

SNDT Women's University, Mumbai

Bachelor of Commerce In Computer Applications

as per NEP-2020

Syllabus

(w.e.f. 2024-25)

Under graduate Programme Effective from 2024-25

Terminologies

Abbreviatio n	Full-form	Remarks	Related to Major and Minor Courses
Major (Core)	Main Discipline		
Major	Elective Options		related to the
(Elective)			Major Discipline
Minor	Other Disciplines (Inter/	either from the	
Stream	Multidisciplinary) not	same Faculty or any	
	related to the Major	other faculty	
OEC	Open Elective Courses/		Not Related to
	Generic		the Major and
			Minor
VSEC	Vocational and Skill		
	Enhancement Courses		
VSC	Vocational Skill Courses		Related to the
			Major and Minor
SEC	Skill Enhancement		Not Related to
	Courses		the Major and
			Minor
AEC	Ability Enhancement	Communication	Not Related to
	Courses	skills, critical	the Major and
		reading, academic	Minor
		writing, etc.	

VEC	Value Education Courses	Understanding India, Environmental science/education, Digital and technological solutions, Health & Wellness, Yoga education, sports, and fitness	Not Related to the Major and Minor
IKS	Indian Knowledge System	I. Generic IKS Course: basic knowledge of the IKS II. Subject Specific IKS Courses: advanced information pertaining to the subject: part of the major credit.	Subject Specific IKS related to Major
VAC	Value-Added Courses		Not Related to the Major and Minor
TLO	On-Job Training (Internship/Apprenticesh ip)	corresponding to the Major Subject	Related to the Major
FP	Field projects	corresponding to the Major Subject	Related to the Major
CC	Co-curricular Courses	Health and Wellness, Yoga education sports, and fitness, Cultural Activities, NSS/NCC and Fine/	Not Related to the Major and Minor

		Applied/Visual/ Performing Arts	
CE	Community Engagement and service		Not Related to the Major and Minor
RP	Research Project	corresponding to the Major Subject	Related to the Major

Programme Template:

Programme	Bachelor in Commerce (B.Com)
Parenthesis if any (Specialization)	Computer Applications
Preamble	A Four- Year Bachelor in Commerce (B.Com withHonors) degree programs that include research components. A Bachelor of Commerce (B.Com) degree is an undergraduate degree program. B.Com is the foundation upon which subsequent studies can be constructed.The Four-Year B.COM course will allow students to get an opportunity to experience the full range of holistic and multidisciplinary education.Candidates can pursue B.com with Honours who wish to have in-depth knowledge in the Commerce stream. The honours course is designed to offer knowledge in specialised subjects under the umbrella of commerce stream. This degree Program is divided into 8 semesters. Students will also have wide variety of elective subjects from the baskets created in some of the semesters. It is a flexible degree that builds skills and expertise in one or more areas of business, such as commerce, economics, business law, accountancy, taxation, financing along with research, Specializations and skilled based papers/ subjects offered. This program, B.Com in Computer Applications is designed - to provide students with a wide range of Sales promotion and Advertising skills which
	 would help stake holders to develop a comprehensive advertising campaign for a real or imaginary product. to use promotional tools to sell products and services.

		 It will also provide a platform for students to earn while they learn through Influencer Marketing & Social Media Marketing.
Programme Specific Outcomes (PSOs)		After completing this programme, Learner will
Action Verbs demonstrating		To Avail broad over view of various Mass Media, social media & its implications, Personal Selling, Market Segmentation, Media Planning & Scheduling, Sales Promotion & Public Relations.
(Major) discipline-related knowledge acquisition, mastery over cognitive and professional,	2.	Eligible to appear for different Professional Entrance Examinations like Banking, MPSC, UPSC etc.
e.g. demonstrate sound understanding of, analyse, compare, create, design, etc (minimum 5)	3.	Further move towards research in the field of Advertising.
	4.	Demonstrate Progressive learning of various skills related to social media marketing, creation of sales promotion material and setting up their own business startup.
	5.	Pursue higher studies in Masters in Commerce (M.COM) & Masters in Business Administration (MBA).
	6.	Augmented with the opportunities to explore many career options in various fields like Advertising, Media Planning & Scheduling, Social Media Marketing, PR Agencies, Marketing Departments of various companies.
Eligibility Criteria for Programme		XII or equivalent from any steam with required bridge course (if any)
Intake		# Decided by University
(For SNDT WU Departments and Conducted Colleges)		

Structure with Course Title – B.Com with Computer Applications (Options related to our area of study to be provided with "OR" for baskets of different types)

First Year

SN	Courses	Type of Course	Credits	Marks	Int	Ext
	Semester I					
10120711	Computer Graphics	Subject 1	4	100	50	50
10120712	Computer Networking and Internet	Subject 2	2	50	-	50
10420111/	Business Environment/	OEC	4	100	50	50
10420112/	Business Mathematics/ Basics					
10420113/	of Trade and Commerce /					
10420114/	Fundamentals of Accounting					
10420115/	Paper I / Overview of Travel					
10420116	Industry / NGO Management					
	- I / From any other faculty					
10620101	Principles of Management	VSC	2	50	50	-
10720101	Financial Planning / Financial Accounting - I	SEC	2	50	50	-
10820111/	Business English - I / Hindi /	AEC	2	50	-	50
10820112/	Marathi / Gujarati					
10820113/						
10820114						
	To be provided by SNDT	IKS	2	50	-	50
	Women's University	(Generic)				
10920101/	English for Soft Skill	VEC	2	50	50	-
10920102/	Development / Fundamentals					
respective	of Computers/ Introduction					
codes	to Indian Constitution					
	(SNDTWU Syllabus) / Courses					
	from SWAYAM / CHETNA					
	Sports / Yoga / NSS / NCC /	CC	2	50	50	-
	Performing Arts / Cultural					
	Activities (As per SNDTWU					
	syllabus)					
			22	550	300	250

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Introduction t	of Corporate	VEC	2	50	-	50
	sibility in India /					
Economics	to Environmental					
Sports / Yoga	/ NSS / NCC /	CC	2	50	50	-
Performing A	rts / Cultural					
Activities (as						
syllabus)	-					
			22	550	250	300

Exit with UG Certificate with 04 extra credits of OJT (44 + 04 credits)

Second Year

SN	Courses	Type of Course	Credits	Marks	Int	Ext
	Semester III					
3.1	Advanced Accounting	Major	4	100	50	50
	Software	(Core)				
3.2	Audio and Video Editing	Major	4	100	50	50
	Software	(Core)				
3.3	Macro Economics / Business	Minor	4	100	50	50
	Law I / Financial Accounting	Stream				
	– Paper III					
3.4	Customer Relationship	OEC	2	50	-	50
	Management / Introduction					
	to Advertising/ Export					
	Marketing-I/ Industrial					
	Psychology-I/ Marketing					
	Management-I/ Industrial					
	Statistics - I/ Co-operative					
	Management-I / Treasury &					
	Risk Management-I/					
	Economic System-I/					
	Additional Accounting I					
3.5	Production Planning and	VSC	2	50	50	-
	Management					
3.6	Business English III / Hindi	AEC	2	50	-	50
	/ Marathi / Gujarati					
3.7	Project related to	FP	2	50	50	-
	specialization course and					
	major core					
3.8	• • • • •	CC	2	50	50	-
	Performing Arts / Cultural					
	Activities (As per SNDTWU					
	syllabus)					
			22	550	300	250

	Semester IV					
4.1	Web Designing	Major (Core)	4	100	50	50
4.2	Scripting Language	Major (Core)	4	100	50	50
4.3	International Economics / Business Law II / Fundamentals of Investment in Stock Markets	Minor Stream	4	100	50	50
4.4	Business Compliances / Techniques of Advertising/ Export Marketing-II / Industrial Psychology-II/ Marketing Management-II/ Industrial Statistics - II/ Co- operative Management-II/ Treasury & Risk Management- II/ Economic System -II/ Additional Accounting II	OEC	2	50	_	50
4.5	Fundamentals of Insurance	VSC	2	50	-	50
4.6	Business English- IV / Hindi / Marathi / Gujarati	AEC	2	50	-	50
4.7	Extension Activities / Institutional Social Responsibility towards community engagement	CEP	2	50	50	-
4.8	Sports / Yoga / NSS / NCC / Performing Arts / Cultural Activities (As per SNDTWU syllabus)	СС	2	50	50	-
			22	550	250	300

Exit with UG Diploma with 04 extra credits of OJT (44 + 04 credits)

Third Year

SN	Courses	Type of Course	Credits	Marks	Int	Ext
	Semester V					
5.1	Database Management	Major	4	100	50	50
	System	(Core)				
5.2		Major	4	100	50	50
	Programming	(Core)				
5.3	Business Ethics in India /	IKS	2	50	-	50
	History of Indian Economic	(Major				
	Thought / Entrepreneurship	Specific)				
	Development/ History of					
	Indian Accounting System					
5.4	Digital Marketing	Major	4	100	50	50
		(Elective)				
5.5	Economics- Public Finance/	Minor	4	100	50	50
	Business Law III/	Stream				
	Information Technology in					
	Accountancy/ Direct Tax					
	Paper I					
5.6	Android App Development	VSC	2	50	50	-
5.7	Extension Activities/	FP / CEP	2	50	50	-
	Institutional Social					
	Responsibility towards					
	community engagement					
			22	550	300	250
	Semester VI					
6.1	Advanced Python	Major	4	100	50	50
	Auvanceu Python	1111101	4	100	50	
	Programming	(Core)	4	100	50	
6.2	Programming	2	4	100	50	50
6.2	Programming	(Core)				50
6.2	Programming Artificial Intelligence and Machine Learning	(Core) Major				50 50
	Programming Artificial Intelligence and Machine Learning	(Core) Major (Core)	4	100	50	
6.3	Programming Artificial Intelligence and Machine Learning	(Core) Major (Core) Major	4	100	50	
6.3	Programming Artificial Intelligence and Machine Learning Data Science	(Core) Major (Core) Major (Core)	4	100	50	50
6.3 6.4	Programming Artificial Intelligence and Machine Learning Data Science	(Core) Major (Core) Major (Core) Major	4	100	50	50

6.6	Internship/live Project/	TLO	4	100	50	50
	Project Assignment-Industry					
	based project (Major Core)					
			22	550	250	300

Exit with UG Degree (3-year)

4-Year Degree with Honors

SN	Courses	Type of Course	Credit s	Mark s	Int	Ext
	Semester VII					
7.H. 1	Java Programming	Major (Core)	4	100	50	50
7.H. 2	Internet of Things	Major (Core)	4	100	50	50
7.H. 3	Web Technology	Major (Core)	4	100	50	50
7.H. 4	Organizational Behaviour/ Business Ethics/ Application of Statistical tools in Research/ Digital Marketing/ Economics and Business Environment/ Direct Tax Paper II	Major (Core)	2	50	50	_
7.H. 5	Consumer Behaviour	Major (Electiv e)	4	100	50	50
7.H. 6	Research Methodology	Minor Stream (RM)	4	100	50	50
			22	550	300	250
	Semester VIII					
8.H. 1	Blockchain	Major (Core)	4	100	50	50

8.H.	Data Warehousing and Data	Major	4	100	50	50
2	Mining	(Core)				
8.H.	Intellectual Property Rights and	Major	4	100	50	50
3	Cyber Laws	(Core)		100	50	50
8.H.	Retail Management/	Major	2	50	-	50
4	Digitalization of Business /	(Core)				
	Economics and Business Policy/					
	Corporate Auditing					
8.H.	Financial Services related to	Major	4	100	50	50
5	Marketing	(Electiv				
		e)				
8.H.	Internship	OJT	4	100	50	50
6						
			22	550	250	300

4-Year Degree with Research

SN	Courses	Type of Course	Credits	Marks	Int	Ext
	Semester VII					
7.R.1	Java Programming	Major	4	100	50	50
		(Core)				
7.R.2	Web Technology	Major	4	100	50	50
		(Core)				
7.R.3	Organizational Behaviour/	Major	2	50	-	50
	Business Ethics/ Application	(Core)				
	of Statistical tools in					
	Research/ Digital					
	Marketing/ Economics and					
	Business Environment/					
	Direct Tax Paper II					
7.R.4	Consumer Behavior	Major	4	100	50	50
		(Elective)				
7.R.5	Research Methodology	Minor	4	100	50	50
		Stream				
		(RM)				
7.R.6	Research I	Research	4	100	100	-
		Project				

			22	550	300	250
	Semester VIII					
8.R.1	Data Warehousing and Data	Major	4	100	50	50
	Mining	(Core)				
8.R.2	Intellectual Property Rights	Major	4	100	50	50
	and Cyber Laws	(Core)				
8.R.3	Retail Management/	Major	2	50	-	50
	Digitalization of Business /	(Core)				
	Economics and Business					
	Policy/ Corporate Auditing					
8.R.4	Financial Services related to	Major	4	100	50	50
	Marketing	(Elective)				
8.R.5	Research II	Research	8	200	100	100
		Project				
			22	550	250	300

B.COM In Computer Applications Semester I Academic Year: 2024-25

Course Syllabus

Semester I

1.1. Subject 1

Course Title	Computers Graphics
Course Credits	4
Course Outcomes	 After going through the course, learners will be able to Improve creativity skills and create the most intricate illustrations, designs for stationery, covers, packaging, books, and much more Expressing their ideas and views through graphical software Learn different types of graphic software Pursue exciting career opportunities in the field of digital, print & multimedia design
Module 1 (Credit 1 Graphics	.) Title of the Module: Fundamentals of Computer
Learning Outcomes (Specific related to the module)	 After learning the module, learners will be able to Learn the core concepts and mathematical foundations of computer graphics Navigate the CorelDRAW interface Explore viewing modes and customizing options Create, manipulate, Outline, fill, and transform objects
Content Outline	 1.1 Fundamentals of Computer Graphics Uses of Graphic in Computer Formatting Text Scaling Graph and Text Color CRGB and CMYK 1.2 Overview of Graphic Software - I About Graphic Software - I Using the Menus, Standard Toolbar, Property bar and Dialog Boxes

Module 2 (Credit 1	 Drawing Rectangle, Ellipses, Polygons, Stars, Spirals and Graph paper. Drawing Lines of All Shapes and Sizes Creating and Manipulating Text Aligning, Copying, Pasting and Cloning Page Setup and Printing Title of the Module: Graphic Software – I 		
(Coreldraw)			
Learning Outcomes	After learning the module, learners will be able to		
<i>(Specific related to the module)</i>	 Use tools, palettes, symbols, clipart, and work with bitmaps Create professional illustrations for newsletters, brochures, logos and web graphics 		
	 Create and edit images and text Learn the usage of various tools & techniques of CorelDraw 		
Content Outline	2.1 Working with Objects		
	 Selecting and Transforming Objects Shaping Objects Filling and Outlining Objects Viewing, Zooming and Ordering Combining, Breaking Apart, Grouping, Ungrouping, Separating and Converting to Curves Scanning 		
	2.2 Tolls and their use		
	 Weld, Intersection and Trim Blending and Contouring Lens, Perspective and Powerclip Fitting Text to a Path Color Adjustment and Bitmap Effects Uses of Graphic Software in Textile and Fashion Designing 		
Module 3 (Credit 1) Title of the Module: Overview of Graphic Software – II (Photoshop)			

Learning	After learning the module, learners will be able to		
Outcomes			
(Specific related to the module)	 Navigate the Photoshop interface Perform basic photo retouching tasks Create, enhance, or edit images, artwork, and illustrations 		
Content Outline	3.1 Overview of Graphic Software – II		
	 About Graphic Software - II Using Toolbox, Palettes and Context Menus Creating, Operating and Closing Files Changing Canvas Size, Color Modes and Resolution Printing Your Result 		
	3.2 Working with areas, Colors, Text and images		
	 Selecting Areas Picking and Selecting Colors Painting and Drawing Creating Text Resizing and Reshaping Images 		
Module 4 (Credit 1) and Special Effects	Title of the Module: Graphic Software – II – Layers (Photoshop)		
Learning	After learning the module, learners will be able to		
Outcomes (Specific related to the module)	 Gain a working knowledge of Photoshop and develop their skills in editing and altering photographs for through a basic understanding of the PS toolbar, layers, and the adjustments panel Prepare images for Web and print output with appropriate sizing and resolution 		
Content Outline	4.1 Using Layers		
	Understanding and Working with Layers		
	4.2 Applying special effects		
	 Manipulating Focus with Blur, Sharpen and Smudge Adjusting tone with Dodge, Burn and Sponge Cloning and Pattern Creation with the Rubber Stamp Creating Special image effect Using Lights and Shadows 		

Internal – 50 Marks

Comprehensive Continuous Evaluation (CCE):

• The internal Assignment and Lab Manuals testing should be continual and spread over the semester of 50 Marks

External Assessment: Practical Exam of 50 Marks

References:

A. Essential Reading

- "Mastering Coreldraw 12": Altman
- Mastering Photoshop 5.5 for the web": Staznitkas
- Bouton, G. D. (16 June 2012). CorelDRAW X6 The Official Guide. USA: McGraw Hill Education.

B. Additional Reading

- "Teach Yourself Coreldraw 12 in 24 Hours": Karlins
- Jain, S. (First edition 2018). Corel Draw Training Guide Paperback. INDIA: BPB
- "Inside Adope Photoshop 5.5": Bouton
- "Special Edition using Adobe Photoshop 7": Richard Cynch, Que Publisher
- "PC Softwarefor Windows": R.K. Taxali, Tata Mcgraw hill
- "Mastering windows 2000, the window bible": Robertcowart, BPB Publisher
- "Fundamentals of Informational Technology" : S.K. Bansal, APH Publishing Corporation.

Course Syllabus

Semester I

1.2. Subject 2

Course Title	Computer Networking and Internet
Course Credits	2
course creats	_
Course	After going through the course, learners will be able to :
Outcomes	 Build an understanding of the fundamental concepts of computer networking. Understand basic taxonomy and terminology of the computer networking area. Understand advanced networking concepts. Gain expertise in some specific areas of networking such as the design and maintenance of individual networks
Module 1 (Credit 1	L) Title of the Module: Computer Networking
Learning	After learning the module, learners will be able to
Outcomes	Build an understanding of the fundamental concepts
<i>(Specific related to the module)</i>	 of computer networking. Familiarize the student with the basic taxonomy and terminology of the computer networking area. Introduce the student to advanced networking concepts, preparing the student for entry Advanced courses in computer networking. Allow the student to gain expertise in some specific areas of networking such as the design and maintenance of individual networks.
Content Outline	 Networking and its Advantages How Data is Transmitted Types of Networking (Client Server, Peer to Peer, Personnel) Network and its Advantage Classification of Networks Components of Network Types of Servers Workstation Advantages and Disadvantages of Client Server Database Netware (Dedicated and Non Dedicated NetWare) Login & Logout Coaxial Cables

	 Different ways of Communication Devices used for Communication LAN, WAN & MAN Bus, Ring, Star Topologies Wireless Networking Design issues of Layers :- Addressing, Error Control, Flow Control, Routing Connection oriented and Connectionless services
Module 2 (Credit 1) Title of the Module: Internet and Ecommerce
Learning	After learning the module, learners will be able to
Outcomes	Familiarize with internet and how which will help
<i>(Specific related to the module)</i>	 them in their academics Understand basics of the Internet Programming. Learn complexity of sending messages over the Internet
	 Learn surfing, browsing, emailing, attaching document, chatting, downloading attachments and changing passwords Understand the importance of E-Commerce
Content Outline	2.1 INTERNET
	 What is Internet ? and its Advantage and Disadvantages Minimum Hardware and Software Requirement for internet Connection Role of Modem in Internet Websites & ISPN Browsing and Surfing Downloading Pictures and Text E-mailing Creating Accounts, Attachments and Changing Passwords Chatting
	2.2 ECOMMERCE
	 Introduction to E-Commerce Advantages and Disadvantages of E-Commerce E-Commerce Trade Cycle E-Commerce Future Scope of E-Commerce

Internal – There will be no internal assessment for this course

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External Assessment: 50 Marks

References:

A. Essential Reading

- "Networking Concept and architecture" Hancock
- "The internet in 24 Hours": Ned Snell, SAMS Publisher
- "E-Commerce Stragegies": Trepper

B. Additional Reading

• "Networking Complete"; Sybex

Course Syllabus

Semester I

1.3 OEC

Course Title	Business Environment				
Course Credits	4				
Course Outcomes	After going through the course, learners will be able to				
	 Identify internal and external factors that influence business. 				
	Understand organizational culture, organizational structure and management structure.				
	Create awareness about values, norms and customs of organization				
Module 1 (Credit 1) Fundamentals of Business Environment				
Learning Outcomes	After learning the module, learners will be able to				
	Develop deep insight into constituents of the business environment				
	Understand the interrelationship between Business and Environment				
Content Outline	Business Environment: Concept, Importance, Interrelationship between Business and environment				
	 Constituents of the business environment: Internal and External environment, Educational environment and its impact, International environment (Current trends in world, International trading environment, WTO and Trade blocks and their impact) 				
Module 2 (Credit 1	Module 2 (Credit 1) Project Planning and Business Promotion.				
Learning	After learning the module, learners will be able to				
Outcomes	Understand the Procedure for setting up a business unit				
	Know business promotion and government procedure				

Content Outline	 Project Planning: (concept, importance and Planning process, steps i setting business objective, Feaibility study, Project report, Business size and location decision, Factors considered for new business. 				
	 Business Promotion: Concept, Stages, Government role, statutory requirement (Licensing, Registration, procedure, document requirement and legal provision. 				
Module 3 (Credit 1) Basics of Tourism				
Learning	After learning the module, learners will be able to				
Outcomes	Gain knowledge of the tourism industry				
	Analyze contemporary issues in tourism				
Content Outline	Tourism: Meaning, concept, Importance, Geographical factors influence, Types and Forms				
	• Trends and Contemporary issues in tourism: Tourist transport, Travel agency and tourism business				
Module 4 (Credit 1) Entrepreneurship				
Learning Outcomes	After learning the module, learners will be able to				
	Have awareness about entrepreneurial opportunities				
	Understand and evaluate various entrepreneurial programs				
Content Outline	• Entrepreneurship: Concept, Importance, Growth factors, Entrepreneur and Manager, Entrepreneur and Intrapreneur				
	• Entrepreneur: Types, Competencies, Entrepreneurship Development program, Incentives to Entrepreneurs in India.				
	Women Entrepreneurs: Problems and Promotion				
Assianments/Activ	vities towards Comprehensive Continuous Evaluation				

Assignments/Activities towards Comprehensive Continuous Evaluation (CCE)

Sr. No Assignments/Activities

1	Written Test/ Assignment on any of the module/ Project on Preparation of Business plan, sample promotion of a product etc./ Quiz/Debate
2	Group Discussion on Tactics of Business promotion, Current trends in Tourism etc./ Case Study on Successful Indian Entrepreneurs
3	Presentations/Seminars/Workshop/ Any other innovative methods
	Total – 50 Marks

Internal – 50 Marks

External – 50 Marks

References

- 1. Cherunilam F., (2014), Business Environment, Text and Cases, Himalaya Publication House
- 2. Cherunilam F., (2011), Business Environment and Sustainable Development, Himalaya, Publishing House, New Delhi
- 3. Aswathappa K., (2016), Essentials of Business Environment, (13th Edition), Himalaya, Publishing House, New Delhi.

Course Syllabus

Semester I

1.3 OEC

Course Title	Business Mathematics
Course Credits	4
Course Outcomes	After going through the course, learners will be able to
	• Practice mathematical expressions, formulas, equations, and relationships in a range of situations.
	 Demonstrate mathematical skills required in mathematically intensive areas in Economics and business.
	 Analyze the role of LPP in formulating the problems and graphical solutions to LPP
	Calculate nominal and effective rates of interest
	 Solve the problems relating to permutations and combinations
Module 1 (Credit 1) Matrices and Determinants
Learning	After learning the module, learners will be able to
Outcomes	Comprehend various business mathematics concepts
	 Apply the knowledge of Matrix Algebra and Inverse of Matrix to solve the business problems
Content Outline	 Algebra of matrices. The inverse of a matrix, Matrix Operation – Business Application
	 Solution of system of linear equations (having a unique solution and involving not more than three variables) using matrix inversion Method
	Crammer's Rule.
Module 2 (Credit 1) Commercial Mathematics and Finance
Learning	After learning the module, learners will be able to
Outcomes	Compute Ratio, Profit, and Loss etc.
	Estimate simple and compound interest, annuities, etc

Content Outline	Commercial Mathematics and Finance
	 Ratio and percentages, commission, brokerage, trade, and cash discount, cost price, selling price, profit or loss on cost price/ selling price.
	 Rates of interest-nominal, effective- and their inter- relationships in different compounding situations.
	 Compounding and discounting of a sum using different types of rates.
Module 3 (Credit 1	L) Linear Programming
Learning	After learning the module, learners will be able to
Outcomes	Interpret linear programming problem and its formulation
	 Solve the LPP of maximization and minimization types graphically
Content Outline	Linear Programming Problem
	 Formulation of Linear programming Problem (LPP)
	 Graphical solution to LPP (For both maximization and minimization types
	Unbounded solution and infeasibility in LPP
	Cases of unique and multiple solution
Module 4 (Credit 1 combinations	L) Mathematics of finance and permutations and
Learning	After learning the module, learners will be able to
Outcomes	Calculate nominal and effective rates of interest
	Explain problems relating to permutation and combination
Content Outline	Rate of interest: nominal, effective, and their interrelationship in different compounding situations
	 Compounding and discounting of a sum using different types of rates
	• Permutations and combinations: meaning and formulae of permutation and combination of simple

problems

Assignments/Activities towards Comprehensive Continuous Evaluation (CCE):

Internal - 50 Marks

Sr. No	Assignments/Activities
1	Written Test/ Assignment / Project Report/ Quiz/Debate
2	Group Discussion / Case Study
3	PPT Presentations/Seminars/Workshop/ Any other innovative methods
	Total – 50 Marks

External – 50 Marks

References-

- Mizrahi and Sullivan (1983) Mathematics for Business and Social Sciences, Published by Wiley and Sons.
- 2) Budnick, P (1988) . Applied Mathematics. McGraw Hill Education.
- 3) R.G.D. Allen, Mathematical Analysis for Economists
- 4) Dr. S.M. Shukla | (2022)| Business Mathematics Kindle publication
- 5) Dr. J.K.Sharma (2021) Business Mathematics Dreamtech Press
- 6) Dr. J.K.Sharma and Dr. Gurmeet Kaur (2019) Business Mathematics, Sultan Chand &Sons (P) Ltd.
- 7) Prof. A. V. RAYARIKAR ,Dr. P. G. DIXIT (2019)Business Mathematics, Nirali Prakashan
- 8) A. V. Deshpande & M. L. Vaidya, "Elementary Business Mathematics" Vipul prakashan

Course Syllabus

Semester I

1.3 OEC

Course Title	Basics of Trade and Commerce
Course Credits	4 credits
Course Outcomes	After going through the course, learners will be able to
	Understand the concept of Trade and Types Of Trade
	 Have knowledge about different forms of Business organization
	Familiarize themselves with basics of Imports & Exports
	• Gain understanding on Aids to Trade which facilitates smooth exchange of goods and services.
Module 1 (Credit 1) Trade, Commerce and Industry
Learning	After learning the module, learners will be able to
Outcomes	Differentiate between Small scale & Large-scale Industries
	Learn about Types of Business Organization
Content Outline	Trade, Commerce and Industry
	 Meaning, Nature, Importance Nature of Industries: a) Small scale b) Medium Scale c) Large Scale Industries Forms of Business Organisation: a) Sole Trading Concern b) Partnership firm c) Joint Stock Companies d) Co-operative Stores (Meaning, Advantages & Disadvantages)
Module 2 (Credit 1) Internal and External Trade
Learning	After learning the module, learners will be able to
Outcomes	Understand about Wholesale trade & Retail trade
	Have Awareness about types of Retailers

Content Outline	Internal Trade: I
	 Itinerant - Retailers - Meaning & Importance Wholesale Trade - Meaning, Functions & Importance Retail Trade - Meaning, Functions, Importance & Types
	Internal Trade – II
	 Non-Itinerant retailers i)Multiple Shops, ii) Departmental Stores, iii) One-price Shops, iv) Consumer co-operative stores, v) Super Bazaar
	External Trade -III
	 External Trade - Meaning & Importance Imports - Meaning, Importance & Procedure Exports - Meaning, Importance & Procedure
Module 3 (Credit 1) AIDS To Trade-I
Learning	After learning the module, learners will be able to
Outcomes	 Create awareness about the applicability of the concepts related to Banking
	Acquaint students to the fundamentals of Insurance
Content Outline	 AIDS To Trade-I Banking –Functions of Banks, Types of Banks, Types of Deposits and Advances, A.T.M., Debit Card, Credit cards and E-banking. Insurance - Features, Principles of Insurance, Types of Insurance – Life, Marine and Fire Insurance-Miscellaneous Insurance, Importance of Insurance to Society, Individuals, Business and Government.
Module 4 (Credit 1) AIDS To Trade-II
Learning Outcomes	After learning the module, learners will be able to
	 Understand the importance and the relevance of Marketing in today's Business world

	Comprehend the role of Advertising in the field of Business
Content Outline	AIDS To Trade-II
	 Marketing -Functions, Significance, Market Segmentation, Distribution Channels, Marketing mix, Marketing Research, Digital Marketing Advertising- Functions, Importance, Types of Advertising Media, Advertising Agency, Media Planning, Ethics in Advertising

Assignments/Activities towards Comprehensive Continuous Evaluation (CCE)

Sr. No	Assignments/Activities
1	Written Test/ Assignment on any of the modules/ Project on sample plan related to small trade, study and report on marketing mix related to specific product etc./ Quiz/Debate
2	Group Discussion / Case Study
3	Presentations/Seminars/Workshop/ Any other innovative methods
	Total – 50 Marks

Internal – 50 Marks

External – 50 Marks

REFERENCES:

- 1. Tulsian P.C. & Pandey Vishal (2008) Business Organization and Management, Pearson Education, New Delhi.
- 2. Dr. Vasant Desai (2014) Management of Small Scale Industries, Himalaya Publishing House.
- 3. Deb Ranabijoy(1993), Small Scale Industries in India, Mittal Publication.

- 4. O.P.Agarwal and K.M.Bhattacharya (2018), 'Basics of Banking and Finance' (3rd Edition), Himalaya Publishing House, Mumbai.
- 5. Gupta, Ruchi (2012) Advertising Principles and Practice, S.Chand Publishing.
- Subroto, Sengupta (2005) Brand Positioning Strategies for Competitive Advantage, Tata McGraw Hill Publication.
- Chandrasekar,K.S. (2010) 'Marketing Management Text And Cases', Tata McGraw-Hill Publication, New Delhi.
- 8. Govindarajan, (2009) 'Marketing Management Concepts, Cases, Challenges And Trends' Prentice Hall of India, New Delhi.

Course Syllabus Semester I

1.3 OEC

Course Title	Fundamentals of Accounting Paper I	
Course Credits	4	
Course Outcomes	After going through the course, learners will be able to	
	• To create awareness about meaning, features and the importance of accounting.	
	• To understand the necessity and importance of Bills of Exchange.	
	 To understand Books of Original Entry and prepare different ledger accounts. 	
Module 1 (Credit 1)	
Introduction to Bo	Introduction to Book- Keeping and Accountancy	
Learning	After learning the module, learners will be able to	
Outcomes	Understand the meaning, features and the importance of	
	accounting.	
	Understand basic accounting concepts & terminologies.	
	 Analyze the role and benefits of book- keeping and accountancy. 	
	Understand the fundamental principles of the Double Entry System.	
	 Identify the classification and types of Accounts. 	
	• Apply the golden rules to prepare classification tables.	
	• Prepare a statement of analysis of the transaction and accounting equations system.	
Content Outline	Theory:	
	Book-keeping, Accountancy, Golden rules of Accounts. Fundamental principles of Double Entry System, Classification and types of accounts.	
	Problems on:	
	Analysis of transaction and accounting equations system.	

Module 2 (Credit 1)

Bills of Exchange and Promissory Note			
Learning Outcomes	After learning the module, learners will be able to		
	• Understand the necessity and importance of Bills of Exchange and Promissory Note.		
	• Understand the working of Bills of Exchange, the importance of grace days and honoring/dishonoring the bill of exchange.		
Content Outline	Theory:		
	Definition of Bills of Exchange and Promissory Note, different concepts used in bills of exchange, Preparing a draft of bill of exchange & know the various types of bills of exchange, retaining, sending bill for collection, discounting, endorsing, honour, renewal & retiring of the bill.		
Module 3 (Credit 1	Module 3 (Credit 1)		
Journal			
Learning Outcomes	After learning the module, learners will be able to		
	• To enable students to become familiar with the standard form and arrangement of Journal entries.		
	• To understand and calculate GST on purchase of goods.		
	• To understand and calculate GST on sale of goods.		
	To pass Journal Entries correctly.		
Content Outline	Theory: GST on Purchase & Sale of Goods and Format of a Journal.		
	Problems on: Journal Entries.		
Module 4 (Credit 1)			
Ledger			
	After learning the module, learners will be able to		

Learning Outcomes	• To enable students to learn the balancing of various ledger accounts.
	• To be able to post recording from Books of original entry to the ledger.
	• To get introduced to the concepts of subsidiary books.
Content Outline	Theory: Concept of Ledger Accounts and Subsidiary Books.
	Problems on: Post recording from Books of original entry to Ledger.

Assignments/Activities towards Comprehensive Continuous Evaluation (CCE)

Internal – 50 Marks

Sr. No	Assignments/Activities
1	Assignment / Project Report/ Quiz/Debate/Test
2	Group Discussion / Case Study
3	PPT Presentations/Seminars/Workshops

External – 50 Marks

References :

Ainapure, 2011, Advance Accounting, Manan Prakashan - Mumbai

Choudhary, 2011, Corporate Accounting, Sheth Publishers, - Mumbai

Kishnadwala, 2008, Financial Accountancy & amp; Management, Vipul Prakashan, Mumbai.

R.L.Gupta, 2014, Advance Accountancy, Sultan Chand & amp; Sons - Delhi

Shukla &; Grewal, 2018, Advance Accountancy, S. Chand & amp; Co - Delhi

Course Syllabus

Semester I

1.3 OEC

Course Title	Overview of Travel Industry	
	•	
Course Credits	4 Credits	
Course	After going through the course, learners will be able to :	
Outcomes	Decembra the vale of Tourism inductory at National and	
	 Recognize the role of Tourism industry at National and Global levels 	
	 Contribution of the Travel World towards the Indian economy. 	
	 As future Tourism experts, this course will give them a 	
	comprehensive understanding of the Tourism industry	
	comprehensive understanding of the rounsin industry	
Module 1(Credit 1) Tourist Organizations and IATA Areas		
Learning	After learning the module, learners will be able to	
Outcomes		
	Identify the role of major tourist Organizations	
	Gain Knowledge on Importance and relevance of IATA	
	Areas	
Content Outline	Major Tourist Organizations : (National) M.O.T, TAAI,	
	MTDC, ITDC.	
	• (International) : IATA, WTO, IUOTO, PATA & ASTA.	
	IATA Areas – I, II and III	
Module 2(Credit 1) Major Sight-Seeing and Cultural Aspects		
Learning Outcomes	After learning the module, learners will be able to	
outcomes	Explore various tourist attractions like UNESCO Heritage	
	sites, Landmarks, City Icons, Monuments, Sanctuaries .	
	. Coin knowledge about various Cultural Climpson	
	Gain knowledge about various Cultural Glimpses provalent in the world	
	prevalent in the world.	
Content Outline	World UNESCO Heritage Sites	
	• Popular Tourist Attractions in Major Cities in the World.	

•	Cultural Glimpses – Festivals, Cuisine, Dances, Painting

Module 3 (Credit 1) Documentation and Transportation			
Learning Outcomes	After learning the module, learners will be able to		
	Identify documents required for travel and respective procedures.		
	Study various aspects of Transportation and its increasing demand among tourists		
Content Outline	 Travel Documentation – Passport, Visa, Health Requirements and Travel Insurance Popular Modes of Transportation – Surface Transport, Airlines and Waterways - Importance & Popularity Surface transport: Indian Railways – Origin, Luxurious trains, Special trains and Toy trains Airlines: Scheduled and Discounted carriers, Charter Flights, Water Transport: Ships, Cruise Travel, Adventure Boats, Ferries and Hovercraft. 		

Module 4 (Credit 1) Accommodation			
Learning Outcomes	After learning the module, learners will be able to		
	 Understand Accommodation opportunities available for the tourists Gain knowledge about the Travel Agency Profession 		
Content Outline	 Types of Accommodation – Commercial – Star-rated Categories Adventurous Accommodation Supplementary Accommodation Role of Tour Operators 		

Assignments/Activities towards Comprehensive Continuous Evaluation (CCE)

Internal – 50 Marks

Sr. No	Assignments/Activities
1	Assignment / Project Report/ Quiz/Debate/Test
2	Group Discussion / Case Study
3	Presentations/Seminars/Workshops

External – 50 Marks

References :

Bhatia , A.K,(2003)International Tourism Management, Sterling Publishers Pvt. Ltd. New Delhi

Bindloss Joe/Cannon Teresa, (2006)India , Lonely Planet Publications, South Carolina, USA

Dalal, R / Datta, P/ Koshy, A (2014) Eyewitness Travel Guide – India, Dorling Kindersley Ltd. London

Negi, K.S, (2011) Travel Agency Management, Wisdom Press, New Delhi

Semester I

1.3 OEC

Course Title	NGO Management I
Course Credits	4
Course Outcomes	After going through the course, learners will be able
	 To provide managerial training and skills to work as NGO Managers. To impart the latest and most relevant skills set for a career in this field. To enable students with Leadership and Human Resources Development. To undergo practical training in the NGO.
Module 1(Credit 1)	. Introduction of NGO Management
Learning Outcomes	After learning the module, learners will be able
	 To understand the basics and acts inculcated to help and support NGO.
	To explore the various tax reliefs available for NGO's
Content Outline	Concept, Functions and Organization of NGO, Legal procedure of establishment of NGO, Overview of Societies Registration Act, India's Companies Act, Charitable Endowment Act, FCRA, Memorandum of Association, Bye Laws, Tax relief under various acts.
Module 2 (Credit Management	1). Result based Management and Project Cycle
Learning Outcomes	After learning the module, learners will be able
	 To make and study how the projects are undertaken by NGO. To learn the other essentials required for NGO.
Content Outline	Designing and planning a project, Project Monitoring and Evaluation, Fund raising and Grant proposals, Principles of good communication and successful negotiations.

Module 3(Credit 1) Learning Outcomes <i>Carry out, Design,</i> <i>etc</i>)	 Leadership and HR Development After learning the module, learners will be able to To enhance team building skills in an NGO. To understand what is Conflict Resolution.
Content Outline	Building and Leading a team, Conflict Resolution
Module 4 (Credit 1) Learning Outcomes	 Practical Work After learning the module, learners will be able to Incorporate practical training and learn how management of an. NGO works. To develop the sense of responsibility and help the society at large.
Content Outline	Getting associated with an NGO and work for 20 hours.

Assignments/Activities towards Comprehensive Continuous Evaluation (CCE)

Internal – 50 Marks

Sr. No	Assignments/Activities
1	Assignment / Project Report related to working area of specific NGO student got associated with/ Quiz/Debate/Test
2	Group Discussion / Case Study
3	PPT Presentations/Seminars/Workshops

External – 50 Marks

References :

- 1. Lewis, D. (2014). NGO Management: The Earthscan Companion. Routledge.
- Gudorf, P. L., & Dohan, M. J. (2019). Strategic Planning in Nonprofit Organizations: A Content Analysis of the Literature. Administration & Society, 51(8), 1246–1276.
- 3. Ministry of Corporate Affairs, Government of India. (2020). Guidelines for Registration of NGOs in India. Retrieved from [URL]
- **4.** International Center for Not-for-Profit Law (ICNL). (2021). Global Trends in NGO Law. Retrieved from [URL]

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Semester I

1.4 VSC

Course Title	Principles of Management		
Course Credits	2 Credits		
Course Outcomes	After going through the course, learners will be able to		
	 Get acquainted with managerial concepts and developments. 		
	 Gain insights on role, importance and functions of management. 		
Module 1 (Credit 1) Nature, Evolution and Function of Management		
Learning	After learning the module, learners will be able to		
Outcomes	Analyze the role, functions and principles of Management		
	 Understand the contributions made by management thinkers. 		
Content Outline	Nature, Evolution and Function of Management		
	• Management - Concept, Nature, Significance, Role and		
	Skill.		
	• Evolution of Management Thoughts - Scientific,		
	Administrative, Human Relations, Quantitative,		
	Behavioural and Contingency Approach.		
	Planning: Meaning, Importance, Process, Management		
	by Objectives.		
Module 2 (Credit 1) Functions of Management		
Learning	After learning the module, learners will be able to		
Outcomes	Examine the importance of various functions of		
	management.		
	Analyze the applicability of management functions.		
Content Outline	Functions of Management		
	Organizing: Concept, Principles, Types of Organizational		
	Structure, Span of Control, Centralization and		
	Decentralization, Delegation.		

•	Decision Making: Concept, Importance, Steps of rational			
	decision making, Techniques of decision making.			
•	Directing: Concept, Elements and Principles.			
•	Controlling:	Concept,	Characteristics,	Process,
	Techniques of effective control system.			

Assignments/Activities towards Comprehensive Continuous Evaluation (CCE)

Internal – 50 Marks

Sr. No	Assignments/Activities
1	Assignment / Project Report related to working area of specific NGO student got associated with/ Quiz/Debate/Test
2	Group Discussion / Case Study
3	PPT Presentations/Seminars/Workshops

External: There will be no external assessment for this course

References:

- 1. Robbins, Stephen P.& Coulter Mary A. (2017). Management, Pearson Education.
- 2. Koontz, H. & Weihrich, H. (2020). Essentials of Management, Tata McGraw-Hill Education Pvt. Ltd.
- 3. Prasad, L. M. (2020). Principles and Practice of Management, Sultan Chand and Sons, New Delhi.
- 4. Gupta, C. B. (2021). Management Theory and Practice, Sultan Chand and Sons, New Delhi.
- 5. Tripathi, P.C. & Reddy P.N. (2021). "Principles of Management", Tata McGraw-Hill Education Pvt. Ltd.
- 6. Drucker Peter F (2014). Management Challenges for 21st Century; Butterworth Heinmann, Oxford.
- 7. Hampton, David R (2007). Modern Management; McGraw Hill, New York.
- 8. Fred Luthans (2010). Organizational Behaviour, McGraw Hill, New York.

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Semester I

1.5 SEC (Skill Enhancement Courses)

Course Title	Financial Planning			
Course Credits	2			
Course Outcomes	After going through the course, learners will be able to			
	 Familiar with different aspects of financial literacy such as savings, investment, taxation, and insurance 			
	 Understand the relevance and process of financial planning 			
	 Promote financial well-being 			
Module 1 (Credit 1)	Financial Planning and Financial Products			
Learning	After learning the module, learners will be able to			
Outcomes	 Develop proficiency for personal and family financial planning Apply the concept of investment planning 			
Content Outline	Introduction to Saving			
	Time value of moneyManagement of spending and financial discipline			
Module 2 (Credit 1) Banking and Digital Solutions				
Learning	After learning the module, learners will be able to			
Outcomes	 Understand the relevance and process of financial planning. Apply the concept of investment planning 			
Content Outline	Banking products and services.			
	 Digitization of financial transactions: Debit Cards {ATM Cards) and Credit Cards., Net banking and UPI, digital wallets. Security and precautions against Ponzi schemes and online frauds. 			

Assignments/Activities towards Comprehensive Continuous Evaluation (CCE)

Internal – 50 Marks

Sr. No	Assignments/Activities
1	Written Test/ Assignment / Project Report/ Quiz/Debate
2	Group Discussion / Case Study
3	PPT Presentations/Seminars/Workshop/ Any other innovative methods
	Total – 50 Marks

Only Internal – 50 marks

External Assessment: There will be no external assessment for this course

Reference Books:

- Introduction to Financial Planning (4th Edition 2017)- Indian Institute of Banking & Finance.
- 2. Sinha, Madhu. Financial Planning: A Ready Reckoner July 2017, McGraw Hill.
- 3. Halan, Monika, Lets Talk Money: You've Worked Hard for It, Now Make It Work for You, July 2018 Harper Business.
- Pandit, Amar The Only Financial Planning Book that You Will Ever Need, Network 18 Publications Ltd.

Semester I

1.5 SEC (Skill Enhancement Courses)

Course Title	Financial Accounting - I	
course rice		
Course Credits	2	
Course Outcomes	After going through the course, learners will be able to	
	• To enable the students to learn the concept of issue of shares.	
	• To enlighten the students about the importance of Reading of Ledger Accounts.	
Module 1 (Credit 1)	
Issue of shares		
Learning	After learning the module, learners will be able to	
Outcomes	• To improve the understanding of students regarding different classes of shares.	
	• To comprehend students with the accounting treatment relating to issue of shares.	
	• To enhance understanding about the modes of issue of shares.	
Content Outline	Theory:	
	Meaning, Classes of Shares, Share Capital, Mode of Issue, Pricing of Issues, Accounting treatment relating to issue of shares, forfeiture of shares and Re-issue of shares.	
	Problems on :	
	Journal Entries for Issue of shares for Cash (Private placement, Public issue and Right issue), Issue of shares for consideration other than cash (issued to vendors, issued to employees) and issue of Bonus shares and disclosure in the Balance Sheet as per revised schedule VI.	
Module 2 (Credit 1)		
Reading of Ledger	Accounts	
	After learning the module, learners will be able to	

Learning Outcomes	 To understand the concept of Ledger Accounts. To enable the students to get insight into the importance and interpretation of reading of ledger accounts. 	
Content Outline	Theory:	
	Importance, Broad Principles of Reading of Ledger Accounts.	
	Problems on:	
	Reading of Ledger Accounts.	

Assignments/Activities towards Comprehensive Continuous Evaluation (CCE)-

Internal Examination – 50 Marks

Internal testing will be continuous & spread over the semester. The pattern of internal exam would be as follows-

Sr. No	Assignments/Activities
1	Written Test/ Assignment / Project Report/ Quiz/Debate
2	Group Discussion / Case Study
3	Presentations/Seminars/Workshop/ Any other innovative methods
	Total – 50 Marks

External Assessment: There will be no external assessment for this course

REFERENCES:

- 1. Bhalla Kapilehwar (2020), Advanced Accounting, Tata McGraw Hill Publication, New Delhi.
- 2. Shukla and Grewal (2018), Advanced Accountancy-Vol. 1 & 2, S. Chand Publication, New Delhi.
- 3. Gupta R. L. (2018), Advanced Accountancy, S. Chand, New Delhi
- 4. Haniff and Mukherjee (2019), Modern Accountancy (II), MC Graw Hills, New Delhi.
- 5. Jawahar Lal (2018), Financial Accounting, S. Chand & Co., New Delhi.

Semester I

1.6 Ability Enhancement Skills

Course Title	Business English -I
Course Credits	2
Course Outcomes	After going through the course, learners will be able to
	 Have a fair idea of communication and its various elements
	 Will be able to understand English language communication patterns for business and professional settings.
Module 1(Credit 1)	Theory of Business Communication
Learning	After learning the module, learners will be able to
Outcomes	 Understand the principles of communication and have clarity about its various functions.
	• Understand the role of Communication in Business.
Content Outline	Theory of communication
	The models, process, objectives, channels, barriers, and methods of communication
Module 2(Credit 1)	Effective Principles of Letter Writing
Learning	After learning the module, learners will be able to
Outcomes	• Be clear about the essential elements while writing a formal business letter.
	• Use language effectively in a business letter.
Content Outline	C's of Effective Letter Writing.
	Business Vocabulary.
	 Language Of Business letters. (Business Jargon, Reader's point of view)
	• Writing Business letters tactfully. (Structure of a letter, tactful use of language)

External – 50 Marks

References

- 1. Business Communication-Urmila Rai and S.M Rai, Himalaya Publishing House
- 2. Principles and practices of Business Communication, Aspi Doctor and Rhoda Doctor. Sheth Publishers.
- 3. Basic Communication Skills. P. Kiranmai and Geetha Rajeevan. Foundation Books
- 4. Business Communication by Meenakshi Raman and Prakash Singh. Oxford University Press.
- 5. Developing Communication Skills. Mohan Krishna, Meera Banerji. Macmillan India.
- 6. Glossary of Business Terms- A to Z. www.theguardian.com

Semester I

1.8 VEC

Course Title	English for Soft Skill Development- Paper I
Course Credits	2
Course Outcomes	 After going through the course, learners will be able to: Acquire soft skills for employability purposes by using English. Develop effective communicative skills, presentation skills and various other skills for personality development. Learn the arts of dressing, appearance, etiquettes, using and understanding non-verbal forms of communication Develop the skill of negotiations, assertiveness, time management, leadership qualities, importance and essential of team work. Use soft skills as lifelong transferable skills.
) English and Soft Skills by S.P. Dhanaval.
Learning Outcomes	 After learning the module, learners will be able to: Acquire various soft skills such as the art of listening, showing assertion, enhancing emotional intelligence, solving problems using critical abilities and handling conflicts to lead them to resolution. Learn to use these skills in day-to-day practical life at place of work, social set-ups and other places. Learn the art of dressing, etiquettes, appearance etc. and carry themselves with an air of confidence.

Content Outline	Listening Skills
	Teamwork Skills
	Emotional Intelligence Skills
	Assertive Skills
	Problem-Solving Skills
Module 2(Credit 1) Application of Skills Learnt in Module 1
Learning	After learning the module, learners will be able to:
Outcomes	 Apply the skills acquired by way of performance, role-plays and given hypothetical situations.
	 Develop self-confidence and high self-esteem so that they find themselves easily adaptable to the work place environment.
Content Outline	Role Play
	 Mock situations and settings
	Case studies
	Enactments Croup discussions
	Group discussionsMock-Trials of Attires and Appearances
	Visits and Tours

Internal – 50 Marks

Assignments/Activities towards Comprehensive Continuous Evaluation (CCE): 50 marks

- Assignment 1– 15 marks -Enactments and Role plays
- Assignment 2 15 marks
- Reporting about Visits and Tours
- Assignment 3 10 marks
- Group and Panel Discussions
- Assignment 4- Project on a Corporate or Business organisation- 10 marks

External Assessment: There will be no external assessment for this course

References:

1. *English and Soft Skills.* S.P. Dhanavel. Orient Blackswan *Effective Communication and Soft Skills: Strategies for Success.* .Nitin Bhatnagar and Mamta Bhatnagar.Pearson- ICFAI University Series, Delhi.

Semester I

1.8 VEC

Course Title	Fundamentals of Computers
Course Credits	2
Course Outcomes	 After going through the course, learners will be able to: Understand the importance and requirement of computers in day to day life. Understand latest Computer technology Emphasis the use of computer in the modern world Understand about Operating Systems Work on Word Processor and Spreadsheet
	 Prepare and present PowerPoint presentations
Module 1 (Credit 1	L) Fundamentals of Computers and Windows
Learning	After learning the module, learners will be able to
Outcomes	 Identify the different types of computers and their organization Understand latest Computer technology Deform common Windows functions, use Windows
	 Perform common Windows functions, use Windows Search, Help, and Automatic Updates
Content Outline	FUNDAMENTALS OF COMPUTERS
	 The Definition and Characteristics of Computer History and Generation of Computers Classifications of Computers Number System (Decimal, Binary, Octal, Hexa) Bit, Byte & Word Block Diagram of Computer System Input, Output & Storage Devices Computer Virus & Precautions against Virus attack.
	WINDOWS
	Historical Evaluation of windows (till XP)Functions of Mouse

Outcomes •	earning the module, learners will be able to Create, edit, save, and print documents to include documents with lists and tables Work with spreadsheets, Construct formulas, including the use of built-in functions, and relative and absolute references Create, edit, save, add graphics, sound and print
Content Outline MOD	presentations
 Int Us Do Clo Fo Jus Th Wo Ins Ta Us Co Go He 	D PROCESSOR troduction to Word Processor less of Word ocument Concept (Creating, Saving, Opening, osing Document) rmatting Document (Bold, Italic, Underline, stification, fonts, Colors of Fonts, Format Painter) ree Methods of Copy, Cut & Paste orking with Margins and Page Setup serting and Formatting Clipart and WordArt bles es of Drawing Toolbar olumns oto, Find & Replace eader & Footers inting Procedure

Spell Check & Thesaurus
 Adding a Chart to the Report
Mail Merging
SPREADSHEET
Introduction to Spreadsheet
Role of Excel in Day to Day Life
Understanding Excel Sheet
 Inserting, Deleting and Hiding Columns / Rows
 Manipulating Formulas and Mathematical, Statistical and String Functions
 Statistical Data Analysis (Goal seek, Scenario & Pivot table)
Working with Charts
Printing a Sheet
• Sort & Filter
POWERPOINT
 What is Presentation? Explain its Need.
Uses of PowerPoint
Making Presentation
 Different Types of Slide layouts
Slide View, Slide Sorter View & Slide Show Buttons
Setup Show
 Applying Design Templates and Backgrounds
Transition & Custom Animation Effects
Recording Voice in Presentation
Electronic Presentations

Internal – 50 Marks

Comprehensive Continuous Evaluation (CCE):

- The internal Assignment and Lab Manuals testing should be continual and spread over the semester of 25 Marks
- Practical Exam of 25 Marks (Answer any 2 question out of 4, each question will be of 10 marks + Viva of 5 Marks)

External Assessment: There will be no external assessment for this course

References:

C. Essential Reading

- "Computer fundamental" P k Sinha
- "Inside the IBM PC", Peter Norton, Prentice Hall, 1989.
- "PC Softwarefor Windows": R.K. Taxali, Tata Mcgraw hill
- "Computer and Common use": Roer hunt and John Sheely
- "Understanding Computers": R. Rajgopalan
- "Computer Studies": Mitchell, Beaglay
- "Inside the personal Computer": (A pop -up guide)
- "Transparency Masters to Computers": Larry Long and Nancy long
- "Computer for beginners": V.K. Jain
- "Basic of Computer Systems": Jiwani and Copper
- "Introduction to Computers": Subramanian

D. Additional Reading

- "Computer Science": Satish Jain
- "Introduction to Computer Science": Francis Scheid
- "Computer Today": Sanders
- "Mastering windows 2000, the window bible": Robertcowart, BPB Publisher
- "Fundamentals of Informational Technology" : S.K. Bansal, APH Publishing Corporation.
- "Microsoft Office 2000 Complete" : Amy Romanoff and Sherry bonelli, BPB Publisher
- "Advanced Microsoft Office 2000"; Meredith Flynn, Nita Rutkosky, BPB Publication.
- "PC Softwarefor Windows": R.K. Taxali, Tata Mcgraw hill
- "Mastering windows 2000, the window bible": Robertcowart, BPB Publisher
- "Fundamentals of Informational Technology" : S.K. Bansal, APH Publishing Corporation.

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Course Syllabus

Semester II

2.1 Subject 1

Course Title	Introduction to Programming and Problem Solving using "C" (Theory)
Course Credits	4
Course Outcomes	After going through the course, learners will be able to
	 To make the student learn a programming language. To learn problem solving techniques. To teach the student to write programs in C and to solve the problems.
Module 1 (Credit 1 language) Title of the Module: Introduction to programming
Learning	After learning the module, learners will be able to
Outcomes Content Outline	 Read, understand and trace the execution of programs written in C language. Write the C code for a given algorithm. Implement Programs with pointers and arrays, perform pointer arithmetic, and use the pre-processor. Write programs that perform operations using derived data types.
Content Outline	1.1. Overview of programming languages:
	 Definition of the program, Concept- Compilation, interpretation, source code, object code, execution, Input and output, debugging etc. 1.2. Expressions:
	 Flowcharts/Pseudo codes, Syntax and Semantic errors,

	 Variables and Data Types
	 Variables and Data Types Control structures; subroutines,
	 Storage Management;
	 Scoping rules; bindings for names.
Module 2 (Credit 1)	Title of the Module: Introduction to C
Learning Outcomes	
Outcomes	After learning the module, learners will be able to
	• To understand and develop well-structured programs
	using C language
	• To present the syntax and semantics of the "C"
	• To learn the basic data structures through
	implementing in C language
	 To distinguish between different loop control
Content Outline	
	2.1 The language of C
	Phases of developing a running computer program in
	С.
	History of C, Features of C,
	Structure of C Program,
	Character Set, C Tokens-Keywords,
	Identifiers, Constants, Variables,
	Data types, size and values.
	• Expressions, Operators, and operator precedence in C.
	 Number systems and representations.
	2.2 Statements, Loops
	Declarations,
	Input-Output Statements,
	 Compound statements, Selection Statements - if and switch statements with examples,
	 Repetition statements (loops)- while, for, do-while
	statements with examples,
	 Unconditional statements- break, continue, go to statements with examples.
	statements with examples.
	1

Module 3 (Credit 1)	Title of the Module: Modular Programming	
Learning	After learning the module, learners will be able to	
Outcomes	 To understand the fundamentals of C programming and study the different built-in operators & functions of C To understand the different decision-making structures To use functions & array's in various problems 	
Content Outline	3.1 Functions	
	 Designing Structured Programs, Types of Functions-User defined functions, Standard functions, Categories of functions, Parameter Passing techniques, Storage classes, Recursion. 	
	3.2 Arrays and Strings	
	 Arrays- Declaration and Initialization, One dimensional Arrays, Two dimensional Arrays. Strings- Declaration and Initialization, String Input / Output functions, String manipulation functions 	
Module 4 (Credit 1 Handling	Module 4 (Credit 1) Title of the Module: More Data Types and File Handling	
Learning	After learning the module, learners will be able to	
Outcomes	 To understand and use pointers & structures in 'C' programing. To understand and use various file handling operations in C programing 	

Content Outline	4.1 Pointers and Structures
	 Pointers - Introduction, Definition and Declaration of pointers, Address operator, Pointer variables, Pointers with Arrays. Structures- Introduction, Declaration and Initialization, Array of Structures, Operations on structures, Unions.
	4.2 File Handling
	• File input-output in C.
	• Streams. Input, output and error streams.
	Opening, closing and reading from files.
	Programming for command line arguments.

Internal – 50 Marks

Comprehensive Continuous Evaluation (CCE):

• The internal Assignment and Lab Manuals testing should be continual and spread over the semester of 50 Marks

External Assessment: 50 Marks

References:

A. Essential Reading

- "The C Programming language" Kerningham and Ritchie
- Y.P Kanetkar, "Let Us "C", Infinity Science Press, 2008
- "Outline of Theory and Problem of Programming with C": B.S.Gottfried, Schaum's, Tata Mcgraw Hill, 1995
- E. Balaguruswamy, Programming in ANSI C, Tata McGraw-Hill
- Brian W. Kernighan and Dennis M. Ritchie, The C Programming Language, Prentice Hall, India
- Venu Gopal,"Programming in C", Tata Mcgraw-Hill Publishing company Limited,1997
- Jignesh Shah,"Programming in /c", Charotar Publisher, 2010

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B. Additional Reading

- Complete Reference with C (4th Edition ed.). (2017). Tata McGraw Hill.
- Gopal, V., & Prasad, S. R. (2017). Mastering in C. Tata McGraw-Hill Publishing company Limited.
- Ravi, S. (2006). Programming Languages: Concepts and Constructs. Pearson Education.
- Seyed, R. (2009). Foundations of Programming Languages Design & amp; Implementation (3rd Edition ed.). Cenage learning.
- Shah, J. (2010). Programming in C. Charotar Publisher.
- Ramkumar & amp; Agrawal. (n.d.). Programming in ANSI C. Tata McGraw Hill
- Deepak B. Phatak, Professor, Department of Computer Science and Engineering, IIT ,
- Bombay, Programming Basics, https://www.edx.org/course/programmingbasics-2

Semester I

2.2 Subject 2

Course Title	Introduction to Programming and Problem Solving	
	using "C" (Practical)	
Course Credits	2	
Course	After going through the course, learners will be able to :	
Outcomes	 Understand basic Structure of the C-PROGRAMMING, declaration and usage of variables Write C programs using operators Exercise conditional and iterative statements to Write C programs Write C programs using Pointers to access arrays, strings and functions. Write C programs using pointers and allocate memory using dynamic memory management functions. Exercise user defined data types including structures and unions to solve Problems. Exercise files concept to show input and output of files in C 	
Module 1 (Credit 1 Programming	Module 1 (Credit 1)Title of the Module: Introduction to basics of `C'Programming	
Learning	After learning the module, learners will be able to	
Outcomes	 Students will understand the concept of various operators in C Students will study the different types of built in operators & functions of C Students will understand the different decision-making structures Students will learn to distinguish between different loop control structures 	

Content Outline	1.1 Managing basic operations	
	 Reading a character, writing a character, formatted input, and formatted output. Input-output Statements Selection Statements, if, Nested if, if-else-if, etc. Conditional, Expression, Selection switch, Nested switch Iteration Statements- for loop, while loop, dowhile loop Jump Statements- Goto &Label, Break &Continue, Exit() function. 1.2. Implementations of Operator	
	 Arithmetic, Logical, Bitwise, Precedence and Associativity, Composite Statements. Unary, Binary and Ternary operators. 	
	 Built in Operators and Functions, Console based I/O and related built in I/O function: printf(), scanf(), getch(), getchar(), putchar(). 	
Module 2 (Credit 1	Module 2 (Credit 1) Title of the Module: Advanced Programing	
Learning	After learning the module, learners will be able to	
Outcomes	 Students will learn to execute different programs using preprocessor directives Students will understand the implementation of storage types Students will make a study of 1-D, 2- D Arrays in C Students will learn to code and execute programs on arrays 	
Content Outline	2.1 Implementation of functions, arrays, pointers &	
	 structures Arrays - 1D and multi-dimensional Functions and Parameter Passing by Value Passing Arrays to Functions, Call by Reference Recursion Structures and Pointers Self-Referential Structures and Introduction to Lists 	
	2.2 File Processing	
	 Defining and Opening a file, closing a file, 	

٠	Input/output operations on files,
٠	Error handling during I/O operations,
٠	Random access to files,
•	Command Line Arguments.

Internal – There will be no internal assessment for this course

Comprehensive Continuous Evaluation (CCE):

External Assessment: 50 Marks

References:

- A. Essential Reading
 - "The C Programming language" Kerningham and Ritchie
 - Y.P Kanetkar, "Let Us "C", Infinity Science Press, 2008
 - "Outline of Theory and Problem of Programming with C": B.S.Gottfried, Schaum's, Tata Mcgraw Hill, 1995
 - E. Balaguruswamy, Programming in ANSI C, Tata McGraw-Hill
 - Brian W. Kernighan and Dennis M. Ritchie, The C Programming Language, Prentice Hall, India
 - Venu Gopal,"Programming in C", Tata Mcgraw-Hill Publishing company Limited,1997
 - Jignesh Shah, "Programming in /c", Charotar Publisher, 2010

B. Additional Reading

- Complete Reference with C (4th Edition ed.). (2017). Tata McGraw Hill.
- Gopal, V., & Prasad, S. R. (2017). Mastering in C. Tata McGraw-Hill Publishing company Limited.
- Ravi, S. (2006). Programming Languages: Concepts and Constructs. Pearson Education.

- Seyed, R. (2009). Foundations of Programming Languages Design & amp; Implementation (3rd Edition ed.). Cenage learning.
- Shah, J. (2010). Programming in C. Charotar Publisher.
- Ramkumar & amp; Agrawal. (n.d.). Programming in ANSI C. Tata McGraw Hill
- Deepak B. Phatak, Professor, Department of Computer Science and Engineering, IIT ,
- Bombay, Programming Basics, https://www.edx.org/course/programmingbasics-2

Semester II

2.3 VSC

Course Title	Micro Economics I
Course Credits	2
Course	After going through the course, learners will be able to
Outcomes	 Interpret the theories of Production functions and discuss the concept of Economies of Scale.
	 Distinguish the different concepts of Cost and Revenue
	 Understand the applied value of Break -Even Analysis and cost- revenue calculation through case study
Module 1 (Cre	dit 1) Theory of Production Function
Learning	After learning the module, learners will be able to
Outcomes	 Explain the concept of production function and the theories of Production Function
	 Describe the different types of Economies and Diseconomies of scale
Content Outline	 Meaning of production function, meaning of shortand long- run production function
	Law of Variable Proportions
	Laws of Returns to Scale
	Economies and Diseconomies of scale.
Module 2 (Cre	dit 1) Cost And Revenue Analysis
Learning	After learning the module, learners will be able to
Outcomes	Identify the different concepts of Cost and Revenue
	Calculate the Break Even point
	 Recognize the real-world utility of Break-even analysis through case study

Content Outline	 Concept of Total, Average and Marginal Cost; Social and Private Costs, Economic and Accounting Costs, Fixed and Variable Costs, Opportunity Cost, Implicit and Explicit Cost (only concepts);
	Calculation of Costs with hypothetical numerical illustrations;
	 Concept of revenue, Total Revenue, Average revenue; TR, AR and MR under Perfect competition and Imperfect competition;
	 Break-even analysis (with the help of graph and formulae), Case study based on calculation of Break Even Point & calculation of TC, AC, MC.

External – 50 Marks

Reference Books:

- 1) Ahuja H. L. (2001), Advanced Economic Theory, S. Chand & Co. Mumbai.
- 2) Amartya Sen 1990), Micro-Economics Theory Applications -Oxford University Press
- 3) Dorbush Rudiger & Fisher stanlay, (2003), Micro-Economics-, TATA Mcgraw hill, Meerat
- 4) Koustsavannis A. (1990), Modern Micro-Economic Macmillan Delhi.
- 5) Mukherjee, Sampat, (2009) ,Principles of Micro-Economics-. New Central Book Agerey Kolkata
- 6) Micro-Economics- Sharma N.K, Jaypur Mangal Deep Publication, 1995
- 7) Mukherjee, Mukarjee, & Ghosh (2003), Micro- Economics, Prentice-Hall of IndiaPvt. Ltd.New Delhi.
- 8) Sudhorama K.P.M. & Sudharama (2007) ,Micro-Economics, Sultan Chand & Sons, E.N.New Delhi.
- 9) Varian H. R. (2000). Intermediate Micro economics A Modern Approach. East-West Press. New Delhi

Semester II

1.4 OEC (Open Elective Courses/ Generic)

Course Title	Environmental Studies		
Course Credits	4		
Course Outcomes	After going through the course, learners will be able to		
	Understand the scope of environmental studies.		
	• Analyze the factors affecting population explosion and human health.		
	• Create awareness about the over exploitation of forest, water, food and energy resources.		
	• Evaluate the causes for different types of pollutions and remedies to control pollution.		
Module 1 (Credit 1	Module 1 (Credit 1)		
Learning	After learning the module, learners will be able to		
Outcomes	Understand environment studies		
	Know the effect of population explosion		
Content Outline	• Environment studies: Meaning, Definition, Scope and Importance.		
	 Population explosion: Population growth, Factors affecting density of population, population explosion, family welfare programme, Environment and human health. 		
Module 2 (Credit 1)		
Learning	After learning the module, learners will be able to		
Outcomes	Understand various natural resources on earth		
	Develop awareness in conservation of natural resources		
Content Outline	Natural Resource: Types- Renewable and Non-Renewable.		
	 Forest resource: Use and over-exploitation, Deforestation Causes and effects, Timber extraction, Mining, Dams and their effects on forest and Tribal people. 		

	• Water resource: use and exploitation of surface and groundwater, Floods and Droughts, Dams- benefits and problems, water conservation, Water management.		
	 Food resource: World food problem, overgrazing, Effects of modern agriculture, Fertilizer- pesticide problem, water -logging, Salinity. 		
	• Energy resources: Growing need for energy, Renewable and Non-Renewable energy sources, hydroelectricity, Role of individual in conservation of natural resources, Equitable use of resources for a sustainable lifestyle.		
Module 3 (Credit 1)		
Learning	After learning the module, learners will be able to		
Outcomes	Understand the concept of ecosystem		
	Develop awareness towards forest ecosystems, grassland ecosystems and aquatic ecosystems		
Content Outline	• Ecosystem: Meaning, concept, structure, function, producers, consumers, decomposers, food chain, food webs and ecological pyramids.		
	• Introduction, types, characteristic features, structure and function of the Forest ecosystem.		
	 Introduction, types, characteristic features, structure and function of the Grassland ecosystem 		
	• Introduction, types, characteristic features, structure and function of the Aquatic ecosystem (ponds, streams, lakes, rivers, ocean estuaries).		
Module 4 (Credit 1	Module 4 (Credit 1)		
Learning Outcomes	After learning the module, learners will be able to		
	Understand different types of pollution		
	Develop awareness prevention of various pollution		

Content Outline	• Air pollution: Meaning, Definition, types, causes, effects and control measures.
	• Water pollution: Meaning, Definition, types, causes, effects and control measures.
	• Soil pollution: Meaning, Definition, types, causes, effects and control measures.
	 Noise pollution: Meaning, Definition, types, causes, effects and control measures.
	• Marine pollution: Meaning, Definition, types, causes, effects and control measures.
	 Disaster Management: Floods, earthquake cyclone and landslides.
	Role of individual in prevention of pollution.

Assignments/Activities towards Comprehensive Continuous Evaluation (CCE)

Sr. No	Assignments/Activities
1	Written Test/ Assignment / Project Report/ Quiz/Debate
2	Group Discussion / Case Study
3	PPT Presentations/Seminars/Workshop/ Any other innovative methods
	Total – 50 Marks

Internal – 50 Marks

External – 50 Marks

References:

1. Rangarajan, C.A.; Perspective in Economics, S.Chand & Sons, New Delhi

2. Cherunilam, Francis; Business Environment - Text and Cases, Himalaya Publishing House.

3. Aswathappa, K.; Essentials of Business Environment, Himalaya Publishing House, New Delhi.

4. Agarwal, K.C., 2008, Environmental Biology, Nidhi Publishers, Bikaner

5. Bharucha Erach, 2006, The Biodiversity of India, Mapin Publishing Pvt. Ltd. Ahmedabad.

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6. Brunner R.C., Hazardous waste incineration, McGraw Hill Inc

7. Clark R., 2001, Marine Pollution, Oxford University Press

8. Jadhav H.&Bhosale, V.M, 2015, Environment Protection and Laws, Himalaya Publishing House, Pvt. Ltd., New Delhi

9. Odum E. P., 2004, Fundamentals of Ecology, (5th Revised Edition), Brooks/Cole

10. Mhaskar A.K, Matter Hazardous, Techno-Science Publications (Text Book).

11. Survey of the Environment, The Hindu (Magazine)

12. Trivedi R.K, Goel P.K, Introduction to Air Pollution, Techno-Science Publications (Text Book).

Semester II

2.4 OEC (Open Elective Courses/ Generic)

Course Title	Business Statistics	
Course Credits	4	
Course Outcomes	After going through the course, learners will be able to	
	 Describe the key terminology, concepts, tools, and techniques used in business statistical analysis Interpret and evaluate numerical and quantitative issues in 	
	business.	
	Analyze the relationship between two variables	
	Analyze the tabulation and classification of data	
	Represent different types of data through graphs	
Module 1 (Credit 1Introduction to Statistics, Measures of CentralTendency and Dispersion		
Learning	After learning the module, learners will be able to	
Outcomes	Comprehend the basic concepts of Business Statistics and its Significance	
(Specific related to the module)	its SignificanceSolve problems associated with different measures of	
	central tendency and dispersion	
Content Outline	 Definition of Business Statistics, Importance of business statistics, Needs of Data Collection and Analysis 	
	 Mean, Median, Mode and its merits and demerits with practical example 	
	 Measures of dispersion- Range, Mean Deviation, Standard Deviation, 1.4 Variance, Quartile Deviation with merits and demerits 	
Module 2 (Credit 1	L) Correlation and Regression	
Learning	After learning the module, learners will be able to	
Outcome	Imbibe skills needed for quantitative application in business situations.	
	Estimate correlation and regression in two variable analysis	

Content Outline	Correlation merits and demerits,
	 Types of Correlation –(simple correlation, coefficients of Correlation- Karl Pearson and Simple rank Correlation)
	 Regression Analysis –Estimation of regression line, interpretation of regression coefficients with practical example
Module 3 (Credit 2	1) Introduction to different types of data
Learning	After learning the module, learners will be able to
Outcomes	Describe the relevance of data
	• Evaluate the merits of different methods of data collection
Content Outline	Relevance of data in the current scenario
	Types of data : primary and secondary data
	 Methods of data collection: Questionnaire method, Interview method, case study method in brief
	 Sources of secondary data collection with merits and limitations
Module 4 (Credit 3	1) Presentation and tabulation of data
Learning	After learning the module, learners will be able to
Outcome	Recognize the data classification and tabulation.
	Represent the data using different types of graphs
Content Outline	Classification of data
	Frequency distribution: Discrete and continuous series
	Tabulation of data
	 Graphical representation of data: Bar diagram, pie diagram, histogram, frequency polygon

Assignments/Activities towards Comprehensive Continuous Evaluation (CCE)

Sr. No	Assignments/Activities
1	Written Test/ Assignment / Project Report/ Quiz/Debate
2	Group Discussion / Case Study

3	PPT Presentations/Seminars/Workshop/ Any other innovative methods	
	Total – 50 Marks	

Internal – 50 Marks

External – 50 Marks

References:

- 1. S. C. Gupta (2016) Fundamentals of Statics by Himalaya Publishing House
- 2. Field, Andy (2013). IBM SPSS Statistics UK: Sage Publication Pvt.
- 3. Gupta, S.P. (2012). Statistical Methods New Delhi: Sultan Chand and Son.
- 4. Patri, Digmabar and Patri, D. N. (2011). Statistical Methods, New Delhi: Kalayani publisher.
- 5. Graham, Alan (2010). Statistics: A Complete Introduction ,UK: Teach Yourself
- 6. Arora, PN, Arora, Sumeet and Arora, Amit: (2009) "Managerial Statistics", S. Chand, Ist Ed., 2009.
- 7. Bharadwaj, RS: (2008) "Business Statistics", Excel books, 2nd Ed,
- 8. Gupta, .S.C &V.K.Kapoor (2007) Fundamentals of Applied Statistics, Delhi: S. Chand & Sons.
- 9. Gupta, .S.C & V K. Kapoor (1993) Fundamentals of Applied Statistics, Delhi: S. Chand & Sons.

Semester II

2.4 OEC (Open Elective Courses/ Generic)

Course Title	Principles of Marketing
Course Credits	4
Course Outcomes	After going through the course, learners will be able to
	Get acquainted with the Marketing Concepts
	Gain knowledge about Market Segmentation
	Examine the principles of Marketing Mix
	Evaluate the strategies of Marketing Research.
Module 1 (Credit 1) Introduction to Marketing
Learning	After learning the module, learners will be able to
Outcomes	Define the concepts of marketing and understand the role and functions of marketing
	Gain insights on social media and digital marketing.
Content Outline	Introduction to Marketing
	 Marketing Concept, Scope of Marketing, Evolution of Marketing, Role and Importance of Marketing, Objectives and Functions of Marketing. Social Media Marketing and Digital Marketing.
Module 2 (Credit 1) Market Segmentation
Learning Outcomes	After learning the module, learners will be able to
	 Analyse the process of market segmentation.
	• Develop acumen on bases for market segmentation.
Content Outline	Market Segmentation
	 Market Segmentation: Introduction, Scope and need Importance and Process of Market segmentation Bases for Market Segmentation – Geographic, Demographic, Economic, Psychographic, Socio-cultural

Module 3 (Credit 1	.) Marketing Mix		
Learning	After learning the module, learners will be able to		
Outcomes	Examine the importance of marketing mix.		
	Gain insights and applicability of marketing mix		
Content Outline	Marketing Mix		
	 Marketing Mix – Concept, Role and importance of Marketing Mix Product - Price - Place - Promotion - Packaging - Positioning - People - Process - Physical evidence 		
Module 4 (Credit 1	Module 4 (Credit 1) Marketing Research		
Learning	After learning the module, learners will be able to		
Outcomes			
	• Get acquainted with the scenario of Marketing Research.		
	Analyze the process of Marketing Research.		
Content Outline	Marketing Research		
	 Meaning and definition, scope and objectives of Marketing Research Sources of collecting marketing data, Procedure of Marketing Research Scientific methods of Marketing Research 		

Assignments/Activities towards Comprehensive Continuous Evaluation (CCE)

Sr. No	Assignments/Activities	
1	Written Test/ Assignment / Project Report/ Quiz/Debate	
2	Group Discussion / Case Study	
3	PPT Presentations/Seminars/Workshop/ Any other	
	innovative methods	
	Total – 50 Marks	

Internal – 50 Marks External – 50 Marks

References

- 1. Philip Kotler, Principles of Marketing, Prentice Hall of India Pvt. Ltd, New Delhi
- 2. Dr. N Rajan Nair & Sujith R Nair, Marketing, Sultan Chand & Sons, New Delhi.
- 3. Dr. P. C Pardeshi, Marketing Management, Nirali Publication, Pune
- 4. Dr. P. C Pardeshi, Principles of Marketing Management, Nirali Publication, Pune.
- 5. Gandhi J.V., Marketing, Tata McGraw Hill, New Delhi.

Semester II

1.4 OEC (Open Elective Courses/ Generic)

Course Title	Fundamentals of Accountancy Paper II
Course Credits	4
Course Outcomes	After going through the course, learners will be able
	• To create awareness about basic accounting concepts, principles, and conventions.
	• To understand the classification of expenditure into Capital, Revenue and Deferred Revenue Expenditure.
	• To understand the purpose of a Trial Balance.
	• To understand the purpose of preparing the Final Accounts of Sole Proprietary Concerns.
Module 1 (Credit 1) Concepts & Conventions
Learning Outcomes	After learning the module, learners will be able to
Outcomes	• Understand the meaning of Basic accounting concepts, principles and conventions.
	Understand implications while recording transactions and events.
Content Outline	Theory:
	Identify three fundamental accounting assumptions: Going Concern, Consistency and Accrual.
Module 2 (Credit 1) Concepts of Capital and Revenue	
	After learning the module, learners will be able to

	Understand classification of expenditure into Capital, Revenue and Deferred Revenue Expenditure
Learning Outcomes	Understand Concept for classification of expenditure and receipts.
	Understand the distinction between Capital and Revenue Receipts/Expenditure.
	• Understand the linkage of such distinction with the preparation of Final accounts.
Content Outline	Theory: Meaning of Receipts & Expenditures and Capital & Revenue, Types of Receipts and Expenditures.
	Problems on: Classification of Items of Receipts, and Expenditure.
Module 3 (Credit 1) Trial Balance
Learning Outcomes	After learning the module, learners will be able to
	• Understand what is a trial balance and what purpose it can serve.
	• learn the technique of taking balances from ledger accounts to prepare trial balance.
	Technique of preparation of Trial Balance.
Content Outline	Theory: Concept and Format of a Trial Balance.
	Problems on: Preparation of Trial Balance.
Module 4 (Credit 1) Final Accounts of Sole Proprietary Concerns
Learning Outcomes	After learning the module, learners will be able to
	• Understand the purpose of preparing the Final Accounts of Sole Proprietary Concerns.
	• Learn the items to be included in Final Accounts of Sole Proprietary Concerns.
	• Draw Final Accounts of Sole Proprietary Concerns.
Content Outline	Theory: Introduction, purpose of preparing the Final Accounts of Sole Proprietary Concerns.

Problems on: Preparing the Final Accounts of Sole Proprietary Concerns.

Assignments/Activities towards Comprehensive Continuous Evaluation (CCE)

Sr. No	Assignments/Activities
1	Assignment / Project Report/ Quiz/Debate/Test
2	Group Discussion / Case Study
3	PPT Presentations/Seminars/Workshops

Internal – 50 Marks

External – 50 Marks

<u>References :</u>

- Ainapure, 2011, Advance Accounting, Manan Prakashan -Mumbai
- Choudhary, 2011, Corporate Accounting, Sheth Publishers, Mumbai
- Kishnadwala, 2008, Financial Accountancy & amp; Management, Vipul Prakashan, Mumbai.
- R.L.Gupta, 2014, Advance Accountancy, Sultan Chand & amp; Sons Delhi
- Shukla & Grewal, 2018, Advance Accountancy, S. Chand & amp; Co Delhi

Semester II

1.4 OEC (Open Elective Courses/ Generic)

Course Title	Island Destinations in India
Course Credits	4 Credits
Course Outcomes	After going through the course, learners will be able to:
	Explore Island destinations in India
	 Study the concept of Island Tourism
	 Identify the documents required for Island travel
	• Determine the growing popularity of Adventure sports at various Island destinations in India.
Module 1(Credit 1)	Island Tourism
Learning	After learning the module, learners will be able to:
Outcome	• Explore the concept of Island Tourism and upcoming Island destinations in India.
Content Outline	Island Tourism in India
	Adventure Tourism in India
	Reasons for the growing popularity of Island Destinations
Module 2(Credit 1)	Island Destinations in West and North-East India
Learning Outcome	After learning the module, learners will be able to :
	 Identify and explore the Island destinations - Chorao and Divar Islands (Goa) and Majuli Island (Assam)
Content Outline	How to reach
	Best season to visit
	Places of tourist interest
	Adventure activities
	Island Cuisine and shopping

Module 3 (Credit 1	Island Documentation Required Jisland Destinations in South India
Learning Outcome	After learning the module, learners will be able to:
	 Identify and explore the Island destinations – Munroe Island (Kerala) and Rameshwaram Island and Pamban Island(Tamil Nadu)
Content Outline	How to reach
	Best season to visit
	Places of tourist interest
	Adventure activities
	Island Cuisine and shopping
	Island Documentation Required

Module 4 (Credit 1) Islands in Arabian Sea and Bay of Bengal
Learning Outcome	 After learning the module, learners will be able to: Identify and explore the Island destinations :
	 Identify and explore the Island destinations : Agatti Islands (Lakshadweep)
	Havelock Island, Port Blair, Ross and Neil Islands (Andaman)
	Great Nicobar Island (Nicobar)
Content Outline	 How to reach Best season to visit Places of tourist interest Adventure activities Island Cuisine and shopping
	Island Documentation Required

Assignments/Activities towards Comprehensive Continuous Evaluation (CCE)-

Internal Assessment: 50 marks

Sr. No	Assignments/Activities
1	Written Test/ Assignment / Project Report/ Quiz/Debate
2	Group Discussion / Case Study
3	PPT Presentations/Seminars/Workshop/ Any other innovative methods
	Total – 50 Marks

External Assessment: 50 marks

REFERENCES

- Bharadwaj, D.S / Kandari O.P, (1998) Domestic Tourism In India, Indus Publishing Co.
 - New Delhi Bindloss Joe/Cannon Teresa, (20
- Bindloss Joe/Cannon Teresa, (2006) India, Lonely Planet Publications, South Carolina, USA
- Choudhary Vikash, (2010) Island Tourism, Centrum Press, New Delhi
- Dalal, R / Datta, P/ Koshy, A (2014) Eyewitness Travel Guide India, Dorling Kindersley Ltd. London
- Mukerji Sarit Kumar, (2016) Islands of India, Publications Division, Government of India, New Delhi

Semester II

2.4 OEC (Open Elective Courses/ Generic)

Course Title	NGO Governance
Course Credits	4
Course Outcomes	After going through the course, learners will be able to
	 Study the management of NGOs with respect to its workers.
	• Enable students to learn about governance and it's
	impact.Explore various agencies which provide findings to NGOs.Hands on training.
Module 1(Credit 1)	. HR Development
Learning Outcomes	After learning the module, learners will be able to
	• Learn about human resource management and it's different aspects.
	• Study how staff development plays a crucial role in successful running of an NGO.
Content Outline	Human Resource Management, Human Resource Policy,
	Staffing and salaries, Staff Development.
Module 2(Credit 1)	NGO Administration
Learning	After learning the module, learners will be able to
Outcomes	Determined the importance of governance.Study different governance structures.
Content Outline	Governance concepts, challenges, Perspectives and Ethical
	Concern, Impact of different governance structures, Good
	Governance: Code and Accountability.
Module 3(Credit Schemes	1) Co-ordinating Agencies, Funding Agencies and

Learning Outcomes	 After learning the module, learners will be able to Create awareness about various funding agencies. Study the impact of funding agencies on NGOs. 		
Content Outline	NABARD and Human Rights Commission, Schemes for NGOs under the Government of India		
Module 4 (Credit 1	Module 4 (Credit 1) Practical Work		
Learning Outcomes	 After learning the module, learners will be able to Incorporate practical training and learn how management of an NGO works. Develop the sense of responsibility and help society at large. 		
Content Outline	Getting associated with an NGO and work for 20 hours.		

Assignments/Activities towards Comprehensive Continuous Evaluation (CCE)-

Internal Assessment: 50 marks

Sr. No	Assignments/Activities
1	Written Test/ Assignment / Project Report/ Quiz/Debate
2	Group Discussion / Case Study
3	PPT Presentations/Seminars/Workshop/ Any other innovative methods
	Total – 50 Marks

External Assessment: 50 marks

REFERENCES

- 1. Lewis, D. (2014). NGO Management: The Earthscan Companion. Routledge.
- Gudorf, P. L., & Dohan, M. J. (2019). Strategic Planning in Nonprofit Organizations: A Content Analysis of the Literature. Administration & Society, 51(8), 1246–1276.
- 3. Ministry of Corporate Affairs, Government of India. (2020). Guidelines for Registration of NGOs in India. Retrieved from [URL]
- 4. International Center for Not-for-Profit Law (ICNL). (2021). Global Trends in NGO Law. Retrieved from [URL]

Semester II

1.5 VSC (Vocational Skill Courses)

Course Title	Human Resource Management
Course Credits	2 Credits
Course Outcomes	After going through the course, learners will be able to
	Understand the role and importance of Human Resource
	Management in organizations.
	Comprehend Job Analysis and procedure of Recruitment
	and Selection.
	Asses the techniques of Performance appraisal, Training
	and development.
	Identify the emerging trends in Human Resource
	Management.
Module 1 (Credit 1) Introduction to Human Resource Management (HRM)
and Human Resou	rce Planning (HRP)
Learning	After learning the module, learners will be able to
Outcomes	Understand the key terms, concepts and evaluate the
	significance of Human Resource Management.
	Comprehend the role of Human Resource Managers in
	contemporary era.
Content Outline	Introduction to Human Resource Management (HRM)
	and Human Resource Planning (HRP)
	Human Resource Management (HRM) - Definition,
	Significance, Functions of HRM, Role of HR Managers.
	• Human Resource Planning (HRP) – Concept, Importance
	and HRP Process.
Module 2 (Credit 1) Job Analysis, Recruitment & Selection
	After learning the module, learners will be able to

Learning	Understand the concept of Job Design and Job Analysis
Outcomes	and its practical application.
	Develop insights on effective recruitment and selection
	strategies.
Content Outline	Job Analysis, Recruitment & Selection:
	Job Analysis - Job Description, Job Specification; Job
	Design.
	Recruitment Sources, Selection Procedure
	Placement and Induction

Assignments/Activities towards Comprehensive Continuous Evaluation (CCE)-

External Assessment: 50 marks

References

- 1. Aswathappa K., Human Resource Management: Text and Cases, McGraw Hill Education (India) Pvt. Ltd.
- Mamoria C.B., Human Resource Management Himalaya Publishing House Pvt. Ltd.
- 3. Mathis R. L., Jackson J. H. & Valentine S. R., Human Resource Management South Western College Publishing.
- 4. Dessler G. & Varrkey B., Human Resource Management, Pearson Education.
- 5. <u>Pattanayak B.</u>, Human Resource Management, PHI Learning.
- 6. D.D. Mukherjee (2014). Credit Appraisal, Risk Analysis & Decision Making. Snow White Publications Pvt. Ltd.
- 7. D.D. Mukherjee (2015). Credit Monitoring, Legal Aspects and recovery of Bank Loan. Snow White Publications Pvt. Ltd.

Semester II

2.6 SEC (Skill Enhancement Courses)

Course Title	Investment Planning
Course Credito	2
Course Credits	2
Course Outcomes	After going through the course, learners will be able to
	 Familiarity with different aspects of financial literacy such as savings, investment, taxation, and insurance Understand the relevance and process of financial planning Promote financial well-being
Module 1 (Credit 1) Investment Planning and Management
Learning Outcomes	 After learning the module, learners will be able to Analyze banking and insurance products Personal tax planning
Content Outline	 Investment opportunity and financial products Insurance Planning: Life and non-life including medical insurance schemes
Module 2 (Credit 1) Personal Tax
Learning	After learning the module, learners will be able to
Outcomes	Analyse banking and insurance products
	 Personal tax planning
Content Outline	 Introduction to basic Tax Structure in India for personal taxation Aspects of Personal tax planning Exemptions and deductions for individuals e-filing (<i>Note:</i> Some of the theoretical concepts would be dealt with during practice hours)

Comprehensive Continuous Evaluation (CCE):

Sr. No

Assignments/Activities

1	Written Test/ Assignment / Project Report/ Quiz/Debate
2	Group Discussion / Case Study
3	PPT Presentations/Seminars/Workshop/ Any other innovative methods
	Total – 50 Marks

Only Internal – 50 marks

External: There will be no external for this subject

Reference Books:

- 1. Introduction to Financial Planning (4th Edition 2017)- Indian Institute of Banking & Finance.
- 2. Sinha, Madhu. Financial Planning: A Ready Reckoner July 2017, McGraw Hill.
- 3. Halan, Monika, Lets Talk Money: You've Worked Hard for It, Now Make It Work for You, July 2018 Harper Business.
- Pandit, Amar The Only Financial Planning Book that You Will Ever Need, Network 18 Publications Ltd.

Semester II

2.6 SEC (Skill Enhancement Courses)

• •	Einspeiel Accounting Daney II
Course Title	Financial Accounting Paper-II
Course Credits	2
Course Outcomes	After going through the course, learners will be able
	To create awareness about regular accounting of Not-for- Profit Organizations.
	• To acquire working knowledge about treatment in respect of accounts to be prepared from incomplete records.
Module 1 (Credit 1) Accounting for Not-for-Profit Organization
Learning Outcomes	After learning the module, learners will be able
Outcomes	• To know the basic accounting terms and concepts relating to Non- Trading Concerns.
	• To recognize the difference between the accounts of Non- Trading Concern and Commercial Organization.
	 To enable the students to prepare books of accounts of Non- Trading Concerns.
Content Outline	Theory: Meaning of not for Profit Organization, Procedure of preparation of an Income and Expenditure Account and Balance Sheet from Receipts and Payment Account, Preparation of a Receipts and Payment Account from an Income And Expenditure Account.
	Problems on:
	Practical Problems based on preparation of Receipts and Expenditure Accounts and Balance sheet of a Professionals like Doctors, Chartered Accountants, Architects etc.
Module 2 (Credit 1) Accounting from Incomplete Records
Learning Outcomes	After learning the module, learners will be able
	To understand the concept of Single Entry System.
	• To recognize the difference between Double Entry and Single Entry system of maintenance of accounts

	• To wise up the students about how to give the accounting treatment in books of accounts under Single Entry System.
	• To enable the students to solve sums on Conversion of Single Entry records into Doubt Entry System of accounting.
Content Outline	Theory: Introduction to Single Entry System and its Limitations
	Problems on: Ascertainment of Profit, Conversion of Single Entry records into Doubt Entry, Preparation of Final Accounts of Proprietary Trading Concern (Conversion Method).

Comprehensive Continuous Evaluation (CCE):

Sr. No	Assignments/Activities
1	Written Test/ Assignment / Project Report/ Quiz/Debate
2	Group Discussion / Case Study
3	PPT Presentations/Seminars/Workshop/ Any other innovative methods
	Total – 50 Marks

Only Internal – 50 marks

External: There will be no external for this subject

Reference Books:

- Bhalla Kapilehwar (2020), Advanced Accounting, Tata McGraw Hill Publication, New Delhi.
- Shukla and Grewal (2018), Advanced Accountancy-Vol. 1 & 2, S. Chand Publication, New Delhi.
- 3. Gupta R. L. (2018), Advanced Accountancy, S. Chand, New Delhi
- 4. Haniff and Mukherjee (2019), Modern Accountancy (II), MC Graw Hills, New Delhi.
- 5. Jawahar Lal (2018), Financial Accounting, S. Chand & Co., New Delhi.

Semester II

2.6 SEC (Skill Enhancement Courses)

Course Title	Advanced Excel
Course Credits	2
Course Outcomes	After going through the course, learners will be able to
	 Use Microsoft Excel to create personal and/or business spreadsheets following current professional and/or industry standards. Use critical thinking skills to design and create spreadsheets. Communicate in a business setting using spreadsheet vocabulary To create dynamic reports by mastering one of the most popular tools in excels - PivotTables, Pivot chart, If, Vlookup, Index, and Match etc. Have skills of interpreting the result of data analysis and understanding limitation and relevance of applied methods.
Module 1 (Credit 1) Advanced Excel
Learning	After learning the module, learners will be able to
Outcomes	 Use advanced functions and productivity tools to assist in developing worksheets Manipulate data lists using Outline and Autofilter Use Consolidation to summarise and report results from multiple worksheets Record repetitive tasks by creating Macros Use Hyperlinks to move around worksheets Use goal seeking to determine the values required to reach a desired result Use the macro recorder to create a variety of macros learn how to use different functions in Excel to perform data analytics tasks, including sorting and filtering, lookup functions, and conditional formatting

Content Outline	Advanced Excel
	Conditional Formatting
	Data Sorting
	Advance Filter
	Data Consolidation
	Data Validation
	Data Table
	Gol Seek
	Scenario Manager
	Text to Column
	Sub Total
	Paste Special
	Protection
	Macros
	Formula Auditing
	Define Name
	Insert Slicer
	Insert Time Line
	Formula Building
	MIS Report
Module 2 (Credit 1 Analysis) Fundamentals of Data Analysis and Powerful Data
Learning	After learning the module, learners will be able to
Outcomes	Apply Excel tools and formulas to transform and
	structure data.
	Create pivot tables to slice and dice your data.
	Visualize data with pivot charts and Excel Charts.
Content Outline	
Content Outline	Fundamentals of Data Analysis
	Instant Data Analysis
	Sorting Data by Color
	Slicers
	Flash Fill
	Powerful Data Analysis-I
	PivotTable Recommendations
	Data Model
	Power Pivot
	External Data Connection
	External Data ConnectionPivot Table Tools

P	owerful Data Analysis-II
	Power View Visualizations Pie Charts Additional Features Power View in Services Format Reports Handling Integers Templates Inquire Workbook Analysis Manage Passwords File Formats Discontinued Features

Internal – 50 marks

External: There will be no external for this subject

Comprehensive Continuous Evaluation (CCE):

- The internal Assignment and Lab Manuals testing should be continual and spread over the semester of 25 Marks
- Practical Exam of 25 Marks (Answer any 2 question out of 4, each question will be of 10 marks + Viva of 5 Marks)

References:

A. Essential Reading

- 1. "Microsoft Excel 365 Bible: The Comprehensive Tutorial Resource": M Alexander, Wiley
- "Excel Macros For Dummies": Michael Alexander, John Wiley & Sons (14 July 2015)

B. Additional Reading

- 1. "Advanced Excel for Scientific Data Analysis": Robert De Levie, Oxford University Press
- 2. "Advanced Excel Reporting for Management Accountants": Neale Blackwood, Wiley

Course Syllabus

Semester I

2.7 AEC (Ability Enhancement Courses)

Course Title	Business English -II
Course Credits	2
Course Outcomes	After going through the course, learners will be able to
	• Write letters of inquiry and letters placing orders.
	• Will have practical knowledge of writing letters of complaint and replying to them.
Module 1(Credit 1)) Letters of Enquiry and Order
Learning	After learning the module, learners will be able to
Outcomes	 Understand Enquiries, their process, and how to handle them. Understand the process of placing orders and replying to letters of Orders.
Content Outline	 Theory of writing letters of Enquiry, letters of Order Writing letters of Enquiry, replies to Enquiries, letters placing Orders, and replies to Orders.
Module 2(Credit 1)) Letters of Complaint and Adjustment
Learning	After learning the module, learners will be able to
Outcomes	 Understand letters of complaint during day-to- day business activity. Write letters of Complaint and Adjustment.
Content Outline	Theory of Letters of Complaint and Adjustment.Writing letters of Complaint and Adjustment

Assignments/Activities towards Comprehensive Continuous Evaluation (CCE) :

Internal – 50 Marks

External: There will be no external for this subject

References

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- 1) Business Communication-Urmila Rai and S.M Rai, Himalaya Publishing House
- 2) *Principles and Practices of Business Communication.* Aspi Doctor and Rhoda Doctor. Sheth Publishers
- 3) *Modern Business Correspondence.* Gartside, L.E., McDonald and Evans Ltd., Plymouth
- 4) Business Communication. Kaul, Prentice Hall, India
- 5) *Communication for Results.* Fruchling, Rosemary T. Joan M. Lacombe Delhi: AITBS Publishers & Distributors.

Semester II

2.7 AEC (Ability Enhancement Courses)

Course Title	Digital Skills
Course Credits	2 Credits
Course Outcomes	 After going through the course, learners will be able to : Build an understanding of the fundamental concepts of computer networking. Understand basic taxonomy and terminology of the computer networking area. Understand advanced networking concepts. Gain expertise in some specific areas of networking such as the design and maintenance of individual networks equips with various skills including threat detection and analysis, Cyber Security, protect ourselves and digital assets, and risk management
Module 1 (Credit 1) Computer Networking and Cyber Laws and Ethics	
Learning Outcomes	 After learning the module, learners will be able to Build an understanding of the fundamental concepts of computer networking. Familiarize the student with the basic taxonomy and terminology of the computer networking area. Introduce the student to advanced networking concepts, preparing the student for entry Advanced courses in computer networking. Allow the student to gain expertise in some specific areas of networking such as the design and maintenance of individual networks.
Content Outline	COMPUTER NETWORKING
	 Networking and its Advantages How Data is Transmitted Types of Networking (Client Server, Peer to Peer, Personnel) Network and its Advantage

	Classification of Networks
	Components of Network Types of Servers
	Types of ServersWorkstation
	 Advantages and Disadvantages of Client Server
	Database
	 Netware (Dedicated and Non Dedicated NetWare)
	Login & Logout
	Coaxial Cables, Twisted pair and Fiber Optics
	Different ways of Communication Devices used for
	CommunicationLAN, WAN & MAN, SAN, Internet and Intranet
	 LAN, WAN & MAN, SAN, Internet and Intranet Bus, Ring, Star Topologies
	Wireless Networking
	CYBER LAWS AND ETHICS
	Moral, Ethics and Law
	• Ethics Culture and ethics for computer users,
	professionals and business
	Need of Cyber Security
	Major Security problems
	Information Service
	Code and guidelines of ethics
	• Introduction to cyber laws and IT Act of India 2000
	Digital Signature, Electronic Records
	Security, Privacy and Control
	Intellectual Property Rights
Learning	After learning the module, learners will be able to
Outcomes	Familiarize with internet and how which will help
	them in their academics
	Understand basics of the Internet Programming.
	 Learn complexity of sending messages over the
	Internet
	 Learn surfing, browsing, emailing, attaching document, chatting, documenta and
	document, chatting, downloading attachments and changing passwords

	Understand the importance of E-Commerce
Content Outline	INTERNET
	 What is Internet ? and its Advantage and Disadvantages Minimum Hardware and Software Requirement for internet Connection Role of Modem in Internet Websites & ISPN Browsing and Surfing Downloading Pictures and Text E-mailing Creating Accounts, Attachments and Changing Passwords Chatting
	E-COMMERCE
	 Introduction to E-Commerce Advantages and Disadvantages of E-Commerce E-Commerce Trade Cycle E-Commerce Future Scope of E-Commerce

Assignments/Activities towards Comprehensive Continuous Evaluation (CCE)

Sr. No	Assignments/Activities
1	Written Test/ Assignment / Project Report/ Quiz/Debate
2	Group Discussion / Case Study
3	PPT Presentations/Seminars/Workshop/ Any other innovative methods
	Total – 50 Marks

Internal – 50 Marks

External: There will be no external for this subject

References

- 1. Goleman, D. (2000). Working with Emotional Intelligence, Bantam Books, New York, NY.
- 2. Goleman, D. (2011). The Brain and Emotional Intelligence: New Insights.
- 3. Bar-On, R., & Parker, J.D.A. (Eds.) (2010). The Handbook of Emotional Intelligence. Jossey Bass
- 4. Goleman, D. (2013). Leadership: The Power of Emotional Intelligence.
- Goleman, D. & Cherniss, C. (2011). The Emotionally Intelligent Workplace. John Wiley & Sons Inc.
- 6. Goleman, D., Boyatzis, R. & McKee, A. (2002). Primal Leadership: Realizing the Power of Emotional Intelligence. Harvard Business School Pr.
- Bhattacharya, Mousumi & Sengupta. (2007). Emotional Intelligence Myth or Reality, Excel Books, New Delhi.

Semester II

2.7 AEC (Ability Enhancement Courses)

Course Title	Emotional Intelligence at Workplace
Course Credits	2 Credits
Course Outcomes	After going through the course, learners will be able to
	Have deep understanding of the concept of emotional intelligence and its role in managing organizations effectively.
	Develop emotional competencies to enhance managerial skills.
	• Assess and apply techniques of emotional intelligence at workplace.
Module 1 (Credit 1) Fundamentals of Emotional Intelligence
Learning	After learning the module, learners will be able to
Outcomes	• Define emotional intelligence and identify the significance of emotional intelligence.
	• Develop and apply the techniques of emotional intelligence.
Content Outline	Fundamentals of Emotional Intelligence
	 Introduction to Emotional Intelligence (EI) – Concept EI, EQ and IQ, Nature and Scope of Emotional Intelligence, Importance of Emotional Intelligence, Emotional Competence Framework - Components of Emotional Intelligence.
	• Models of Emotional Intelligence – Ability based Model, Trait Model, Mixed Model of Emotional Intelligence.
Module 2 (Credi Intelligence	t 1) Measurement and Application of Emotional
	After learning the module, learners will be able to

Learning Outcomes	Gain insights on techniques to assess emotional intelligence.
	• Apply emotional intelligence to foster organizations with effective leaders and teams.
Content Outline	Measurement and Application of Emotional Intelligence
	• Measurement of Emotional Intelligence – Measuring Emotional Intelligence, Strategies to develop and enhance Emotional Intelligence.
	Application of Emotional Intelligence at Workplace Building EI organization, developing Emotionally Intelligent Leadership, EI for teams

Assignments/Activities towards Comprehensive Continuous Evaluation (CCE)

Sr. No	Assignments/Activities
1	Written Test/ Assignment / Project Report/ Quiz/Debate
2	Group Discussion / Case Study
3	PPT Presentations/Seminars/Workshop/ Any other innovative methods
	Total – 50 Marks

Internal – 50 Marks

External: There will be no external for this subject

References

- 1. Goleman, D. (2000). Working with Emotional Intelligence, Bantam Books, New York, NY.
- 2. Goleman, D. (2011). The Brain and Emotional Intelligence: New Insights.
- 3. Bar-On, R., & Parker, J.D.A. (Eds.) (2010). The Handbook of Emotional Intelligence. Jossey Bass
- 4. Goleman, D. (2013). Leadership: The Power of Emotional Intelligence.
- Goleman, D. & Cherniss, C. (2011). The Emotionally Intelligent Workplace. John Wiley & Sons Inc.

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- 6. Goleman, D., Boyatzis, R. & McKee, A. (2002). Primal Leadership: Realizing the Power of Emotional Intelligence. Harvard Business School Pr.
- Bhattacharya, Mousumi & Sengupta. (2007). Emotional Intelligence Myth or Reality, Excel Books, New Delhi.

Semester II

2.8 Value Education Courses (VEC)

Course Title	Fundamentals of Corporate Social Responsibility in India
Course Credits	2 Credits
Course Outcomes	After going through the course, learners will be able to
	• Understand the concept of Corporate Social Responsibility, its significance and importance in India.
	• Take part in philanthropic causes and provide positive social values.
Module 1 (Credit 1) Corporate Social Responsibility
Learning	After learning the module, learners will be able to
Outcomes	Create a culture built on doing good.
	Understand the legalities pertaining to CSR.
Content Outline	 Corporate Social Responsibility – Concept, Role and Importance, Scope, Relevance of Corporate Social Responsibility (CSR) in India.
	 Models, Philanthropy, Drivers, Legal Provisions and Future of CSR, NGOs and Agencies Role, Integrating CSR
Module 2 (Credit 1) Challenges and Impact of CSR
Learning Outcomes	After learning the module, learners will be able to
Outcomes	• Create a positive impact on society and deliver values, whether social, environmental or economic.
	• Take decisions related to business which would not only maximize profit, but also serve and protect the rights and interest of other members of society like consumers, workers and community as a whole.

Content Outline	 Challenges and Impact of CSR on Stakeholders - Shareholders, Creditors and Financial Institutions, Government, Consumers, Employees and Workers, Local Community and Society
	 CSR and Environment, CSR and Sustainable Development and Factors influencing CSR Policy -Triple Bottom Line - Role of HR Professionals in CSR

External – 50 Marks

References

- 1. Sharma J.P., Corporate Governance, business ethics and CSR, Ane Books Pvt Ltd, New Delhi
- 2. Blowfield M., and Murray A., Corporate Responsibility, Oxford University Press.
- 3. Kotler P. and Lee N., CSR: doing the most good for Company and your cause, Wiley.
- 4. Beeslory, Michel and Evens, CSR , Taylor and Francis.
- 5. Banerjee S., CSR: the good, the bad and the ugly, Edward Elgar Publishing.
- 6. Perrini F., Stefano and Tencati A., Developing CSR- A European Perspective, Edward Elgar Publishing.
- 7. William B. Werther, Jr. David Chandler, Strategic Corporate Social Responsibility, stakeholders' a global environment, Sage Publication.
- 8. Crane, A. Et al., The Oxford handbook of Corporate Social Responsibility, Oxford University Press Inc., New York.
- 9. Crane A., Matten D., Spence L., Corporate Social Responsibility: Readings and Cases in a Global Context, Routledge.
- 10. Chakrabarty B., Corporate Social Responsibility in India, Routledge, New Delhi.

Semester II

2.8 Value Education Courses (VEC)

Course Title	Introduction to Environmental Economics
Course Credits	2
Course Outcomes	After going through the course, learners will be able to
	Recognize the key issues related to Environmental Economics and sustainable development.
	Elucidate the causes and varieties of pollution.
	• Analyze the environmental regulation policies in India.
	Comprehend the different issues associated with the environment
Module 1(Credit Development	1) Environmental Economics and Sustainable
Learning	After learning the module, learners will be able to
Outcomes	Recognize the fundamentals of environmental economics
	 Comprehend the principles of Sustainable Economic Development and SDG goals.
Content Outline	Environmental Economics and Sustainable Development
	 Definition, scope, and importance of Environmental Economics.
	 Interrelationship between Environmental economics and economics.
	 Public Good, Market failures, and externalities
	 Meaning and Concept of Sustainable Development. Measurement of Sustainable Development, Environment, and Sustainable Development.
	 Sustainable Development Goals (SDG)of the United Nations with Reference to the Environment.

Module 2 (Credit)	Environmental Issues and Environmental Policy
Learning Outcomes	 After learning the module, learners will be able to Clarify the meaning, source, types, causes, and impact of Pollution on economy Analyze the policies involved in meeting the challenges of climate change. Discuss the different issues pertaining to the environment.
Content Outline	 Climate change and global warming, Green House Effect, ACID rain, Deforestation and Environmental problems, Agricultural Development and Environmental Problems. Pollution- Meaning, sources of pollution, types of pollution, and their status in India Causes of pollution and its effects on economic decisions. Environmental Regulation and policies- central, state, and localgovernment in India.

External – 50 Marks

References

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- 2) DM Karpagam, Kindle (2019) Environmental Economics: (2019)
- 3) Sengupta, R. (2013): Ecological Limits and Economic Development: Creating Space, Oxford University Press, New Delhi.
- 4) Muthukrishnan, S. (2010): Economics of Environment, PHI Learning Private Ltd, NewDelhi
- 5) Arrow, K.J., and P. Dasgupta, I.H. Goulder, K.J. Mumford and K. Oleson (2012): "Sustainability and Measurement of Wealth", Environment and Development Economics, 17(3):317-53.
- 6) Bhattacharya Rabindranath,(2002) Environmental Economics: An Indian Perspectivepaperback, , Kindle
- 7) J. and A.D. Zeeuw (Ed.) (2002): Recent Advances in Environmental Economics, Edward Elgar, Cheltenham, U.K. 10.