

 ANDHRA PRADESH STATE COUNCIL OF HIGHER EDUCATION	
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Model Syllabus for 4-Year UG Honours in B.Com. (General) as Major in consonance with Curriculum framework w.e.f. AY 2025-26

COURSE STRUCTURE

Year	Semester	Course	Title of the Course		No. of Hrs /Week	No. of Credits
I	I	1	Financial Accounting I		4	4
		2	Business Organisation and Management		4	4
	II	3	Financial Accounting II		4	4
		4	Business Economics		4	4
II	III	5	Advanced Accounting		4	4
		6	Business Statistics		4	4
		7	Banking Theory & Practice		4	4
	IV	8	Corporate Accounting		4	4
		9	Cost and Management Accounting		4	4
		10	Business Laws		4	4
III	V	11	Entrepreneurship and Startups		4	4
		12 A	Computerised Accounting with Tally		3	3
			Computerised Accounting with Tally Practical		2	1
		OR				
		12 B	Retail Marketing		4	4
		13 A	Goods and Services Tax		4	4
			OR			
		13 B	Services Marketing		4	4

Year	Semester	Course	Title of the Course	No. of Hrs /Week	No. of Credits
III	VI	14 A	Auditing	4	4
		OR			
		14 B	Financial Institutions and Markets	4	4
		15 A	Income Tax	4	4
		OR			
		15 B	Financial Planning	4	4
IV	VII	16	Accounting for Service Organisations	4	4
		17	Indian Accounting Standards	4	4
		18	Financial Reporting	4	4
	VIII	19	Advanced Cost & Management Accounting	4	4
		20	Forensic Accounting	4	4
		21	Contemporary Issues in Accounting	4	4

Note: In the III Year (during the V and VI Semesters), students are required to select a pair of electives from one of the **Two** specified domains. **For example:** if set '**A**' is chosen, courses **12 to 15** to be chosen as **12 A, 13 A, 14 A and 15 A**. To ensure in-depth understanding and skill development in the chosen domain, students must continue with the same domain electives in both the V and VI Semesters.

SEMESTER-I

COURSE 1: FINANCIAL ACCOUNTING I

Theory	Credits: 4	4 hrs/week
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Course Objectives

After completion of the course, the student will be able to:

- Understand and explain the foundational principles, concepts, and process of accounting, including classification and rules of debit and credit;
- Record and process business transactions through journals, ledgers, subsidiary books, and correct errors through rectification entries;
- Apply and compare different methods of depreciation and amortisation to account for asset value reduction;
- Identify and distinguish between provisions and reserves and apply their treatment in final accounts with suitable adjustments; and
- Prepare accurate final accounts (Trading, Profit & Loss, and Balance Sheet) incorporating necessary adjustments.

Course Outcomes(COs)

Upon successful completion of this course, students will be able: to

CO1: understand the basic concepts of financial accounting;

CO2: analyse the accounting process;

CO3: enable the students to understand the various methods of depreciation and its calculation;

CO4: examine the impact of provisions and reserves on profitability of business;

CO4: workout with final accounts and assess the financial position of the concern.

SYLLABUS

Unit – I: Introduction

Meaning– Definitions -Objectives – Functions – Bookkeeping and Accounting – Branches of Accounting - Advantages and Limitations –GAAP- Accounting Concepts and Conventions – Accounting Cycle- Double Entry Accounting System- Classification of Accounts - Debit and Credit Rules. (Theory)

Unit – II: Accounting Process

Journal –Ledger – Subsidiary Books- Single, Double and three Column Cash Book-Preparation of Trial Balance- Rectification of Errors (Including Problems)

Unit – III: Depreciation & Amortisation

Meaning and Causes of Depreciation & Amortisation – Depreciation Vs Amortisation- Methods of Depreciation: Straight Line – Written Down Value – Annuity and Depletion Method (Including Problems).

Unit – IV: Provisions and Reserves

Provisions and Reserves – Meaning – Objectives – Types of Provisions and Reserves – Differences between Provisions and Reserves – Accounting Treatment – Journal Entries – Adjustment in Final Accounts – Impact on Profit – (Including Problems).

Unit – V: Final Accounts

Preparation of Trading Account, Profit & Loss Account and Balance Sheet with adjustments (Including Problems)

Activities

- Quiz on accounting principles, concepts, and classification of accounts.
- Assignment on classification of accounts and journal entries.
- Group activity: calculation of problems on depreciation using different methods.
- Comparative presentation of Depreciation and Amortisation.
- Field-based report: Collect and analyse final accounts of a local business.

References:

1. Ranganatham, G., & Venkataramaiah, M. (n.d.). *Financial accounting*. New Delhi: S. Chand Publications.
2. Jain, S. P., & Narang, K. L. (n.d.). *Accountancy*. Ludhiana: Kalyani Publishers.
3. Arulanandam, M. A. (n.d.). *Advanced accountancy*. Mumbai: Himalaya Publishing House.
4. Goyal, V. K. (n.d.). *Financial accounting*. New Delhi: Excel Books.
5. Tulsian, P. C. (n.d.). *Accountancy–I*. New Delhi: Tata McGraw Hill Publishing Co.

SEMESTER-I

COURSE 2: BUSINESS ORGANIZATION AND MANAGEMENT

Theory	Credits: 4	4 hrs/week
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Course Objectives

After completion of the course, the student will be able to:

- Acquire conceptual knowledge of business and the formation of various business organizations;
- Provide insights into mergers, acquisitions, CSR practices and quality management concepts ;
- Develop understanding of key management functions;
- Understand motivation and leadership theories; and
- Understand line and staff relationships and gain insights into the control process.

Course Outcomes (COs)

Upon successful completion of this course, students will be able to:

CO1: Identify and differentiate various forms of business organisations including P4 models and franchising systems.

CO2: Analyse the impact of business environment factors like mergers, acquisitions, and CSR on organisational sustainability.

CO3: Demonstrate knowledge of key managerial functions including planning, delegation, decision-making, and organisational structure.

CO4: Apply motivation and leadership theories to workplace scenarios and assess their implications on employee performance.

CO5: Develop foundational skills in business analysis using tools such as SWOT, TQM, and quality circles.

SYLLABUS

Unit I: Business: Forms of Business Organization - Sole Proprietorship, Partnership, Joint Stock Companies & Co-operatives and their Characteristics, relative merits and demerits, Difference between Private and Public Company, Concept of One Person Company, Public- Private-People-Partnership Model (P4), Franchising, Business Chains.

Unit II: Business Environment:

Mergers and Acquisitions- Business Takeovers- Corporate Social Responsibility (CSR)-examples with reference to AP state, Concept of Quality- Total Quality Management (TQM)- 6 Sigma. Kizen, Quality Circles.

Unit III: Management:

Functions of Management- planning- SWOT analysis – Short-term & Long-term Planning- Decision Making- Delegation of authority- Decentralisation- Departmentation.

Unit IV: Motivation:

Maslow's Need Hierarchy Theory- Theory X and Theory Y -McClelland's Need for Achievement Theory- Leadership concept- Styles of Leadership -Theories of leadership: Traits theory, Behavioural Leadership Theory, **Situational Leadership Theory**.

Unit V: Staffing

Line and staff relationship - Control: meaning and importance- process of control-control techniques- budgetary control.

Activities:

- Assignment on business organizations and modern business.
- Group Discussion on factors that influence plant location
- Seminars on different topics related to Business organization
- Case studies of successful corporate/business heroes.

Reference Books:

1. Gupta, C. B. (2014). *Business organisation*. Mayur Publication.
2. Singh, B. P., & Chhabra, T. N. (2014). *An introduction to business organisation & management*. Kitab Mahal.
3. Sherlekar, S. A., & Sherlekar, V. S. (2000). *Modern business organization & management: Systems approach*. Himalaya Publishing House.
4. Bhushan, Y. K. (Year Unknown). *Business organization*. Sultan Chand & Sons. (Please insert the year if available.)
5. Prakash, J. (Year Unknown). *Business organisation and management* (Hindi and English ed.). Kitab Mahal Publishers.

SEMESTER-II
COURSE 3: FINANCIAL ACCOUNTING II

Theory	Credits: 4	4 hrs/week
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Course Objectives:

This course is designed to enable students to achieve the following objectives:

- Understand consignment accounts.
- Evaluate different methods of joint ventures accounting.
- Familiarise with the preparation of accounts in non-profit organizations.
- Acquaint with preparation of partnership deed and treatment of various accounts.
- Give practical insights on partnership accounts which; admission, retirement, death and dissolution.

Course Outcomes (COs):

Upon successful completion of this course, students will be able to:

CO1: Analyse the various accounts related to consignment business.

CO2: Prepare accounts of joint ventures under different methods.

CO3: Understand the preparation of receipts and payment, income and expenditure accounts;

CO4: To explore the essence of partnership deed and preparation of accounts in partnership;

CO5: Apply accounting procedures for partner's death, firm dissolution, and insolvency, including the Garner v. Murray Rule.

SYLLABUS

Unit I: Bills of Exchange

Meaning of Bill – Features of Bill – Parties in the Bill – Discounting of Bill – Renewal of Bill – Entries in the Books of Drawer and Drawee (Including Problems).

Unit-II: Consignment Accounts

Consignment - Features - Proforma Invoice - Account Sales – Del-credere Commission - Accounting Treatment in the Books of Consigner and Consignee - Valuation of Closing Stock - Normal and Abnormal Losses (including Problems).

Unit-III: Joint Venture Accounts

Joint Venture - Features - Difference between Joint-Venture and Consignment – Accounting Procedure – Methods of Keeping Records—One Vendor Keeps the Accounts and Separate Set off Books Methods (including Problems).

Unit IV: Partnership Accounts-I

Meaning – Partnership Deed - Fixed and Fluctuating Capitals Accounting Treatment of Goodwill – Admission, Retirement (including problems).

Unit V: Partnership Accounts-II:

Death of a Partner - Dissolution of a Partnership Firm – Application of Garner v/s Murray Rule in India – Insolvency of Partners (including problems)

Activities:

- Visit a local consignment agency to collect and analyze real samples of proforma invoices and account sales statements.
- Prepare a comparative chart highlighting key differences between consignment and joint venture transactions, roles, and accounting procedures.
- Draft Receipts & Payments Account and Income & Expenditure Account using simulated or real data from a non-profit organization.
- Conduct interviews or field interaction with office bearers of a local non-profit organization to understand their accounting practices and compliance with Sec 8.
- Group activity to draft a model partnership deed, including clauses on profit sharing, admission, retirement, and treatment of goodwill.

References:

1. Ranganatham, G., & Venkata Ramanaiah, M. (2019). *Financial accounting*. New Delhi: S. Chand Publications.
2. Gupta, R. L., & Gupta, V. K. (2022). *Principles and practice of accounting* (18th ed.). New Delhi: Sultan Chand & Sons.
3. Reddy, T. S., & Murthy, A. (2022). *Financial accounting* (Revised ed.). Chennai: Margham Publications.
4. Jain, S. P., & Narang, K. L. (2023). *Advanced accountancy – Vol. I* (Latest ed.). Ludhiana: Kalyani Publishers.
5. Maheshwari, S. N., & Maheshwari, S. K. (2021). *Introduction to accountancy* (12th ed.). New Delhi: Vikas Publishing House.

SEMESTER-II
COURSE 4: BUSINESS ECONOMICS

Theory	Credits: 4	4 hrs/week
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Course Objectives:

This course is designed to enable students to achieve the following objectives: to

- Understand and explain the meaning, nature, and scope of Business Economics along with the interface between Micro and Macro Economics.
- Analyze consumer demand, its determinants, and apply the law of demand and elasticity concepts in real-world scenarios.
- Evaluate production processes, cost structures, and apply break-even analysis for effective business decision-making.
- Identify and differentiate between various market structures and assess pricing and competition strategies in each.
- Interpret the components and measurement methods of national income and understand challenges in economic data analysis.

Course Outcomes (COs):

Upon successful completion of this course, students will be able to:

CO1: Understand the nature and scope of business economics and distinguish between micro and macroeconomics.

CO2: Analyse demand, elasticity, and consumer behaviour for business decision-making.

CO3: Apply production and cost concepts, including break-even analysis, to assess viability.

CO4: Differentiate market structures and explain price-output determination under perfect competition.

CO5: Understand national income concepts and evaluate the impact of structural reforms and macro indicators.

SYLLABUS

Unit-I: Introduction

Meaning and Definitions of Business Economics - Nature and Scope of Business Economics - Micro and Macro Economics, differences and their Interface.

UNIT-II: Demand Analysis

Meaning and Definition of Demand, Determinants of Demand. Demand Function, Law of Demand, Demand Curve, Exceptions to Law of Demand. Elasticity of Demand, Measurement of Price Elasticity of Demand.

UNIT – III: Production, Cost and Revenue Analysis

Concept of Production Function, Law of Variable Proportions, Law of Returns to Scale. Classification of Costs – Short run Vs Long run cost-Average cost, marginal cost, Break - Even Analysis -advantages and applications

UNIT-IV: Market Structure

Concept of Market – Classification of Markets. Characteristics of Perfect Market& Imperfect Market (Monopoly)

UNIT-V: National Income and Structural Reforms

Meaning – Definition - Concepts of National Income – GDP - Measurement of National Income -Components of National Income-Problems in Measuring National Income.

Activities

- Compare Micro and Macro Economics with business examples
- Conduct a price-demand survey and draw a demand curve.
- Provide hypothetical cost and revenue data for a start-up or product. Calculate break-even point using hypothetical business data.
- Simulate different market structures and pricing strategies.

References:

- 1 Aryasri and Murthy- Business Economics - Tata Mc Graw Hill.
- 2 H.L Ahuja - Business Economics - Sultan Chand & Sons.
- 3 S. Sankaran - Business Economics - Margham Publications.
- 4 P.C. Chopra - Business Economics –Kalyani Publications.
- 5 Deepa Sree - Business Economics - Himalaya Publishing House

SEMESTER-III
COURSE 5: ADVANCED ACCOUNTING

Theory	Credits: 4	4 hrs/week
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Course Objectives

This course is designed to enable students to achieve the following objectives:

- Understand the basic principles and procedures of single entry system of accounting
- Deal with branch accounting
- Identify and analyse banking company accounts.
- Record and prepare final accounts for insurance companies in accordance with IRDA regulations;
- Examine the various accounts of non-profit organizations..

Course Outcomes:

Upon successful completion of this course, students will be able to:

CO1: Reconstruct financial statements from incomplete records using logical accounting procedures.

CO2: Prepare branch accounts using cost price, invoice price, and debtor system methods.

CO3: Prepare banking company accounts with schedules as per regulatory norms.

CO4: Prepare revenue accounts and balance sheets for life and general insurance companies.

CO5: Prepare accurate financial statements for non-profit organizations and interpret financial performance and position.

SYLLABUS

Unit-I: Accounting for Incomplete Records

Incomplete Records – Features – Differences between Single Entry and Double Entry – Limitations – Ascertainment of Profit using Statement of Affairs Method (Including Problems)

Unit-II: Accounting for Non-Profit Organisations

Non-Profit Organisations – Features – Provisions of Section 8 of Companies Act 2013- Books Maintained – Receipts and Payments Account – Income and Expenditure Account – Balance Sheet – Special Items: Subscription, Donations, Legacies, Entrance Fees – Capital and Revenue Items – Accounting Principles (including Problems).

UNIT-III: Branch Accounting

Branches – Types of Branches – Dependent Branches – Debtors System – Stock and Debtors System – Branch Accounts at Cost Price and Invoice Price – Independent Branches (including Problems).

Unit-IV: Accounting for Banking Companies

Banking Companies – Legal Framework – Banking Regulation Act, 1949 – Final Accounts of Banking Companies – Profit and Loss Account – Balance Sheet with Schedules (including Problems).

Unit-V: Insurance Company Accounts

Insurance Companies – Life and General Insurance – IRDA Guidelines – Preparation of Revenue Account, Profit & Loss Account and Balance Sheet of Life Insurance Companies (including Problems).

Activities

- Prepare reconstructed final accounts from incomplete records using a given data set.
- Solve problems on dependent and independent branch accounting using ledger accounts and adjustment entries.
- Draft financial statements for a simulated banking company using RBI-prescribed format.
- Analyze the annual reports of real insurance companies and identify accounting components.
- Visit a local NGO and collect data to prepare a sample Receipts & Payments Account and Income & Expenditure Account.

References:

1. Gupta, C. B. (2014). *Business organisation*. Mayur Publication.
2. Singh, B. P., & Chhabra, T. N. (2014). *An introduction to business organisation & management*. Kitab Mahal.
3. Sherlekar, S. A., & Sherlekar, V. S. (2000). *Modern business organization & management: Systems approach*. Himalaya Publishing House.
4. Bhushan, Y. K. (2003). *Business organization*. Sultan Chand & Sons.
5. Prakash, J. (2011). *Business organisation and management* (Hindi and English ed.). Kitab Mahal Publishers.

SEMESTER-III
COURSE 6: BUSINESS STATISTICS

Theory	Credits: 4	4 hrs/week
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Course Objectives:

This course is designed to enable students to:

- Understand and be able to collect and present data in the most refined and relevant manner pertaining to the research
- Enable students to understand, different measures of central tendency.
- Develop the ability to compute and interpret various measures of dispersion.
- Compute skewness
- Establish the relationship between two variables by using measures of relations

Course Outcomes (COs)

Upon successful completion of this course, students will be able to:

CO1: Understand the basic concepts and significance of statistics, and present data using classification, tabulation, and graphical methods.

CO2: Compute and interpret various measures of central tendency to analyze datasets effectively.

CO3: Apply measures of dispersion to evaluate variability and consistency in data.

CO4: Analyze data distribution using skewness measures and interpret asymmetry in datasets.

CO5: Evaluate relationships between variables using correlation techniques like Pearson's and Spearman's methods.

SYLLABUS

Unit I: Introduction to Statistics

Definition, Importance, Characteristics, and Limitations of Statistics – Classification and Tabulation of Data – Construction of Frequency Distribution Tables – Diagrammatic and Graphical Representation of Data (Bar Diagrams, Pie Charts, Histogram, Frequency Polygon, Ogive curves) – (Including problems)

Unit II: Measures of Central Tendency

Types of Averages – Characteristics of an Ideal Average – Computation and Application of Mean, Median, Mode – Median-based Averages – Geometric Mean – Harmonic Mean – (Including problems)

Unit III: Measures of Dispersion

Concept and Properties of Dispersion – Absolute vs. Relative Measures – Types: Range, Quartile Deviation (Semi-Inter-quartile Range), Mean Deviation, Standard Deviation – Coefficient of Variation (Including problems)

Unit IV: Skewness

Meaning and Importance of Skewness – Absolute and Relative Measures – Karl Pearson's, Bowley's, and Kelly's Coefficients of Skewness (Including problems)

Unit V: Measures of Relation

Correlation: Concept, Need, and Uses – Types of Correlation – Karl Pearson's Correlation Coefficient – Interpretation using Probable Error – Spearman's Rank Correlation – (Including problems)

Activities:

- Organize student-led seminars and quizzes on statistical concepts.
- Collect and interpret demographic and economic statistics of local areas (village/town/district).
- Participate in government-led statistical experiments (e.g., crop-cutting surveys).
- Practice statistical functions and data visualization using MS Excel.
- Prepare questionnaires and conduct sample surveys.

References :

1. Reddy, C. R. (1994). *Business statistics*. Deep & Deep Publications.
2. Gupta, S. P. (1992). *Statistical methods*. Sultan Chand & Sons.
3. Kapoor, V. K. (2018.). *Statistics: Problems and solutions*. Sultan Chand & Sons.
4. Elhance, D. N. (2017). *Fundamentals of statistics*. [Sultan Chand & Sons].
5. Vittal, P. R. (2018). *Business statistics*. Margham Publications.

SEMESTER-III
COURSE 7: BANKING THEORY AND PRACTICE

Theory	Credits: 4	4 hrs/week
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Course Objectives

This course is designed to enable students to:

- Understand the fundamental concepts, types, and regulatory framework of commercial and specialized banks.
- Explore innovations in banking systems and evaluate the use of digital and electronic banking services.
- Identify and differentiate various types of banks in India and understand their roles in financial services and development.
- Examine the legal and operational relationships between bankers and customers, including compliance norms and payment systems.
- Understand the roles, responsibilities, and legal protections of collecting and paying bankers, including digital payment systems.

Course Outcomes:

Upon successful completion of this course, students will be able to:

CO1: Understand the meaning, functions, and credit creation role of commercial banks along with the role of RBI in the Indian banking system.

CO2: Identify and evaluate different banking systems and recent innovations in e-banking, including RTGS, NEFT, and mobile banking.

CO3: Distinguish among various types of banks including commercial banks, cooperative banks, RRBs, SIDBI, NABARD, EXIM Bank, and SFBs.

CO4: Explain the general and special relationships between a banker and customer and comprehend the significance of KYC and eKYC norms.

CO5: Describe the roles, duties, and statutory protections of collecting and paying bankers, and understand modern payment gateway systems.

SYLLABUS

Unit I: Introduction: Meaning & Definition of Commercial Bank – Functions of Commercial Banks –Credit Creation with Examples – RBI and its functions.

Unit II: Banking Systems: Unit Banking, Branch Banking, Investment Banking - Innovations in Banking – E banking - Online and Offshore Banking, Internet Banking - Anywhere Banking - ATMs – RTGS- NEFT – Mobile Banking- Payments Banks.

Unit III: Types of Banks: Types of Commercial Banks – Public Sector Banks and Private Sector Banks-Cooperative Banks, Regional Rural Banks, SIDBI, NABARD - EXIM Bank - Small Finance Banks(SFBs).

Unit IV: Banker and Customer: Meaning and Definition of Banker and Customer – Types of Customers – General Relationship and Special Relationship between Banker and Customer - KYC and eKYC Norms.

Unit V: Collecting Banker and Paying Banker: Concepts - Duties & Responsibilities of Collecting Banker – Holder for Value – Holder in Due Course – Statutory Protection to Collecting Banker - Responsibilities of Paying Banker -Payment Gateways.

Activities:

- Simulate how banks create credit through deposits and loans.
- Analyze features of apps like Paytm, PhonePe, or SBI YONO (e.g., UPI, RTGS, NEFT).
- Compare RRBs, SFBs, NABARD based on year, purpose, and functions.
- Examine customer onboarding procedures and legal aspects of KYC.
- Present on platforms like Razorpay and Google Pay—features, security, and use.

References

1. Sundharam, K. P. M., & Varshney, V. L. (2019). *Banking theory: Law & practice* (21st Revised ed.). Sultan Chand & Sons
2. Santhanam, B. (2012). *Banking theory, law and practice* (5th ed.). Margham Publications.
3. Aryasri, A. R. (2014) *Banking and financial systems*. Tata McGraw-Hill Education India. (*Year not identified*)
4. Vijayaraghavan, V. (2019). *Introduction to banking*. Excel Books.

SEMESTER-IV

COURSE 8: CORPORATE ACCOUNTING

Theory	Credits: 4	4 hrs/week
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Course Objectives (CO):

This course is designed to enable students to:

- Understand the types of share capital and apply correct accounting treatment for issue, forfeiture, and reissue of shares;
- Bring up with the principles and procedures of issue of shares and debentures
- Evaluate goodwill using various valuation methods and apply the same in accounting problems;
- Ascertain the methods of valuation of shares;
- Prepare final accounts of companies as per provisions of the Companies Act, 2013, incorporating relevant adjustments.

Course Outcomes:

Upon successful completion of this course, students will be able to:

CO1: Apply accounting treatment for issue, forfeiture, and reissue of various types of shares including those issued at par, discount, and premium.

CO2: Record and analyze transactions related to the issue and redemption of debentures and issue of bonus shares under different conditions.

CO3: Compute the value of goodwill using various methods such as Average Profit, Super Profit, Capitalization, and Annuity Methods.

CO4: Evaluate the value of shares using Net Assets, Yield Basis, and Fair Value methods for decision-making purposes.

CO5: Prepare final accounts of companies as per the Companies Act, 2013 with adjustments to the Profit and Loss Account and Balance Sheet.

SYLLABUS

Unit I: Accounting for Share Capital

Kinds of Shares – Types of Preference Shares – Issue of Shares at Par, Discount and Premium - Forfeiture and Reissue of Shares (including problems).

Unit II: Issue and Redemption of Debentures and Issue of Bonus Shares

Accounting Treatment for Debentures Issued and Repayable at Par, Discount and Premium - (including problems).

Unit III: Valuation of Goodwill

Need and Methods - Average Profit Method, Super Profits Method – Capitalization Method and Annuity Method (including problems).

Unit IV: Valuation of Shares

Need for Valuation - Methods of Valuation - Net Assets Method, Yield Basis Method, Fair Value Method (including problems).

Unit V: Company Final Accounts

Provisions of the Companies Act, 2013 - Preparation of Final Accounts – Adjustments Relating to Preparation of Final Accounts – Profit and Loss Account and Balance Sheet – (including problems with simple adjustments).

Activities:

- Solve practical problems on the issue, forfeiture, and reissue of shares using real-time scenarios and accounting formats.
- Prepare a simulated ledger and journal entries for the issue and redemption of debentures at par, discount, and premium.
- Conduct a group activity to study bonus share announcements of listed companies and record corresponding accounting treatments.
- Practice valuation of goodwill using various methods (Average Profit, Super Profit, Capitalization, and Annuity) with guided worksheets.
- Organize a role-play or mock business scenario to perform share valuation using Net Asset, Yield Basis, and Fair Value methods.

References

1. Jain, S. P., & Narang, K. L. (2022). *Corporate accounting* (Latest ed.). Ludhiana: Kalyani Publishers.
2. Reddy, T. S., & Murthy, A. (2022). *Corporate accounting* (Revised ed.). Chennai: Margham Publications.
3. Maheshwari, S. N., & Maheshwari, S. K. (2021). *Advanced accountancy – Volume II* (11th ed.). New Delhi: Vikas Publishing House.
4. Gupta, R. L., & Radhaswamy, M. (2022). *Advanced accounting* (19th ed.). New Delhi: Sultan Chand & Sons.
5. Shukla, M. C., Grewal, T. S., & Gupta, S. C. (2021). *Advanced accounts – Volume II* (20th ed.). New Delhi: S. Chand Publishing.

SEMESTER-IV

COURSE 9: COST AND MANAGEMENT ACCOUNTING

Theory	Credits: 4	4 hrs/week
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Course Objectives:

This course is designed to enable students to :

- Introduce the principles, objectives, and methods of Cost Accounting and preparation of cost sheets.
- Impart knowledge on material cost control techniques and pricing methods of material issues.
- Familiarize students with labour cost computation and overhead allocation techniques.
- Develop analytical skills for interpreting financial statements using various analytical tools.
- Enable students to compute and interpret financial ratios for assessing business performance.

Course Outcomes:

Upon successful completion of this course, students will be able to:

CO1: Understand and differentiate Cost, Financial, and Management Accounting concepts, and prepare a cost sheet using appropriate classifications.

CO2: Apply inventory control techniques and material pricing methods to manage and account for material costs.

CO3: Compute labour costs using various incentive wage plans and distinguish between direct and indirect labour.

CO4: Analyze and interpret financial statements using comparative, common-size, and trend analysis techniques.

CO5: Evaluate business performance through various financial ratios including liquidity, solvency, profitability, and activity ratios.

SYLLABUS

UNIT - I: INTRODUCTION:

Cost Accounting: Definition – Features – Objectives – Functions – Scope – Advantages and Limitations - Essentials of a good cost accounting system- Management Accounting: Features – Objectives-functions-Management Accountant’s role-Difference between Cost Accounting, Financial Accounting and Management Accounting– Cost concepts – Cost Classification - Preparation of Cost Sheet. (Including problems)

UNIT-II: MATERIAL:

Direct and Indirect Material cost – Inventory Control Techniques – Stock Levels – EOQ – ABC Analysis – JIT - VED - FSND - Issue of Materials to Production – Pricing methods: FIFO - LIFO with Base Stock and Simple and Weighted Average methods. (including problems)

UNIT-III: LABOUR

Labour: Direct and Indirect Labour Cost – Methods of Payment of Wages (only Incentive Plans): Halsey, Rowan, Taylor Piece Rate and Merrick Multiple Piece Rate Methods. (including problems)

UNIT-IV: FINANCIAL STATEMENT ANALYSIS AND INTERPRETATION

Financial Statements - Features, Limitations. Need, Meaning, Objectives, and Process of Financial Statement Analysis- Comparative Analysis – Common Size Statement and Trend Analysis (including problems)

UNIT -V: RATIO ANALYSIS

Meaning - Advantages and Limitation of Ratio Analysis – Types of Ratios –Liquidity Ratios- Solvency Ratios- Profitability Ratios- Activity Ratios (including problems)

Activities:

- Listing of industries located in your area and methods of costing adopted by them
- Collection of financial statements of any two organization for two years and prepare a common Size Statements
- Collection of cost sheet and pro-forma of quotation
- Invited Lectures and presentations on related topics.
- Examinations (Scheduled and surprise tests)

Reference Books:

1. S.P.Jain and K.L.Narang–Advanced Cost Accounting, Kalyani Publishers.
2. M.N.Arora–A test book of Cost Accounting, Vikas Publishing House Pvt. Ltd.
3. S.N.Maheswari–Principles of Management Accounting, Sultan Chand & Sons.
4. Sharma & Shashi Gupta–Management Accounting, Kalyani Publishers.
5. S.P.Gupta–Management Accounting, S. Chand Publishing, New Delhi.

SEMESTER-IV
COURSE 10: BUSINESS LAW

Theory	Credits: 4	4 hrs/week
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Course Objectives:

This course is designed to enable students to :

- Understand the foundational principles of contracts under the Indian Contract Act, 1872.
- Analyse the legal elements that make a contract valid, enforceable, and binding.
- Understand the legal capacity of parties and the rules governing contingent contracts and contract discharge.
- Examine the relevance of contemporary laws like the Sale of Goods Act, Consumer Protection Act, and IT Act in modern business practices.
- Identify types of cyber-crimes and explain the scope, objectives, and legal provisions of the IT Act 2000

Course Outcomes:

Upon successful completion of this course, students will be able to:

CO1: Understand the fundamentals of the Indian Contract Act, 1872, and identify the essentials of valid, void, and voidable contracts with reference to case laws.

CO2: Analyze the legal framework of offer, acceptance, and consideration and apply the rules through relevant legal precedents.

CO3: Evaluate the contractual capacity of parties, contingent contracts, discharge modes, and remedies for breach of contract using legal reasoning.

CO4: Interpret key provisions of the Sale of Goods Act, 1930, and Consumer Protection Act, 2019, including rights of buyers and consumer grievance redressal.

CO5: Identify the types of cyber-crimes and understand the scope, objectives, and legal remedies under the Information Technology Act, 2000.

SYLLABUS

Unit I: Law of Contract:

Meaning and Definition of Agreement and Contract - Essential Elements of Valid Contract - Valid, Void and Voidable Contracts - Indian Contract Act, 1872- Case Laws

Unit II: Offer, Acceptance and Consideration:

Definition of Valid Offer, Acceptance and Consideration - Essential Elements of a Valid Offer, Acceptance and Consideration- Case Laws

Unit III: Capacity of the Parties and Contingent Contract:

Rules Regarding Minors Contracts - Rules Relating to Contingent Contracts - Different Modes of Discharge of Contracts - Rules Relating to Remedies to Breach of Contract- Case Laws

Unit IV: Sale of Goods Act 1930 and Consumer Protection Act 2019:

Contract of Sale - Sale and Agreement to Sell - Implied Conditions and Warranties - Rights of Unpaid Vendor- Definition of Consumer - Person - Goods - Service - Consumer Dispute - Consumer Protection Councils - Consumer Dispute Redressal Mechanism.

Unit V: IT Act 2000

Cyber-crimes- Types of cyber-crimes-Need for Cyber Law – scope and objectives of IT Act 2000-Digital Signatures- Safety Mechanisms to Prevent Cyber Crimes- Legal Measures- How to Report Cyber Crimes.

Activities:

- *Role Play:* Enact simple business contracts covering all essential elements; classify them as valid, void, or voidable.
- *Case Analysis:* Analyze and present legal validity of offer and acceptance in given case studies.
- *Debate:* Conduct a debate on whether minors should be allowed to enter into certain types of contracts.
- *Complaint Simulation:* Draft and present a mock consumer complaint under the Consumer Protection Act.
- *Poster/Presentation:* Create posters or slides on cybercrime types, safety measures, and reporting procedures.

References:

1. J.Jaysankar, Business Laws, Margham Publication. Chennai.
2. N.D Kapoor, Business Laws, S Chand Publications.
3. BalachandramV, Business law,Tata Mc Graw Hill.
4. Tulsian, Business Law,Tata McGraw Hill.
5. Pillai Bhagavathi, Business Law, S Chand Publications.

SEMESTER-V

COURSE 11: ENTREPRENEURSHIP AND STARTUPS

Theory	Credits: 4	4 hrs/week
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Course Objectives:

This course is designed to enable students to:

- Understand the concept of entrepreneurship, traits of entrepreneurs, and their role in economic development.
- Explore methods for identifying business opportunities and fostering creativity and innovation.
- Develop the ability to prepare feasibility reports and business plans for new ventures.
- Gain knowledge of funding sources, team management, and operational controls for startups.
- Recognize the role of various institutional supports available for promoting entrepreneurship.

Course Outcomes:

Upon successful completion of this course, students will be able to:

CO1: Understand the concept of entrepreneurship, traits of entrepreneurs, types of entrepreneurs, and their role in economic development with emphasis on women entrepreneurs.

CO2: Identify viable business opportunities through creativity and innovation, and apply methods for generating and evaluating new business ideas.

CO3: Prepare a feasibility report assessing technical and economic viability, and develop the core components of a business plan.

CO4: Explore various sources of finance, and apply basic principles of capital management, team building, sales, and e-commerce for running a new venture.

CO5: Analyze the role and support of institutional frameworks in promoting entrepreneurship, including the functions of SIDBI, DICs, KVIC, NSIC, and others.

SYLLABUS

UNIT I: Introduction to Entrepreneurship

Definition of Entrepreneur, Entrepreneurial Traits, Entrepreneur Vs. Manager-Types of Entrepreneurs-Entrepreneurial decision process. Role of Entrepreneurship in Economic Development. Woman as Entrepreneur- Success stories of Entrepreneurs.

UNIT II: New Venture Creation

Identification of Business Opportunities-Sources of new ideas-methods of generating new ideas-creativity and innovations- process of creativity-barriers to creative thinking.

UNIT-III: Preparation of Feasibility Report

Technical feasibility-economic viability-business plan-salient features of business plan

UNIT-IV: Financing and Managing the new venture

Sources of capital, Record keeping, recruitment, motivating and leading teams- Fixed and Working Capital- Management of Working Capital- Marketing and Sales Management – E-Commerce.

UNIT-V: Institutional support to Entrepreneurship

Role of Directorate of Industries, District Industries Centers (DICs), Industrial Development Corporation (IDC), State Financial corporation (SFCs), Commercial banks, Small Scale Industries Development Corporations(SSIDCs), Khadi and village Industries Commission (KVIC), National Small Industries Corporation (NSIC),Small Industries Development Bank of India(SIDBI).

Activities:

- Case Study Analysis: Analyze success stories of Indian entrepreneurs, highlighting traits and contributions to economic development.
- Idea Generation Workshop: Conduct a brainstorming session where students generate and present innovative business ideas using creativity techniques.
- Feasibility Report Preparation: Prepare a mini feasibility report for a selected business idea, covering technical and economic viability.
- Start-up Simulation Activity: Simulate startup operations including budgeting, recruitment, team leadership, and digital marketing strategies.
- Institutional Mapping Project: Create a presentation or chart showing the functions and support provided by key entrepreneurial institutions in India.

References:

1. Entrepreneurship Development by S.S. Khanka S. Chand & Company
2. Entrepreneurship by Robert D. Hisrich, Michael P. Peters, and Dean A. Shepherd, McGraw Hill
3. Small Scale Industries and Entrepreneurship by Vasant Desai Himalaya Publishing House
4. Entrepreneurship Development and Small Business Enterprises by Poornima M. Charantimath, Pearson Education
5. Essentials of Entrepreneurship and Small Business Management by Norman M. Scarborough, Pearson Education

SEMESTER-V

COURSE 12 A: COMPUTERISED ACCOUNTING WITH TALLY

Theory	Credits: 3	3 hrs/week
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Course Objectivities:

This course is designed to enable students to:

- Familiarize with the fundamentals of computerised accounting.
- Introduce tally to maintain, create and delete companies, ledgers and vouchers etc.
- Understand how to deal with different vouchers and its creation
- Compute diverse methods of inventory management by using Tally Software.
- Assess the tax liability and report generation of financial transactions of company by using Tally Software.

Learning outcomes:

Upon successful completion of this course, students will be able to:

CO1: Understand the concept, features, advantages, and limitations of computerized accounting and distinguish it from manual accounting systems.

CO2: Operate Tally software for company creation, group management, ledger creation, and configuration of accounting settings.

CO3: Record business transactions through various accounting vouchers, including those with foreign currency, and manage voucher types in Tally.

CO4: Manage inventory through Tally, including stock items, valuation methods, purchase/sales orders, and costing with features like POS, cost centers, and godowns.

CO5: Enable GST and TDS in Tally, perform voucher entries with tax compliance, and generate statutory and financial reports including BRS, P&L, balance sheet, and fund flow.

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SYLLABUS

Unit I: Introduction to Computerized Accounting

Introduction to Computerized Accounting – Meaning and Scope – Features of Computerized Accounting - Advantages and Limitations of Computerized Accounting –Computerized Accounting VS Manual Accounting – Accounting Software – Types of Accounting Software.

Unit II: Accounting Software Tally

Features of Tally – Tally Configuration - Tally Screen Components – Company Creation, Alter and Delete – Company features – Configuration – Group Company – Creating and Altering GROUP of a Company – Processing Transactions in Tally – Tally Groups and sub Groups – Group Creation, Alter and Delete — Managing Groups - Ledgers – Creation, Alter and Delete Ledgers.

Unit II: Accounting Vouchers

Recording of Transactions – Voucher Types – Payment Voucher – Receipt Voucher – Contra Voucher – Sales Voucher – Purchase Voucher – Journal Voucher – Creation, Alteration and Deletion of Vouchers – New Voucher Types – Display Vouchers – Create, Alter and Delete Foreign Currencies – Voucher entry using foreign currencies.

Unit IV: Accounts with Inventory

Introduction to inventory – Inventory Methods – Units of Measurement Creation, Alter and Delete – Stock Groups – Creation, Display, Alter and Deletion of Stock Groups –Stock Items – Create, Alter, Display and Deletion of Stock Items – Stock Valuation methods – FIFO, LIFO, Average stock level, Minimum Level and Maximum Level –Creation of Sales order and Purchases Order – Rejection In and Rejection Out –Manufacturing journal – POS Invoice -- Creation of Cost Centers – Creation of Godown.

Unit V: Taxes and Report Generation:

Enabling TDS/TCS and GST --- GST configuration at Company level, Stock group level and stock item level – GST Ledgers creation – Voucher entry using GST – Financial Reports in Tally – Trial Balance - Trading and Profit and Loss Account – Balance Sheet –Bank Reconciliation Statement - Stock Summary Report – Ratio Analysis – Funds Flow Statement – Godown summary Report – Statutory Reports – GST, TDS Reports.

Activities:

1. Students should practice Tally vouchers and company creation in tally software
2. Identifying different transactions along with correct voucher entries, identifying heads of incomes and expenses also assets and liabilities.
3. Practice on latest provision examples which include TDS and GST
4. All students should attend the practical sessions to generate financial reports.

References:

1. Tally, C.Nellai Kannan, Nels Publications, 2009, 2nd Edition, New Delhi.
2. Asok K. Nadhani, Tally. ERP 9, BPB Publications, 2010, 1st Edition, New Delhi.
3. Tally 9, Dr. K. Kiran Kumar, Sri Laasya Publications, 2009, 2nd Edition, New Delhi.
4. Comdex Tally 9 Course Kit – Namrata Agrawal, Sanjay Kumar – wiley, 2009 1st Edition, New Delhi.
5. Tally 9 In Simple Steps - Kogent Learning Solutions Inc. - Dreamtech Press, 2009, 6th Edition, New Delhi.

SEMESTER-V

COURSE 12 A: COMPUTERISED ACCOUNTING WITH TALLY

Practical	Credits: 1	2 hrs/week
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1. Company Creation and Configuration

- Creating a company with basic details
- Setting up financial year and enabling required features

2. Ledger and Group Creation

- Creation of necessary accounting groups and ledgers (Assets, Liabilities, Income, Expenses)
- Practice with ledger classification and group hierarchy

3. Voucher Entry and Transactions

- Recording business transactions using different voucher types:
 - Payment Voucher
 - Receipt Voucher
 - Contra Voucher
 - Journal Voucher
 - Sales and Purchase Vouchers

4. Inventory Management

- Creating Stock Groups, Stock Items, and Units of Measurement
- Recording Inventory Transactions with Accounting

5. GST and Taxation

- Enabling and configuring GST
- Creating GST ledgers and assigning GST rates to stock items
- Recording GST-compliant Sales and Purchase entries

6. Payroll and Employee Management

- Enabling payroll features
- Creating employee masters and salary structures
- Processing salary and generating payslips

7. Generating Reports

- Display and interpretation of:
 - Day Book
 - Ledger and Group Summary
 - Trial Balance
 - Profit and Loss Account
 - Balance Sheet
 - GST Reports, Stock Summary, and Payroll Reports

8. Exporting and Printing

- Exporting reports to Excel and PDF
- Printing vouchers, ledgers, and financial statements

9. Backup and Restore

- Creating data backup
- Restoring company data

10. Project Work

- Simulated mini-project: Maintaining books of accounts for a small enterprise for one quarter

SEMESTER-V
COURSE 12 B: RETAIL MARKETING

Theory	Credits: 4	4 hrs/week
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Course Objectives:

This course is designed to enable students to:

- understand the Fundamentals of Retailing
- analyze Consumer Behaviour in Retail Contexts
- evaluate Retail Location and Store Design Decisions
- understand the Retail Marketing Mix (4Ps/7Ps)
- comprehend Retail Strategy and Operations

Course Outcomes (COs):

Upon successful completion of this course, students will be able to:

CO1: Understand the fundamentals of retailing, types of retail formats, and analyze the growth, trends, and career opportunities in the Indian and global retail environment.

CO2: Evaluate retail consumer behavior and decision-making processes, and apply customer relationship management strategies supported by retail technology.

CO3: Apply the 7Ps of the retail marketing mix including merchandise planning, pricing, promotion, store design, service delivery, and branding.

CO4: Manage retail operations and logistics, including inventory control, visual merchandising, supply chain, and retail performance metrics.

CO5: Analyze emerging trends in e-retailing, franchising, FDI, digital and influencer marketing, and assess real-time practices through leading retailer case studies.

SYLLABUS

UNIT I: Introduction to Retailing

Definition, Meaning, and Evolution of Retailing -Characteristics and Importance of Retailing - Functions of a Retailer -Types of Retailers – Store-based and Non-store based - The Retailing Environment – Indian and Global Context-Growth and Trends in Retail Industry–Retail Marketing as a Career.

UNIT II: Retail Consumer Behavior

Understanding Retail Consumers - Factors Influencing Consumer Buying Behavior-Consumer Decision Making Process in Retail -Market Segmentation and Targeting in Retail -Customer Relationship Management in Retail -Role of Technology in Understanding Customers

UNIT III: Retail Marketing Mix

The 7Ps of Retail Marketing - Product – Merchandise Planning and Category Management - Price – Pricing Strategies in Retail - Place – Store Location, Layout, and Design - Promotion – Advertising, Sales Promotion, and Personal Selling - People – Role of Salespersons - Process – Service Delivery and Queue Management - Physical Evidence – Atmospherics, Branding, Packaging.

UNIT IV: Retail Operations and Logistics

Retail Store Operations – Front and Back-end - Inventory Management and Merchandise Handling - Visual Merchandising and Planogramming -Retail Supply Chain and Logistics - Retail Technology – POS, RFID, Self-checkout - Retail Metrics – Sales per sq. ft., Footfall, Conversion Rate.

UNIT V: Emerging Trends in Retail Marketing

E-Retailing and Digital Transformation- Social media and Influencer Marketing in Retail - Franchising, FDI in Retail Business in India - Future of Retail Business- Case Studies of Leading Indian and Global Retailers (e.g., Reliance Retail, D-Mart, Walmart, Amazon, IKEA)

Activities:

- Retail Store Visit & Observation Report
- Customer Interview / Survey
- Design a Retail Marketing Plan
- Visual Merchandising Contest
- Retail Metrics Case Exercise

References:

1. Retail Marketing, S.C. Bhati Himalaya Publishing House.
2. Retail Management: Functional Principles and Practices, Gibson G. Vedamani, Jaico Publishing House
3. Retailing Management, Swapna Pradhan, McGraw Hill Education
4. Retail Management, Arif Shaikh & Kaneez Fatima, Himalaya Publishing House
5. Retail Management: A Strategic Approach, Chetan Bajaj, Rajnish Tuli & Nidhi Srivastava, Oxford University Press

SEMESTER-V

COURSE 13 A: GOODS AND SERVICE TAXES

Theory	Credits: 4	4 hrs/week
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Course Objectivities:

This course is designed to enable students to:

- Enlighten about the core concepts of GST
- Understand the theoretical framework of GST
- Overview of accounting treatment of business tractions under GST.
- Explore the input and output tax credits.
- Provide practical knowledge of GST return filing and record maintenance.

Course Outcomes (COs):

Upon successful completion of this course, students will be able to:

CO1: Understand the fundamental concepts of GST, including its components, structure, subsumed taxes, benefits, and registration procedures.

CO2: Analyze the principles of GST including the recommendations of the Vijay Kelkar Committee, dual GST model, exempted taxes, and service taxation framework.

CO3: Apply GST provisions relating to tax invoices, composition schemes, reverse charge, and classification of supplies (composite and mixed).

CO4: Interpret and compute the time and value of supply, utilize Input Tax Credit (ITC), and understand distribution and cross-utilization mechanisms.

CO5: Prepare and file various GST returns and comprehend the statutory record-keeping requirements under the GST regime.

SYLLABUS

Unit I: Introduction: Overview of GST - Concepts –Taxes Subsumed under GST – Components of GST- GST Council- Advantages of GST-GST Registration.

Unit II: GST Principles –Vijay Kelkar Sha Committee Recommendations - Comprehensive Structure of GST Model in India: Single, Dual GST – GST Rates - Taxes Exempted from GST- Taxes and Duties outside the purview of GST- Taxation of Services

Unit-III: Tax Invoice- Bill of Supply-Transactions Covered under GST-Composition Scheme- Reverse Charge Mechanism- Composite Supply -Mixed Supply.

Unit-IV: Time of Supply of Goods & Services: Value of Supply - Input Tax Credit - Distribution of Credit -Matching of Input Tax Credit - Availability of Credit in Special Circumstances- Cross utilization of ITC between the Central GST and the State GST.

Unit-V:GST Returns: Regular Monthly Filing Returns-Composition Quarterly Filing Returns-GSTR-1, GSTR-2, GSTR 2A, GSTR-3, GSTR 3B -Annual Returns GSTR-9, GSTR 9A, GSTR 9B& GSTR 9C - Records to be Maintained under GST.

Activities:

- Create GST Flowcharts and Rate Charts – Design visual aids like flowcharts of GST Suvidha Providers and GST rate charts to enhance conceptual clarity.
- Hands-on Practice with GST Documents – Prepare tax invoices, GST vouchers, and simulate return filing to build practical skills.
- Organize a Seminar or Guest Lecture – Host an expert session or seminar to understand real-world GST implementation.
- Track and Analyze GST Council Updates – Regularly follow GST Council meetings and discuss recent changes in class.
- Field Visit to a Tax Consultancy Firm – Visit a local tax firm (individually or in groups) to observe GST application in practice.

References:

1. T. S. Reddy and Dr. Y. Hari Prasad Reddy, Business Taxation (Goods and Services Taxes), Margham Publications.
2. Taxmann's Basics of GST.
3. Taxmann's GST: A practical Approach.
4. Theory & Practice of GST, Srivathsala, Himalaya Publishing House.
5. Goods and Services Tax in India - Notifications on different dates.

SEMESTER-V
COURSE 13 B: SERVICES MARKETING

Theory	Credits: 4	4 hrs/week
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Course Objectives:

This course is designed to enable students to:

- Understand the scope and types of services in key sectors.
- Analyse factors influencing consumer behaviour in services.
- Apply market segmentation strategies in service marketing.
- Evaluate customer-defined service standards and delivery.
- Examine service development, quality, and improvement methods.

Course Outcomes:

Upon successful completion of this course, students will be able to:

CO1: Understand the nature, characteristics, and classification of services and analyze the scope and growth of service marketing in sectors like banking, insurance, and education.

CO2: Examine consumer behavior in services, including expectations, service experiences, customer roles, and response patterns, with focus on service delivery and delight.

CO3: Apply segmentation strategies specific to service markets and identify suitable bases for targeting diverse consumer groups effectively.

CO4: Analyze and implement customer-defined service standards, service leadership concepts, and strategies to manage service capacity and demand efficiently.

CO5: Develop new service offerings and evaluate service quality using recognized models to improve service delivery, manage failures, and implement recovery strategies.

SYLLABUS

Unit I: Introduction

Nature and scope of services, characteristics of services, classification of services – Need for service marketing -Reasons for the growth of services sector. Marketing of Banking Services - Marketing in Insurance Sector - Marketing of Education Services.

Unit II: Consumer Behaviour in Services Marketing

Customer Expectations on Services-Factors influencing customer expectation of services. - Service costs experienced by Consumer, the Role of customer in Service Delivery, Conflict handling in Services, Customer Responses in Services, Concept of Customer Delight.

Unit III: Services Market Segmentation: Services Market Segmentation: - Market segmentation-Basis & Need for segmentation of services, bases of segmentation services, segmentation strategies in service marketing.

Unit IV: Customer Defined Service Standards: Customer Defined Service Standards - Hard and Soft, Concept of Service Leadership and Service Vision -Meeting Customer Defined Service Standards -Service Flexibility Versus Standards - Strategies to Match Capacity and Demand - managing Demand and Supply of Service .

Unit V: Service Development and Quality Improvement:

Service Development – need, importance and Types of New Services - stages in development of new services, service Quality Dimensions - Service Quality Measurement and Service Mapping, Improving Service Quality and Service Delivery, Service Failure and Recovery.

Activities:

- Prepare a chart on classification and characteristics of services in key sectors.
- Conduct a role play on customer service interactions and conflict resolution.
- Present a case study on market segmentation strategies in a service industry.
- Create a poster on customer-defined service standards and service vision.
- Design a service blueprint for a new service including quality improvement steps.

References:

1. Bateson, J. E. G., & Hoffman, K. D. (2015). Services marketing (4th ed.). Cengage Learning.
2. Jauhari, V., & Dutta, K. (2014). Services marketing: Operations and management. Oxford University Press.
3. Zeithaml, V. A., & Bitner, M. J. (2013). Services marketing: Integrating customer focus across the firm (6th ed.). Tata McGraw-Hill Publishing Company Ltd.
4. Ravi Shankar. (2012). *Services marketing: The Indian perspective*. Excel Books.
5. Rajendra Nargundkar. (2010). *Services marketing: Text and cases* (3rd ed.). Tata McGraw-Hill Education.

SEMESTER-VI

COURSE 14 A: AUDITING

Theory	Credits: 4	4 hrs/week
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Course Objectives:

This course is designed to enable students to:

- Understand the fundamentals and importance of auditing.
- Identify and differentiate various types of audits.
- Learn audit planning procedures and internal control systems.
- Understand vouching and distinguish it from investigation.
- Gain knowledge of company audit and audit report preparation

Course Outcomes (CO):

Upon successful completion of this course, students will be able to:

CO1: Understand the meaning, objectives, and importance of auditing, and differentiate auditing from book-keeping and accounting, emphasizing the auditor's role in detecting corporate frauds.

CO2: Identify and distinguish various types of audits based on ownership, timing, and objectives, including statutory and specialized audits.

CO3: Apply knowledge of audit planning processes including audit programmes, working papers, audit evidence, and systems of internal check, control, and internal audit.

CO4: Understand the principles and procedures of vouching for different business transactions and differentiate between auditing and investigation.

CO5: Explain the legal provisions related to company audit including auditor qualifications, appointment, rights, responsibilities, and the structure and contents of an audit report under the Companies Act, 2013.

SYLLABUS

Unit I: Introduction

Meaning – Objectives – Importance of Auditing – Characteristics – Book Keeping vs Auditing - Accounting vs Auditing – Role of Auditor in Checking Corporate Frauds.

Unit II: Types of Audits

Based on Ownership, Time and Objective - Independent, Financial, Internal, Cost, Tax, Government, Secretarial Audits.

Unit III: Planning of Audit

Steps to be taken at the Commencement of a New Audit – Audit Programme - Audit Note Book– Audit Working Papers - Audit Evidence - Internal Check, Internal Audit and Internal Control.

Unit IV: Vouching and Investigation

Definition and Importance of Vouching – Objectives of Vouching -Vouching of Cash and Trading Transactions – Investigation - Auditing vs. Investigation.

Unit V: Company Audit and Auditors Report

Auditor's Qualifications – Appointment and Reappointment – Rights, Duties, Liabilities and Disqualifications - Audit Report: Contents –Preparation - Relevant Provisions of Companies Act, 2013.

Activities:

- Prepare a comparative chart on Bookkeeping vs Accounting vs Auditing.
- Create a presentation on different types of audits with real-life examples.
- Draft a sample audit programme and audit working papers for a small business.
- Practice vouching with sample cash and trading transaction documents.
- Prepare a mock audit report based on Companies Act, 2013 provisions

References:

1. Basu, S. K. (2013). *Fundamentals of auditing*. PHI Learning.
2. Kumar, P., Sachdeva, B., & Singh, J. (2022). *Auditing: Theory and practice* (Latest ed.). Kalyani Publishers.
3. Kapoor, N. D. (2022). *Auditing* (Latest ed.). S. Chand & Company Ltd.
4. Saxena, R. G. (2021). *Principles and practice of auditing* (Latest ed.). Himalaya Publishing House.
5. Gupta, P. (2010). *Internal auditing practices in India: Effectiveness, independence and benefits*. MPG Books.

SEMESTER-VI

COURSE 14 B: FINANCIAL INSTITUTIONS AND MARKETS

Theory	Credits: 4	4 hrs/week
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Course Objectives

1. To provide knowledge about the structure, role, and functioning of financial institutions and markets in India.
2. To acquaint students with the regulatory framework governing financial systems.
3. To understand the operations of money and capital markets.
4. To explore the functioning and significance of banking and non-banking institutions.
5. To enable students to analyze the role of financial institutions and instruments in economic development.

Course Outcomes

Upon completion of the course, students will be able to:

1. Explain the evolution, structure, and role of financial institutions and markets in India.
2. Analyze the regulatory framework and its impact on financial markets.
3. Differentiate between various segments of money and capital markets.
4. Examine the role of commercial banks, development banks, and NBFCs in the financial system.
5. Assess the impact of global financial developments on Indian markets.

UNIT I: Introduction to Financial System

Structure of the Indian Financial System – Financial Institutions, Financial Markets, Financial Instruments – Role and Functions of Financial System – Financial Sector Reforms – Regulatory Framework: RBI, SEBI, IRDA, PFRDA – Overview of Financial Services.

UNIT II: Money Market

Concept and Functions of Money Market – Features and Structure – Components of Money Market: Call Money Market, Treasury Bills Market, Commercial Paper, Certificates of Deposit, Repo and Reverse Repo Markets – Role of RBI in Money Market Regulation.

UNIT III: Capital Market

Capital Market: Meaning, Structure, and Functions – Primary and Secondary Markets – Stock Exchanges – Instruments of Capital Market – Listing of Securities – SEBI Guidelines – NSE and BSE – Role of Clearing Corporation and Depositories (NSDL, CDSL).

UNIT IV: Financial Institutions

Commercial Banks – Public and Private Sector Banks – Cooperative Banks – Regional Rural Banks – Development Financial Institutions: NABARD, SIDBI, EXIM Bank, IFCI – Non-Banking Financial Companies (NBFCs) – Mutual Funds – Credit Rating Agencies.

UNIT V: Global Financial Environment and Emerging Trends

International Financial Institutions: IMF, World Bank, ADB – Foreign Capital Flows: FDI and FII – Global Financial Markets – Eurocurrency Markets – Derivatives Market – FinTech and Digital Innovations in Financial Services – Financial Inclusion.

Recommended Reference Books

1. Bhole, L. M., & Mahakud, J. (2017). *Financial institutions and markets* (6th ed.). McGraw Hill Education.
2. Pathak, B. V. (2018). *The Indian financial system: Markets, institutions and services* (5th ed.). Pearson Education.
3. Khan, M. Y. (2021). *Indian financial system* (11th ed.). McGraw Hill Education.
4. Gurusamy, S. (2019). *Financial markets and institutions* (4th ed.). Tata McGraw Hill.
5. Machiraju, H. R. (2020). *Indian financial system* (5th ed.). Vikas Publishing House.

SEMESTER-VI

COURSE 15 A: INCOME TAX

Theory **Credits: 4** **4 hrs/week**

Course Objectives (CO):

This course is designed to enable students to:

- Acquire the complete knowledge of the tax evasion, tax avoidance and tax planning.
- Understand the provisions and compute income tax for various sources.
- Grasp amendments made from time to time in Finance Act.
- Compute total income and define tax complicacies and structure.
- Prepare and File IT returns of individual at his own.

Course Outcomes:

Upon successful completion of this course, students will be able to:

CO1: Understand the basic concepts and definitions under the Income Tax Act, 1961, including person, assessee, income, residential status, and tax exemption provisions.

CO2: Compute taxable salary income by applying relevant provisions related to allowances, perquisites, and deductions.

CO3: Analyze and calculate taxable income from house property and business/profession, distinguishing capital and revenue expenses.

CO4: Apply rules for computing capital gains and income from other sources, identifying long-term and short-term classifications.

CO5: Integrate various heads of income to compute the total taxable income of an individual with accuracy.

SYLLABUS

Unit-I: Introduction

Income Tax Act-1961 - Basic Concepts: Income, Person, Assessee -Assessment Year, Previous Year, Rates of Tax, Agricultural Income, Residential Status of Individual -Incidence of Tax – Incomes Exempt from Tax (Theory only).

Unit-II: Income from Salaries

Basis of Charge- Components of Salary- Allowances, Perquisites, Profits in Lieu of Salary, Deductions from Salary Income, Computation of Salary Income (including problems).

Unit-III: Income from House Property and Profits and Gains from Business

Annual Value, Let-out/Self Occupied/Deemed to be Let-out house -Deductions from Annual Value -Computation of Income from House Property Definition of Business and Profession Procedure for Computation of Income from Business – Revenue and Capital Nature of Incomes and Expenses – Admissible and Inadmissible Expenses – Expenses Expressly Disallowed – Computation (including problems).

Unit-IV: Income from Capital Gains - Income from Other Sources

Meaning of Capital Asset – Types – Procedure for Computation of Long-term and Short-term Capital Gains/Losses Meaning of Other Sources - General Incomes – Specific Incomes – Computation (including problems).

Unit-V: Computation of Total Income of an Individual

Computation of Total Income (Simple problems)

Activities

- Practice of provisions of Taxation
- Visit a Tax firm
- Talk on Finance Bill at the time of Union Budget
- Guest lecture by Chartered Accountant
- Presentation of tax rates
- Practice of filing IT Returns online

References:

1. Singhania, V. K., & Singhania, M. (2024). *Students' guide to income tax (including GST)*. Taxmann Publications.
2. Mehrotra, H. C., & Goyal, S. P. (2023). *Income tax: Law and accounts*. Sahitya Bhawan Publications.
3. Lal, B. B., & Vashisht, N. (2023). *Income tax and tax planning*. Pearson Education.
4. Reddy, T. S., & Reddy, Y. H. P. (2023). *Taxation*. Margham Publications.
5. Ahuja, G., & Gupta, R. (2024). *Systematic approach to income tax*. Bharat Law House.

SEMESTER-VI
COURSE 15 B: FINANCIAL PLANNING

Theory	Credits: 4	4 hrs/week
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Course Objectives

1. To introduce students to the concept and importance of financial planning in personal and professional life.
2. To enable students to develop budgeting, saving, and investment strategies.
3. To familiarize learners with insurance planning, tax planning, and retirement planning.
4. To equip students with the knowledge to evaluate financial products and services.
5. To instill financial discipline and help in creating short-term and long-term financial goals.

Course Outcomes

By the end of the course, students will be able to:

1. Understand the process and significance of personal and corporate financial planning.
2. Apply budgeting and saving strategies for effective money management.
3. Evaluate various investment avenues and develop appropriate investment plans.
4. Assess insurance, tax, and retirement planning needs.
5. Design a comprehensive financial plan tailored to different life stages.

Unit I: Introduction to Financial Planning

Concept of Financial Planning – Objectives and Importance – Steps in Financial Planning – Time Value of Money – Role of Financial Planner – Legal and Ethical Aspects of Financial Planning – Financial Goals and Risk Profiling.

Unit II: Budgeting and Savings

Budgeting Process – Types of Budgets – Creating a Household Budget – Importance of Savings – Emergency Fund Planning – Saving Instruments – Bank Deposits, Recurring Deposits, Fixed Deposits, PPF, NSC – Financial Discipline.

Unit III: Investment Planning

Investment Objectives – Risk-Return Analysis – Asset Allocation – Types of Investments: Equity, Bonds, Mutual Funds, Real Estate, Gold – SIPs and Portfolio Management – Factors Affecting Investment Decisions – Use of Robo-Advisors.

Unit IV: Insurance and Tax Planning

Concept of Insurance – Types of Insurance: Life, Health, Property, Liability – Principles of Insurance – Tax Planning: Basic Concepts – Tax Saving Instruments under Sections 80C, 80D, 10(10D) – Filing Income Tax Returns – Tax Planning for Salaried and Business Professionals.

Unit V: Retirement and Estate Planning

Retirement Planning: Importance, Estimating Retirement Needs – Retirement Products: EPF, PPF, NPS, Annuities – Estate Planning: Wills, Trusts, Nomination – Succession Planning – Legal and Regulatory Framework.

Reference Books

1. Kapoor, J. R., Dlabay, L. R., & Hughes, R. J. (2021). *Personal finance* (13th ed.). McGraw Hill Education.
2. Gitman, L. J., Joehnk, M. D., & Billingsley, R. S. (2020). *Personal financial planning* (14th ed.). Cengage Learning.
3. Sinha, M. (2022). *Financial planning: A ready reckoner*. Taxmann Publications.
4. Keown, A. J. (2022). *Personal finance: Turning money into wealth* (8th ed.). Pearson Education.
5. Bhargava, B. S. (2020). *Financial planning for individuals*. Himalaya Publishing House.

SEMESTER-VII

COURSE 16: ACCOUNTING FOR SERVICE ORGANISATIONS

Theory	Credits: 4	4 hrs/week
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Course Objectives:

This course is designed to enable students to:

- Introduce the conceptual framework of accounting practices for service organisations.
- Enable students to prepare and analyse financial statements of various service sectors.
- Impart knowledge of revenue and expense recognition applicable to service entities.
- Familiarise students with sector-specific reporting systems such as in hospitals, hotels, and educational institutions.
- Develop practical skills in using accounting software for service organisation transactions.

Course Outcomes (COs):

At the end of the course, the student will be able to:

CO1: Understand the concept, characteristics, and regulatory framework of accounting for service organisations and distinguish it from goods-based accounting.

CO2: Prepare financial statements for educational institutions by applying principles of fund-based accounting and recognising various income streams.

CO3: Apply accounting techniques for hospitals and healthcare organisations by identifying revenue sources and cost elements, and preparing income and expenditure accounts.

CO4: Prepare departmental accounts and final accounts for hotels and hospitality organisations using industry-standard practices such as USALI.

CO5: Record and analyse financial transactions in transport and miscellaneous services and demonstrate the use of accounting software for service organisations.

SYLLABUS

Unit I: Introduction to Accounting for Service Organisations

Meaning and Characteristics of Service Organisations – Difference between Goods and Services Accounting – Need and Scope of Service Sector Accounting – Regulatory Framework for Service Organisations – Applicable Accounting Standards (Overview) – Preparation of Basic Financial Statements for Service Entities

Unit II: Accounting for Educational Institutions

Nature of Educational Institutions – Types of Income: Fees, Donations, Grants – Accounting for Scholarships and Endowments – Preparation of Income and Expenditure Account and Balance Sheet – Fund-Based Accounting (General Fund, Capital Fund)

Unit III: Accounting for Hospitals and Health Services

Types of Healthcare Institutions – Sources of Revenue: Patient Fees, Grants, Donations – Accounting for Consumables and Medicines – Preparation of Income and Expenditure Account and Balance Sheet – Budgeting and Cost Control in Hospitals

Unit IV: Accounting for Hotels and Hospitality Organisations

Revenue Streams: Room Rent, Restaurant, Event Services – Departmental Accounting in Hotels – Treatment of Tips and Service Charges – Uniform System of Accounts for the Lodging Industry (USALI) – Preparation of Final Accounts for Hotels

Unit V: Accounting for Transport and Miscellaneous Services

Types of Transport Services – Revenue and Cost Structure in Transport Accounting – Ticketing, Freight, and Fuel Accounting – Accounting for Other Services: Consultancy, Legal, Telecom – Application of Accounting Software (Tally/ERP) in Service Sector

Activities:

- Field Visit to a local service organisation (hospital, hotel, school, or transport company) to observe real-time accounting practices.
- Preparation of Sample Accounts (Income & Expenditure, Receipts & Payments, Balance Sheets) for different service entities using dummy data.
- Group Presentations on sector-specific accounting practices (e.g., hotel vs. hospital accounting).
- Guest Lecture by an industry expert or CA specializing in service industry audits.
- Seminar on Uniform Systems of Accounting, especially in hospitality and education sectors.

Reference Text books

1. Maheshwari, S. N., & Maheshwari, S. K. (2021). *Advanced accountancy* (Vol. 2). Vikas Publishing House.
2. Tulsian, P. C. (2018). *Financial accounting*. Pearson Education.
3. Gupta, R. L., & Radhaswamy, M. (2020). *Advanced accountancy*. Sultan Chand & Sons.
4. Arora, M. N. (2022). *Cost and management accounting*. Himalaya Publishing House.
5. Horngren, C. T., Datar, S. M., & Rajan, M. V. (2022). *Cost accounting: A managerial emphasis*. Pearson.

SEMESTER-VII

COURSE 17: INDIAN ACCOUNTING STANDARDS (Ind AS)

Theory	Credits: 4	4 hrs/week
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Course Objectives:

This course is designed to enable students to:

- Introduce the conceptual and legal framework for Ind AS implementation in India.
- Provide a comprehensive understanding of the presentation and disclosure requirements under Ind AS.
- Enable students to apply Ind AS in recognising and measuring assets, liabilities, income, and expenses.
- Train students in applying revenue recognition, financial instrument, and group reporting standards.
- Analyse emerging issues in Ind AS with reference to real-world financial reporting.

Course Outcomes:

Upon successful completion of this course, students will be able to:

CO1: Understand the need for IFRS convergence, the regulatory framework governing Ind AS, and the applicability and adoption roadmap under the Companies Act, 2013.

CO2: Apply disclosure and presentation standards (Ind AS 1, 7, 8, 10, 24) to financial statements in accordance with Ind AS requirements.

CO3: Evaluate and account for various assets including property, plant, equipment, intangibles, and discontinued operations as per applicable Ind AS.

CO4: Recognise and measure revenues, provisions, and financial instruments using Ind AS 115, 37, 32, 107, and 109 including fair value and amortised cost methods.

CO5: Analyse group accounting standards, business combinations, joint arrangements, and emerging areas like leases, share-based payments, and first-time adoption of Ind AS.

SYLLABUS

Unit I: Introduction to Ind AS and Regulatory Framework

Need and Objectives of Convergence with IFRS – Introduction to Indian Accounting Standards – Legal Framework under Companies Act, 2013 – Role of MCA, ICAI, NFRA – Applicability of Ind AS to Companies – Roadmap for Ind AS Adoption – Structure of Financial Statements as per Schedule III

Unit II: Presentation and Disclosure Standards

Ind AS 1: Presentation of Financial Statements – Ind AS 7: Statement of Cash Flows – Ind AS 8: Accounting Policies, Changes in Accounting Estimates and Errors – Ind AS 10: Events after the Reporting Period – Ind AS 24: Related Party Disclosures – Concepts, Formats, and Disclosure Requirements.

Unit III: Asset Measurement and Recognition

Ind AS 16: Property, Plant and Equipment – Ind AS 38: Intangible Assets – Ind AS 105: Non-Current Assets Held for Sale and Discontinued Operations – Ind AS 36: Impairment of Assets – Measurement Criteria, Recognition, Depreciation, Impairment, and Disclosure Requirements

Unit IV: Revenue, Provisions and Financial Instruments

Ind AS 115: Revenue from Contracts with Customers – Ind AS 37: Provisions, Contingent Liabilities and Contingent Assets – Financial Instruments: Ind AS 32 (Presentation), Ind AS 107 (Disclosures), and Ind AS 109 (Recognition and Measurement) – Application of Amortised Cost, Fair Value, and Risk Disclosure

Unit V: Group Accounting and Emerging Trends

Ind AS 103: Business Combinations – Ind AS 110: Consolidated Financial Statements – Ind AS 111: Joint Arrangements – Ind AS 112: Disclosure of Interests in Other Entities – Overview of Ind AS 116 (Leases), Ind AS 102 (Share-based Payments), and Ind AS 101 (First-time Adoption of Ind AS) – Recent Developments and Implementation Challenges.

Activities:

1. Comparative Analysis Projects: Prepare a report comparing AS, Ind AS, and IFRS for selected standards (e.g., revenue recognition, PPE, leases).
2. Financial Statement Review: Analyse published financial statements of listed Indian companies prepared under Ind AS (e.g., Reliance Industries, Infosys, etc.).
3. Mock Presentations: Group presentations simulating boardroom disclosures and notes to accounts using Ind AS Schedule III format.
4. Guest Lectures/Webinars: Organise talks by practicing Chartered Accountants or financial reporting analysts on Ind AS implementation challenges.
5. Case Study Discussions: Solve studies on transition to Ind AS, revenue recognition under Ind AS 115, or financial instruments reporting.

References:

1. Ghosh, T. P. (2023). *Illustrated guide to Indian Accounting Standards (Ind AS)*. Taxmann Publications.
2. ICAI. (2023). *Ind AS: Study material and implementation guidance*. Institute of Chartered Accountants of India.
3. Maheshwari, S. N., & Maheshwari, S. K. (2021). *Corporate accounting* (6th ed.). Vikas Publishing House.
4. Tulsian, P. C. (2020). *Financial reporting*. Pearson Education.
5. Bhandari, K. V. (2022). *Ind AS and IFRS: Practical approach*. Bharat Law House Pvt. Ltd.

SEMESTER-VII
COURSE 18: FINANCIAL REPORTING

Theory	Credits: 4	4 hrs/week
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Course Objectives:

This course is designed to enable students to :

- Introduce students to the conceptual and regulatory framework of financial reporting.
- Develop the ability to interpret, analyse, and present financial statements in accordance with accounting standards.
- Provide insights into corporate disclosures, segment reporting, and integrated reporting practices.
- Familiarize learners with recent developments in global financial reporting frameworks like IFRS and Ind AS.
- Equip students with the skills to evaluate the financial performance and position of entities through annual reports.

Course Outcomes (CO):

Upon successful completion of this course, students will be able to:

CO1: Understand the framework and regulatory aspects of financial reporting.

CO2: Prepare and interpret financial statements as per applicable Indian Accounting Standards (Ind AS).

CO3: Analyze corporate annual reports and financial disclosures.

CO4: Evaluate business performance using segment and consolidated reporting.

CO5: Apply knowledge of financial reporting in real-life business decision-making contexts.

SYLLABUS

Unit I: Conceptual Framework of Financial Reporting

Meaning and Objectives of Financial Reporting – Users of Financial Reports – Qualitative Characteristics of Financial Information – Fundamental and Enhancing Characteristics – Structure of Financial Statements as per Companies Act, 2013 – Overview of Ind AS and IFRS

Unit II: Regulatory Framework and Accounting Standards (Ind AS)

Role of SEBI, ICAI, and NFRA in Financial Reporting – Accounting Standards vs. Ind AS vs. IFRS – Introduction to key Ind AS related to Financial Reporting such as Ind AS 1: Presentation of Financial Statements, Ind AS 16: Property, Plant & Equipment, Ind AS 38: Intangible Assets, Ind AS 115: Revenue from Contracts with Customers and Ind AS 37: Provisions, Contingent Liabilities and Assets

Unit III: Corporate Financial Statements and Disclosures

Preparation of Corporate Financial Statements as per Schedule III – Notes to Accounts – Director's Report – Corporate Governance Report – Management Discussion and Analysis (MD&A) – Auditor's Report – CSR Reporting – Sustainability Disclosures (brief introduction)

Unit IV: Segment Reporting and Consolidated Financial Statements

Ind AS 108: Segment Reporting – Business Segment and Geographical Segment – Need and Importance of Consolidation – Principles of Consolidated Financial Statements – Minority Interest, Goodwill, and Intra-group Transactions (simple problems)

Unit V: Emerging Trends in Financial Reporting

Integrated Reporting – ESG Reporting – Human Resource Reporting – Green Reporting-Value Added Statements – Recent Developments in Global Reporting Practices – Role of Technology in Financial Reporting – XBRL (Extensible Business Reporting Language) – Reporting in Startups and MSMEs

Activities:

- Review and presentation of annual reports of listed companies.
- Mock preparation of financial statements using Schedule III format.
- Seminar on differences between Indian GAAP and IFRS.
- Comparative analysis of disclosures across sectors (e.g., banking vs. manufacturing).
- Field study of financial reporting practices in local firms or NGOs.

References

1. Ghosh, T. P. (2022). *Financial reporting and analysis*. Taxmann Publications.
2. Gupta, R. L., & Radhaswamy, M. (2020). *Advanced financial accounting*. Sultan Chand & Sons.
3. Lal, J. (2021). *Corporate financial reporting: Theory and practice*. Himalaya Publishing House.
4. Tulsian, P. C. (2020). *Financial reporting*. Pearson Education.
5. Maheshwari, S. N., & Maheshwari, S. K. (2021). *Corporate accounting*. Vikas Publishing House.

SEMESTER-VIII

COURSE 19: ADVANCED COST AND MANAGEMENT ACCOUNTING

Theory	Credits: 4	4 hrs/week
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Course Objectives:

This course is designed to enable students to:

- Understand the conceptual and practical aspects of marginal costing and its applications in decision-making.
- The procedures of standard costing and perform variance analysis for effective cost control.
- Gain knowledge on budgeting techniques and budgetary control mechanisms for planning and control.
- Understand and analyse the fund flow statement to interpret changes in the financial position of an organization.
- Prepare and interpret cash flow statements as per Accounting Standard 3 (AS-3) to evaluate the liquidity position of a firm.

Course Outcomes (COs):

Upon successful completion of this course, students will be able to:

CO1: Explain the concept of marginal costing and apply CVP analysis and break-even analysis in decision-making.

CO2: Calculate and analyse material, labour, overhead, and sales variances using standard costing techniques.

CO3: Prepare various types of budgets and implement budgetary control systems for financial planning.

CO4: Construct and interpret fund flow statements to identify the sources and uses of funds.

CO5: Prepare cash flow statements as per AS-3 and differentiate between cash flow and fund flow statements.

SYLLABUS

UNIT-I: MARGINAL COSTING

Meaning – Importance – Marginal Cost Equation – Difference between Marginal Costing and Absorption Costing: Differential Costing – Application of Marginal Costing – CVP Analysis – Break Even Analysis: Meaning – Assumptions – Importance – Limitations.(Including Problems)

UNIT-II: STANDARD COSTING AND VARIANCE ANALYSIS

Standard Costing: Meaning – Importance – Standard Costing and Historical Costing – Steps involved in Standard Costing. Variance Analysis: Material variance – Labour variance – Overhead variance – Sales variance. (Including Problems)

UNIT-III: BUDGETS AND BUDGETARY CONTROL

Budget: Meaning – Objectives – Advantages and Limitations – Essentials of Budgets – Budgetary Control – Classification of Budgets – Preparation of Budgets. (Including Problems)

UNIT-IV Funds Flow Analysis

Meaning and Concept of Working Capital (Fund) – Funds Flow Statement – Meaning and Uses of Funds Flow Statement – Preparation of Funds Flow Statement. (Including Problems)

UNIT – V: Cash Flow Analysis as per AS3

Cash Flow Statement – Meaning and Uses of Cash Flow Statement – Preparation of Cash Flow Statement – Difference between Cash Flow Statement and Funds flow Statement. (Including Problems)

Activities:

- Break-Even Analysis Project – Prepare a break-even chart using marginal costing and CVP analysis.
- Variance Calculation Workshop – Calculate and interpret material, labour, and overhead variances.
- Budget Preparation Assignment – Draft a functional budget for a business scenario.
- Fund Flow Case Study – Analyze balance sheets and prepare a fund flow statement.
- Cash Flow Statement Activity – Prepare a cash flow statement as per AS-3 and compare it with fund flow.

References:

1. Sharma, R. K., & Gupta, S. K. (2023). *Management accounting: Principles & practice* (Latest ed.). Kalyani Publishers.
2. Jain, S. P., & Narang, K. L. (2022). *Advanced cost and management accounting* (Latest ed.). Kalyani Publishers.
3. Kaplan, R. S., & Atkinson, A. A. (2015). *Advanced management accounting* (3rd ed.). Pearson Education.
4. Horngren, C. T., Datar, S. M., & Rajan, M. V. (2018). *Cost accounting: A managerial emphasis* (15th ed.). Pearson Education.
5. Drury, C. (2017). *Management and cost accounting* (10th ed.). Cengage Learning.

SEMESTER-VIII
COURSE 20: FORENSIC ACCOUNTING

Theory	Credits: 4	4 hrs/week
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Course Objectives:

This course is designed to enable students to:

- Introduce the fundamentals and scope of forensic accounting and its growing relevance in financial fraud detection and litigation support.
- Equip students with skills to identify and analyse fraudulent activities using forensic tools and investigative techniques.
- Familiarize learners with legal procedures, ethical standards, and financial crime legislation.
- Enable learners to apply forensic techniques in corporate investigations, digital fraud, and money laundering cases.
- Develop a sound understanding of data analytics and technology in modern forensic accounting.

Course Outcomes (CO):

Upon successful completion of this course, students will be able to:

CO1: Understand the role of forensic accounting in detecting, investigating, and preventing financial fraud.

CO2: Identify types of fraud and apply investigative procedures using accounting evidence.

CO3: Interpret laws and ethical frameworks related to forensic audits and financial crimes.

CO4: Use forensic tools and techniques to analyse complex financial transactions.

CO5: Gain practical knowledge on forensic accounting.

SYLLABUS

Unit I: Introduction to Forensic Accounting

Definition, Nature, and Scope of Forensic Accounting – Differences between Forensic Accounting and Auditing – Evolution and Development of Forensic Accounting – Types of Frauds and Financial Crimes – Importance of Forensic Accounting in Modern Business Environment

Unit II: Tools and Techniques of Forensic Accounting

Forensic Techniques: Document Verification, Data Mining, Ratio Analysis, Benford's Law – Investigative Methods and Interviews – Red Flags and Symptoms of Financial Fraud – Forensic Audit Trail – Role of Internal Controls – Case Studies on Fraud Detection

Unit III: Legal and Regulatory Framework

Overview of Indian Legal Provisions Related to Fraud- Companies Act, 2013- Indian Penal Code- Prevention of Corruption Act- Money Laundering Act (PMLA)- Income Tax and GST Fraud Provisions- Role of Enforcement Agencies: CBI, SFIO, ED, SEBI, and RBI

Unit IV: Corporate Fraud and Forensic Investigation Process

Types of Corporate Fraud: Misappropriation, Falsification of Records, Insider Trading – Fraud Risk Management – Steps in Forensic Investigation – Reporting and Documentation – Role of Forensic Accountant in Court Proceedings – Expert Witness

Unit V: Technology and Forensic Accounting

Use of Digital Tools and Data Analytics in Forensic Accounting – Computer-Assisted Audit Techniques (CAATs) – Cyber Fraud and Digital Forensics – Block chain and its Impact on Fraud Prevention – Emerging Trends in Forensic Accounting

Activities:

- Conduct mock forensic investigations using sample data.
- Case study analysis of major Indian and global corporate frauds (e.g., Satyam, Enron).
- Organize student-led debates or role-plays on ethical issues in forensic investigations.
- Guest lecture by a forensic accountant or law enforcement officer.
- Field visit to auditing firms or economic offenses wings.

References:

1. Bologna, G. J., & Lindquist, R. J. (1995). *Fraud auditing and forensic accounting* (2nd ed.). Wiley.
2. Dutta, S. K. (2022). *Forensic accounting: Principles and practice*. Taxmann Publications.
3. Crumbley, D. L., Heitger, L. E., & Smith, G. S. (2015). *Forensic and investigative accounting* (8th ed.). CCH Incorporated.
4. Singh, K. (2021). *Forensic accounting and fraud examination*. Dreamtech Press.
5. Tiwari, B. (2020). *Forensic accounting*. New Age International Publishers.

SEMESTER-VIII

COURSE 21: CONTEMPORARY ISSUES IN ACCOUNTING

Theory	Credits: 4	4 hrs/week
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Course Objectives

This course is designed to enable students to:

- Familiarise students with emerging trends and challenges in modern accounting practices.
- Explore the integration of technology in accounting and its implications on financial reporting.
- Provide insights into global practices like environmental, social, and governance (ESG) reporting.
- Equip learners with the knowledge of ethics, sustainability, and corporate disclosures.
- Enable critical evaluation of financial shenanigans and their impact on investor trust and governance.

Course Outcomes (COs):

Upon successful completion of the course, students will be able to:

CO1: Identify and evaluate key contemporary developments and debates in the field of accounting

CO2: Analyse the role of technology such as AI, block chain, and data analytics in accounting systems

CO3: Explain the significance of sustainability, ESG, and integrated reporting frameworks.

CO4: Interpret the ethical, environmental, and governance dimensions of accounting.

CO5: Examine types and techniques of financial shenanigans and detect red flags in reporting practices.

SYLLABUS

Unit I: Evolution and Emerging Dimensions of Accounting

Globalisation and Liberalisation and their Impact on Accounting – Limitations of Traditional Accounting – Rise of Fair Value Accounting – Creative Accounting Practices – Harmonisation vs. Convergence – Need for International Standards (IFRS, Ind AS) – Role of GRI and IASB

Unit II: Environmental, Social and Governance (ESG) and Sustainability Reporting

Concept of ESG Reporting – Sustainability Accounting Standards Board (SASB) Framework – GRI Guidelines – Integrated Reporting Framework (IIRC) – SEBI ESG Regulations – Carbon Accounting and Environmental Disclosures – Triple Bottom Line Reporting – Stakeholder Engagement

Unit III: Technological Integration in Accounting

Impact of Digital Transformation – Cloud-Based Accounting Systems – Role of Artificial Intelligence (AI) and Machine Learning (ML) – Blockchain in Accounting and Auditing – Big Data Analytics in Fraud Detection – Role of ERP Systems (e.g., SAP, Oracle) in Real-time Reporting – Cybersecurity and Internal Controls

Unit IV: Financial Shenanigans and Earnings Manipulation

Meaning and Types of Financial Shenanigans – Classification by Schilit: Recording Revenue Too Soon, Boosting Income with One-Time Gains, Shifting Current Expenses to Later Periods, Failing to Record or Improperly Reducing Liabilities – Techniques for Manipulating Cash Flow – Case Studies: Satyam, WorldCom, Wirecard – Detection Tools: Red Flags, Ratio Analysis, Benford's Law – Role of Auditors, Analysts, and Regulators

Unit V: Ethics and Corporate Governance in Accounting

Accounting Ethics and Professional Conduct – Role of ICAI Code of Ethics – Corporate Governance Mechanisms – Whistle blowing and Fraud Prevention – Corporate Social Responsibility (CSR) and its Disclosure – Case Studies on Ethical Lapses (e.g., Satyam, Enron)

Activities:

- Group discussions on ethical issues in financial reporting and corporate transparency
- Review of ESG reports and integrated reports from companies listed on BSE/NSE
- Analysis of case studies involving financial misreporting or earnings management
- Presentations on the use of AI and block chain in auditing and reporting
- Guest lectures by industry experts or auditors on corporate ethics and digital fraud detection
- Simulation exercises on identifying shenanigans using financial statement ratios

References:

1. Ghosh, T. P. (2023). *Emerging issues in accounting and finance*. Taxmann Publications.
2. Schilit, H. M., & Perler, J. (2010). *Financial shenanigans: How to detect accounting gimmicks and fraud in financial reports* (3rd ed.). McGraw-Hill.
3. KPMG. (2022). *Sustainability reporting and ESG trends in India*. KPMG India Insights.
4. ICAI. (2022). *Code of Ethics (Volume I, II & III)*. Institute of Chartered Accountants of India.
5. ACCA. (2021). *Ethics and professional skills module*. ACCA Global.