AC: 25/07/2023 Item No. :1.2.1







# SIES (Nerul) College of Arts, Science and Commerce (Autonomous) Syllabus for Approval

# **Masters of Commerce (M.Com- Advanced Accountancy)**

Sr. No.	Heading	Particulars
1	Title of the Programme	Masters of Commerce (M.Com- Advanced Accountancy)
2	Eligibility for admission	Any Bachelor Degree
3	Minimum Percentage for admission	45%
4	Passing Marks	40%
5	Semesters	I
6	Level	PG
7	Pattern	2 years & 4 semesters Choice Based Grading System
8	Status	New
9	To be implemented from	From Academic year 2023-24 in a progressive manner

Date: 25<sup>th</sup> July, 2023.

**Signature:** 

Dr. Koel Roychoudhury AC Chairperson

Ms. Sugandha Jha Head of the Department





# **SIES (Nerul) College of Arts, Science and Commerce (Autonomous)**

(Affiliated to University of Mumbai) RE-ACCREDITED GRADE "A" BY NAAC (3<sup>rd</sup> CYCLE)

# BOARD OF STUDIES SYLLABUS FOR M.COM (ADVANCED ACCOUNTING)

(WITH EFFECT FROM THE ACADEMIC YEAR 2023-2024)

# **Programme Objective:**

1. To make students more proficient in areas like Costing, Taxation, G.S.T., and Accountancy, Management and Research.

- 2. To learn the practical aspects of above subjects through project work, viva practical written exams
- 3. To prepare students for further Professional endeavors at national and international level.
- 4. To prepare students interested in pursuing academic careers with primary ideas of research to be carried out in their respective fields.

# **Programme Outcome:**

On Completion of the programme:

- 1. The learner will imbibe knowledge in different functional areas of Accountancy, Strategic principles, economic theory, and quantitative techniques of decision-making.
- 2. Leadership skills of the students will be developed by adopting practical approaches such as case study, business games, assignment writing and application of digital technology.
- 3. Learner will be equipped with requisite knowledge, skills, and the right attitude necessary to provide effective leadership in a global environment.
- 4. Develop attributes for research in academics and applied research for industry.

# M.Com (Master of Commerce) Programme

(To be implemented from Academic Year- 2023-24)

No. of Courses	Course Code	Semester I	Credits
1	Major		
1	M23AA1MJ01	Advanced Financial Management	4
2	M23AA1MJ02	Strategic Management	4
3	M23AA1MJ03	Advanced Microeconomics	4
4	M23AA1MJ04	Business Ethics & CSR	2
2	Electives		
5	M23AA1E01	Advanced Auditing	4
3	DSE		
6	M23AA1RM01	Research Methodology	4
Total Credit		22	

# COURSE NAME: ADVANCED FINANCIAL MANAGEMENT

COURSE CODE: M23AA1MJ01 COURSE CREDIT: 04

1 credit - 15 lectures 1 lecture is 60 minutes

# **Course Objectives:**

The course aims to enable students to acquire knowledge of principles and practice of financial management in the decision making process.

- Analyze types of Financing and various instruments.
- Analyze the conceptual framework of financial management and get an insight into the concept of time value of money, and risk and return.
- Estimate cash flows for projects, and evaluate their profitability using capital budgeting techniques.
- Analyze Capital structure theory and dividend decisions
- To comprehend Financial Planning, Financial Policy & Corporate Strategy efficiently.

Jnit No.	Modules/ Units	No. of
		Lectures
	Types of Financing	
1	Introduction Needs of Finance and Sources: Long Term, Medium Term, Short	1:
	Term Long Term Sources of Finance Owners Capital / Equity Capital	
	Preference share capital Retained Earning Debentures or Bonds Loans from	
	Financial Institutions / Banks Short Term Sources of Finance Trade Credit	
	Accrued Expenses and Deferred Income Advances From Customers	
	Commercial Papers Bank Advances:Loans, O/D, Clean O/Ds, Cash Credit,	
	Advances against goods, Bills Purchased, Discounted, Advances against	
	documents of title of goods, Advances against supply of bills, Term Loans	
	Inter Corporate Deposits Certificate of Deposits Public Deposits	
2	Capital Budgeting	1
	Introduction • Nature of Capital Budgeting • Purpose of Capital Budgeting •	
	Capital Budgeting Process • Types of Capital Investment • Decisions Project	
	Cash Flows and Net profit Approval • Basic Principle of Measuring Project	
	Cash Flows • Increment principle, Long Term Funds Principle, Exclusion of	
	Financial Cost Principle, Post Tax Principle • Probability technique for	
	measurement of cash flow • Capital Budgeting Techniques : Net Return	
	Value; Internal Rate of Return; Profitability Index Methods • A Comparison;	
	Project Selection Under Capital Rationing • (Note: Problems on computation	
	of cash flow, ranking of projects on various techniques, selection and analysis	
	with / without capital rationing. Comparison of IRR with Required rate of	
	return i.e. cut off rate, IRR and mutually exclusive projects with unequal	
	lives, multiple IRR)	
3	Capital Structure Theory and Dividend Decision	1.

	Total Lectures	60
	Management ; Financial Planning	
	financial decision making framework; Functions of Strategic Financial	
	Master Budget)Meaning of strategic financial management; Strategic	
	on Sales Budget, Production Budget, Material Budget, Cash Budget and	
	• Advantages of Budgeting • Zero Based Budget • (Note: Practical Questions	
	Introduction • Meaning of Budget • Essentials of a budget, • Types of Budgets	
4	Financial Planning, Financial Policy & Corporate Strategy	15
	Models - Walter, Gordon, Graham & Dodd Model and M-M Model.	
	Importance, Formulation, Legal and Procedural Aspects. Dividend Decision	
	Trade off Theory and Signalling Theory. Dividend Decisions- Need,	
	Income Approach, Traditional Position, Modigliani and Miller Approach,	
	Taxation and Capital Structure Types – Net Operating Income, Net Operating	
	Capital Structure Theories – Background, Assumptions, Definitions and	

- Fundamentals of Financial Management by D. Chandra Bose, PHI Learning Pvt. Ltd., New Delhi
- Fundamentals of Financial Management by Bhabotosh Banerjee, PHI Learning Pvt. Ltd., New Delhi
- Fundamentals of Financial Management by Vyuptakesh Sharma, Pearson Education, New Delhi
- Fundamentals of Financial Management by J.C. Van Horne, Prentice Hall of India, New Delhi
- Financial Management: Text and Problems by M.Y. Khan and P.K. Jain, Tata McGraw Hill, New Delhi
- Financial Management: Theory and Practice by Prasanna Chandra, Tata McGraw Hill, New Delhi
- Financial Management by I.M. Pandey, Vikas Publishing House, New Delhi
- Financial Management by C. Paramasivan & T. Subramanian
- Financial Management by Ravi Kishor
- Financial Management by Khan & Jain

# COURSE NAME: STRATEGIC MANAGEMENT

COURSE CODE : M23AA1MJ02 COURSE CREDIT: 04

1 credit - 15 lectures

1 lecture is 60 minutes.

**Course Objectives:** 

	course objectives.		
	1	To enable the learners to understand new forms of Strategic Management concepts and their use in business.	
		concepts and their use in business.	
	2	To provide information pertaining to Business, Corporate and Global Reforms.	
	3	To develop learning and analytical skills of the learners to enable them to	
	3	solve cases and to provide strategic solutions	
	4	To acquaint the learners with recent developments and trends in the business	
	4	corporate world by understanding the strategic management in social enterprises	

# **Course Outcomes:**

1	Being able to understand strategic planning and the strategic decisions that companies
	make.
2	Describe the fundamental ideas, rules, and procedures involved in developing and
2	carrying out strategies.
3	Create innovative solutions by critically analysing and evaluating real-world business
3	challenges from the standpoint of strategic management.
4	Learners will be able to understand how businesses foresee market trends and
-	promptly adapt to shifting circumstances.

# **Syllabus:**

SN	Modules/ Units	
1	Introduction to Strategic Management	
	<ul> <li>Concept of Strategic Management, Strategic Management Process,         Vision, Mission and Goals, Benefits and Risks of Strategic Management.</li> <li>Levels of Strategies: Corporate, Business and Operational Level Strategy</li> <li>Functional Strategies: Human Resource Strategy, Marketing Strategy,         Financial Strategy, Operational Strategy</li> <li>Business Environment: Components of Environment- Micro and Macro         and</li> <li>Environmental Scanning</li> </ul>	15
2	Strategy Formulation, Implementation and Evaluation	

•	Strategic Formulation: Stages and Importance, Formulation of Alternative Strategies: Mergers, Acquisitions, Takeovers, Joint Ventures, Diversification, Turnaround, Divestment and Liquidation.  Strategic Analysis and Choice: Issues and Structures, Corporate Portfolio Analysis- SWOT Analysis, BCG Matrix, GE Nine Cell Matrix, Hofer's Matrix,  ETOP- Environmental Threat and Opportunity Profile, Strategic Choice-Factors and Importance.  Strategic Implementation: Steps, Importance and Problems, Resource Allocation- Importance & Challenges  Strategic Evaluation and Control: Importance, Limitations and Techniques Budgetary Control: Advantages, Limitations	15
3 Busin	ess, Corporate and Global Strategies	
•	Corporate Restructuring Strategies: Concept, Need and Forms, Corporate Renewal Strategies: Concept, Internal and External factors, and Causes.  Strategic Alliance: Concept, Types, Importance, Problems of Indian Strategic Alliances, and International Businesses  Public Private Participation: Importance, Problems and Governing Strategies of PPP Model.  Information Technology Driven Strategies: Importance, Limitations contribution of IT sector in Indian Business	15
4 Curre	ent Strategic Trends	
•	Business Process Outsourcing and Knowledge Process Outsourcing in India: Concept and Strategies. Reasons for growing BPO and KPO businesses in India.  Reengineering Business Processes- Business Reengineering, Process Reengineering and Operational Reengineering, Change Management Disaster Management: Concept, Problems and Consequences of Disasters, Strategies for Managing and Preventing disasters and Cope up Strategies. Strategic management in Social enterprises: Introduction to social enterprises, Different kinds of social enterprises: not-for profit and profit making, Need and opportunity.  Start-up Business Strategies and Make in India Model: Process of business start-ups and its Challenges, Growth Prospects, and government initiatives in Make in India Model with reference to National manufacturing, Contribution of Make in India Policy in overcoming industrial sickness	15

- 1) The Art of Strategy: A Game Theorist's Guide to Success in Business and Life by Avinash K. Dixit and Barry J. Nalebuff
- 2) 2."Strategic Marketing Management: Planning, Implementation, and Control" by Colin Gilligan and Richard M S Wilson
- 3) 3."Strategic Planning and Management in Contemporary Zambia" by James Mulungushi
- 4) "Strategic Human Resource Management: An Indian Perspective" by Anuradha Sharma
- 5) "Strategic Human Resource Management" by Tanuja Agarwala

- 6) "Strategic Project Management (Strategic Success)" by Paul Roberts
- 7) "STRATEGIC MANAGEMENT OF TECHNOLOGY and INNOVATION" by Robert Burgelman and Clayton Christensen
- 8) Solved Scanner CA IPCC Group-II Paper-7 Information Technology and Strategic Management" by Dr Arpita Ghose and Gourab Ghose
- 9) "Information Technology and Strategic Management For CA-IPCE (FIRST)" by CA NIKHIL SINGHAL and Summary Book on ITSM for CA-IPCC/IPCE

#### COURSE NAME: ADVANCED MICROECONOMICS

COURSE CODE: M23AA1MJ03 COURSE CREDIT: 04

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# **Course Objectives:**

1 credit - 15 lectures

1. This course is designed to equip the students with basic tools of economic theory and its practical applications.

1 lecture is 60 minutes

- 2. The course aims at familiarising the students with the understanding of the economic aspects of current affairs and thereby prepares them to analyse the market behaviour with economic way of thinking.
- 3. In addition to providing an insight into application of economic principles in business decisions, it also intends to widen analytical ability of the students and to provide them a foundation for further study of economics.
- 4. In order to make the study practical oriented, the paper requires discussion of some cases involving the use of concepts of business economics.

- 1) Students will be able to explain the practical application of basic economic concepts and tools.
- 2) Students will be able to analyze market behavior from an economic perspective.
- 3) Students will be able to apply economic principles analytically for further study.
- 4) Students will be able to examine relevant cases of business economics.

Sr. No	Syllabus	No. of lectures
01	Module I: Basic Principles in Business Economics Meaning and scope of Business Economics - twin principles of scarcity and efficiency; incremental and Marginal principle; profit maximisation principle; market economy and invisible hand; production possibility frontier; Opportunity cost - accounting profit and economic profit; market failure, externality, public goods and economic role of Government	15

	Module II: Demand and Supply Analysis	
02	<ul> <li>Determinants of demand - market demand function - theory of attributes, snob appeal, band wagon and Veblen effect and demand function. Law of supply, elasticity of supply</li> <li>Applications of elasticity of demand and supply to economic issues: Paradox of bumper harvest- tax on price and quantity - minimum floor and maximum ceilings: minimum wages controversy and Administered price control, related numerical problems.</li> <li>The theory of consumer choice - Consumer preference and budget constraint - equilibrium position of tangency with the help of Indifference curve analysis, effect of changes in price and income on consumer equilibrium</li> <li>Module III: Production decisions and Cost analysis</li> </ul>	15
03	<ul> <li>Production function - short run and long run, Isoquants,         Law of variable proportion, returns to scale, scale         economies, scope economies- least cost factor         combination for a given output- Expansion path and         Multiproduct firm- cost reduction through experience -         learning curve, related case studies.         <ul> <li>Economic analysis of Cost: Classification of costs, short             run and long run cost functions, related numerical             problems.</li> <li>Break-even Analysis- Concept, Factors influencing             break-even point, related numerical problems.</li> </ul> </li> <li>Module IV: Market structure analysis</li> </ul>	15
4	<ul> <li>Difference between perfectly and imperfectly competitive markets -Perfect competition and Monopoly as limiting cases of market imperfections - Sources of market power - profit maximization of simple and discriminating monopolist methods of measuring monopoly power - Public policy towards monopoly power, related case studies.</li> <li>Different forms of imperfect competition - Monopolistic competition and Oligopoly - Strategic decision making in oligopoly markets- collusive and non-collusive oligopoly-colliding oligopoly: rivalry among few, price war and kinked demand curve- collusive oligopoly models of price leadership and cartel - basic concepts of game theory - Using Game theory to analyze strategic decisions - application of model of prisoner's dilemma in market decisions, related case studies.</li> </ul>	15

#### **REFERENCES:**

- 1) Salvatore, D.: Managerial Economics in a global economy (Thomson South Western Singapore, 2001)
- 2) Frank Robert.H, Bernanke. Ben S., Principles of Economics (Tata McGraw Hill (ed.3)
- 3) Gregory Mankiw., Principles of Economics, Thomson South western (2002 reprint)
- 4) Samuelson & Nordhas.: Economics (Tata McGraw Hills, New Delhi, 2002)
- 5) Hirchey .M., Managerial Economics, Thomson South western (2003)
- 6) Mehta, P.L.: Managerial Economics Analysis, Problem and Cases (S. Chand & Sons, N. Delhi, 2000)
- 7) Koutsyiannis, A., Modern Microeconomics, Macmillan Press Ltd (1998 Reprint).
- 8) Varian, Micro-Economic Analysis (ed. 3), Norton, 1992.
- 9) Dean, Joel: Managerial Economics (Prentice Hall of India, N. Delhi, 2002)
- 10) Gupta, G.S.: Managerial Economics (Tata McGraw Hill, N. Delhi, 1997)
- 11) Sen Anindya, Micro -Economics: Theory and Applications, Oxford University Press, New Delhi, 1999

# COURSE NAME: BUSINESS ETHICS AND CORPORATE SOCIAL RESPONSIBILITY

COURSE CODE : M23AA1MJ02 COURSE CREDIT: 04

# **Course Objectives**

1 credit - 15 lectures

1) To familiarize the learners with the concept and relevance of Business Ethics in the modern era.

1 lecture is 60 minutes

2) To enable learners to understand the scope and complexity of Corporate Social responsibility in the global and Indian context

- 1) Students will be able to understand business ethics and analyze corporate social responsibility.
- 2) The learner will be able to evaluate various corporate governance ethics codes.

Sr. No	Syllabus	No. of lectures
	Introduction to Business Ethics and Corporate Governance	
01	Business Ethics – Concept, Characteristics, Importance and Need for business ethics, Sources of Ethics,	15
	Various approaches to Business Ethics	
	Gandhian Approach in Management and Trusteeship, importance and relevance of trusteeship principle in Modern Business,	
	Ethics in Marketing and Advertising, Human Resources Management, Finance and Accounting, Production, Information Technology, Copyrights and Patents.	
	Corporate Governance: Concept, Importance, Principles of Corporate Governance,	
	Regulatory Framework of Corporate Governance in India, SEBI Guidelines and clause 49, Audit Committee, Role of Independent Directors, Protection of Stake	
	Holders, Changing roles of corporate Boards.	
	Introduction to Corporate Social Responsibility	
02	Corporate Social Responsibility: Concept, Scope & Relevance and Importance of CSR in Contemporary Society	15
	CSR and Indian Corporations- Legal Provisions and Specification on CSR, A Score Card, Future of CSR in India.	
	Role of NGO's and International Agencies in CSR, Integrating CSR into Business	
	CSR towards Stakeholders Shareholders, Creditors and Financial Institutions, Government, Consumers, Employees and Workers, Local Community and Society.	
	CSR and environmental concerns.  Designing CSR Policy- Factors influencing CSR Policy, Role of HR	
	Professionals in CSR Global Recognitions of CSR- ISO- 14000-SA 8000 – AA 1000 – Codes	
	formulated by UN Global Compact – UNDP, Global Reporting Initiative; major codes on CSR.	
	CSR and Sustainable Development, CSR through Triple Bottom Line in Business	

- Sharma J.P 'Corporate Governance, business ethics and CSR, Ane Books Pvt Ltd, New Delhi
- S.K.Bhatia, Business Ethics and Corporate Governance
- William Shaw, Business Ethics, Wordsworth Publishing Company, International Thomson Publishing Company.
- Corporate Crimes and Financial Frauds, Dr. Sumit Sharma, New Delhi India R.C. Sekhar, Ethical choices in Business, Sage Publications, New Delhi
- Business Ethics, Andrew Crane and Dirk Matten, Oxford University Press.
- Business Ethics, Text and Cases, C.S.V. Murthy, Himalaya Publication House.
- Mallin, Christine A. Corporate Governance (Indian Edition) Oxford University press. New Delhi
- $\bullet$  Philip Kotler and Nancy Lee, CSR : doing the most good for Company and your cause , Wiley 2005
- Beeslory, Michel and Evens, CSR, Taylor and Francis, 1978
- Subhabrata Bobby Banerjee, CSR: the good, the bad and the ugly. Edward Elgar Publishing 2007
- Joseph A. Petrick and John F. Quinn, Management Ethics- Integrity at work , Sage Publication , 1997
- Francesco Perrini, Stefano and Antanio Tencati, Developing CSR- A European Perspective, Edward Elgar.

# **COURSE NAME: ADVANCED AUDITING**

COURSE CODE : M23AA1E01 COURSE CREDIT: 04

1 credit - 15 lectures 1 lecture is 60 minutes

#### **Course Outcomes:**

- 1) To explore the company's audit with the practical analysis of audit of various ledgers by scrutinizing of ledgers of assets, personal and revenue accounts
- 2) To comprehend the knowledge of the procedures to be adopted for auditing of government audit , local bodies, NGO's, gain the knowledge on auditing procedures of a firm, small companies, Charitable institutions , educational institutions, hospitals, Clubs, cinema halls and hotels and also to analyse the audit of hire purchase and leasing companies accounts.
- 3) To develop of better understanding of Cost audit, Environmental Audit, Energy Audit., Audit under different statutes, of income tax, other direct tax laws and indirect taxes
- 4) To get the knowledge of concept of audit in an automated environment, key features of automated environment, Risks and controls in Automated environment, Computer auditing; specific problems of EDP audit and the need for review of internal control especially procedure controls and facility controls

Course Objectives: In this course the students will build on their understanding of audit theory and its application to the audit of financial statements. The emphasis of this course is on the practical application of audit procedures on Students will also learn to employ computer-based audit testing techniques to conduct analytical review procedures, statistical sampling, tests of controls and substantive tests of a company's financial statements. They will also get to know the procedures to be adopted for auditing of government audit, local bodies, NGOs etc. realistic financial audit case scenarios. Upon completion of this course, students will gain proficiency in audit planning, evidence collection and documentation, evaluation of internal control, and assessment of fraud risk.

Unit No.	Modules/ Units	No. of
		Lectures
1	Company Audit	15
	Introduction to Audit - Audit of Ledgers, General Considerations, Scrutiny of	
	Ledgers of Assets, Personal and Revenue Accounts	
	Company Audit - Audit of Shares, Qualifications and Disqualifications of	
	Auditors, Appointment of auditors, Removal of auditors, Powers and duties	3
	of auditors, Branch audit, Joint audit, Special audit, Reporting requirements	3
	under the Companies Act, 2013.	
	Concepts of true and fair and materiality and audit risk in the context of audit	- t
	of companies.	
	Audit reports; qualifications, notes on accounts, distinction between notes and	<u> </u> 
	qualifications, detailed observations by the statutory auditor to the	
	management vis-a-vis obligations of reporting to the members	
2	Special Audits	15

Total Lectures		
	up the computer system	
	automated audit programmes; involvement of the auditor at the time of setting	
	Use of computers for internal and management audit purposes; test packs,	
	procedure controls and facility controls; techniques of audit of EDP output;	
	problems of EDP audit, Need for review of internal control especially	
	Risks and controls in Automated environment, Computer auditing; specific	
	What is an automated environment: Key features of automated environment,	
4	Auditing in an Automated Environment	15
	statutes, viz; income tax, other direct tax laws and indirect taxes	
	Cost audit, Environmental Audit, Energy Audit., Audit under different	
3	Audit under other Laws	15
	Audit of Hire purchase and Leasing companies accounts	
	companies, Charitable institutions, Cinema Halls.	
	institutions, Hotels, Clubs, Hospitals, Government audit, Local Bodies, Small	
	Special points in audit of different types of undertakings, i.e., Educational,	

- 1) Taxmann's Tax Audit Clause-wise detailed commentary on Tax Audit, Presumptive Tax, ICDS with Tax Audit Ready Reckoner, Checklists, Case Laws, Views of the ICAI, etc. | Finance Act 2023
- 2) Handbook on Energy Audit and Environment Management by Y P Abbi | 27 September 2015
- 3) NISM's Social Auditors A joint publication by NISM & ICAI covering Social Sector Organisations, Social Audit, Social Audit Techniques, Social Audit Standards, Social Impact Assessment and Reporting by NISM (An Educational Initiative of SEBI) and Institute of Chartered Accountants of India | 23 March 2023
- 4) Taxmann's New Accounting Standards (AS) Updated AS issued under the Companies (Accounting Standard) Rules, 2021 with Comparative Study, Checklists for SMCs, Guide on Exemptions/Relaxations by <u>Taxmann</u> | 27 June 2021
- 5) Taxmann's CRACKER for Advanced Auditing & Professional Ethics (Paper 3 | Audit) Covering past exam questions & detailed answers plus 760+ questions & case studies | CA Final | Nov. 2023 Exam by CA Pankaj Garg | 6 July 2023
- 6) Handbook on GST Audit by Tax Authorities by Sanjay Malhotra, Anil Sharma, et al. | 2 August 2020
- 7) Public Sector Audit (Routledge Focus on Accounting and Auditing) by <u>Carolyn J.</u>
  <u>Cordery</u> and David C. Hay | 23 November 2020
- 8) Auditing (Thoroughly revised on the basis of the Companies Act 2013 and the Companies (Amendment) Acts 2019, 2020 and 2021) by Dr. T.R. Sharma | 1 January 2021
- 9) Taxmann's Guide to Tax Audit-Detailed Commentary on Provisions Relating to Tax Audit and Clauses of Form 3CD | Updated till 6th October 2020 | 12th Edition 2020 [Paperback] Srinivasan Anand G. by Srinivasan Anand G. | 28 September 2020

#### **COURSE NAME: RESEARCH METHODOLOGY**

Course Code: M23AA1RM01 Course Credits: 4

1 lecture is 60 minutes

# **Course Objectives:**

1 credit - 15 lectures

1) To enhance the abilities of learners to undertake research in business & social sciences.

- 2) To enable the learners to understand, develop and apply the fundamental skills in formulating research problems.
- 3) To enable the learners in understanding and developing the most appropriate methodology for their research
- 4) To make the learners familiar with the basic statistical tools and techniques applicable for research

- 1) To understand Meaning of Research, identification, and formulation of research problem.
- 2) To Create Hypothesis and testing and understand the research design.
- 3) To understand the different sampling methods and to identify methods of Data collection.
- 4) To apply Report writing and drafting of report.

Sr. No	Syllabus	No. of
		lectures
01	Introduction to Research	15
	• Features and Importance of research, Objectives and Types of	
	research- Basic, Applied, Descriptive, Analytical and Empirical	
	Research.	
	• Formulation of research problem, Research Design, significance of Review of Literature	
	Hypothesis: Formulation, Sources, Importance and Types	
	• Sampling: Significance, Methods, Factors determining sample size	
	Research Process	
0.2	• Stages in Research process	15
02	• Data Collection: Primary data: Observation, Experimentation,	15
	Interview, Schedules, Survey,	
	• Limitations of Primary data	
	Secondary data: Sources and Limitations,	
	• Factors affecting the choice of method of data collection.	
	• Questionnaire: Types, Steps in Questionnaire Designing, Essentials	
	of a good questionnaire	
	Data Processing and Statistical Analysis	
03	• Data Processing: Significance in Research, Stages in Data	15
	Processing: Editing, Coding, Classification, Tabulation, Graphic	
	Presentation, Numerical.	
	• Statistical Analysis: Tools and Techniques, Measures of Central	
	Tendency, Measures of Dispersion, Correlation Analysis and	
	Regression Analysis, Numericals.	
	• Testing of Hypotheses – Parametric Test-t test, f test, z test, Non-Parametric Test -Chi square test, ANOVA, Factor Analysis,	
	Numericals.	

	• Interpretation of data: significance and Precautions in data interpretation	
04	Research Reporting and Modern Practices in Research • Research Report Writing: Importance, Essentials, Structure/ layout, Types	15
	<ul> <li>References and Citation Methods: APA (American Psychological Association), CMS (Chicago Manual Style), MLA (Modern Language Association)</li> <li>Footnotes and Bibliography</li> <li>Modern Practices: Ethical Norms in Research, Plagiarism, Role of Computers in Research</li> </ul>	

- Kothari CR, Research Methodology- Methods and Techniques, New Wiley Ltd., 2009
- Research Methodology Text and Cases with SPSS Applications, by Dr S.L. Gupta and Hitesh Gupta, International Book House Pvt Ltd
- Business Research Methodology by T N Srivastava and Shailaja Rego, Tata Mcgraw Hill Education, Private Limited, New Delhi
- Methodology of Research in Social Sciences, by O.R. Krishnaswami, Himalaya Publishing House
- Research Methodology by Dr Vijay Upagude and Dr Arvind Shende
- Business Statistics by Dr S. K Khandelwal, International Book House Pvt Ltd
- Quantitative Techniques by Dr S. K Khandelwal, International Book House Pvt Ltd
- SPSS 17.0 for Researchers by Dr S.L Gupta and Hitesh Gupta, 2nd edition, Dr S. K Khandelwal, International Book House Pvt Ltd
- Foundations of Social Research and Econometrics Techniques by S.C. Srivastava, Himalaya publishing House
- Statistical Analysis with Business and Economics Applications, Hold Rinehart & Wrintston, 2nd Edition, New York
- Business Research Methods, Clover, Vernon T and Balsely, Howard L, Colombus O. Grid, Inc
- Business Research Methods, Emary C.Willima, Richard D. Irwin In. Homewood
- Research Methods in Economics and Business by R. Gerber and P.J. Verdoom, The Macmillan Company, New York
- Research and Methodology in Accounting and Financial Management, J.K Courtis
- Statistics for Management and Economics, by Menden Hall and Veracity, Reinmuth J.E