



**M.COM
II SEMESTER
SYLLABUS
2014-15**



Syllabus – M.Com. II Semester

Corporate Legal Framework

UNIT – I	The Companies Act, 1956 (Relevant Provisions): Definitions, types of companies, Memorandum of association, Articles of associations, Prospectus, share capital and membership, Meetings and Resolutions, Company Management, Managerial Remuneration, winding up and dissolution of companies.
UNIT – II	The Negotiable Instruments Act, 1881: Definition, Types and Negotiable Instruments, Negotiation Holder and holder in due course, Payment in due; endorsement and Crossing fo cheque; Presentation of negotiable instruments.
UNIT – III	MRTTP Act 1969: Monopolistic trade practices; Restrictive trade practices; unfair trade practices.
UNIT – IV	The consumer protection Act, 1986 features; Definition of Consumer, Right fo Consumer; Grievance Redressal Machinery.
UNIT – V	Regulatory Environment for International Business: FEMA, WTO: Regulatory framework of WTO, basic principles and its character, WTO provisions relating to preferential treatment to developing countries; regional groupings, technical standard, anti-dumping duties and other Non-Traiff Barriers, custom valuation and dispute settlement, Trip and Trims.

Organizational Behaviour

UNIT – I	Organization: Concept, Types and significance, organziation goal and its determinant, Orgnization behaviour: Concept, Nature and significance, Organizational Behaviour models.
UNIT – II	Personality: Concept Theories, Determinants and importance, Perception: Concept, Process and Theories, Learning: Concept, Components, affecting factors and theories.
UNIT – III	Motivation: Meaning types and importance elements, Theories of Motivation, Attitudes and Values: Concept, factors, significance and theories.
UNIT – IV	Interpersonal Behaviour: Nature, Transactional Analysis, concept of Group, Theories of group cohesiveness, Power and Authority.
UNIT – V	Organizational Conflicts: Causes and suggestions, Developing sound Organizational climate, Management of change, Concept and process of organizational Development.

Advanced Statistical Analysis

UNIT – I	Theory of Probability - Probability Distribution, Binomial, Poisson and Normal distribution
UNIT – II	Theory of sampling and Test of significance
UNIT – III	Analysis of Variance (including one way and two way classifications), chi-suare Test.
UNIT – IV	Interpolation and Extrapolation. Association of Attributes.
UNIT – V	Regression Analysis, Statistical Decision theory: Decision under Risk and Uncertainty, Decision Tree Analysis.

Functional Management

UNIT – I	Financial Management: Concept, Nature and Objectives, Functions of Financial Manager, Financial Planning - Nature, Need and influencing factors, characteristics of a sound financial plan.
UNIT – II	Capitalization: Concept and Theories, Over and Under Capitalization, capital structure, balanced Capital structure, Training on Equity, Leverage: financial and operating Leverage.
UNIT – III	Marketing Management: concept Nature and Scope of marketing functions of marketing management, Marketing mix. Advertising Management: Meeting Objectives, functions and scope, Media of advertising, selecting an advertising media Essential of a good advertising copy, Meaning of sales Promotion, Importance, limitations and Methods of sales promotion.
UNIT – IV	Personnel Management: Concept, functions, Scope and Importance, signification of Man-Power Planning, source of Recruitment, Characteristics of a Good Recruitment Policy, Concept of selection procedure, Importance of employee Training, Methods of Training.
UNIT – V	Production Management: Concept, Importance, Scope and function. Types of production system, Concept of production planning, objectives, elements and steps. Procedure of production control, Process of New Product Development, Concept of Product Diversification, Standardization, Simplification and sepcilaization.