Compulsory Papers
1. Business Environment and Entrepreneurship Development
2. E-Commerce
3. Principles of Marketing
4. Environment Science/ Studies

Optional Groups
(Students have to choose any ONE group of the following)

(A) 1. Direct Tax
2. Maharashtra Value Added Tax OR UGC Paper-V
3. Central Excise GST OR UGC Paper-VI

(B) 1. Advanced Accounting OR UGC Paper-V
2. Management Accounting OR UGC Paper-VI
3. Auditing

(C) 1. Indian Banking System
2. Investment Management-I OR UGC Paper-V
3. Investment Management-II OR UGC Paper-VI
Business Environment and Entrepreneurship Development

The objective of this course is to acquaint the students with emerging trends in the business both at national and international level in globalize era and provide sound understanding of the entrepreneurial cultural and industrial growth.

Unit-I  Indian Business Environment – Concept, Components and Importance

Unit-II  Problems of Growth : Unemployment, Poverty, Regional Imbalance, Social Injustice, Industrial Sickness


Unit-IV WTO and Implications for India – Functions, Difference between GATT and WTO, The WTO structure, Implications for India, Agenda for next millennium.


Unit-VI Entrepreneurial Development Programme – Introduction, Objectives and Process EDP, Phases of EDP, Institutions for Entrepreneurship Development – NIESBUD, EDII, MCED.


Suggested Reading :

E-Commerce

1. E-Commerce:

2. Technology of E-commerce:

3. E-Commerce: Challenges & Opportunities:
   Online retailing, supply chain management, Customers Asset Management, Manufacturing Technology, Corporate Finance, E-commerce challenges and opportunities.

4. E-commerce: Payment System and Legal Implications:
   Electronic Cash System, On-line banking, Electronic Credit, Banking Network, Electronic payment system, Electronic Cheque System, Network Security Schemes, Status of frauds, Liability and Damages, consumer Protection & Vigilance, E-funds Transfer Act and Regulations, Digital signature,

5. E-Business Strategy:
   E-business technology, New business strategy, E-business design, E-business – Decision Support System and knowledge,

6. E-Commerce in India:
   Factors for growth of E-commerce business in India, E-commerce scenario in India, Impact of E-commerce on Indian Business, Scope of E-business in India, Future Prospects and Challenges, Global Economy and E-commerce.

Reference Books:
- Kamlesh Agarwala & Amit Lal – Business on the net and E-commerce – Macmillan India Ltd.
Principles of Marketing

Objectives:
The objective of this course is to help students to understand the concepts of marketing and its applications.

Course Inputs:

UNIT I : Introduction: Nature and Scope of marketing; Importance of marketing as a business function, and in the economy; Marketing concepts – traditional and modern; selling v/s marketing; Marketing Mix; Marketing environment.

UNIT II : Consumer Behaviour and Market Segmentation; Nature, scope, and significance of consumer behavior, Market segmentation – concept and importance; Bases for market segmentation.

UNIT III : Product: Concept of product, consumer, and industrial goods; product planning and development; product life cycle concept.

UNIT IV : Price; Importance of price in the marketing mix; factors affecting price of a product/services; discounts and rebates.

UNIT V : Distributions Channels and Physical Distribution; Distribution channels – concepts and role; types of distribution channels; factors affecting choice of a distribution channels; retailer and wholesaler; physical distribution of goods.

UNIT VI : Promotion: Methods of promotion; Optimum promotion mix, Advertising media – their relative merits and limitations; Characteristics of an effective advertisement; personal selling; selling as a career; classification of a successful sales person; functions of salesman.

UNIT VII : Marketing Research, Meaning; Importance, process and scope of Marketing research.

Suggested Readings:
1. Philip Kotler : Marketing Management, Englewood Cliffs; Prentice Hall, ND.
3. Fulmer R.M. The New Marketing; McMillan, New York
Direct Tax

Objectives:
The objective of this course is to help students to understand the concepts of Direct tax and its applications.

Contents:
UNIT I : Assessment of Individual and HUF.
UNIT II : Assessment of Firm
UNIT III : Assessment of Association of person and BOI
UNIT IV: Assessment of Co-operative societies
UNIT V : Assessment of Companies
UNIT VI: Deduction from gross total income and tax liability
UNIT VII : Wealth tax

Introduction, Rate of tax, Simple problems on Wealth tax

Suggested Readings:
1) Taxmann’s direct taxes Law & practice (Income-tax and Wealth-tax)
   - By Dr. Vinod K. Singhania
   - Dr. Kapil Singhania
2) Income-tax Ready Reckoner – N.V. Mehta
3) Income-tax Law and Account
   - Dr. H.C. Mehrotra
   - Dr. S.P. Goyal
4) Professional Approach to – Direct taxes, Law and practice
   - Girish Ahuja
   - Dr. Ravi Gupta

Maharashtra Value Added Tax

Objectives:
The objective of this course is to help students to understand the concepts of Maharashtra Value Added Tax and its applications.

Contents:
UNIT I : Introduction
Value Added Tax Scheme, Merits of Value Added Tax, Tax credit, Demerits of value Added Tax, Record keeping, VAT Audit, Business Audit.

UNIT II : Definition
Business (Sub-section 4) – Introduction, Trade, Commerce, Manufacturer, Brand Name, Capital Assets (Sub-section 5), Dealer (Sub-section 8), Document (Sub-section-10), Goods (Sub-section 12), Importer (Sub-section 13), Person
(Sub-section 17), Purchase price (Sub-section 20), Sale (Sub-section 24), Sale price (Sub-section 25).

UNIT III :  Incidence and Levy of tax
Incidence of tax, Taxes payable, Tax not livable on certain goods, Levy of sales tax on the goods specified in the schedules.

UNIT IV :  Registration
Introduction, Fresh Registration

UNIT V :  Returns and Assessment
Returns and self-assessment Audit, Assessment, Rectification of mistakes, Appeals

UNIT VI :  Penalty and Interest
Imposition of penalty in certain instances, Interest payable by a dealer or person

UNIT VII :  Set-off, Refunds etc.
Set-off, refunds, refund of tax on declared goods-sold in the course of inter-state trade, refund of excess payment.

Suggested Readings:
   - M.V. Ta[are
   - P.L. Subramanian
   - Snow white
   - Publication, New Delhi.
4. Taxman is Indirect taxes Law & Practice
   - V.S. Datey
5. Introduction to VAT – Harish M. Chandrarao Paradise Publisher, Jaipur
6. VAT – An Indian Experience – V.V. Raman
   - Sapana Kapoor

Central Excise; G.S.T.

Objectives:
The objective of this course is to help students to understand the concepts of Central Excise, G.S.T. and its applications.

Contents:
UNIT I :  Introduction

UNIT II :  Excisable Goods
Meaning of goods, Everything that is sold is not ‘marketable’, dutiability of waste and scrap, what are not ‘goods’, plant & machinery assembled at site, Dutiability of steel and concrete structures, Excisable goods.

UNIT III :  Manufacture and production
Taxable event is manufacture, Manufacture; Assembly can be manufacture, disputed cases of ‘manufacture’, Deemed manufacture.
UNIT IV: MRP based valuation
Methods of calculation of duty payable, value based on retail sale price, Deemed manufacture of products covered under MRP.

UNIT V: Basic procedures in central Excise
Registration of factory/warehouse, ‘Factory’ under Central Excise, Storage and accounting of final products, Invoice for removal of final products, Clearance of goods from factory, payment of excise duty.

UNIT VI: G.S.T. (Goods and Services Tax)
Introduction, Meaning, Advantages

Suggested Readings:
1. Taxmann’s – Indirect taxes Law & Practice
   - V.S. Datey
2. Commercial’s Service tax
   - R. Krishnan
   - R. Parthasarathy
3. Taxmann’s – Service tax, How to meet your obligations
   - S.S. Gupta
4. Journals / periodicals etc.
5. Internet

Advanced Accounting

Objective: This course enables the students to develop awareness about different accounting systems.

UNIT 1: Accounts of Banking companies.
Legal provisions, Accounts and Books-preparative of annual accounts in prescribed forms.

UNIT II: Accounts of General Insurance companies.
Types of Insurance Re-Insurance. Preparation of Annual accounts in prescribed forms.

UNIT III: Single Entry System:
Meaning and Limitations. Ascertainment of profit or loss by net assets method and conversion into double entry method.

UNIT IV: Insurance Claim
Determination of insurance claim in case of loss of stock and loss of profit.

UNIT V: Farm Accounting
Final Accounts of Farms.

UNIT VI: Accounts of Holding companies.
Concept and creation, preparation of consolidated Balance sheet. (One subsidery only)
**Management Accounting**

**Objectives:** This course provides the students an understanding of the application of accounting techniques for management.

**Unit - I:** Management Accounting: Meaning, nature, scope and functions of management accounting, role of management accounting in decision making. Management accounting and financial accounting, tools and techniques of management accounting.

**Unit - II:** Financial statements: Meaning and nature of financial statements, limitations of financial statement, objectives and methods of financial statement analysis.

**Unit -III:** Fund flow analysis

**Unit-IV:** Cash flow analysis

**Unit - V:** Ratio Analysis: Classification of ratio profitability ratios, turnover ratios, liquidity ratios, advantages of ratio analysis, limitations of accounting ratios.

**Unit-VI:** Marginal costing: Meaning, advantages and disadvantages of marginal costing, marginal and differential costing as tool for decision making - make or buy, change of product mix, discontinuing a product, break even analysis.

**Suggested Readings:**

   Tata McGrow Hill, New Delhi
   Kalyan Publishers, Ludhiana
3. N. Vinayakan and I.B. Singh: Management Accounting
   Himalaya Publisher House
4. J. Made Gowds: Management Accounting
   Himalaya Publish House
5. Manmohan Goyal: Management Accounting
   Sahitya Bhawan Publication, Hospital Road, Agra
6. M.G. Patkar: Management Accounting
   Phadke Publication, Kolhapur
7. R.S.N. Pillai: Management Accounting
   Bhagavathi S. Chand & Company, Delhi
Auditing

Objectives:
This course aims at imparting knowledge about the principles and methods of auditing and its applications.

Course Inputs:
UNIT I : Introduction: Meaning and objectives of auditing: Types of audit internal audit.
UNIT II : Audit Process: Audit programme: Audit and books; working papers and evidences; course duration for commencing an audit: Real-time Checking and test checking.
UNIT III : Internal Check system: internal control.
UNIT IV : Audit procedure: Vouching Verification and valuation of assets and liabilities.
UNIT V : Audit of Limited companies
Company auditor - Appointment, powers, duties and liabilities.

Special Audit:
UNIT VI : Features of audit of Banking companies.
Audit of educational Institutions.
Audit of Insurance Companies.

Suggested Readings:
1) Gupta Kamal : Contemporary Auditing; Tata Mearaw - Hill
New Delhi.
3) Pagara Dinkar: Principles and Practice of Auditing; Sultan Chand, New Delhi.
Indian Banking System

Unit 1: Introduction
- Evaluation of Bank; Commercial Bank – definition;
- Functions of Bank
- Role and Importance of Commercial Bank in Financial Development.

Unit 2: State Bank of India.
- Introduction – SBI History – Objects - Organization & Management – Functions Of SBI

Unit 3: Regional Rural Bank -

Unit 4: Reserve Bank of India.

Unit 5: Co-Operative banks.

Unit 6: Development Banking:
- IDBI – Industrial Development Bank of India.
- IFCI – Industrial Finance Corporation of India.
- NABARD – National Bank for Agricultural and Rural Development.
- EXIM Bank

Unit 7: Banking Regulation Act 1949.
- (Important Provisions only)

Unit 8: Banking Sector Reforms in India.
N.P.A.; Capital Adequacy Norms.

References:
1. Indian Economy (Latest Ed. 2009) - Ruddar Datta and (Latest Ed. 2009) K. P. M. Sundharam
2. Indian Economy - Misra S. K. and Puri V. K.
4. Indian Banking - S. Natarajan & R. Parameswaran
5. Banking Theory, Law and Practice - K. P. M. Sundharam & P. N. Varshney
7. Central Banking - Dekock M. H.
8. Law & Practice of Banking - Davar
9. Co-operation in India - Dr. B. S. Mathur
10. Banking in India - Panandikar & Mithari
11. Modern Banking - R.S. Sayers
12. Banking Theory & Practice - K. C. Shekhar
13. Banking Theory & Practice - Shrivastav Prem Kumar
14. Banking Law & Practice - Tandon
15. Recent Trends in the Co-operative Movement in India - R. B. Tyagi
The objective of this course is to provide sound understanding of Recent Trends in Indian Financial System in India and acquaint the students with emerging trends in Investment Management.


Unit-IV Securities and Exchange Board of India – SEBI – Functions, Powers and Organizations. SEBI and Central Government, SEBI Guidelines – Primary and Secondary Market, Buyback of Shares, Bonus Shares, Malpractices in the Securities Market and Deficiencies in the Market.

Unit-V OTCEI and NSE – Features of OTCEI, Promoters, Participants, Trading in OTCEI Exchange, Listing of OTC Exchange, Advantages. NSE – Objectives, Features, NSE vs. OTCEI.

Unit-VI Certificates of Deposits and Commercial Paper – Meaning, Difference between CDs and Conventional Time Deposits, Guidelines issued by RBI, Procedure of CDs issue, Banks and CDs. CPs – Concept, Revised Guidelines for CPs.

Suggest Readings:
The objectives of this course is to provide sound understanding of Recent Trends in Indian Financial System in India and acquaint the students with emerging trends in Investment Management.

Unit-I Depository System – Definition, Objectives, Depository Process, Trading in Depository System, Depository System in India, SEBI (Depository and Participants) Act, Benefits, Drawbacks and Remedial Measures.

Unit-II Merchant Banking – Definition, Origin, Merchant Banking in India, Services of Merchant Banking, Merchant Banker as a Lead Managers, Guidelines for Merchant Bankers, Problems.

Unit-III Venture Capital – Concept, Meaning, Feature and Scope of Venture Capital, Importance, Initiative in India, Venture Capitala Guidelines, Nitin Desai’s Committee Recommendations.

Unit-IV Mutual Fund – Meaning, Fund Unit Vs. Shares, Classification of Funds, Importance of Mutual Funds, Risks, Investors Rights, Selection of Fund, UTI Mutual Funds, Reasons for Slow Growth.

Unit-V Credit Rating – Meaning, Definition, Functions of Credit Rating, Origin, Credit Rating in India, Benefits of Credit Rating, Credit Rating Agencies in India – CRISIL, IICRA, CAREDCER, SEBI Guidelines, Limitations of Rating.

Unit-VI The Investment Alternatives - Investor Classification, Corporate Bonds, Features of Bonds, Types, Classification, Convertible Bonds, Analysis of Preference Shares, Equity Shares, Options, Warrants.

Suggest Readings:

TPP – V (UGC- Vocational Course)
Paper V
CENTRAL EXCISE- PROCEDURE AND PRACTICE
Details of Contents:

1. Nature and Meaning of Central Excise:
   Excise and central excise: Distinction between central excise duties and customs, sales tax, octroi duty.
   Basis of excise duty - specific duty, advalorem duty, levy of slabs, compounded duty
   Leviability- On what duty is leviable and who is liable to discharge the duty liability.
   Kinds of Excise Duty – Basic, additional duty of excise, special duty.

2. Organisation of Central Excise in India:
   Administrative and Operational authorities

3. Regulatory Framework:
   An overview of Central excise and Salt act, 1994; an overview of Central Excise Tariff Act, 1985; Central excise rule, 1944
   Important terms and definitions: Assessee, assessable value, excisable goods, manufacture, manufacturer.

4. General Procedure under Central Excise:
   A) Purpose and procedure thereof, exemption from registration, filing of declaration for claiming exemption, forms of application for registration and filling and filing of the same.
   B) Valuation of Excisable Goods: Items included and excluded in the value.
   C) Maintenance of Production Records: RG 1 register of daily production; stock register for issue of raw materials under form No. RG 23 A (Part I); Account of raw material in Form no. 4.

5. MODVAT
   What is MODVAT, Salient features of MODVAT
   MODVAT declaration under rule 57 G for claiming
   MODVAT under rule 57 A

1. Small Scale Industry-
   a) Eligibility of SSI which are exempted from Licensing control.
   b) SSI availing concession rate of duty. General exemption in small scale exemption scheme under notification number 175/86

TPP – VI (UGC- Vocational Course)
Paper VI
Practical Job Training – A Project Report

A Project report to be prepared and submitted on the basis of practical job-training at different industrial and business houses, various Government and Private Departments of Taxes and Chartered Accountant Institutions.