

UNIVERSITY GRANTS COMMISSION NET BUREAU

NET SYLLABUS

Subject: Commerce

Code No. : 08

Unit 1: Business Environment and International Business

Unit 2: Accounting and Auditing

Unit 3: Business Economics

Unit 4: Business Finance

Unit 5: Business Statistics and Research Methods

Unit 6: Business Management and Human Resource Management

Unit 7: Banking and Financial Institutions

Unit 8: Marketing Management

Unit 9: Legal Aspects of Business

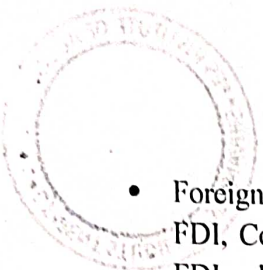

Unit 10: Income-tax and Corporate Tax Planning

Unit 1: Business Environment and International Business

- Concepts and elements of business environment: Economic environment- Economic systems, Economic policies(Monetary and fiscal policies); Political environment- Role of government in business; Legal environment- Consumer Protection Act, FEMA; Socio-cultural factors and their influence on business; Corporate Social Responsibility (CSR)
- Scope and importance of international business; Globalization and its drivers; Modes of entry into international business
- Theories of international trade; Government intervention in international trade; Tariff and non-tariff barriers; India's foreign trade policy

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- Foreign direct investment (FDI) and Foreign portfolio investment (FPI); Types of FDI, Costs and benefits of FDI to home and host countries; Trends in FDI; FDI policy
 - Balance of payments (BOP): Importance and components of BOP
 - Regional Economic Integration: Levels of Regional Economic Integration; Trade creation and diversion effects; Regional Trade Agreements: European Union (EU), ASEAN, SAARC, NAFTA
 - International Economic institutions: IMF, World Bank, UNCTAD
 - World Trade Organisation (WTO): Functions and objectives of WTO; Agriculture Agreement; GATS; TRIPS; TRIMS

Unit 2: Accounting and Auditing

- Basic accounting principles; concepts and postulates
- Partnership Accounts: Admission, Retirement, Death, Dissolution and Insolvency of partnership firms
- Corporate Accounting: Issue, forfeiture and reissue of shares; Liquidation of companies; Acquisition, merger, amalgamation and reconstruction of companies
- Holding company accounts
- Cost and Management Accounting: Marginal costing and Break-even analysis; Standard costing; Budgetary control; Process costing; Activity Based Costing (ABC); Costing for decision-making; Life cycle costing, Target costing, Kaizen costing and JIT
- Financial Statements Analysis: Ratio analysis; Funds flow Analysis; Cash flow analysis
- Human Resources Accounting; Inflation Accounting; Environmental Accounting
- Indian Accounting Standards and IFRS
- Auditing: Independent financial audit; Vouching; Verification and valuation of assets and liabilities; Audit of financial statements and audit report; Cost audit
- Recent Trends in Auditing: Management audit; Energy audit; Environment audit; Systems audit; Safety audit

Unit 3: Business Economics

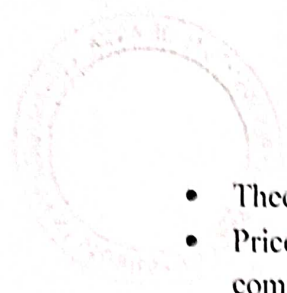

- Meaning and scope of business economics
- Objectives of business firms
- Demand analysis: Law of demand; Elasticity of demand and its measurement; Relationship between AR and MR
- Consumer behavior: Utility analysis; Indifference curve analysis
- Law of Variable Proportions: Law of Returns to Scale

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- Theory of cost: Short-run and long-run cost curves
 - Price determination under different market forms: Perfect competition; Monopolistic competition; Oligopoly- Price leadership model; Monopoly; Price discrimination
 - Pricing strategies: Price skimming; Price penetration; Peak load pricing

Unit 4: Business Finance

- Scope and sources of finance; Lease financing
- Cost of capital and time value of money
- Capital structure
- Capital budgeting decisions: Conventional and scientific techniques of capital budgeting analysis
- Working capital management; Dividend decision: Theories and policies
- Risk and return analysis; Asset securitization
- International monetary system
- Foreign exchange market; Exchange rate risk and hedging techniques
- International financial markets and instruments: Euro currency; GDRs; ADRs
- International arbitrage; Multinational capital budgeting

Unit 5: Business Statistics and Research Methods

- Measures of central tendency
- Measures of dispersion
- Measures of skewness
- Correlation and regression of two variables
- Probability: Approaches to probability; Bayes' theorem
- Probability distributions: Binomial, poisson and normal distributions
- Research: Concept and types; Research designs
- Data: Collection and classification of data
- Sampling and estimation: Concepts; Methods of sampling - probability and non-probability methods; Sampling distribution; Central limit theorem; Standard error; Statistical estimation
- Hypothesis testing: z-test; t-test; ANOVA; Chi-square test; Mann-Whitney test (U-test); Kruskal-Wallis test (H-test); Rank correlation test
- Report writing

Unit 6: Business Management and Human Resource Management

- Principles and functions of management

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- Organization structure: Formal and informal organizations; Span of control
- Responsibility and authority: Delegation of authority and decentralization
- Motivation and leadership: Concept and theories
- Corporate governance and business ethics
- Human resource management: Concept, role and functions of HRM; Human resource planning; Recruitment and selection; Training and development; Succession planning
- Compensation management: Job evaluation; Incentives and fringe benefits
- Performance appraisal including 360 degree performance appraisal
- Collective bargaining and workers' participation in management
- Personality: Perception; Attitudes; Emotions; Group dynamics; Power and politics; Conflict and negotiation; Stress management
- Organizational Culture: Organizational development and organizational change

Unit 7: Banking and Financial Institutions

- Overview of Indian financial system
- Types of banks: Commercial banks; Regional Rural Banks (RRBs); Foreign banks; Cooperative banks
- Reserve Bank of India: Functions; Role and monetary policy management
- Banking sector reforms in India: Basel norms; Risk management; NPA management
- Financial markets: Money market; Capital market; Government securities market
- Financial Institutions: Development Finance Institutions (DFIs); Non-Banking Financial Companies (NBFCs); Mutual Funds; Pension Funds
- Financial Regulators in India
- Financial sector reforms including financial inclusion
- Digitisation of banking and other financial services: Internet banking; mobile banking; Digital payments systems
- Insurance: Types of insurance- Life and Non-life insurance; Risk classification and management; Factors limiting the insurability of risk; Re-insurance; Regulatory framework of insurance- IRDA and its role

Unit 8: Marketing Management

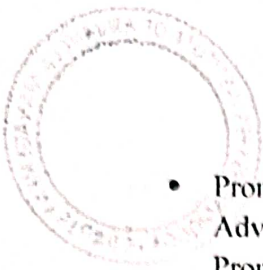

- Marketing: Concept and approaches; Marketing channels; Marketing mix; Strategic marketing planning; Market segmentation, targeting and positioning
- Product decisions: Concept; Product line; Product mix decisions; Product life cycle; New product development
- Pricing decisions: Factors affecting price determination; Pricing policies and strategies

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- Promotion decisions: Role of promotion in marketing; Promotion methods Advertising; Personal selling; Publicity; Sales promotion tools and techniques; Promotion mix
 - Distribution decisions: Channels of distribution; Channel management
 - Consumer Behaviour; Consumer buying process; factors influencing consumer buying decisions
 - Service marketing
 - Trends in marketing: Social marketing; Online marketing; Green marketing; Direct marketing; Rural marketing; CRM
 - Logistics management

Unit 9: Legal Aspects of Business

- Indian Contract Act, 1872: Elements of a valid contract; Capacity of parties; Free consent; Discharge of a contract; Breach of contract and remedies against breach; Quasi contracts;
- Special contracts: Contracts of indemnity and guarantee; contracts of bailment and pledge; Contracts of agency
- Sale of Goods Act, 1930: Sale and agreement to sell; Doctrine of Caveat Emptor; Rights of unpaid seller and rights of buyer
- Negotiable Instruments Act, 1881: Types of negotiable instruments; Negotiation and assignment; Dishonour and discharge of negotiable instruments
- The Companies Act, 2013: Nature and kinds of companies; Company formation; Management, meetings and winding up of a joint stock company
- Limited Liability Partnership: Structure and procedure of formation of LLP in India
- The Competition Act, 2002: Objectives and main provisions
- The Information Technology Act, 2000: Objectives and main provisions; Cyber crimes and penalties
- The RTI Act, 2005: Objectives and main provisions
- Intellectual Property Rights (IPRs) : Patents, trademarks and copyrights; Emerging issues in intellectual property
- Goods and Services Tax (GST): Objectives and main provisions; Benefits of GST; Implementation mechanism; Working of dual GST

Unit 10: Income-tax and Corporate Tax Planning

- Income-tax: Basic concepts; Residential status and tax incidence; Exempted incomes; Agricultural income; Computation of taxable income under various heads; Deductions from Gross total income; Assessment of Individuals; Clubbing of incomes
- International Taxation: Double taxation and its avoidance mechanism; Transfer pricing

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- Corporate Tax Planning: Concepts and significance of corporate tax planning; Tax avoidance versus tax evasion; Techniques of corporate tax planning; Own or lease an asset; Retain; Renewal or replacement of asset; Shut down or continue operations
- Deduction and collection of tax at source; Advance payment of tax; E-filing of income-tax returns

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[Signature]

Co-ordinator

P.G. Department of Commerce

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UNIVERSITY GRANTS COMMISSION

NET BUREAU

SYLLABUS

Subject: GENERAL PAPER ON TEACHING & RESEARCH APTITUDE

Code No. : 00

PAPER-I

The main objective is to assess the teaching and research capabilities of the candidates. The test aims at assessing the teaching and research aptitude as well. Candidates are expected to possess and exhibit cognitive abilities, which include comprehension, analysis, evaluation, understanding the structure of arguments, deductive and inductive reasoning. The candidates are also expected to have a general awareness about teaching and learning processes in higher education system. Further, they should be aware of interaction between people, environment, natural resources and their impact on the quality of life.

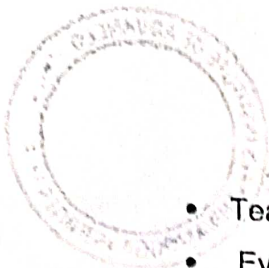
The details of syllabi are as follows:

Unit-I Teaching Aptitude

- Teaching: Concept, Objectives, Levels of teaching (Memory, Understanding and Reflective), Characteristics and basic requirements.
- Learner's characteristics: Characteristics of adolescent and adult learners (Academic, Social, Emotional and Cognitive), Individual differences.
- Factors affecting teaching related to: Teacher, Learner, Support material, Instructional facilities, Learning environment and Institution.
- Methods of teaching in Institutions of higher learning: Teacher centred vs. Learner centred methods; Off-line vs. On-line methods (Swayam, Swayamprabha, MOOCs etc.).

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- Teaching Support System: Traditional, Modern and ICT based.
- Evaluation Systems: Elements and Types of evaluation, Evaluation in Choice Based Credit System in Higher education, Computer based testing, Innovations in evaluation systems.

Unit-II

Research Aptitude

- Research: Meaning, Types, and Characteristics, Positivism and Post-positivistic approach to research.
- Methods of Research: Experimental, Descriptive, Historical, Qualitative and Quantitative methods.
- Steps of Research.
- Thesis and Article writing: Format and styles of referencing.
- Application of ICT in research.
- Research ethics.

Unit-III

Comprehension

- A passage of text be given. Questions be asked from the passage to be answered.

Unit-IV

Communication

- Communication: Meaning, types and characteristics of communication.
- Effective communication: Verbal and Non-verbal, Inter-Cultural and group communications, Classroom communication.
- Barriers to effective communication.
- Mass-Media and Society.

Unit-V

Mathematical Reasoning and Aptitude

- Types of reasoning.
- Number series, Letter series, Codes and Relationships.
- Mathematical Aptitude (Fraction, Time & Distance, Ratio, Proportion and Percentage, Profit and Loss, Interest and Discounting, Averages etc.).

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Unit-VI

Logical Reasoning

- Understanding the structure of arguments: argument forms, structure of categorical propositions, Mood and Figure, Formal and Informal fallacies, Uses of language, Connotations and denotations of terms, Classical square of opposition.
- Evaluating and distinguishing deductive and inductive reasoning.
- Analogies.
- Venn diagram: Simple and multiple use for establishing validity of arguments.
- Indian Logic: Means of knowledge.
- Pramanas: Pratyaksha (Perception), Anumana (Inference), Upamana (Comparison), Shabda (Verbal testimony), Arthapatti (Implication) and Anupalabddhi (Non-apprehension).
- Structure and kinds of Anumana (inference), Vyapti (invariable relation), Hetvabhasas (fallacies of inference).

Unit-VII

Data Interpretation

- Sources, acquisition and classification of Data.
- Quantitative and Qualitative Data.
- Graphical representation (Bar-chart, Histograms, Pie-chart, Table-chart and Line-chart) and mapping of Data.
- Data Interpretation.
- Data and Governance.

Unit-VIII

Information and Communication Technology (ICT)

- ICT: General abbreviations and terminology.
- Basics of Internet, Intranet, E-mail, Audio and Video-conferencing.
- Digital initiatives in higher education.
- ICT and Governance.



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Unit-IX

People, Development and Environment

- Development and environment: Millennium development and Sustainable development goals.
- Human and environment interaction: Anthropogenic activities and their impacts on environment.
- Environmental issues: Local, Regional and Global; Air pollution, Water pollution, Soil pollution, Noise pollution, Waste (solid, liquid, biomedical, hazardous, electronic), Climate change and its Socio-Economic and Political dimensions.
- Impacts of pollutants on human health.
- Natural and energy resources: Solar, Wind, Soil, Hydro, Geothermal, Biomass, Nuclear and Forests.
- Natural hazards and disasters: Mitigation strategies.
- Environmental Protection Act (1986), National Action Plan on Climate Change, International agreements/efforts -Montreal Protocol, Rio Summit, Convention on Biodiversity, Kyoto Protocol, Paris Agreement, International Solar Alliance.

Unit-X

Higher Education System

- Institutions of higher learning and education in ancient India.
- Evolution of higher learning and research in Post Independence India.
- Oriental, Conventional and Non-conventional learning programmes in India.
- Professional, Technical and Skill Based education.
- Value education and environmental education.
- Policies, Governance, and Administration.

NOTE:

- (i) Five questions each carrying 2 marks are to be set from each Module.
- (ii) Whenever graphical/pictorial question(s) are set for sighted candidates, a passage followed by equal number of questions and weightage be set for visually impaired candidates.

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Co-ordinator

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PES INSTITUTE OF ADVANCED MANAGEMENT STUDIES

N H-206, Sagar Road, SHIVAMOGGA - 577 204



STUDENTS ATTENDANCE REGISTER

NAME : _____

SUBJECT : National Eligibility Test Classes

DEPT : P.G. Department of Commerce

13-01-2022 / 27-04-2022

BRANCH I and III Semester M.COM SEMESTER I SUBJECT

Sl. No.	Reg. No.	NAME
1	PC190201	Anpita L.
2	PC190202	Axifa Khanum
3	PC190204	Pooja S
4	PC190205	Rakesh V
5	PC190206	Samantha P.R
6	PC190207	Suma B.Y
7	PC190208	Sushma S.V
8	PC190209	Usha H.T
9	PC190210	Varshitha S.P
10	PC201206	Sinchana B.V
11	PC201210	Sangeetha C.H
12	PC201208	Chaya M.S
13	PC201216	Priyanka R
14	PC201223	Shilpa B.Y
15	PC201215	Ozwin Santhamayi
16	PC201207	Chalukya V
17	PC201212	Sanchitha A.S
18	PC201210	Lalanya P.M
19	PC201202	Aishwarya Raj
20	PC201213	Medhini Hegde
21	PC201222	Shashikala S
22	PC201219	Sangeetha B.M
23	PC201227	Sindhu M.
24	PC201205	Anusha Nagapathi D
25	PC201225	Shrinidhi Ganapathi
26	PC201217	Sahana M.Roo
27	PC201211	Likitha J
28	PC201203	Anisha
29	PC201221	Sharanya B.V
30	PC201204	Anusha H.M.

INITIALS

TOTAL NO. OF CLASSES HELD 35

25	23	25	26	30	34	6	7	9	16	20	24	28	32	36	40	44	48	52	56	60	64	68	72	76	80	84	88	92	96	100	104	108	112	116	120	124	128	132	136	140	144	148	152	156	160	164	168	172	176	180	184	188	192	196	200	204	208	212	216	220	224	228	232	236	240	244	248	252	256	260	264	268	272	276	280	284	288	292	296	300	304	308	312	316	320	324	328	332	336	340	344	348	352	356	360	364	368	372	376	380	384	388	392	396	400	404	408	412	416	420	424	428	432	436	440	444	448	452	456	460	464	468	472	476	480	484	488	492	496	500	504	508	512	516	520	524	528	532	536	540	544	548	552	556	560	564	568	572	576	580	584	588	592	596	600	604	608	612	616	620	624	628	632	636	640	644	648	652	656	660	664	668	672	676	680	684	688	692	696	700	704	708	712	716	720	724	728	732	736	740	744	748	752	756	760	764	768	772	776	780	784	788	792	796	800	804	808	812	816	820	824	828	832	836	840	844	848	852	856	860	864	868	872	876	880	884	888	892	896	900	904	908	912	916	920	924	928	932	936	940	944	948	952	956	960	964	968	972	976	980	984	988	992	996	1000																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																			
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ಶಿವಮೊಗ್ಗ ಇನ್‌ಸ್ಟಿಟ್ಯೂಟ್ ಆಫ್ ಮ್ಯಾನೇಜ್‌ಮೆಂಟ್ ಸ್ಟಡೀಸ್
(ಉಪಮುಖ್ಯವಿಶ್ವವಿದ್ಯಾಲಯದ ಸಂಯೋಜನೆಯಲ್ಲಿರುವ ಮತ್ತು ಕರ್ನಾಟಕ ಸರ್ಕಾರದ ಮಾನ್ಯತೆ ಪಡೆದಿದೆ)
ಎನ್ ಹೆಚ್ 206, ಸಾಗರ ರಸ್ತೆ, ಶಿವಮೊಗ್ಗ - 577 204 (ಕರ್ನಾಟಕ)

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List of Faculty engaged NET/KSET Coaching Classes for M.Com Students for AY 2020-21

Faculty Name	Faculty Signature
Dr. Dileep Kumar S D	
Ms. Ayesha Siddiqua	
Mr. Abhishek S	
Mr. Rudramuni P B	
Mr. Rajshekhar Hammigi	

18/01/2021
Coordinator
Co-ordinator

P.G. Department of Commerce

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18/01/2021
Principal

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: posiams@pesrust.edu.in
Web site : pesrust.edu.in/posiams

ಪಿಇಎಮ್‌ಸಿ ಇನ್‌ಸ್ಟಿಟ್ಯೂಟ್ ಆಫ್ ಅಡ್ವಾನ್ಸ್‌ಡ್ ಮ್ಯಾನೇಜ್‌ಮೆಂಟ್ ಸ್ಟಡೀಸ್
(ಒಂದು ವಿಶ್ವವಿದ್ಯಾಲಯದ ಸಂಯೋಜಿತ/ಸೇವಾ ಶಾಖೆ ಮತ್ತು ಕರ್ನಾಟಕ ಸರ್ಕಾರದ ಮಾರ್ಗದರ್ಶಿ ಸೂಚನೆ)
ಎನ್ ಹೆಚ್ 206, ಸಾಗರ ರಸ್ತೆ, ಶಿವಮೊಗ್ಗ - 577 204 (ಕರ್ನಾಟಕ)

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PG Department of Commerce

Class Time Table

SEMESTER: I Sem M.Com

ROOM NO: 17

EFFECTIVE FROM: 15-01-2021

CLASS TEACHER: Ms. Swathi J

CLASS TIME TABLE

DAYTIME	9.00-10.00	10.00-11.00	11.00-12.00	12.00-1.00	1.00-2.00	2.00-3.00	3.00-4.00	4.00-5.00
MONDAY	LS (AD)	FMS (SJ)	OB (SRS)	AFM (BSU)	B R E A K	AMA (Dr. DK)	Case Analys is	Mentor ing
TUESDAY	AFM (BSU)	AFM (Dr.KSL)	FMS (SJ)	ME (AB)		ATA (AYS)	Case Analys is	NET Class
WEDNESDAY	OB (SRS)	ATA (AYS)	AMA (Dr. DK)	ME (AB)				
THURSDAY	CS (DPR)	ATA (AYS)	AMA (Dr. DK)	FMS (SJ)		AFM (BSU)	Forum Activit ies	NET Class
FRIDAY	Library	AMA (Dr. DK)	FMS (SJ)	OB (SRS)		ME (AB)	Case Analys is	NET Class
SATURDAY	ATA (AYS)	AFM (BSU)	OB (SRS)	ME (AB)				

SUB CODE	SUBJECT	No. of hours per week	TEACHER NAME	Initials
HC101	Organizational Theory and Analysis	04	Ms. Sumarani S	SRS
HC102	Managerial Economics for Business Decision	04	Mr. Abhishek S	AB
HC103	Accounting Theory and Analysis	05	Mrs. Ayesha Siddiqua	AYS
HC104	Advanced Financial Management	01	Dr. K Sailatha	Dr.KSL
HC104	Advanced Financial Management	04	Ms. Bhoomika S U	BSU
SC101	Advanced Management Accounting	04	Dr. Dileep Kumar S D	Dr.DK
SC102	Financial Market and Services	04	Ms. Swathi j	SJ

Class Teacher
25/01/2021

Coordinator
25/01/2021

Principal
25/01/2021

P.G. Department of Commerce
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PES Institute of Advanced Management Studies
NH 206, Sagar Road

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email : principal@pesiust.edu.in
pesiust.edu.in
Website : pesiust.edu.in/pesiust

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(ಅಧಿಕಾರ ಪರಿಷ್ಕರಣೆಯಿಂದ ಗುರುತಿಸಲ್ಪಟ್ಟ ಮತ್ತು ಕರ್ನಾಟಕ ಸರ್ಕಾರದಿಂದ ಪ್ರಮಾಣೀಕರಿಸಲ್ಪಟ್ಟಿದೆ)
ಎಸ್ ಹೆಚ್ 206, ಸಾಗರ ರಸ್ತೆ, ಶಿವಮೊಗ್ಗ - 577 204 (ಕರ್ನಾಟಕ)

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**PG DEPARTMENT OF COMMERCE
CLASS TIME-TABLE**

SEMESTER: III M.Com

w.e.f.:15 /01/2021

ROOM NO: LH 19

CLASS TEACHER: Mr. Rudramuni P B

DAY/TIME	9.00-10.00	10.00-11.00	11.00-12.00	12.00-1.00	1.00-2.00	2.00-3.00	3.00-4.00	4.00-5.00
MONDAY	MC (BSU)	EC (AYS)	MS (Dr.GMS)	QT (Dr. DK)	B R E A K	Project Report		
TUESDAY	DM (SJ)	EC(AYS)	BRM (PBR)	HRM (SRS)		QT (Dr.DK)	Mentorin g	NET Class
WEDNESDAY	MC (BSU)	BRM (PBR)	HRM (SRS)	DM (SJ)		Project Report		
THURSDAY	DM (SJ)	MC(BSU)	HRM (SRS)	QT (Dr.DK)		BRM(PBR)	Forum Activity	NET Class
FRIDAY	EC (AYS)	DM (SJ)	MC (BSU)	BRM (PBR)		MS (Dr.GMS)	QT (Dr.DK)	NET Class
SATURDAY	HRM (SRS)	MC (Dr.KSL)	QT (Dr. DK)	EC (AYS)		-	-	-

Slr CODE	SUBJECT	NO. OF HOURS PER WEEK	FACULTY NAME	INITIALS
HC301	Human Resource Management	04	Ms. Suma Rani S	SRS
HC302	E-Commerce	04	Mrs. Ayesha Siddiqua	AYS
HC303	Quantitative techniques for Managerial Decisions	05	Dr. Dileep Kumar S D	DR.DK
HC304	Business Research Methodology	04	Mr. Rudramuni P B	PBR
SC301A	Marginal Costing For Managerial Decisions	05	Ms. Bhoomika S U & Dr. K Sailatha	BSU & Dr.KSL
SC302B	Derivative Markets	04	Ms. Swathi J	SJ
307 elective I	Management Skills	02	Dr. Susharshan G M	Dr.GMS

P.B
28/01/2021
CLASS TEACHER

P.B
28/01/2021
COORDINATOR
Co-ordinator

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NH-206, Sagar Road, SHIVAMOGGA-577 204.

K. Sailatha
20/1/2021
PRINCIPAL

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