost accounting and Management accounting.

Unit I

Introduction to Accounting: Objectives, Nature, Concepts and Conventions and Scope of Financial Accounting, Cost Accounting and Management Accounting; Management Accounting and Managerial Decisions; Management Accountants Position, Role and Responsibilities. (5 hours)

Unit II

Journal - Meaning - Recording of transaction in Journal -Ledger - Meaning - Posting into the Ledger - Balancing the Accounts- Preparation of Trail Balance. (10 hours)

Unit III

Financial Statements - Meaning - Definition - Preparation of Trading, Profit and Loss Account and Balance Sheet (Problems with Simple adjustments). (20 hours)

Unit IV

Costs - Meaning - Definition - Types - Cost Accounting -Elements of Cost - Preparation of Cost Sheet. (12 hours)

Unit V

Marginal Costing - Meaning - Break Even Analysis -Margin of safety-desirable profit- Marginal Costing in Decision making. (13 hours)

Text Books

1. Grewal T.S. (1997), Double Entry Book Keeping, Published by Sultan Chand & Sons, New Delhi. (Unit - 1 to 3)
2. Jain & Narang (2009), Cost Accounting Principles and Practice, Kalyani Publishers, New Delhi. (Unit - 4)
3. Maheshwari S.N, (1998), Management Accounting, Published by Sultan Chand & Sons, New Delhi. (Unit - 5)

Books for References

1. Man Mohan and Goyal G.N, (1986), Principles of Management Accounting, Sahitya Bhawan, Agra.
2. Khan and Jain, (1997), Financial Management, Tata McGrawHill, New Delhi.
3. Shukla M.C and Grewal, (2000), Advanced Accounting, Sultan Chand & Sons, New Delhi.
4. Maheshwari S.N & Maheshwari S.K, (2005), Introduction to Accountancy, Vikas House Pvt Ltd, New Delhi.

**Sem. IV
14PHR4402**

**Hours/Week: 4
Credits: 4**

**IDC (WS):
ORGANISATIONAL BEHAVIOUR**

Objectives

- To grasp the organizational theories that would enlighten the understanding of human behavior at work.
- To understand team/group processes and to be able to address issues arising from individual and collective organizational behavior.

UNIT 1: BASIC BEHAVIOURAL CONCEPTS (12 Hrs)

Organisational Behaviour - Concept, meaning, objectives, approaches, S-O-B-C Models, Models of OB. Historical development of OB - Hawthorne Experiments. Organisational Climate - Meaning, importance, determinants, and measurements.

UNIT 2: BEHAVIOUR DETERMINANTS (12 Hrs)

Personality - concept, meaning, determinants. Perception - meaning, factors, process, Difference between perception and sensation, Learning - meaning, Difference between Learning and Maturation. Motivational Theories: Content, Contextual and Contemporary theories. Job Satisfaction - meaning, Determinants.

UNIT 3: BEHAVIOUR MODIFICATION (12 Hrs)

B.M: Concept, meaning, application and importance. Stress: Sources and Causes, Stress Management. Fatigue: Sources, Causes and management. Work place emotions, values, attitudes. Conflict: meaning, types, Models and Resolution Strategy.

UNIT 4: ORGANISATIONAL TEAM DYNAMICS (12 Hrs)

Team: Types, designs, development, norms, roles and cohesiveness. Team building: Process, types, managing team process. Team resource, Roles and Responsibilities. Self Identity Team skills, Group working Process, Management influencing skills.

UNIT 5: ORGANISATIONAL CHANGE (12 Hrs)

Challenges of change - Pressures for change, types of change, approaches. Resistance to change - individual, group and organizational. Overcoming Resistance. Promoting change - interpersonal, team and organizational methods.

Text Books

1. Davis & Newstrom, 1985, Organisational Behaviour, New Delhi, McGraw Hill Publishers, (Unit Chapter - 2.
 2. Fred Luthans, 1985, Organisational Behaviour, New Delhi, McGraw Hill Publishers, (Unit 3) Chapter - 3,4,5
 3. Prasad L.M. 2000 Organisational Behaviour, New Delhi, Sultan Chand & Sons, (Unit 1 & 5) Chapter- 1, 10, 11
 4. Steven L Mcshane, Mary Ann Von Glinow, Radha R Sharma, Organisational Behaviour: Emerging Knowledge and Practice for the Real World, TMH.(Unit - 5).
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