



Shri Vaishnav Vidyapeeth Vishwavidyalaya, Indore

III Semester

BCom301- INCOME TAX LAW AND PRACTICE

SUBJECT CODE	SUBJECT NAME	TEACHING & EVALUATION SCHEME								
		THEORY			PRACTICAL		T h	T	P	CREDITS
		END SEM University Exam	Two Term Exam	Teachers Assessment*	END SEM University Exam	Teachers Assessment*				
BCom301	Income Tax Law and Practice	60	20	20	-	-	3	1	-	4

Legends: L - Lecture; T - Tutorial/Teacher Guided Student Activity; P – Practical; C - Credit;

***Teacher Assessment** shall be based on following components: Quiz/Assignment/ Project/Participation in Class, given that no component shall exceed more than 10 marks.

Course Objective

The objective of the course is to have the practical knowledge and understanding about Income Tax Act, standards, principles and procedures to solve taxation problems and its Practical application in business and economy.

Course Outcomes

1. To learn about the Income Tax Act and the history of income tax act
2. To understand various basic concepts and terminology used in Income tax Act
3. To have the knowledge of various objectives of income tax act
4. To learn the filing of ITR, Assessment procedure, TDS, Advance tax payment etc.

COURSE CONTENTS

Unit-I: Income Tax in India -- An Introduction, Basic concepts in income tax, agriculture income, Casual income, previous year, assessment year, gross total income, total income, person, assessee, residential status, Income Exempt from Income Tax.

Unit-II: Income from salaries and income from house property.


Unit-III: Income from business and profession, capital gains, income from other sources.

Unit-IV: Set off and carry forward of losses, deductions from gross total income, clubbing of income, computation of total income.

Unit-V: Assessment procedure, TDS, Advance tax payment, Income tax authorities, Appeal, revision and penalties.


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Suggested Readings

1. Singhanar V.K: *Students' Guide to Income Tax*; Taxmann, Delhi.
2. Prasaci, Bhagwati: *Income Tax Law & Practice*; Wiley Publication, New Delhi,
3. Mehrotra H.C: *Income Tax Law & Accounts* ;SahityaBhawan, Agra.
4. DinkerPagare• *Income Tax Law and Practice*; Sultan Chand & Sons, New Delhi.
5. GirishAhuja and Ravi Gupta: *Systematic approach to income tax*:SahityaBhawan Publications, New Delhi.
6. Chandra Mahesh and Shukla D.C.: *Income Tax Law and Practice*; Pragati Publications, New Delhi

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BCom302 LEGAL SYSTEMS IN BUSINESS

SUBJECT CODE	SUBJECT NAME	TEACHING & EVALUATION SCHEME								
		THEORY			PRACTICAL		Th	T	P	CREDITS
		END SEM University Exam	Two Term Exam	Teachers Assessment*	END SEM University Exam	Teachers Assessment*				
BCom302	Legal Systems in Business	60	20	20	-	-	3	1	-	4

Legends: L - Lecture; T - Tutorial/Teacher Guided Student Activity; P – Practical; C - Credit;

***Teacher Assessment** shall be based on following components: Quiz/Assignment/ Project/Participation in Class, given that no component shall exceed more than 10 marks.

Course Objective

The objective of the course is to provide the student with foundational information about the legal system and their impact on business, the relationship between law and ethics, contracts, sales and business law in the global context.

Course Outcomes

1. To learn the basics of legal system in India and their practical application in business.
2. To improve your ability to recognize and manage legal risks in business decision making
3. Gain practical knowledge on the Sale of goods act, Companies act, Partnership act etc.
4. Learn about consumer's rights through consumer protection act.

COURSE CONTENT

Unit-I: The Indian Contract Act, 1872: Essentials of a Valid Contract, Void and Voidable Agreements, Performance of Contracts, Breach of a Contract and Its Remedies, Quasi Contracts. Indemnity and Guarantee, Bailment and Pledge, Contract of Agency.

Unit-II: The Sale of Goods Act. 1930: Formation of a Sales Contract.
Negotiable Instrument Act, 1881: Definition and Essential Features of Negotiable Instruments, Types of Instruments and Endorsement, Parties to Negotiable Instrument.

Unit-III: The Companies Act, 1956: Types of Companies, Memorandum and Article of Association, Shareholders and Debenture Holders, Minority Protection, Winding-up.
Partnership Act 1932: Definition and Nature of Partnership, Formation of Partnership, Rights, Duties and Liabilities of Partners, Dissolution of Partnership Firm

Unit-IV: Consumer Protection Act- Provisions related to consumer protection and Redressal of consumer Grievances.



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Unit-V: Vishakha guidelines, Sexual Harassment of Women at Workplace (Prevention, Prohibition and Redressal) Act, 2013. Municipal and local regulations; various recent business laws passed in the last 4-5 years

Suggested Readings

1. N.D. Kapoor – *Elements of Mercantile Law* – Sultan Chand & Co., New Delhi.
2. Avtar Singh – *Company Law* – Eastern Book Company, 17th Edition
3. Varshney (2014)- *Banking Law & Practice* – Sultan Chand & Co., New Delhi 25th Edition
4. M.L. Tanna (2010)- *Banking Law & Practice* – Lexisnexis Butterworth wadhwa, 23rd Edition
5. N.D. Kapoor (2013)- *Industrial Law* – Sultan Chand & Co., New Delhi, 12th Edition
6. Melvin and Katz, *E-book: The Legal Environment of Business*, McGraw-Hill 2nd edition

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BBAI 302 MANAGEMENT ACCOUNTING

SUBJECT CODE	SUBJECT NAME	TEACHING & EVALUATION SCHEME								
		THEORY			PRACTICAL		Th	T	P	CREDITS
		END SEM University Exam	Two Term Exam	Teachers Assessment*	END SEM University Exam	Teachers Assessment*				
BBAI 302	Management Accounting	60	20	20	-	-	3	1	-	4

Legends: L - Lecture; T - Tutorial/Teacher Guided Student Activity; P – Practical; C - Credit;

***Teacher Assessment** shall be based on following components: Quiz/Assignment/ Project/Participation in Class, given that no component shall exceed more than 10 marks.

Course Objective

The objective of the course is to impart the basic knowledge of financial accounting theory, standards, principles and procedures to accounting problems and its application in business

Course Outcomes

1. Understand the basic accounting concepts and their application in business.
2. Apply the dual-entry recording framework to a series of transactions that results in a balance sheet.
1. Gain knowledge on the preparation of financial statements.
2. Develop the skills needed to analyze financial statements effectively, and

COURSE CONTENT

Unit I: Basics of Management Accounting

1. Meaning and definition of Management Accounting
2. Nature and Scope of Management Accounting
3. Relationship of Management Accounting with other branches of Accounting

Unit II: Budgetary Control

1. Meaning of Budget
2. Budgetary Control and its use as a management tool
3. Functions of Budgets, Difference between Budgets and Forecasts, Planning Process
4. Fixed and Flexible Budgets

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Unit III: Standard Costing

1. Introduction to Standard Costing,
2. Cost Standards and their types
3. Standard Costing and Budgetary control

Unit IV: Variance Analysis

1. Sales Variance
2. Labour Variance
3. Overhead Variance

Unit V: Marginal Costing as a Tool for Decision Making

1. Make or Buy Decision
2. Change in product Mix
3. Pricing Decisions
4. Exploring a New Market
5. Shut-down Decisions

Suggested Readings

1. Jain S.P. & Narang K.L (2013), *Cost and Management Accounting*, Kalyani Publishers, New Delhi, Latest edition
2. Arora M.N. (2009), *Cost and Management Accounting(Theory and Problems)*; Himalaya Publishing House, Latest edition
3. Piallai R.S.N & Bhagvathi (1996), *Management Accounting*, S. Chand & Co. Ltd., Latest edition
4. Saxena V.K. & Vashist C.D.(2014), *Cost and Management Accounting*, Sultan Chand & Sons, Latest edition
5. Arora M. N. *A Text Book of Cost and Management Accounting* Vikas Publishing House, Latest edition
6. M.Y Khan, P.K. Jain (2009), *Management Accounting: Text, problems and cases*, Tata McGraw-Hill, 5nd edition.
7. Ravi M. Kishore (2008), *Management Accounting and financial analysis*, Taxmann Publications Private Limited.

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ML-301 ENVIRONMENT AND ENERGY STUDIES

SUBJECT CODE	CATEGORY	SUBJECT NAME	TEACHING & EVALUATION SCHEME								
			THEORY			PRACTICAL		Th	T	P	CREDITS
			END SEM University Exam	Two Term Exam	Teachers Assessment*	END SEM University Exam	Teachers Assessment*				
ML-301	Compulsory	Environment and Energy Studies	60	20	20	0	0	4	0	0	4

Legends: L - Lecture; T - Tutorial/Teacher Guided Student Activity; P – Practical; C - Credit;

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Course Educational Objectives (CEOs): The students will be able to:

- Understand sources of information required for addressing environmental challenges.
- Identify a suite of contemporary tools and techniques in environmental informatics.
- Apply literacy, numeracy and critical thinking skills to environmental problem-solving.

Course Outcomes (COs) - The students should be able to:

- Apply the principles of ecology and environmental issues that apply to air, land and water issues on a global scale.
- Develop critical thinking and/or observation skills, and apply them to the analysis of a problem or question related to the environment.
- Demonstrate ecology knowledge of a complex relationship between predators, prey, and the plant community.

Unit I: Environmental Pollution and Control Technologies - Environmental Pollution & Control: Classification of pollution, Air Pollution: Primary and secondary pollutants, Automobile and industrial pollution, Ambient air quality standards. Water pollution: Sources and types, Impacts of modern agriculture, degradation of soil. Noise Pollution: Sources and Health hazards, standards, Solid Waste management composition and characteristics of e - Waste and its management. Pollution control technologies: Wastewater Treatment methods: Primary, Secondary and Tertiary.

Unit II: Natural Resources - Classification of Resources: Living and Non - Living resources, water resources: use and over utilization of surface and ground water, floods and droughts, Dams: benefits and problem, Mineral resources: use and exploitation, environmental effects of

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extracting and using mineral resources, Land resources: Forest resources, Energy resources: Growing energy needs, renewable energy source, case studies.

Unit III: Ecosystems: Definition, Scope and Importance ecosystem. Classification, Structure and function of an ecosystem, Food chains, food webs and ecological pyramids. Energy flow in the ecosystem, Biogeochemical cycles, Bioaccumulation, Ecosystem Value, Devices and Carrying Capacity, Field visits.

Unit IV: Biodiversity and its Conservation - Introduction - Definition: genetic, species and ecosystem diversity. Bio-geographical classification of India - Value of biodiversity: consumptive use, productive use, social, ethical, aesthetic and option values - . Biodiversity at global, National and local levels. - . India as a megadiversity nation - Hot-spots of biodiversity - Threats to biodiversity: habitat loss, poaching of wildlife, man wild life conflicts; Conservation of biodiversity: In-situ and Ex-situ conservation. National Biodiversity Act.

Unit V: Environmental Policy, Legislation & EIA - Environmental Protection act, Legal aspects Air Act- 1981, Water Act, Forest Act, Municipal solid waste management and handling rules, biomedical waste management and handling rules, hazardous waste management and handling rules. EIA: EIA structure, methods of baseline data acquisition. Overview on Impacts of air, water, biological and Socio- economical aspects. Strategies for risk assessment, Concepts of Environmental Management Plan (EMP)

Recommended Readings:

- Agarwal, K.C. (2001). *Environmental Biology*. Bikaner: Nidi Pub. Ltd.
- Brunner, R.C. (1993). *Hazardous Waste Incineration*. New Delhi: McGraw Hill Inc.
- Clank, R.S. (2001). *Marine Pollution*. New York: Oxford University Press.
- De, A.K. (2001). *Environmental Chemistry*. New Delhi: Wiley Western Ltd.
- Bharucha , Erach (2005). *Environmental Studies for Undergraduate Courses*. New Delhi: University Grants Commission.
- Rajagopalan, R. (2006). *Environmental Studies*. New York: Oxford University Press.
- AnjiReddy, M. (2006). *Textbook of Environmental Sciences and Technology*. BS Publication.
- Wright, Richard T. (2008). *Environmental Science: towards a sustainable future* .New Delhi: PHL Learning Private Ltd.
- Gilbert M. Masters and Wendell P. Ela .(2008). *Environmental Engineering and science*. University Kindom: PHI Learning Pvt Ltd.
- Botkin ,Daniel B. & Edwards A. Keller(2008). *Environmental Science*. New Delhi: Wiley INDIA edition.
- Kaushik ,Anubha (2009). *Environmental Studies*. New Delhi: New age international publishers.



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BBAI 304 – PRINCIPLES OF MARKETING

SUBJECT CODE	SUBJECT NAME	TEACHING & EVALUATION SCHEME								
		THEORY			PRACTICAL		Th	T	P	CREDITS
		END SEM University Exam	Two Term Exam	Teachers Assessment*	END SEM University Exam	Teachers Assessment*				
BBAI 304	Principles of Marketing	60	20	20	-	-	3	1	-	4

Legends: L - Lecture; T - Tutorial/Teacher Guided Student Activity; P – Practical; C - Credit;

*Teacher Assessment shall be based on following components: Quiz/Assignment/ Project/Participation in Class, given that no component shall exceed more than 10 marks.

Course Objective

Marketing is the process for creating, communicating, delivering and exchanging offerings that have value for customers, clients, partners and society at large. Marketing contributes to the fundamental objectives of Businesses namely survival, profits and growth. This course will empower students with the Marketing skills.

Course Outcomes

1. The overall objective of the course is to provide an understanding of the Fundamental concepts of marketing in the modern marketing practices
2. Develop an insight on the marketing implications that enable students evolve, explore, develop and implement marketing plans.

COURSE CONTENT

Unit I: Marketing

1. Meaning – concept, functions, 7P's of Marketing
2. marketing Planning & implementation
3. Marketing Programmes
4. Marketing environment – Micro and Macro.
5. Introduction to Industrial Marketing

Unit II: Product

1. Meaning
2. Product planning policies
3. positioning
4. New product development



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Unit III: Pricing

1. Pricing objectives
2. Setting and modifying the price
3. Initiating price changes
4. Responding to price changes

Unit IV: Promotion

1. Promotion Mix
2. Advertisement - Message - copy writing - Media strategy -
3. Sales promotion
4. Personal selling
5. Publicity

Unit V: Physical Distribution

1. Distribution Mix
2. Managing channel intermediaries
3. Transport and warehousing

Suggested Readings

1. Kotler Philip, Keller Kevin Lane, Koshy Abraham, Jha Mithileshwar (2008), *Marketing Management: A South Asian Perspective*, Pearson Prentice Hall, Latest edition
2. Saxena Rajan, (2002) *Marketing Management*, Tata McGraw-Hill Publishing, Latest edition
3. Ramaswamy & Nmakumary (2009), *Marketing Management-Global Perspective-Indian Context*-Mac Millon India Ltd, Latest edition

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