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**SHIVAJI UNIVERSITY, KOLHAPUR - 416004,  
MAHARASHTRA**

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**शिवाजी विद्यापीठ, कोल्हापूर - ४१६००४, महाराष्ट्र**

दूरध्वनी-ईपीएबीएक्स -२६०९०००, अभ्यासमंडळे विभाग दूरध्वनी ०२३१-२६०९०९४



Ref./SU/BOS/Com & Mgmt./ 216

Date : 10/04/2024

To,

The Principal  
Affiliated (Commerce & Management) College  
Shivaji University, Kolhapur

**Subject : Regarding syllabi of B. Com. Part-III 1) Business Management (Entire)  
(Sem. V & VI) 2) Bank Management (Entire) (Sem. V & VI) Choice Based  
Credit System (CBCS) degree programme under the Faculty of Commerce &  
Management as per National Education Policy, 2020**

Sir/Madam,

With reference to the subject mentioned above, I am directed to inform you that the University authorities have accepted and granted approval to the revised syllabi of **B. Com. Part-III 1) Business Management (Entire) (Sem. V & VI) 2) Bank Management (Entire) (Sem. V & VI) Choice Based Credit System (CBCS)** under the Faculty of Commerce & Management as per National Education Policy, 2020

This syllabi shall be implemented from the academic year **2024-2025** onwards. A soft copy containing the syllabus is attached herewith and it is also available on university website [www.unishivaji.ac.in](http://www.unishivaji.ac.in) (Online Syllabus).

You are therefore, requested to bring this to the notice of all Students and Teachers concerned.

Thanking you,

Yours faithfully,

(Dr. S. M. Kubal)  
Dy. Registrar

**Encl : As above**

**Copy to,**

- |   |   |                                       |
|---|---|---------------------------------------|
| 1. I/c Dean, Faculty of Commerce & Management           | } | for information                       |
| 2. Chairman, BOS under Faculty of Commerce & Management |   |                                       |
| 3. Director, BOEE                                       | } | for information and necessary action. |
| 4. Appointment Section                                  |   |                                       |
| 5. P. G. Admission Section                              |   |                                       |
| 6. B. Com. Section                                      |   |                                       |
| 7. Affiliation Section (U.G./P.G.)                      |   |                                       |
| 8. Computer Center/I.T.                                 |   |                                       |
| 9. Eligibility Section                                  |   |                                       |
| 10. Distance Education                                  |   |                                       |
| 11. P.G. Seminar Section                                |   |                                       |



# **Shivaji University, Kolhapur**

National Education Policy (NEP -1.0)

**Bachelor of Commerce**

**B.Com. (Business Management) Part III**

Programme

**Faculty of Commerce and Management**

(Regulations in accordance with National Education Policy to be  
implemented from Academic Year 2024-25)

**Shivaji University, Kolhapur**  
**B.Com. (Business Management)Part –III,**  
**Semester –V**  
**Cours Code – CC 19**  
**Entrepreneurship Development (NEP-1.0)**  
**Credits -4 (Marks 100, Theory: 80 Marks, Internal Exam: 20 Marks)**

**Course Outcome-**

- To make students understand details of entrepreneurship development
- To acquaint students with different theories of entrepreneurship
- To develop understanding and importance of rural entrepreneurship in India.

<b>Unit</b>	<b>Content</b>	<b>Contact Hrs.</b>
<b>I</b>	<b>Entrepreneur</b> <ul style="list-style-type: none"> <li>▪ Meaning and Characteristics of entrepreneur</li> <li>▪ Qualities and Functions of entrepreneur</li> <li>▪ Types of entrepreneur.</li> <li>▪ Problems faced by women entrepreneurs in India</li> </ul>	<b>15</b>
<b>II.</b>	<b>Entrepreneurship</b> <ul style="list-style-type: none"> <li>▪ Concept of Entrepreneurship</li> <li>▪ Theories of Entrepreneurship (Schumpeter, Max Weber, ThomasCochran, Peter Drucker)</li> <li>▪ Role of entrepreneurship in Economic Development</li> </ul>	<b>15</b>
<b>III.</b>	<b>Entrepreneurship Development</b> <ul style="list-style-type: none"> <li>▪ Concept and Objectives of Entrepreneurship development</li> <li>▪ Phases of Entrepreneurship programme in India</li> <li>▪ Institutions for entrepreneurship development- EDII- Ahmadabad, NIESBUD - New Delhi , NISIET - Hyderabad</li> <li>▪ ,MCED Aurangabad</li> </ul>	<b>15</b>
<b>IV.</b>	<b>Rural Entrepreneurship in India</b> <ul style="list-style-type: none"> <li>▪ Meaning and Need for rural entrepreneurship</li> <li>▪ Problems of rural Entrepreneurship.</li> <li>▪ Entrepreneurship in agricultural sector and village Industry</li> </ul>	<b>15</b>

**References:-**

1. Vasant Desai - “The Dynamics of Entrepreneurial Development and Management, Himalaya Publishing House, Mumbai, Sixth Edition, 2010.
2. Khanka S. S. “Entrepreneurial Development”, Chand and Company Ltd, New Delhi, ThirdRevised Edition, 2001.”
3. N.P. Singh, “Entrepreneurship Development”, - Theories & Practices.
4. Entrepreneurial Development in India – Dr. C. B. Gupta & Dr. N. P. Srinivasan, SultanChand & Sons, New Delhi.
5. M. Gangadhar Rao, “Entrepreneurship & Entertainment Development.

**Shivaji University, Kolhapur**  
**B.Com. (Business Management)Part –III,**  
**Semester –V**  
**Cours Code – CC 20**  
**Human Resource Planning and Development (NEP-1.0)**  
**Credits -4 (Marks 100, Theory: 80 Marks, Internal Exam: 20 Marks)**

**Course Outcome:**

- To make students understand importance of HR Planning.
- To help students understand Business Ethics
- To help students understand social responsibilities of business.

Unit	Content	Contact Hrs.
I.	<b>Human Resources Planning:</b> <ul style="list-style-type: none"> <li>▪ Meaning and concept of Human resource planning</li> <li>▪ Need for HR Planning</li> <li>▪ Advantages of HR Planning</li> </ul>	15
II.	<b>Process of HR Planning:</b> <ul style="list-style-type: none"> <li>▪ Steps involved in HR Planning</li> <li>▪ Assessing Human Resource requirements;</li> <li>▪ Human resource forecasting</li> </ul>	15
III.	<b>Human Resource Development</b> <ul style="list-style-type: none"> <li>▪ Concept of HRD</li> <li>▪ Aims and objectives of HRD</li> <li>▪ Scope of HRD</li> </ul>	15
IV.	<b>Components of HRD</b> <ul style="list-style-type: none"> <li>▪ Process of HRD</li> <li>▪ Benefits of Human Resource Development</li> <li>▪ Responsibilities of HRD manager in an organization</li> </ul>	15

**References: -**

1. Aswathappa - HRM Tata me grow hill Publishing co. New Delhi.
2. LM Prasad, HRM – Sultan Chand & Sons, New Delhi.
3. Jayashankar – HRM – Margham Publications, Chennai.
4. Chitra Atmaran Naik – Hen – Ane books Pvt.Ltd

**Shivaji University, Kolhapur**  
**B.Com. (Business Management) Part –III,**  
**Semester –V**

**Cours Code – CC 21**

**Service Marketing (NEP-1.0)**

**Credits -4 (Marks 100, Theory: 80 Marks, Internal Exam: 20 Marks)**

**Course Outcome:**

- To make students understand importance of service industry
- To help students understand various services.
- To help students understand the application of 7 P's in service industry

<b>Unit</b>	<b>Content</b>	<b>Contact Hrs.</b>
<b>I</b>	<b>Services</b> <ul style="list-style-type: none"><li>▪ Meaning ,concept and Characteristics of services</li><li>▪ Difference between Goods and Services,</li><li>▪ Classification of Services</li><li>▪ Reasons for growth of service sector in India.</li></ul>	<b>15</b>
<b>II</b>	<b>Service Marketing</b> <ul style="list-style-type: none"><li>▪ Meaning and concept of service marketing</li><li>▪ 7P's in Service Marketing</li><li>▪ Service consumer behavior – as a decision maker and components of customer expectation</li></ul>	<b>15</b>
<b>III</b>	<b>Challenges Of Service Marketing</b> <ul style="list-style-type: none"><li>▪ Marketing Planning for Services,</li><li>▪ Developing and Managing the Customer Service Function,</li><li>▪ Developing and Maintaining Quality of Services</li></ul>	<b>15</b>
<b>IV</b>	<b>Application of 7 P's in industry</b> <ul style="list-style-type: none"><li>▪ Bank and Insurance</li><li>▪ Tourism and Hospitality</li><li>▪ Healthcare services.</li><li>▪ Transportation Services.</li></ul>	<b>15</b>

**References:-**

1. Services Marketing- Zha S.M., Himalaya Publishing House
2. Services Marketing – Harsh Verma, Pearson Education
3. Service Marketing – Rajendra Nargudkar, Tata McGraw Hill Education Pvt. Ltd.
4. Services Marketing-Zeithaml, Bitner, Gremler& Pandit, McGraw Hill Publication

**Shivaji University, Kolhapur**  
**B.Com. (Business Management)Part –III,**  
**Semester –V**  
**Cours Code – CC 22**  
**Inventory Management (NEP-1.0)**  
**Credits -4 (Marks 100, Theory: 80 Marks, Internal Exam: 20 Marks)**

**Course Outcome:**

- To make students understand importance of Inventory Management.
- To help students understand various Inventory Levels.
- To help students understand the application of Quadrant Technique of Inventory.

Unit	Content	Contact Hrs.
I	<b>Introduction to Inventory Management</b> <ul style="list-style-type: none"><li>▪ Meaning, concept of Inventory Management.</li><li>▪ Inventory Management Process and its Importance</li><li>▪ Principles of Inventory Management</li></ul>	15
II	<b>Concepts and Valuation of Inventory</b> <ul style="list-style-type: none"><li>▪ Concepts and Objectives of Inventory</li><li>▪ Need for holding inventory</li><li>▪ Planning and Controlling Inventory Levels.</li></ul>	15
III	<b>Inventory Control and Models</b> <ul style="list-style-type: none"><li>▪ Meaning and Concept of Inventory Control</li><li>▪ Importance and scope of Inventory Control,</li><li>▪ Inventory Models- ABC Analysis, EOQ, ROL and JIT.</li></ul>	15
IV	<b>Inventory Methods</b> <ul style="list-style-type: none"><li>▪ Inventory Methods- Inventory Ranking Methods</li><li>▪ Quadrant Technique- FIFO, LIFO and Weighted Average</li><li>▪ Use of Computers in Inventory Management.</li></ul>	15

**References:-**

1. Essentials of Inventory Management by Max Muller
2. Achiving effective Inventory Management by John Schreibfeder
3. Inventory Management Explained by David J.
4. Inventory Management- Principles and Practices by P. Narayan, Jaya Subramanian
5. Inventory Management by Bose, D. Chandra

**Shivaji University, Kolhapur**  
**B.Com. (Business Management)Part –III,**  
**Semester –V**  
**Cours Code – DSE I**

**Goods and Services Tax (NEP-1.0)**

**Credits -4 (Marks 100, Theory: 80 Marks, Internal Exam: 20 Marks)**

**Course Outcome:**

- To make students understand details of Taxation.
- To acquaint students with different types of tax in India.
- To develop knowledge and understanding of goods and services tax in India.

<b>Unit</b>	<b>Content</b>	<b>Contact Hrs.</b>
<b>I.</b>	<b>Introduction to Taxation.</b> <ul style="list-style-type: none"><li>▪ Meaning of Taxation.</li><li>▪ Features of Taxation.</li><li>▪ Advantages of Taxation.</li><li>▪ Types of Taxation in India-Direct Tax, Indirect Tax.</li></ul>	<b>15</b>
<b>II.</b>	<b>Introduction to GST.</b> <ul style="list-style-type: none"><li>▪ Meaning and origin of GST.</li><li>▪ Features of GST.</li><li>▪ Advantages of GST.</li><li>▪ Need for GST in India.</li></ul>	<b>15</b>
<b>III.</b>	<b>GST Structure in India.</b> <ul style="list-style-type: none"><li>▪ Types of GST in India.</li><li>▪ Difference between CGST, SGST and IGST.</li><li>▪ GST rates in India.</li><li>▪ Goods and Services exempt under GST.</li></ul>	<b>15</b>
<b>IV.</b>	<b>Registration and Filling of GST Return.</b> <ul style="list-style-type: none"><li>▪ GST Registration -Eligibility,limit and Need of Documents.</li><li>▪ Process of GST Registration.</li><li>▪ GST Number-How to obtain GST number in details.</li><li>▪ Filling of GST Return -Methods.</li></ul>	<b>15</b>

**References:-**

- 1) H.C Mehrotra, Indirect Taxes. [sahitya bhavan publications]
- 2) Vinod k. Singania, Indirect Taxes. [ taxmannspublication , new delhi,2018]
- 3) GST- The essentials of goods and services tax.  
[Dr.Thomas Joseph Thoumkuzhy, Dr. Jaya Jacob M. Dr.Chinnu M. Chacko]
- 4) Business Taxation-Vision book house.
- 5) Goods and Services Tax Act,2017.

**Shivaji University, Kolhapur**  
**B.Com. (Business Management)Part –III,**  
**Semester – V**  
**Course Code – DSE II**  
**E-Commerce and Digital Marketing (NEP-1.0)**  
**Credits -4 (Marks 100, Theory: 80 Marks, Internal Exam: 20 Marks)**

**Course Outcome:**

- To make students understand of basics of digital marketing.
- To make students understand Marketing mix and customer behavior of Digital marketing.
- To make students understand various types of digital marketing.

<b>Unit</b>	<b>Content</b>	<b>Contact Hrs.</b>
<b>I</b>	<b>Introduction E-Commerce</b> <ul style="list-style-type: none"> <li>▪ Introduction, meaning and concept</li> <li>▪ Importance and Impact of E- Commerce</li> <li>▪ Advantages and Limitations of E- Commerce</li> </ul>	<b>15</b>
<b>II</b>	<b>Models of E- Commerce</b> <ul style="list-style-type: none"> <li>▪ Models- B2B, B2C, C2B, C2C, B2G and G2B</li> <li>▪ Measuring E- Commerce Success</li> <li>▪ New trends in E- Commerce</li> </ul>	<b>15</b>
<b>III</b>	<b>Digital Marketing:</b> <ul style="list-style-type: none"> <li>▪ Concept of digital marketing</li> <li>▪ Digital banking V/s traditional marketing</li> <li>▪ Importance of digital marketing</li> <li>▪ Marketing Mix for Digital Marketing</li> </ul>	<b>15</b>
<b>IV</b>	<b>Types of digital marketing and its application</b> <ul style="list-style-type: none"> <li>▪ SEM (Search Engine Marketing)</li> <li>▪ SEO (Search Engine Optimization)</li> <li>▪ PPC (Pay-Per-Click)</li> <li>▪ SMM (Social Media Marketing)</li> <li>▪ Content Marketing</li> <li>▪ Email Marketing</li> </ul>	<b>15</b>

**References:-**

1. “E-Commerce: Strategy, Technologies and Applications.” By David Whiteley.
2. Digital marketing :From fundamentals to future by Swaminathan Kumar
3. Modern Marketing Principles & Practices by R S N Pillai
4. Fundamentals of Digital marketing Second edition by Pearson
5. “E- Commerce: An Indian Perspective” by P. T. Joseph
6. Digital Marketing by Seema Gupta , McGraw Hill



**Shivaji University, Kolhapur**  
**B.Com. (Business Management)Part –III,**  
**Semester –VI**  
**Course Code - CC 23**  
**Entrepreneurship Project Management (NEP-1.0)**  
**Credits -4 (Marks 100, Theory: 80 Marks, Internal Exam: 20 Marks)**

**Course Outcome:**

- Understand the process of project identification
- To gain knowledge regarding different institutions and schemes
- Understand different methods of project appraisal and preparation of business plan

Unit	Content	Contact Hrs.
I	<b>Introduction to project Identification</b> <ul style="list-style-type: none"> <li>▪ Meaning and concept of project</li> <li>▪ Sources of business idea</li> <li>▪ Scanning of business environment</li> <li>▪ Preparation of preliminary project report (PPR)</li> </ul>	15
II	<b>Institutional support and scheme : Role of</b> <ul style="list-style-type: none"> <li>▪ District Industries Center(DIC) office</li> <li>▪ Micro, Small &amp; Medium Enterprise (MSME)</li> <li>▪ Small Industries Service Sector(SISI)</li> <li>▪ MCED, SIDBI, SFC, KVIC, MUDRA, PMEGP</li> </ul>	15
III	<b>Project Appraisal</b> <ul style="list-style-type: none"> <li>▪ Meaning of project appraisal</li> <li>▪ Methods of project appraisal – Economic analysis, financial analysis, Market analysis, Technical Analysis</li> </ul>	15
IV	<b>Formulation Of Business Plan</b> <ul style="list-style-type: none"> <li>▪ Meaning and Objectives of Business Plan</li> <li>▪ Elements of Business Plan</li> <li>▪ Business Planning Process - Self Audit, Evaluation of Business Environment, Setting Objectives, Forecasting Market Conditions, Stating actions and resources required, Evaluating Proposed plan, Assessing Alternative strategic plans, Controlling the plan through Annual Budget</li> </ul>	15

**References:-**

1. Vasant Desai - “The Dynamics of Entrepreneurial Development and Management, Himalaya Publishing House, Mumbai, Sixth Edition, 2010.
2. Khanka S. S. “Entrepreneurial Development”, Chand and Company Ltd, New Delhi,
3. N.P. Singh, “Entrepreneurship Development”, - Theories & Practices.
4. Entrepreneurial Development in India – Dr. C. B. Gupta & Dr. N. P. Srinivasan,
5. M. Gangadhar Rao, “Entrepreneurship & Entertainment Development
6. Prasanna Chandra, Project Preparation, appraisal, implementation, Tata McGraw hill

**Shivaji University, Kolhapur**  
**B.Com. (Business Management)Part –III,**  
**Semester –VI**  
**Course Code – CC 24**  
**Material Management (NEP-1.0)**  
**Credits -4 (Marks 100, Theory: 80 Marks, Internal Exam: 20 Marks)**

**Course Outcome:**

- To make students understand the concept of materials management
- To gain knowledge about methods of purchasing
- To make students understand the concept of stores and inventory management

Unit	Content	Contact Hrs.
I	<b>Materials Management :-</b> <ul style="list-style-type: none"> <li>▪ Concept, objectives, scope &amp; functions of materials management.</li> <li>▪ Materials planning &amp; Control:-</li> <li>▪ Concept, significance, material requirement planning (MRP),Material control cycle.</li> </ul>	15
II	<b>Purchase Management :-</b> <ul style="list-style-type: none"> <li>▪ Concept, objectives of purchasing</li> <li>▪ Functions of purchase department</li> <li>▪ Methods of purchasing.</li> </ul>	15
III	<b>Stores Management &amp; Materials handling:-</b> <ul style="list-style-type: none"> <li>▪ Stores Management : Meaning and stores function,</li> <li>▪ Classification &amp; codification – meaning, need &amp; methods.</li> <li>▪ Materials handling: Nature, objectives and scope of materialshandling.</li> </ul>	15
IV	<b>Inventory Management &amp; Control :-</b> <ul style="list-style-type: none"> <li>▪ Inventory – Meaning and types of inventory</li> <li>▪ Inventory Management :- Meaning and objectives</li> <li>▪ Techniques of inventory control</li> </ul>	15

**References:-**

1. K. Aswathappa & K. Shridhara Bhat - Production & Operations Management
2. S. A Chunawalla & D R. Patel – Production & Operations Management –
3. Datta A. K., Materials Management :- Procedures, Text & Cases,
4. Donald W. Dobler & David M. Burt- Purchasing & Supply Management – Text & Cases.
5. Saravanavel P and Sumathi S - Production and Materials Management
6. Chunnawalla and Patel - Production and Materials Management
7. Menon - Stores Management MacMillan
8. Gopalakrishnan - Materials Management - Prentice - Hall of India

**Shivaji University, Kolhapur**  
**B.Com. (Business Management)Part –III,**  
**Semester –V**  
**Cours Code – CC 25**  
**Business Ethics (NEP-1.0)**  
**Credits -4 (Marks 100, Theory: 80 Marks, Internal Exam: 20 Marks)**

**Course Outcome:**

- To make students understand Introduction about to Business Ethics
- To help students understand various Social Responsibility
- To help students understand the Impact of Globalization

<b>Unit</b>	<b>Content</b>	<b>Contact Hrs.</b>
<b>I</b>	<b>Introduction to Business Ethics</b> <ul style="list-style-type: none"> <li>▪ Introduction, Definition and need of Business Ethics.</li> <li>▪ Importance Values and Morals Business ethics.</li> <li>▪ Ethics Concern and Global Trends in Business Ethics.</li> </ul>	<b>15</b>
<b>II</b>	<b>Corporate Governance and Social Responsibility</b> <ul style="list-style-type: none"> <li>▪ Introduction and Mechanism of corporate Governance</li> <li>▪ Systems of corporate Governance</li> <li>▪ Models for Implementation of CSR</li> </ul>	<b>15</b>
<b>III</b>	<b>Environment Ethics and Marketing Ethics</b> <ul style="list-style-type: none"> <li>▪ India's Environment Policy and Environment Risk management.</li> <li>▪ Concept of Environment Audit</li> <li>▪ Concept of Marketing Ethics and Areas in Marketing Ethics</li> </ul>	<b>15</b>
<b>IV</b>	<b>Globalisation</b> <ul style="list-style-type: none"> <li>▪ Growth of Global Corporations</li> <li>▪ Factors facilitating Globalization</li> <li>▪ Impact of Globalisation on Indian Corporate</li> </ul>	<b>15</b>

**References:-**

1. Business Ethics- Concept and Practice- B. H. Agalgatti and R.P. Banerjee
2. Ethics in Business and Management- R.P. Banerjee (Himalaya Publication)
3. Business Ethics and Corporate Governance by A.C. Fernando
4. Business Ethics by Crane- Pub. By Oxford Press

**Shivaji University, Kolhapur**  
**B.Com. (Business Management)Part –III,**  
**Semester –VI**  
**Course Code – CC 26**  
**Sales Management (NEP-1.0)**  
**Credits -4 (Marks 100, Theory: 80 Marks, Internal Exam: 20 Marks)**

**Course Outcome:**

- To make student
- To gain knowledge about methods of purchasing
- **To make students understand the concept of stores and inventory management**

Unit	Content	Contact Hrs.
I	<b>Introduction to sales management</b> <ul style="list-style-type: none"> <li>▪ Meaning, Evaluation and Importance of Sales management.</li> <li>▪ Emerging Trends in sales management</li> <li>▪</li> </ul>	15
II	<b>Sales Manager and Sales Person</b> <ul style="list-style-type: none"> <li>▪ Sales Manager-Role, Functions and Characteristics</li> <li>▪ Sales Person- Role, Functions and Characteristics</li> <li>▪ Time Management for Sales Manager and sales Persons</li> </ul>	15
III	<b>Selling Skills and selling strategies</b> <ul style="list-style-type: none"> <li>▪ Selling and business styles, Selling Skills and situations</li> <li>▪ Selling Process and Sales Presentation</li> <li>▪ Handling Customer Objections, Follow – u action</li> </ul>	15
IV	<b>Sales Force Motivation and Compensation</b> <ul style="list-style-type: none"> <li>▪ Nature and Importance of Sales Force Motivation</li> <li>▪ Process and Factors in Sales Force Motivation</li> <li>▪ Compensation- Meaning and Types of Compensation Plans</li> </ul>	15

**References:-**

1. Sales Management by Pradip Mallik
2. Sales and Distribution Management by Pingali Venugopal
3. Sale Management by C. L. Tyagi and Arun Kumar, Hardbond 2004
4. Personal Selling and Sales Management by R. Krishnamoorthy, Himalaya.

**Shivaji University, Kolhapur**  
**B.Com. (Business Management)Part –III,**  
**Semester –VI**  
**Course Code – DSE III**  
**Management Information System (NEP-1.0)**  
**Credits -4 (Marks 100, Theory: 80 Marks, Internal Exam: 20 Marks)**

**Course Outcome:**

- To make students evaluate the role of information systems in today's competitive business environment
- To Identify and describe important features of organizations in order to build and use information systems successfully.
- Demonstrate systems analysis, design and decision making in a business setting.

UNIT	CONTENT	Contact Hrs.
I	<b>Concept of Management Information System</b> <ul style="list-style-type: none"> <li>▪ MIS support for planning, Organizing and controlling</li> <li>▪ Structure of MIS</li> <li>▪ Information System for decision – making.</li> </ul>	15
II	<b>Concept of Information System</b> <ul style="list-style-type: none"> <li>▪ Characteristics of Information System</li> <li>▪ Classification Information Systems</li> <li>▪ Categories of Information Systems – Strategic information system and competitive advantage</li> </ul>	15
III	<b>Computers and Information Processing</b> <ul style="list-style-type: none"> <li>▪ Classification of computer – Input Devices – Output devices.</li> <li>▪ Storage devices –Batch and online processing.</li> <li>▪ Database management system (DBMS)</li> </ul>	15
IV	<b>System Analysis and design</b> <ul style="list-style-type: none"> <li>▪ SDLC – Role of System Analyst</li> <li>▪ Benefits of System Analysis and design</li> <li>▪ Functional Information system –Personnel, production, material, marketing.</li> </ul>	15

**References:-**

1. “Management Information Systems”, Prentice Hall of India – Mudrick & Ross
2. “Management Information System”, - Gordan B. Davis
3. “Information Systems Analysis and Design” – James A Senn
4. “Management Information Systems” – Prentice – Hall of Undua – Sadagopan
5. “Management Information System” – CSV Murthy – Himalaya Publications O’Brien,  
Management Information Systems – Managing Information Technology in the Business Enterprise,  
Tata McGraw Hill.

**Shivaji University Kolhapur**  
**B. Com. (Business Management) Part-III**  
**Semester –VI**  
**Course Code: DSE IV**  
**Project Appraisal and Monitoring (NEP-1.0)**  
**Credit: 4 (Marks: 100, Theory: 80 Marks, Internal Exam: 20 Marks)**

**Course Outcomes:**

- Able to understand Project and Project Design
- Able to apply principle of project management
- Able to analyze project proposal for loan sanctioning
- Able to monitor and supervise the project financed by the banks

Unit	Content	Contact Hrs.
I	<b>Introduction to Project and Project Design</b> <ul style="list-style-type: none"> <li>▪ Concept and types of Projects : Different Classifications</li> <li>▪ Project Identification: Criteria's and Procedure</li> <li>▪ Selection of Projects Under Risk - Project Lifecycle</li> <li>▪ Prerequisites for Successful Project Implementation</li> </ul>	15
II	<b>Project Proposals</b> <ul style="list-style-type: none"> <li>▪ Project formulation: Objectives, Stages and Significance</li> <li>▪ Projects Proposal for Existing Product and New Product</li> <li>▪ Components of Project Proposal - Financial and Non-Financial</li> <li>▪ Cost of the Project (Manufacturing &amp; Service)- Contents and calculations</li> </ul>	15
III	<b>Aspects of Project Appraisal</b> <ul style="list-style-type: none"> <li>▪ Importance of Project Appraisal for Banker</li> <li>▪ Financial, Technical and Legal Feasibility : Nature and Importance</li> <li>▪ Economic, Managerial and Environmental Feasibility: Nature and Importance</li> <li>▪ Project Appraisal under Inflationary Conditions</li> </ul>	15
IV	<b>Project Analysis and Monitoring</b> <ul style="list-style-type: none"> <li>▪ Social-cost benefit analysis - Break Even Point Analysis</li> <li>▪ Project Appraisal Methods - NPV, ARR, PI, IRR, Pay Back Period</li> <li>▪ Objectives and Significance of Project Monitoring in Bankers Perspective</li> <li>▪ Project Monitoring by Banker: Problems and Precautions</li> </ul>	15

**References :**

1. Jason Charvat, 2003, Project Management Methodologies: Selecting, Implementing, and Supporting Methodologies and Processes for Projects, John Wiley & Sons, 07-Feb-2003
2. Bruce T. Barkley, 2007, Project Management in New Product Development, McGraw Hill Professional, 23- Nov-2007
3. K. Nagarajan, 2004, Project Management, New Age International, 2004
4. Subhash Chandra Das, 2011, Project Management And Control, PHI Learning Pvt. Ltd., 03-Nov-2011

**Nature of Question Paper**  
**B. Com. (Business Management) (NEP-1.0)**  
**QUESTION PAPER PATTERN**  
**FOR ALL SEMESTER**

**Duration: 3 Hours**

**Total Marks: 80**

Instructions-

1. All questions are compulsory.
2. Figures to the right indicate marks.
3. Use of calculator is compulsory for Accountancy/ Finance Course.
4. Scientific calculator not allowed for Accountancy/ Finance Course.

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Q. 1 Answer the Following ( fill in the blanks, True or False, Multiple Choice Questions)	10
Q.2 Broad Question/ Numerical Problem in case of Accountancy/Finance etc.	15
OR	
Q.2 Broad Question/ Numerical Problem in case of Accountancy/Finance etc.	15
Q. 3 Write Short Answers/Numerical Problem in case of Accountancy/Finance etc. (Any Two)	10
Q. 4 Write Brief Answers/Numerical Problem in case of Accountancy/Finance etc. (Any Two)	20
Q. 5 Write Short Notes (Any Five)	25

**Note:** The above nature of Question paper is applicable for B.Com Programme for all six semesters. For the courses where testing of students vide numerical problems is concern, Question Number 1 and Question Number 2 carries numerical problems (Accountancy/Finance paper only)

