Annexure – II

List of Minor Courses

Minor Subject: Business Economics

(Can not be opted by a student having 'Economics' as a major subject)

Sem	Course Type	Subjects	Course Code	Teaching Scheme			Examination Scheme				Credits
				Total Hours			Max. Marks (TH) *	Max. Marks (IM)	Total Marks	Min. Passing Marks	
				Theory	Practical	Total					
II		Introduction to Commerce		30	-	30	80	20	100	40	2
III		Micro Economics		60	-	60	80	20	100	40	4
IV		Macro Economics		60	-	60	80	20	100	40	4
V		Indian Economy		60	-	60	80	20	100	40	4
VI		Public Finance		60	-	60	80	20	100	40	4
VII		Research Methodology		60	-	60	80	20	100	40	4

Minor Subject: Computer Applications

(Can not be opted by a student having 'Computer Application' as a major subject)

Sem	Course Type	Subjects	Course Code	Teaching Scheme			Examination Scheme				Credits
				Total Hours			Max. Marks (TH) *	Max. Marks (IM)	Total Marks	Min. Passing Marks	
				Theory	Practical	Total					
II		Introduction to Commerce		30	-	30	80	20	100	40	2
III		Fundamentals of Information Technology		60	-	60	80	20	100	40	4

IV		MS-Office		-	120	120	0	100	100	40	4
V		HTML and JAVA Script		60	-	60	80	20	100	40	4
VI		Database Management Systems		60	-	60	80	20	100	40	4
VII		Research Methodology		60	-	60	80	20	100	40	4

Minor Subject: Business Legislations

(Can not be opted by a student having 'Law' as a major subject)

Sem	Course Type	Subjects	Course Code	Teaching Scheme			Examination Scheme				Credits
				Total Hours			Max. Marks (TH) *	Max. Marks (IM)	Total Marks	Min. Passing Marks	
				Theory	Practical	Total					
II		Introduction to Commerce		30	-	30	80	20	100	40	2
III		Mercantile Laws		60	-	60	80	20	100	40	4
IV		Corporate Laws		60	-	60	80	20	100	40	4
V		Labour Laws		60	-	60	80	20	100	40	4
VI		Consumer and Cyber Laws		60	-	60	80	20	100	40	4
VII		Research Methodology		60	-	60	80	20	100	40	4

Subject: Entrepreneurship Development

(Can be opted by any student having any major subject)

Sem	Course Type	Subjects	Course Code	Teaching Scheme			Examination Scheme				Credits
				Total Hours			Max. Marks (TH) *	Max. Marks (IM)	Total Marks	Min. Passing Marks	
				Theory	Practical	Total					
II		Introduction to Commerce		30	-	30	80	20	100	40	2
III		Entrepreneurial Theories and Practices		60	-	60	80	20	100	40	4
IV		Business Plan Formulation		60	-	60	80	20	100	40	4
V		Social Entrepreneurship		60	-	60	80	20	100	40	4
VI		Entrepreneurial Marketing		60	-	60	80	20	100	40	4
VII		Research Methodology		60	-	60	80	20	100	40	4

Subject: Marketing Management

(Can not be opted by a student having 'Business Administration' or 'Marketing Management' as a major subject)

Sem	Course Type	Subjects	Course Code	Teaching Scheme			Examination Scheme				Credits
				Total Hours			Max. Marks (TH) *	Max. Marks (IM)	Total Marks	Min. Passing Marks	
				Theory	Practical	Total					
II		Introduction to Commerce		30	-	30	80	20	100	40	2
III		Fundamental of Marketing Management		60	-	60	80	20	100	40	4
IV		Digital Marketing		60	-	60	80	20	100	40	4

V		Sales and Distribution Management		60	-	60	80	20	100	40	4
VI		Service Marketing		60	-	60	80	20	100	40	4
VII		Research Methodology		60	-	60	80	20	100	40	4

Subject: Financial Management

(Can not be opted by a student having 'Finance and Banking' or 'Financial Management' or 'Finance' as a major subject)

Sem	Course Type	Subjects	Course Code	Teaching Scheme			Examination Scheme				Credits
				Total Hours			Max. Marks (TH) *	Max. Marks (IM)	Total Marks	Min. Passing Marks	
				Theory	Practical	Total					
II		Introduction to Commerce		30	-	30	80	20	100	40	2
III		Business Finance Functions		60	-	60	80	20	100	40	4
IV		Financial Services and Market		60	-	60	80	20	100	40	4
V		Working Capital Management		60	-	60	80	20	100	40	4
VI		Corporate Finance		60	-	60	80	20	100	40	4
VII		Research Methodology		60	-	60	80	20	100	40	4

Subject: Human Resource Management

(Can not be opted by a student having 'Business Administration' or 'Human Resource Management' as a major subject)

Sem	Course Type	Subjects	Course Code	Teaching Scheme	Examination Scheme				Credits
				Total Hours	Max. Marks (TH) *	Max. Marks (IM)	Total Marks	Min. Passing Marks	

Sem	Course Type	Subjects	Course Code	Theory	Practical	Total	TH	IM	Total	Min	Credits
II		Introduction to Commerce		30	-	30	80	20	100	40	2
III		Fundamentals of Human Resource Management		60	-	60	80	20	100	40	4
IV		Legal Aspects in HR		60	-	60	80	20	100	40	4
V		Recruitment and Selection		60	-	60	80	20	100	40	4
VI		Organisational Development		60	-	60	80	20	100	40	4
VII		Research Methodology		60	-	60	80	20	100	40	4

Subject: Business Analytics

(Can not be opted by a student having 'Business Analytics' as a major subject)

Sem	Course Type	Subjects	Course Code	Teaching Scheme Total Hours			Examination Scheme					Credits
				Theory	Practical	Total	Max. Marks (TH) *	Max Marks (PR)	Max. Marks (IM)	Total Marks	Min. Passing Marks	
II		Introduction to Commerce		30	-	30	80		20	100	40	2
III		Introduction to Business Analytics		60	-	60	80		20	100	40	4
IV		Advanced Statistical Techniques		60	-	60	80		20	100	40	4
V		Data Analytics Environment		60	-	60	80		20	100	40	4
VI		Python Programming		-	120	120	100		20	100	40	4
VII		Research Methodology		60	-	60	80		20	100	40	4

DETAILED SYLLABUS

Faculty of Commerce and Management

Minor Course – Sem II – 2 Credits

(Common for All Programs in Commerce and Management)

Introduction to Commerce

Course Outcomes

CO1	The students will be able to understand various verticals in commerce education.
CO2	The students will be able to compare various career opportunities in Commerce.
CO3	The students will be able to map various profiles to his/her individual interests
CO4	The students will be able to choose suitable major, minor and other courses of study.

Unit – I:

Verticals in commerce education (Nature, scope and basic contents) – Financial and Management Accounting, Taxation, Cost Accounting, business administration, Financial Management, Marketing Management, Operations Management, HR Management, commercial Laws, International Trade, E Commerce, Capital Markets, Business Analytics etc

Unit – II:

Career Options in Commerce (Role and Profile) involving Maths skills like Chartered Accountant (CA), Investment Banker, Chartered Financial Analyst (CFA), Actuary, Cost Accountant, Company Secretary (CS), Personal Financial Advisor, Research Analyst, and Business Analyst

Unit – III:

Career Options in Commerce (Role and Profile) requiring lesser Maths skills like Marketing, Entrepreneurship, Human Resource Management, Retail Management, Cost Management Accountant (CMA), Product Management, Relationship Manager

Unit – IV:

Skills, competencies and examinations/ certifications for getting into various career options, SBI/ NISM Certifications overview

Reference Books:

1. Engineering Management (English, Paperback, Gupta A. K.) S Chand

2. Engineering Management (English, Undefined, Chauhan A S) Jain Brothers

   https://certifications.nism.ac.in

Question paper pattern

Question No.	Unit	Marks	Question Pattern
1	1	4	1 question of 4 marks
	2	4	1 question of 4 marks
	3	4	1 question of 4 marks
	4	4	1 question of 4 marks
2	1	16	2 questions of 8 marks each OR 1 question of 16 marks
3	2	16	2 questions of 8 marks each OR 1 question of 16 marks
4	3	16	2 questions of 8 marks each OR 1 question of 16 marks
5	4	16	2 questions of 8 marks each OR 1 question of 16 marks