

**Syllabus
For
Bachelor of Commerce
(B.Com.)
Under
NEP-2020
(For First two Semesters)**



**Department of Commerce
Tripura University
(A Central University)
2023**

YEAR-WISE COURSE STRUCTURE OF Integrated Masters' Degree in Commerce (IMDC)

TRIPURA UNIVERSITY AS PER NEP-2020 [For First Year]

Yr.	Sem	Major Discipline Specific Courses (Core)		Minor/ General Elective	Interdisciplinary Courses	Skill Enhancement courses/Internship/ Vocational/ Dissertation	Ability Enhancement Courses (language)	Common Value-Added Courses/ Project/Survey	Qualification Title (Credit requirement) [Maximum Duration]
1	I	Financial Accounting [4] COMM101C	Business Management [4] COMM102C	Business Mathematics [4] COMM103E					Certificate in Commerce {40} [4]
	II	Advanced Accounting [4] COMM201C	Marketing Management [4] COMM202C	Micro Economics [4 Credits] COMM203E	Fundamentals of Accounting (For Non-Commerce)/ MOOC/ From Other Departments for Commerce [3 Credits]				

Note:

DSCC: Discipline Specific Core Courses
DSE: Discipline Specific Electives
IC: Interdisciplinary Courses
SEC: Skill Enhancement Courses
AECC: Ability Enhancement Elective Courses
VAC: Value Added Courses

COURSE STRUCTURE

First Semester						
Paper Code	Name of the Paper	Type of Paper	Credits	Total Marks	Theory/ Practical	Classes Per Week
COMM101C	Financial Accounting	DSCC-1	04	100	Theory	4
COMM102C	Business Management	DSCC-2	04	100	Theory	4
COMM103E	Business Mathematics	DSE-1	04	100	Theory	4
	Interdisciplinary Courses (IC)	IC				
	Common pool (SEC)	SEC-1	03	100	Practical	6
	Common pool (AECC)	AECC-1	03		Theory/ Practical	
	Common pool (VEC)	VEC-1	02		Theory/ Practical	
Second Semester						
Paper Code	Name of the Paper	Type of Paper	Credits	Total Marks	Theory/ Practical	Classes Per Week
COMM201C	Advanced Accountancy	DSCC-3	04	100	Theory	4
COMM202C	Marketing Management	DSCC-4	04	100	Theory	4
COMM203E	Microeconomics	DSE-2	04	100	Theory	4
	Fundamentals of Accounting	IC-1	03	100	Theory	3
	Common pool (SEC)	SEC-1	03	100	Practical	6
	Common pool (AECC)	AECC-1	03		Theory/ Practical	
	Common pool (VEC)	VEC-1	02		Theory/ Practical	

Detailed Syllabus for First & Second Semesters

First Semester

DSCC-1 (Major)

Financial Accounting (COMM101C)

Conceptual Framework: Nature of Accounting, Functions, advantages and limitations of accounting, Users of accounting information and Qualitative characteristics of accounting information, Accounting as a language of Business, Basic Accounting Equation, Accounting Cycle, Meaning of Accounting terminologies, Branches of Accounting, Bases of accounting: cash basis and accrual basis, Basic Accounting Concepts and Conventions, Revenue Recognition, Reserves and Provisions, GAAPs, introduction to Accounting Standards (AS), Ind AS and IFRS.

Accounting for Depreciation and Valuation of Inventory: i) **Depreciation:** Meaning of Depreciation, Depletion, and Amortization; Causes, objectives, and methods of calculating Depreciation; Changes in the method of computing Depreciation. ii) **Inventory Valuation:** Meaning, significance, Inventory Record System- Periodic and Perpetual; ascertainment of inventory-Lower of cost and Net Realizable Value (NRV) Rule.

Preparation of Financial Statements: Capital and revenue expenditures and receipts; Preparation of financial statements of both profit seeking (Sole Proprietorship only) and non- profit seeking concerns, adjustments, Events occurring after the date of Balance Sheet.

Accounting for Partnership Firms: Meaning, Essential elements of Partnership, Partnership Deed, Accounting for Admission, Retirement, Death, Admission cum retirement of partners; Changes in Profit-sharing ratios; Treatment of Goodwill and Joint Life Policies; Dissolution of partnership firm.

Special Types of Accounting: i) **Hire Purchase:** Concepts, Ordinary Sale vs. Sale on Hire Purchase, Journal entries and ledger accounts in the books of Hire Vendors and Hire purchaser, Calculation of interest, partial and full repossession; profit computation under Stock and Debtors System. ii) **Consignment:** Features, Accounting treatment in the books of the consignor and consignee, treatment and valuation of normal and abnormal loss, ordinary commission and Del credere Commission.

Suggested Readings:

- M.C., Shukla, T.S. Grewal, & S.C.: Gupta, *Advanced Accounts Vol.-I*. S. Chand & Co.: New Delhi.
- Lal, Jawahar, Seema Srivastava & Abrol, Shivani. *Financial Accounting Text and Problems*, Himalaya Publishing House, New Delhi.
- Goyal, Bhushan Kumar, and H. N. Tiwary, *Financial Accounting*, Taxmann
- S. N. Maheshwari & S. K., Maheshwari: *Financial Accounting*, Vikas Publishing House: New Delhi.
- D. Sehgal: *Financial Accounting*, Vikas Publishing House: New Delhi.
- P. C. Tulsian: *Financial Accounting*, Pearson Education: New Delhi.
- *Compendium of Statements and Standards of Accounting*. ICAI, New Delhi.

DSCC-2 (Major)

Business Management (COMM102C)

Introduction: Concept, objective and importance of Management, Managerial Functions—An overview; Evolution of the Management Thought, Contributions of different schools of management; Classical Approach: F.W. Taylor, Henry Fayol, Neo-Classical and Human Relations Approaches: Elton Mayo, Merry Parker Follet. Hawthorne Experiments, Behavioral Approach, Systems Approach, Contingency Approach, Scientific Management, MBO, MBE ‘Fortune at the Bottom of the Pyramid’.

Planning and Organizing: **i) Planning:** Concept, nature, importance and types of planning, planning process; Decision-making; Forecasting; Strategy Formulation. **ii) Organizing:** Basic Concepts, objectives, importance, principles, and process of organizing; Different types of organization structure- Line, Staff, Line and Staff; Formal and Informal Structure; Divisionalization: Functional, Project, Matrix, and Network; Delegation and Decentralization of Authority; Span of Management.

Motivation: Concept, Importance, and types of motivation; Maslow’s Need Hierarchy Theory; Three need theory of McClelland; Herzberg’s Two Factors Theory, McGregor’s X theory and Y theory, Vroom’s Expectancy Theory. Relationship between Maslow’s theory and Herzberg’s theory; Motivation vs Morale.

Leadership: Meaning and Role of leadership; Different styles of Leadership; Qualities of a successful Leader; Tannenbaum and Schmidt Behaviour model of leadership; Blake and Mouton’s Managerial Grid; Fiedler’s Contingency Approach; Trait and Situational Theory of Leadership; Leadership vs. Management

Co-ordination and Controlling: **i) Co-ordination:** Concepts and importance, principles, and techniques. **ii) Controlling:** Concept, features, importance, and Steps in controlling; Resistance to control; Principles of Effective Control, Major Techniques of control. Relationship between Planning and Controlling.

Suggested Readings:

- H. Koontz & H. Weihrich: *Essentials of Management: An International and Leadership Perspective*, McGraw Hill Education: New Delhi.
- R.P. Stephen, P. Agrawal & M. Nanda: *Fundamentals of Management - Essential Concepts and Applications*, Pearson: New Delhi.
- Griffin, R. W., *Management Principles and Application*. Cengage
- P. F. Drucker: *The Practice of Management*, New York: Harper & Row.
- L. M. Prasad: *Principles of Management*, S. Chand & Sons: New Delhi.
- P. C. Tripathi: *Principles of Management*, McGraw Hill Publishing: New Delhi.

DSE-1 (Minor)

Business Mathematics (COMM103E)

Introduction to Algebra: Indices - Positive indices - Fractional indices - Operation with power functions; Logarithms – Definition, General laws of logarithms and its applications (Without the application of antilog); Set theory - Representation of a set, Concept of Subset, Power sets, Size of a set: Set; operations-union, intersection, disjoint, set difference, compliment; Properties of union and intersection of sets, associative properties, commutative properties, identity property of union, intersection property of the empty set, distributive properties.

Matrix Algebra & Determinants: Definition of Matrix, Different types of Matrix; Matrix Operations – Equality, Addition, Subtraction and Multiplication. Transpose of matrices, Inverse of a Matrix; Solution of linear simultaneous equations by matrix inversion method (having unique solution and involving not more than three variables); Determinant of a square Matrix (up to third order), Expansion of a determinant; Types of determinants'; Properties of Determinants, Addition and Multiplication of determinants, Minor and cofactors of a determinant, Solution of system of linear equations (up to third order) using Cramer's Rule.

Linear Programming Problem: Formulation of linear programming problem (LPP). Graphical solution to LPP. Cases of unique and multiple optimal solutions. Unbounded solutions, infeasibility, and redundant constraints.

Calculus-I: Mathematical functions and their types – linear, quadratic, polynomial; Concepts of limit and continuity of a function; Concept of differentiation; Rules of differentiation – simple standard forms. Applications of differentiation – elasticity of demand and supply; Maxima and Minima of functions (involving second or third order derivatives) relating to cost, revenue and profit. Partial Differentiation: Partial derivatives up to second order; Homogeneity of functions and Euler's theorem; Total differentials; Differentiation of implicit functions with the help of total differentials.

Calculus-II: Integration- Standard forms. Methods of integration – by substitution, by parts, and by use of partial fractions; definite integration; Finding areas in simple cases [Without Trigonometric application]

Suggested Readings:

- *Alpha C. Chiang: An Introduction to Mathematical Economics, Prentice Hall Inc.*
- *N. D. Vohra: Business Mathematics and Statistics, McGraw Hill Education: New Delhi.*
- *J. K. Singh: Business Mathematics, Himalaya Publishing House: New Delhi.*
- *N. K. Nag: Business Mathematics, New Central Book Agency: Kolkata.*

Second Semester
DSCC-3 (Major)
Advanced Accounting (COMM201C)

Branch Accounts: Concept of Branch, Features, and objectives of Branch Accounting; Pricing of goods sent by Head Office to Branch; Accounts for various types of branches- Synthetic method, Analytical Method, and Final Accounts method.

Departmental accounts: Basic Concepts, features, and objectives; Departmental Accounting vs Branch Accounting; Preparation of Departmental Final Accounts- Departmental Trading & P/L A/C, General P/L A/C and Balance Sheet; Inter-departmental transfer of Goods/Services- at cost price, at normal selling price, and at loaded price; Adjustment for unrealized profit.

Insurance Claims: Meaning of Fire, Claim for Loss of stock, consequential loss or loss of profits, computation of claim, Adjustment for abnormal stock (poor selling goods); Average Clause.

Insolvency Accounts: Basic Concepts, Act of Insolvency, Procedures of Insolvency, Preparation of Statement of affairs, Deficiency account.

Royalty Accounts: Basic Concepts, Important Terminologies: Minimum rent, short workings, and its recoupment; Journal Entries and ledger Accounts in the books of Lessor and Lessee; Adjustment of minimum rent and shortworkings in the event of strike and lock-out, sub-lease.

Investment accounts: Fundamentals as per AS-13, Classification of Investment, Investment in Fixed-income, and Variable-income bearing securities; Preparation of Investment Account, transaction with brokerage, STT, Ex-interest and Cum-interest, valuation of Investment under FIFO, LIFO, and weighted average method.

Accounting for Business Acquisition: Business Acquisition before date of incorporation- concept and consequences on Operating result; Rationale behind splitting of profits between Pre-incorporation and Post-incorporation periods; Accounting treatment of Profits/Loss of Pre and Post incorporation period.

Suggested Readings:

- M.C., Shukla, T.S. Grewal, & S.C.: Gupta, *Advanced Accounts Vol.-I*. S. Chand & Co.: New Delhi.
- S.P. Jain & K.L. Narang: *Advanced Accountancy*, Kalyani Publishers, New Delhi.
- M. Hanif & A. Mukherjee: *Financial Accounting*, McGraw-Hill Publishing Co.: New Delhi.
- S. N. Maheshwari & S. K., Maheshwari: *Financial Accounting*, Vikas Publishing House: New Delhi.
- R.L. Gupta & Radheswami: *Advanced Accountancy*, S. Chand: New Delhi.
- Sehgal & Sehgal: *Advanced Accountancy*, Taxmann Publication.
- The study material issued by the Institute of Chartered Accountants of India, New Delhi.

DSCC-4 (Major)

Marketing Management (COMM202C)

Introduction: Nature, scope, importance, and functions of marketing; Evolution of marketing; Selling vs Marketing; Marketing mix, Marketing environment: concept, importance, and components (Economic, Demographic, Technological, Natural, Socio- Cultural, and Legal); Online Marketing; Impact of Global Marketing in India

Consumer Behaviour: Nature and Importance, Patterns of Buying Behaviour; Consumers' decision-making process; Factors influencing consumer buying behaviour.

Market segmentation: concept, importance, and rationale for segmentation; Bases for Segmentation; Market Targeting; Market Positioning; Niche Marketing; Product differentiation vs. market segmentation.

Product and Pricing: i) **Product:** Concept and importance, Product classifications; Concept of product mix; Product Portfolio- BCG Matrix; Branding, packaging, and labelling; Product-Support Services; Product life-cycle; New Product Development Process; Consumer adoption process. ii) **Pricing:** Meaning and Significance; Factors affecting price of a product; Pricing policies and strategies.

Distribution Channels and Physical Distribution: Channels of distribution - meaning and importance; Types of distribution channels; Factors guiding choice of distribution channel; Wholesaling and retailing; Types of Retailers; e-tailing, Physical Distribution.

Promotion: Nature and importance of promotion; Types of promotion: advertising, personal selling, public relations & sales promotion, and their distinctive characteristics; Promotion mix and factors affecting promotion mix decisions; Promotion mix Strategies-Push and Pull Strategies.

Suggested Readings:

- *Kotler, Philip, Gary Armstrong, Prafulla Agnihotri and Ehsanul Haque: Principles of Marketing. 13th edition. Pearson Education.*
- *Kotler & Keller, Marketing Management, Pearson*
- *Ramaswami and Namakumari, Marketing Management, McMillan*
- *Saxena, Marketing Management, McGraw Hill*
- *Michael, J. Etzel, Bruce J. Walker, William J Stanton and Ajay Pandit: Marketing: Concepts and Cases. (Special Indian Edition), McGraw Hill Education*
- *William D. Perreault, and McCarthy, E. Jerome: Basic Marketing. Pearson Education.*
- *C. B. Gupta: Marketing Management, Sultan Chand Publications, New Delhi.*
- *Iacobucci and Kapoor: Marketing Management: A South Asian Perspective. Cengage Learning.*

DSE-2 (Minor)

Microeconomics (COMM203E)

Introduction: Demand and Supply: Determinants of demand, movements vs. shift in demand curve, Determinants of Supply, Movement along a supply curve vs. shift in supply curve; - Market equilibrium and price determination. Elasticity of Demand and Supply, Application of demand and supply.

Consumer Theory: Ordinal Utility Theory: (Indifference curve approach): Consumer's preferences; Indifference curves; Budget line; Consumer's equilibrium; Income and substitution effect; Price consumption curve and the derivation of demand curve for a commodity; Income Consumption Curve, Revealed Preference Theory

Theory of Production and Cost: Firm as an agent of production. Concepts of Production function. Law of variable proportions; Isoquants; Return to scale. Economies and Diseconomies of scale. Costs in the short run. Costs in the long run, Profit maximization and cost minimization. Equilibrium of the firm, Technological Change: the very long run.

Market Structure Perfect Competition: Assumption; Theory of a firm under perfect competition; Demand and Revenue; Equilibrium of the firm in the short run and long run, The long run industry supply curve: increasing, decreasing and constant cost industry. Allocation efficiency under perfect competition

Monopoly: Short-run and long-run equilibrium of monopoly firm; Concept of supply curve under monopoly; Allocation inefficiency and dead-weight loss monopoly; Price discrimination.

Imperfect Competition: Difference between perfect competitions, monopoly and imperfect competition; (i) Monopolistic Competition: Assumption; Short – run Equilibrium; Long run Equilibrium; Concepts of excess capacity; Empirical relevance.

Suggested Readings:

- Pindyck, R.S., D. L. Rubinfeld and P. L. Mehta: *Microeconomics*, Pearson Education.
- N. Gregory Mankiw: *Principles of Micro Economics*, Cengage Learning
- Maddala G.S. & E. Miller: *Microeconomics: Theory and Applications*, McGraw-Hill Education.
- Paul A Samuelson & William D Nordhaus: *Microeconomics*, McGraw-Hill Education.
- Dipen Roy *Managerial Microeconomics*, Kunal Books., New Delhi

Fundamentals of Accounting (Interdisciplinary Course-1)

Theoretical Framework: Meaning and Scope of Accounting, Accounting Concepts, Principles and Conventions, Accounting Terminologies

Accounting Process: Basic Accounting Procedures - Journal Entries, Ledgers, Trial Balance

Cash Books: Simple Cash Book, Two-column Cash Book and Three-column Cash Book, Petty Cash Book and the Imprest System of Petty Cash

Preparation of Final Accounts of Sole Proprietors: Final Accounts of Non-Manufacturing Entities, Final Accounts of Manufacturing Entities

Financial Statement Analysis: Comparative and Common Size; Ratio Analysis (Elementary level problems).

Suggested Readings:

- M.C., Shukla, T.S. Grewal, & S.C.: Gupta, *Advanced Accounts Vol.-I*. S. Chand & Co.: New Delhi.
- M. Hanif & A. Mukherjee: *Financial Accounting*, McGraw-Hill Publishing Co.: New Delhi.
- S. N. Maheshwari & S. K., Maheshwari: *Financial Accounting*, Vikas Publishing House: New Delhi.
- D. Sehgal : *Financial Accounting*, Vikas Publishing House: New Delhi.
- P. C. Tulsian: *Financial Accounting*, Pearson Education: New Delhi.
- *Compendium of Statements and Standards of Accounting*. The Institute of Chartered Accountants of India, New Delh

INTERDISCIPLINARY COURSE/ SECOND SEMESTER/ 3 CREDITS

Fundamentals of Accounting
(For Non-Commerce Students)
(Interdisciplinary Course-1)

Theoretical Framework: Meaning and Scope of Accounting, Accounting Concepts, Principles and Conventions, Accounting Terminologies

Accounting Process: Basic Accounting Procedures - Journal Entries, Ledgers, Trial Balance

Cash Books: Simple Cash Book, Two-column Cash Book and Three-column Cash Book, Petty Cash Book and the Imprest System of Petty Cash

Preparation of Final Accounts of Sole Proprietors: Final Accounts of Non-Manufacturing Entities, Final Accounts of Manufacturing Entities

Financial Statement Analysis: Comparative and Common Size; Ratio Analysis (Elementary level problems).

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- M. Hanif & A. Mukherjee: Financial Accounting, McGraw-Hill Publishing Co.: New Delhi.
- S. N. Maheshwari & S. K., Maheshwari: Financial Accounting, Vikas Publishing House: New Delhi.
- D. Sehgal : Financial Accounting, Vikas Publishing House: New Delhi.
- P. C. Tulsian: Financial Accounting, Pearson Education: New Delhi.
- Compendium of Statements and Standards of Accounting. The Institute of Chartered Accountants of India, New Delhi