



HSNC University, Mumbai

(2020-2021)

Ordinances and Regulations

With Respect to

Choice Based Credit System

(CBCS)

For the Programmes Under

The Faculty of Commerce and Management

For the programme

Bachelors of Commerce (NEP)

Curriculum– First year Undergraduate Programmes

Semester-I and Semester -II

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Semester I

Particulars	Name of Subject
Subject	COMMERCE I – Business Organisation

Semester II

Particulars	Name of Subject
Subject	COMMERCE II – Business Sector

Preamble

The HSNC University follows the Choice Based Credit System (CBCS) under the New Education policy which is a proven, flexible mode of learning in higher education which facilitates a student to have guided freedom in selecting his/her own choices of courses in the curriculum for completing a degree program. The degree program has multiple entry and exit mode. This is coupled with a focus on Project Based Learning and Industrial Training so as to enable the students become eligible and fully equipped for employment in industries, higher studies or entrepreneurship.

The course structure will definitely equip the students to accept the challenges of globalization and constant change and will enable them to be well placed in business, academics and administration in the country as well as abroad.

1. Process adopted for curriculum designing:

The members of the respective departments initially developed a draft syllabus after research on the existing curriculum from other Universities, studying the current needs of the industry, analyzing the new trends in the subjects and even connecting to some NGOs in few subjects. The drafted syllabus was then shown to academicians, experts from industry and researchers through emails and their inputs were gathered through meetings. These valuable inputs were incorporated into the syllabus ensuring that the syllabus is enriched in all aspects.

2. Salient features, how it has been made more relevant:

While designing of the syllabus, care has been taken to ensure that the student learns application skills along with theory. Demonstrations of the practical applications shall be conducted through special lectures and workshops that will contribute to enhanced learning. A combination of lectures, problem solving during tutorials and the supplementary sessions all contribute to make a student job ready.

3. Input from stakeholders

For drafting the syllabus, each department has taken inputs from industry experts, parents and notable alumni. The stakeholders have been impressed with the inclusion of e-learning options for the learners provided in the syllabus. They have suggested subsequently to add more practical hands on examples, learning through games and GIS certificate programs. For more advanced related topics, there can be sharing of video lectures and seminars, workshops, short term courses could be organized.

Part 2 - The Scheme of Teaching and Examination
Semester – I
Summary

Subject Code	Remarks
COM105A	Commerce I– Business Organisation

Semester – II
Summary

Subject Code	Remarks
COM106A	Commerce II – Business Sector

Second Year Semester – I Units – Topics – Teaching Hours

Subject Code	Subject Unit Title		Lect ures	Total No. of hours	C re di t	Total Marks
COM105A	I	Introduction to Business, Trade and Industry	15	60	4	100
	II	Business Organization – I	15			
	III	Business Organization – II	15			
	IV	Consumer Protection	15			

- **Lecture Duration – 1 hr**
One credit = 15 hours of lectures

Part 3 - Detailed Scheme

Curriculum Topics along with Self-Learning topics - to be covered, through self-learning mode along with the respective Unit. Evaluation of self-learning topics to be undertaken before the concluding lecture instructions of the respective Unit.

Course Code: COM105A

Course: COMMERCE I – Business Organisation

Course Objectives

Sr. No.	Course Objective
1.	To create awareness among the learners regarding the concept of business.
2.	To expose learners to different forms of business organization.
3.	To apprise the learners with the concepts of MNCs and TNCs.
4.	To familiarize learners with features and structure of Joint Stock Company.

Learning Outcomes

1	To enhance employability and entrepreneurship skills
2	To develop the student's interpersonal skills
3	To create awareness among the learners regarding the concept and importance of business
4	To enrich skills as well holistic development of students

F. Y. B. A.
(Proposed Syllabus)

F. Y. B. A.		Semester - I	
Course Name : COMMERCE I – Business Organisation		Course Code:	
Lectures per week		4	
Credits		4	
		Hours	Marks
Evaluation System	Theory Examination	2	60
	Internal	--	40

Semester - I: COMMERCE I – Business Organisation

Sr. No.	Modules / Units	No. of lectures
1.	Introduction to Business, Trade and Industry Business, Trade and Industry – features and importance, Aids to Trade, Types of Industry, Role of profit in Business, Small Scale Industry – Meaning and importance	15
2.	Business Organization – I Sole Trading Concern - Features, Advantages and Limitations, Suitability Partnership Firm - Features, Advantages and Limitations, Suitability Co- operative Society - Features, Advantages and Limitations, Suitability, Types Joint Stock Company – Features, Advantages, Limitations and Types of Companies	15
3.	Business Organization – II Public Sector and Private Sector Organisations – Need and Importance, Types, Features, Merits and Demerits MNCs and TNCs – Features, Merits and Limitations, MNCs v/s TNCs, Multinationals in India	15

4.	Consumer Protection Definition of Consumer, Need and importance of Consumer Protection, Rights of Consumers Forms of unethical advertising, Responsibilities of Consumer, Consumer protection Act, 2019 Dispute Redressal Forums established under Consumer Protection Act, 2019, Role of Consumer organization and NGOs	15
TOTAL		60

References books:					
Sr.No.	Title	Author/s	Publisher	Edition	Year
1	Business Organisation	Maheshwari, Rajendra P, Mahajan, J.P.	International Book House	2 nd edition	2011
2	Introduction To Commerce	Vikram, Amit	Atlantic Pub	NA	2011
3	Business Organisation	Maheshwari, Rajendra P, Mahajan, J.P.,	International Book House	2 nd edition	2011
4	Entrepreneurship,	Hisrich, Robert D	Mc Graw Hill	NA	2013

Second Year Semester – II Units – Topics – Teaching Hours

Subject Code	Subject Unit Title		Lect ures	Total No. of hours	C re di t	Total Marks
COM106A	I	Banking	15	60	4	100
	II	Insurance	15			
	III	Distribution Channels	15			
	IV	Business Environment	15			

- **Lecture Duration – 1 hr**
One credit = 15 hours of lecture

Part 3 - Detailed Scheme

Curriculum Topics along with Self-Learning topics - to be covered, through self-learning mode along with the respective Unit. Evaluation of self-learning topics to be undertaken before the concluding lecture instructions of the respective Unit.

Course Code: COM106A

Course: COMMERCE II– Business Sector

Course Objectives

Sr.No	Course Objective
1.	To familiarize learners about the banking structure in India and it's utility in business.
2.	To give insights to the learners about Insurance sector and its importance.
3.	To apprise the learners with various distribution channels and forms in retailing.
4.	To familiarize learners with different aspects of business environment.

Learning Outcomes

Sr.No	Course Outcome
01	It is expected that the learners become fully convergent with Banking.
02	Learners will become aware of insurance sector and its importance in business.
03	Learners will understand the distribution channels and retail formats.
04	Learners will get conceptual knowledge about business environment.

F. Y. B. A.
(Proposed Syllabus)

F. Y. B. A.		Semester - II	
Course Name : COMMERCE II – Business Sector		Course Code:	
Lectures per week		4	
Credits		4	
		Hours	Marks
Evaluation System	Theory Examination	2	60
	Internal	--	40

Semester - II : COMMERCE II – Business Sector

Sr. No.	Modules / Units	No. of lectures
1	<p>Banking Bank – Types, Services Bank Accounts – Types, Procedure for opening Account Loans and Advances: Types, procedure of taking loan Technology in Banking – ATMs, Debit Card, Credit Card, Internet Banking, Mobile Banking, Mobile Wallets, RTGS, NEFT</p>	15
2	<p>Insurance Insurance – Importance, Principles, Terminologies FDI in Insurance Life Insurance – Types of policy, Procedure of taking a policy and claim General Insurance - Types of policy, Procedure of taking a policy and claim</p>	15

3	Distribution Channels Distribution Channel – participants - Forms, functions, merits, Retailing – Trends, growth of organised retailing, Survival strategies for unorganised retailing, Management of Malls, FDI in retailing, Franchising	15
4	Business Environment Business Environment – Meaning, Features, Importance, Internal Environmental Factors – Micro and Macro Environment, External Environmental Factors – Economic Environment, Social Environment, Political Environment, Demographic and Natural Environment Environmental Scanning Techniques: SWOC Analysis, PESTEL Analysis	15

References books:					
Sr. No.	Title	Author/s	Publisher	Edition	Year
1	Business Environment	Saleem Shaikh	Pearson	NA	2011
2	Business Environment Text and Cases	Shukla M.B	Taxmann Publications Ltd.	25 th Edition	2012
3	Retailing Management	Levy Michael., Weitz Barton A	Tata Mcgraw Hill	11 th Edition	2011
4	Management Of Service Sector,	Bhatia, B S,	Deep & Deep	NA	2020
