ST. JOSEPH'S COLLEGE OF COMMERCE

(Autonomous)

163, Brigade Road, Bangalore – 560 025

Accredited and Re-Accredited with 'A' Grade by the National Assessment and Accreditation Council (NAAC)
Recognized by the UGC as
"COLLEGE WITH POTENTIAL FOR EXCELLENCE"

Master of Commerce (International Business)

Semester I & II

Academic year 2025 – 2026

(From Batch 2024-2026)

St. Joseph's College of Commerce
(Autonomous)
Affiliated to Bengaluru City University

St. Joseph's College of Commerce (SJCC) was formerly a part of St. Joseph's College, established in the year 1882. The Commerce Department was established in the year 1949 and it became an independent college with its own building in Brigade Road in the year 1972.

The college has in its Vision a model for higher education which encourages individuals to dream of a socially just world and in its Mission a strategy to empower individuals in realizing that dream.

With an objective of imparting quality education in the field of Commerce and Management the college has been innovating in all aspects of higher education over a long period of time. These innovations were further bolstered with the granting of autonomous status to the college by UGC in September 2005. From then on, the college has taken a lead in reforming curriculum and syllabus, examination and evaluation pattern and teaching and learning methods through the Board of Studies, the Academic Council and the Governing Council comprising of eminent academicians, industry representatives and notable alumni.

The college has undergone four cycles of NAAC accreditation starting from the year 2000 in which it secured 'five stars', next in the year 2007 an 'A' grade, in the year 2012 again an 'A' grade and recently in February 2021 an 'A++'. It is one of the very few institutions in the country to have secured A++ grade in the fourth cycle under the Revised Accreditation Framework (RAF) and the first college in Karnataka to do so. The college was declared as a 'College with Potential for Excellence' in the year 2010. In 2011 SJCC was recognized as a Research Centre by Bangalore University. The college has been ranked consistently among the top 100 colleges by NIRF ratings of the Ministry of Education, Government of India.

OBJECTIVES OF THE M.COM (INTERNATIONAL BUSINESS) PROGRAMME

1. To train and develop the candidates to hold Managerial positions in the field of international trade and Business.
2. To provide an edge with a combination of international oriented courses along with core Commerce courses.
3. To train the students to hold Multi level Positions in the field of business.
4. It facilitates an all-round development of the student by sensitizing towards the ethical and social needs of the society.

SAILENT FEATURES OF THE PROGRAM

1. The programme enables a student to develop not only in academics but also in value added programme and extension activities through embedding these pillars in the system.
2. The programme has inbuilt provisions to learn a skill-based paper based on their specializations.
3. The programme offers International Business as an elective.
4. Relative importance of courses of study and activities are quantified in terms of credits.
5. Focus on preparing students for financial analysis, research orientation, investment and risk management, financial management including derivatives, hedge funds and debt funds, international business, supply chain and logistics management.
6. Specialization is available in Finance, Human Resource, Business Administration, Marketing Management and Data Science with PGD.
7. Inputs from industry experts are a crucial part of the programme. They facilitate access to applied knowledge.
8. Students will have compulsory paper presentation in State Level and National Level Seminars/Conferences, Corporate Internships, Teaching Practice and Dissertation.
9. Regular sessions on Data Visualization, Business Valuation Using Excel, SPSS/Statistical packages, Quantitative Techniques and Logical Reasoning, Case study analysis, Analysis of Current Business and Economics, Managerial Communication as part of curriculum for students' professional and personal development.
10. The programme offers more flexibility to the students allowing them to choose inter-disciplinary courses along with major courses which make education broader based.
11. M.com degree serves as the basis for further higher studies/ taking up of professional certifications and research in the fields such as PhD/ M.Phil./ other related degree in Commerce.
12. Inbuilt provision for on-the-job training for those who intend to pursue a career in teaching and other sectors through teaching practice and compulsory
13. Corporate internship.
    Choice Based Credit System is adopted for the M.Com programme with Cumulative Grade Point Average for Evaluation. Engagement in programme of social concerns, psychometric tests, art therapy, counselling sessions, presentation skills and personality grooming.,
14. Compulsory rural exposure program as part of extension activities in addition to participating in social welfare Programs.
15. Compulsory Industrial Visits are also organized as part of the curriculum.
16. On the Job Training for a semester or the choice of dissertation is part of the Curriculum.

I. ELIGIBILITY FOR ADMISSION:

Admission Requirement and Admission test:
Candidates who have passed B.Com or BBM/ BBA of any recognized university and have secured at least 50% of mark in the aggregate of all core papers/courses studied in the qualifying examinations are eligible for admission into this programme.
Admission will be based on an entrance test/subject Knowledge interview conducted by the college. Marks scored at the test/ qualifying interview will be considered for final selection.

II. DURATION OF THE PROGRAMME:

The programme of the study is 2 years of four (4) semesters. A candidate shall complete his/her degree within four (4) academic years from the date of his/her admission to the first semester.

III. MEDIUM OF INSTRUCTION:

The medium of instruction shall be English.

IV. ATTENDANCE:

A student shall be considered to have satisfied the requirement of attendance for the semester, if he/she has attended not less than 75% in aggregate of the number of working periods in each of the courses compulsorily.
A student who fails to complete the PROGRAMME in the manner stated above shall not be permitted to take the end semester examination.

M.COM PROGRAMME MATRIX, PROGRAMME STRUCTURE AND SEMESTER SCHEME OF EXAMINATION:

Refer Page 5 to 8

V. TEACHING AND EVALUATION:

M.Com/MBA/MFA/MBS/Ph.D/NET qualified graduates with B.Com/BBA/BBS as basic degree from a recognized university are only eligible to teach and evaluate the courses.

VI. EVALUATION SYSTEM:

Evaluation for PG programme consists of two components, viz. Continuous Internal Assessment (CIA) and End Semester Examination (ESE) with the weightage of 30% and 70% respectively.

Continuous Internal Assessment (CIA) includes a centrally organized MID-TERM Test for 20 marks and other exercises administered by the teacher such as Surprise test / quiz / business case analysis/ Assignment / Presentation/ Research Project/ Research article/ Seminar etc. for an aggregate of 10 marks. Each teaching faculty is required to maintain a record of the Continuous Internal Assessment (CIA). Under the PG programme, a student must score a minimum of 12 marks through CIA.

The End Semester Examination will be conducted at the end of each semester. The duration and maximum marks for the End Semester Examination is 3 hours and for 70 marks.

VII. MINIMUM FOR A PASS:

A PG student has to get a minimum of 40% marks in the ESE (28 on 70) and 40% aggregate in CIA & ESE (40 on 100) for a pass in each course. The minimum SGPA to qualify for the M.Com degree is 5.00 and a pass in all courses.

VIII. CLASSIFICATION OF SUCCESSFUL CANDIDATES:

Grading System for Choice Based Credit System (CBCS) – The College adopts a ten-point grading system. The modalities and the operational details are as follows:

Credits – Credits are assigned to courses based on the following broad classification

Course Category	Instruction hours/week	Credits
Major Core	4 hours	4
Allied Required/Open Elective	3 hours	3
Allied Optional	3 hours	3
Graded courses	2hours	1

Grade points – The papers are marked in a conventional way for 100 marks. The marks obtained are converted to grade point according to the following table. If a student is absent for the paper the grade point assigned is 0.

% Marks	95-100	90-94	85-89	80-84	75-79	70-74	65-69	60-64	55-59	50-54	45-49	40-44	Below 40
Grade Points	10	9.5	9	8.5	8	7.5	7	6.5	6	5.5	5	4.5	0

The semester grade point average (SGPA) - is the sum of the product of the credits with the grade points scored in all courses divided by the total credit of Part A and Part B in the semester.
SGPA = ∑Credits x Grade Points / Total Credits Minimum SGPA for a pass is 5.
If a student has not passed in a course or is absent then the SGPA is not assigned.

The cumulative grade point average (CGPA)- is the weighted average of all the courses undergone by a student over all the six semesters of a PROGRAMME.

CGPA = ∑ Total credits in the semester x SGPA / Total credits of the PROGRAMME. SGPA and CGPA will be rounded off to two decimal places. Interpretation of SGPA/CGPA/ Classification of final result for a PG PROGRAMME.

v. Interpretation of SGPA/CGPA/ Classification of final result for

SGPA/CGPA/ Course Grade Point	Grade	Result/Class Description
9.00 – 10.00	O	Outstanding
8.00-8.99	A+	First Class Exemplary
7.00 – 7.99	A	First Class Distinction
6.00 – 6.99	B+	First Class
5.50 – 5.99	B	High Second Class
5.00 – 5.49	C	Second Class
Below 5	RA	To Re-Appear

IX. PATTERN OF QUESTION PAPER:

Question Paper Pattern: (3 Hours duration, Max. Marks: 70)

Section A	Analytical questions	5 marks x 4 questions	20 Marks
Section B	Essay questions	12 marks x 3 questions	36 Marks
Section C	Compulsory questions/Case study	14 marks x 1 question	14 Marks
Total			**70 Marks**

X. TEACHING PRACTICE AND SUMMER CORPORATE INTERNSHIP:

As part of the curriculum, the M.Com (FT and IB) students can take up either a corporate internship of four to six weeks(the same will be indicated by the department each academic year) during their II semester summer break or can take up 60 hours of Teaching Practice alongside regular classes during their III semester for undergraduate courses. The progression of the corporate internship/ teaching practice is supervised and evaluated by the department.

Each candidate shall submit a comprehensive Internship/Teaching Practice Report at the end of the stipulated term. Based on the performance of the student the department through a viva voce examination will assign marks out of 100 for the performance of the student during the internship/teaching practice. The department will fill out a Matrix based Evaluation form consisting of various criterion spread across academic, inter-personal and soft skill characteristics expected of an employee by an organization.

XI. SEMESTER CORPORATE INTERNSHIP:

The progression of the corporate internship of a duration of one semester is supervised and evaluated at two levels i.e.., by an internal guide allocated by the college and external mentor allocated by the organization. Continuous monitoring of the student

progression at the organization in different ways will be taken up by the department during the semester.

Each student shall submit a comprehensive Internship Report at the end of the internship term. Based on the performance of the student the internal as well as the external guide will assign marks out of 150 each totaling to 300 marks for the performance of the student during the internship. The guides will fill out a Matrix based Evaluation form consisting of 10 criterion spread across academic, inter-personal and soft skill characteristics expected of an employee by an organization.

M.COM (INTERNATIONAL BUSINESS) PROGRAMME MATRIX (Applicable to 2024-25 Batch onwards)

Content	I	II	III	IV	Total
I. ACADEMICS					
Major Core	• Accounting For Decision Making • Statistics For Business Decisions • Corporate Tax Planning and Law	• International Financial Institutions and Markets • Advanced Financial Management • Forensic Accounting and Audit	• Business Policy and Strategic Management • Project Management	• Dissertation / Semester Corporate Internship	
Allied Required	• Managerial Economics • Research Methodology	• Operations Research • International Business Environment	• Business Information System	• Bank Management	
Major Optional	-	-	• Foreign Exchange Management • Impex Procedure and Documentation • Security Analysis and Portfolio Management	• International Logistics and Supply Chain Management • International Marketing	
Allied Optional	• Environmental Management • Positive Psychology • International Human Resource Management	• Technology And Operations Strategy • Managing Service Operations • Human Rights and Challenges	-	-	
Total	**21 Cr**	**21 Cr**	**23 Cr**	**19 Cr**	**84**
II SKILL ORIENTED/VALUE ADDED COURSES					
QT AND LR	1 Cr	1 Cr	-	-	
Current Affairs and Business	1 Cr	1 Cr	-	-	
Communication in Business	1 Cr	-	-	-	
SPSS/Statistical Packages	-	-	1 Cr	-	
Data Visualization using Tableau	-	-	1 Cr	-	
Business Valuation Using Excel	-	-	-	4 Cr	
Teaching Practice/ Corporate Internship	-	-	**1 Cr**	-	
Online Certificate Course (MOOC'S)*	-	**1 Cr**	-	**1 Cr**	
Total	**3 Cr**	**3 Cr**	**3 Cr**	**5 Cr**	**14**
III EXTENSION ACTIVITIES, CO-CURRICULAR AND OTHERS					
Outreach Program I & II	-	1 Cr	-	1 Cr	
Total	-	**1 Cr**	-	**1 Cr**	**2**
Grand Total	**24 Cr**	**25 Cr**	**26 Cr**	**25 Cr**	**100**

(Business Valuation using Excel is an elective course under IV Semester)

M.COM (INTERNATIONAL BUSINESS) PROGRAMME STRUCTURE (for III & IV Semesters) SEMESTER SCHEME OF EXAMINATION
CORE COURSES

SEMESTER – III

Course Code	Title of the Paper	Hours per week	Marks		Total Marks	Credits
			CIA	ESE		
P425MC301	Business Policy and Strategic Management	4	30	70	100	4
P424MC302	Project Management	4	30	70	100	4
P425AR301	Business Information System	3	30	70	100	3
TOTAL		**11**	**90**	**210**	**300**	**11**

SEMESTER – IV

Course Code	Title of the Paper	Hours per week	Marks		Total Marks	Credits
			CIA	ESE		
P424MC401	Dissertation/ Semester Corporate Internship	-	-	-	200	8
P425AR401	Bank Management	3	30	70	100	3
TOTAL		**3**	**30**	**70**	**300**	**11**

CIA – Continuous Internal Assessment

M.COM (INTERNATIONAL BUSINESS) PROGRAMME STRUCTURE (for III & IV Semesters) SEMESTER SCHEME OF EXAMINATION
SPECIALISED COURSES
SEMESTER – III

Course Code	Title of the Paper	Hours per week	Marks		Total Marks	Credits
			CIA	ESE		
P418IB301	Foreign Exchange Management	4	30	70	100	4
P425IB302	Impex Procedure and Documentation	4	30	70	100	4
P425IB303	Security Analysis and Portfolio Management	4	30	70	100	4
TOTAL		**12**	**30**	**70**	**100**	**12**

SEMESTER – IV

Course Code	Title of the Paper	Hours per week	Marks		Total Marks	Credits
			CIA	ESE		
P415IB401	International Logistics & Supply Chain Management	4	30	70	100	4
P425IB402	International Marketing	4	30	70	100	4
P424SB401	Business Valuation Using Excel	4	30	70	100	4
TOTAL		**12**	**90**	**210**	**300**	**12**

CIA – Continuous Internal Assessment

M.COM (INTERNATIONAL BUSINESS) PROGRAMME STRUCTURE (for III & IV Semesters) SEMESTER SCHEME OF EXAMINATION
GRADED COURSES (VALUE ADDED COURSE)
SEMESTER – III

Course Code	Title of the Paper	Hours per week	Marks		Total Marks	Credits
			CIA	ESE		
PG25DVT301	Data Visualization using Tableau	2	GRADED POINTS			1
P424TP301	Teaching Practice	-				1
P424CI301	Corporate Internship					
P424ST301	Statistical Tools for Data Analysis (SPSS)	2				1
TOTAL		**4**	**-**	**-**	**-**	**3**

SEMESTER – IV

Course Code	Title of the Paper	Hours per week	Marks		Total Marks	Credits
			CIA	ESE		
P115 EA 401	Extension Activity	-	-	-	-	1
TOTAL		-	-	-	-	**1**

Outcome Based Education (OBE)

M.Com (International Business)

PROGRAMME EDUCATIONAL OBJECTIVES

After undergoing the **M.Com (International Business)** Programme, the student will be able to:

1. Attain higher levels of proficiency for a successful career in commerce, the industry and entrepreneurship with adequate theoretical knowledge about the core and domain disciplines.
2. Demonstrate requisite competency to pursue higher studies, research, life-long learning for continuous growth and development in the chosen profession.
3. Adapt to a rapidly changing environment with newly learnt and applied skills, become socially responsible and value driven citizens, committed to sustainable development.

PROGRAMME OUTCOMES

At the end of the M.Com (International Business) Programme, the student will be able to:

PO1: Disciplinary and Inter - disciplinary Knowledge

Demonstrate the understanding of relevant business, management and organization knowledge, both academic and professional, in line with industry standards.

PO2: Decision making competency

Apply underlying concepts, principles, and techniques of analysis, both within and outside the discipline to generate all the possible solutions and picks one that shows their understanding of the problem and the outcomes.

PO3: Integrated problem-solving and Research

Analyze how parts of a whole interact with each other to produce overall outcomes in complex systems by analyzing key managerial issues in a particular industry or company and propose appropriate managerial solutions to the situation

PO4 Critical thinking competency

Evaluate evidence, arguments, claims and beliefs by using right type of reasoning as appropriate to the situation and analyze how parts of a whole interact with each other to

produce overall outcomes in complex systems

PO5 Creative thinking competency

Develops, implements and communicates new and worthwhile ideas using both incremental and radical concepts to make a real and useful contribution to their work

PO6: Usage of Modern Technology and Tools

Use tools and technologies of digital nature, communication/networking tools and social networks appropriately to access, manage, integrate, evaluate and create information to successfully function in a knowledge economy

PO7 Leadership and team work

Develop a vision, translate that vision into shared goals, and effectively work with others to achieve these goals.

PO8 Ethical Conduct & Sustainability Practices

Act responsibly and sustainably at local, national, and global levels

PO9 Collaboration & Networking Competencies

Work collaboratively and respectfully as members and leaders of diverse teams.

PO10 Self-directed and Life – Long learning

Establish goals and monitor progress toward them by developing an awareness of the personal, environmental and task-specific factors that affect attainment of the goals.

PROGRAM SPECIFIC OUTCOMES

PSO11 Global perspectives and multicultural competency

Employ effective and appropriate interaction and Team work with people of different nationalities and cultures, demonstrating respect for social, cultural and Linguistic diversity at the local, national and international level.

PSO12 Cross-Disciplinary Integration and Strategic Perspective

Create alternative solutions for business issues and develop systems and processes that meet the specified needs of business for appropriate consideration for social, cultural, economic and environmental issues and challenges.

Department of Commerce Programme: Mcom [International Business]						
Semester	**Course Code**	**Course Title**	**Course Duration**	**Course Type**	**Teaching Hours Per Week**	**Credits**
3	P425MC301	**Business Policy and Strategic Management**	60 hours	Major Core	4	4

Course Objectives	Illustrate the steps involved in Strategic Management Process from the perspective of Top Management and Board of Directors. Examine the relationship between long term behavior of variables of external environment and strategic analysis of stakeholders' expectations and Strategy formulations. Evaluate the implications of five generic strategies from the performance of Business firm that have adopted. Describe a plan for allocation of necessary resources and choice of organization structure to carry out implementation of Strategy. Evaluate the implication and applicability of functional strategy in the context of corporate strategy. Evaluate the Strategic performance and its applicability of Corporate Restructuring, Business Cost Reengineering, Benchmarking, TQM, Six Sigma in achieving desired strategic performance.

COs	**Description**	**T Level**	**K Level**
CO1	Illustrate the steps involved in Strategic Management Process from the perspective of Top Management and Board of Directors.		
CO2	Examine the relationship between long term behavior of variables of external environmentand strategic analysis of stakeholders' expectations and Strategy formulations.		
CO3	Evaluate the implications of five generic strategies from the performance of Business firm that have adopted.		
CO4	Describe a plan for allocation of necessary resources and choice of Organization structure tocarry out implementation of Strategy.		
CO5	Evaluate the implication and applicability of functional strategy in the context of corporate strategy.		
CO6	Evaluate the Strategic performance and its applicability of Corporate Restructuring, Business Cost Reengineering, Benchmarking, TQM, and Six Sigma in achieving desired strategic performance.		

Module 1	**Introduction to Strategic Management**	**6 hours**

Strategic Management- Nature, Scope, Characteristics and Dimensions – Approaches to Strategic Decision Making, Strategic Management Process – Components of Strategic Management Model, - Policy & Strategic Management, Strategic Leadership-Strategic role of Board of Directors and Top Management-Strategic Implications of Social and Ethical Issues.

Module 2	**Strategy Formulation**	**14 hours**

Organizational Goals, Objectives, Vision, Mission and Social Responsibility - Analysis of Board Environment – External Environment Factors: Economic, Social, Political, Economic, Social, Technological, Legal, Ecological, International, Industrial – Competitive Forces and Strategy-

Industry Analysis (Michael Porter's Model) Analysis of Strategic advantage -Resource Audit-Value Chain Analysis- Core Competencies- SWOT Analysis-Analysis of Stakeholders Expectations.		
Module 3	**Strategic Analysis and Choice**	**10 hours**
Strategic intent-Strategic Fit- Strategic gap analyses -Process of Strategic Choice- External Growth Strategies: Mergers, Acquisition, Joint Ventures, Franchising and Strategic Alliance-Competing in foreign markets-Evaluation of Strategic Alternatives - Porter's Generic Competitive Strategies- Product Port Folio Model (BCG Matrix)- GE Nine Cell Matrix.		
Module 4	**Strategy Implementation**	**6 hours**
Implementation Issues- Planning and Allocating Resources – Financing Planning- Manpower Planning- Organizational Structures -Factors affecting choice of structure- Degree of Flexibility and Autonomy.		
Module 5	**Functional Strategies**	**14 hours**
Marketing Strategy: Nature, Significance, Formulating Marketing Strategy- Production and Operational strategy: Need, Formulation of production and operational strategy-Research and Development (R&D) Strategy: Need, Formulating research and development strategy- Human Resource Strategy: Acquisition of human resources, motivation and maintenance of HR- Financial Strategy: Need, Financial objectives, Strategic Financial Decisions		
Module 6	**Strategic Review and Control**	**10 hours**
Evaluating the Strategic Performance – Criteria and Problems –Concepts of Corporate Restructuring- Business Process Reengineering- Benchmarking, TQM, Six Sigma- Strategy Control-Strategic surveillance.		

Self-Learning Topics: (If Applicable)	
1	
2	
3	

Skill Development: (These activities are only indicative, the Faculty members can innovate)	
1	Analyzing business scenarios and strategic models (SWOT, Porter's Five Forces, BCG Matrix); Developing the ability to assess competitive forces, organizational environments, and strategic opportunities.
2	Mastering strategic decision-making processes (e.g., strategic gap analysis, evaluating alternatives); Balancing risk, resource allocation, and business objectives to solve complex problem
3	Understanding strategic leadership and the role of senior management and board members; Developing skills to influence stakeholders, align teams, and lead organizational change.
4	Gaining insights into international strategies and the global business environment; Integrating ethical considerations and corporate social responsibility into strategic decisions.

Books for Reference: (Strictly APA Format)

1	Thompson, A. A., Strickland, A. J., Gamble, J. E., & Jain, A. K. (2007). *Crafting and executing strategy* (14th ed.). Tata McGraw Hill.
2	Pearce, J. A., II, & Robinson, R. B., Jr. (2005). *Strategic management: Formulation, implementation, and control* (9th ed.). McGraw-Hill Companies.
3	Srivastava, R. M. (2022). *Management policy and strategic: Concepts, skills, practices*. Himalaya Publishing House.
4	Bowman, C., & McNamara, M. J. (2021). *Essence of strategic management*. Prentice Hall.

***Mapping of CO and PO**

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12

CO1												
CO2												
CO3												
CO4												
CO5												
CO6												

Department of Commerce Programme: Mcom [International Business]						
Semester	**Course Code**	**Course Title**	**Course Duration**	**Course Type**	**Teaching Hours Per Week**	**Credits**
1	P424MC302	**Project Management**	60 Hours	Major Core	4	4

Course Objectives	The course will entail a thorough investigation into the feasibility of each project idea, evaluating its viability through situation analysis, demand forecasting, and financial projections. It will examine the criteria for project selection, encompassing both qualitative and quantitative factors. Additionally, students will assess financing options in terms of the targeted overall cost of capital and illustrate project planning and control using PERT and CPM methodologies. Through these integrated approaches, students will develop the skills necessary for strategic project evaluation, selection, and management in various organizational contexts.

COs	**Description**	**T Level**	**K Level**
CO1	Apply the principles of management process and integrative approach in organizing the project and its structure.	T3	
CO2	Show Feasibility study and controlling of project by integrating the WBS with responsibility matrices of a hypothetical project.	T3	
CO3	Examine the applicability of time and cost control for Resource Scheduling and Allocation for project.	T3	
CO4	Demonstrate the importance of risk management in projects	T2	
CO5	Illustrate range of activities from the managing project teams to the procedure of project closure/termination	T3	
CO6	Outline contemporary information technology system and software for the management of data of projects for Agile Project Management	T2	

Module 1	**Introduction to Project Management**	**8 hours**

Definition and importance of project and project management – Types of projects - Ten Knowledge Areas of Project Management - Project and Product lifecycle and phases - Overview of project management methodologies (e.g., Agile, Waterfall, Scrum, LEAN, Capability Maturity Model Integration, Six Sigma) - Introduction to green projects and sustainable development - Sustainable project management frameworks (e.g., LEED, BREEAM) - Environmental impact assessment and mitigation strategies, Project Structures - Organizational Culture and Implications.

Module 2	**Project Initiation and Project Planning**	**12 hours**

Project Initiation: Identification of investment opportunities - Conducting feasibility analysis - Market and Demand analysis, Technical Analysis, Economic and Financial Analysis, Social Cost and Benefit Analysis, Identification of Sources of finance, Formulation of Detailed Project Report. Project Planning: Identifying project stakeholders - Planning resources - physical resources, human resources, financial resources - Developing project scope statement – project justification, specification, the Iron Triangle (Triple Constraints), limits, assumptions, technical requirements - Estimating Time - Estimating cost - identifying cost elements, budget - Developing the project charter.

Module 3	**Project Scheduling and Project Budgeting**	**12 hours**

Critical Path Method (CPM) and Program Evaluation and Review Technique (PERT) (Concepts

only) - Resource allocation and leveling - Managing project constraints - Cost estimation techniques - Top-down, Bottom-up approaches, types of estimates, parametric estimates, contingencies and reserves - Budget development and control - Earned Value Management (EVM) - Planned value, earned value, and actual cost and schedule performance indices, Cost and schedule analyses.		
Module 4	**Project Risk Management**	**10 hours**
Concept of uncertainty, positive and negative risk - identifying Project Risks (sources of risks) including secondary and residual risks – Qualitative and Quantitative Risk Analysis - Risk Response Planning – Cost Contingencies and reserves - Scheduling Buffers - Risk Response Strategies – Avoidance – Mitigation – Transfer – Acceptance - Contingency and Fallback Plans - Risk Monitoring and Control.		
Module 5	**Project Execution, Project Monitoring, Control and Closure**	**10 hours**
Role of Project manager and project team - Team building and leadership - Acquiring, Developing and Managing High-performance Project Teams - Project Team Pitfalls – Managing project stakeholders - Procurement Management - Managing Inter-departmental Relations - Contracting, Requesting Vendor Responses - Selecting Vendors - Contract Administration - Quality assurance and control - Performance measurement and reporting - Change management - Closure/termination – Project completion and evaluation - Project review - Types of Project Termination – Strategic Implications - Termination Procedures.		
Module 6	**Future Trends in Project Management**	**8 hours**
IT in projects - Overview of the Types of Software for Projects - Criteria for Software Selection - Major Features of Software to be considered depending on the industry or company requirements - Implementation of Project Management Information System - Agile project management methodologies - Hybrid project management approaches - Project management in virtual and distributed teams - Emerging AI technologies in project management - AI-driven project portfolio management - AI for agile and adaptive project management - Challenges and opportunities in AI adoption for project management.		

Self-Learning Topics: (If Applicable)

1	
2	
3	

Skill Development: (These activities are only indicative, the Faculty members can innovate)

1	Case Studies and Practical Applications.
2	Analysis of real-world project management scenarios.
3	Group discussions and presentations.
4	Exposure to MS Project.

Books for Reference: (Strictly APA Format)

1	Larson, E. W., & Gray, C. F. (2021). *Project management: The managerial process*. McGraw-Hill.
2	Project Management Institute. (2021). *A guide to the project management body of knowledge (PMBOK® Guide)*. PMI.
3	Portny, S. E. (2022). *Project management for dummies*. Wiley.
4	Cobb, C. (2021). *Agile project management: A practical guide to agile implementation*. Wiley.
5	Kerzner, H. (2022). *Project management: A systems approach to planning, scheduling, and controlling*. Wiley.

***Mapping of CO and PO**

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1												

CO2												
CO3												
CO4												
CO5												
CO6												

Department of Commerce Programme: Mcom [International Business]						
Semester	**Course Code**	**Course Title**	**Course Duration**	**Course Type**	**Teaching Hours Per Week**	**Credits**
3	**P425AR301**	**Business Information System**	45	Allied Required	3	3

Course Objectives	This course aims to provide students with the essential knowledge and skills in information systems for success in any workplace, with a special focus on new-generation systems like e-commerce, emphasizing EDI, EPS, and Internet applications.		
COs	**Description**	**T Level**	**K Level**
CO1	To understand the role of MIS, IT, and IS in business functions and their evolution.	T2	K2
CO2	To learn System Development Life Cycle (SDLC) and emerging technologies like AI, ML, Big Data, and Cloud Computing.	T4	K3
CO3	To explore the impact of telecommunications, networks, and secure communication protocols in business.	T3	K3
CO4	To gain knowledge of IT auditing, internal controls, and emerging technologies like data analytics and automation.	T2	K2
CO5	To examine E-commerce fundamentals, trends, and secure transaction processing with AI, ML, and blockchain.	T2	K3

Module 1	**Information Systems Fundamentals**	**8 hours**

Introduction to Information Systems (IS), Information Technology (IT), and Management Information Systems (MIS): Foundational concepts, roles, and importance of IS in organizations. Data, Information, Knowledge, and Intelligence, System Development Life Cycle (SDLC), Emerging Technologies in IS: Artificial Intelligence (AI), Machine Learning (ML), Big Data, Internet of Things (IoT), and Cloud Computing, and their impact on information systems, Ethical Considerations in IS.

Module 2	**Communication Infrastructure and Data Interchange**	**10 hours**

Telecommunication Technologies: Different types of telecommunication networks (wired and wireless), Computer Networks: Network types (PANs, LANs, MANs, WANs).The Internet and its Architecture: OSI, TCP/IP. Intranets and Extranets: Electronic Data Interchange (EDI): Purpose and benefits of EDI. Cloud Services and Blockchain to enhance EDI capabilities.

Module 3	**Information Systems Security and Control**	**10 hours**

IT Audit and Control Fundamentals: Scope and role of IT audits, IT Audit Methodology: Framework and best practices in IT audits. Emerging Technologies in IT Audits: Continuous auditing, data analytics, and automation. Evaluating IT Systems and Controls: identifying and managing IT risks, ensuring system effectiveness, and addressing data security and privacy considerations. Ethical Considerations in IT Audits: Maintain ethical conduct during IT audits.

Module 4	**E-Commerce and Business Applications**	**10 hours**

E-Commerce Fundamentals: Evolution, impact on businesses, consumers, and economy, Components and Models of E-commerce (B2B, B2C, C2C),E-Commerce Transactions: How online transactions occur securely, AI & Machine Learning in E-Commerce: Applications for personalization and marketing, Mobile Commerce: Trends and Impact on Consumer Behavior, Technology & Infrastructure for E-commerce platforms, Data & Transaction Protection: Cryptography & Digital Signatures, Secure Communication Protocols (e.g., VPNs) for E- commerce transactions, Transaction Processing Systems (TPS): Fundamentals and Advanced Trends, Emerging Trends in E-commerce: Social Commerce, Influencer Marketing, Blockchain, AR/VR.

Module 5	Business Continuity and Security	7 hours

Business Continuity Planning (BCP) and Disaster Recovery (DRP): purpose and differences. Business Continuity Management (BCM) Frameworks, building a Business Continuity Plan: key phases of developing a BCP, Business Impact Analysis (BIA), risk management strategies. Backup and Recovery Techniques: data backup strategies, alternative processing site. Communication and Training for BCP/DRP.

Self-Learning Topics: (If Applicable)

1	
2	
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Skill Development: (These activities are only indicative, the Faculty members can innovate)

1	Gaining hands-on knowledge and practical skills in AI, ML, Big Data, IoT, Cloud Computing, and Blockchain applications in business and MIS.
2	Developing expertise in securing digital transactions, implementing cryptography, and understanding privacy laws and ethical considerations in IT systems.
3	Acquiring skills in managing secure online transactions, personalization through AI, and applying emerging trends like social commerce and influencer marketing.
4	Learning how to develop Business Continuity Plans (BCP) and Disaster Recovery Plans (DRP), ensuring resilience through risk management strategies and using advanced technologies for recovery and continuity

Books for Reference: (Strictly APA Format)

1	Agarwala, K. N., & Agarwala, D. (2022). *Business on the net: Bridge to online store front.* MacMillan.
2	Diwan, P., & Sharma, S. (2022). *Electronic commerce*. Prentice Hall.
3	Davis, G. B. (2021). *Management information systems*. McGraw Hill International.
4	Kalakota, R., & Whinston, A. B. (2020). *Electronic commerce*. McGraw-Hill.
5	Lauden, K., & Lauden, J. (2022). *Management information systems*. Prentice Hall of India.
6	Martin, J. (2020). *Management information systems*. Prentice Hall of India.
7	Murthy, C. V. S. (2019). *E-Commerce*. Himalaya Publishing House.
8	Murthy, C. V. S. (2019). *Management information system*. Himalaya Publications.
9	O'Brien, J. (2021). *Management information systems*. Tata McGraw Hill.
10	Sadagopan, S. (2022). *Management information systems*. Prentice Hall of India.
11	Schneider, G. P. (2020). *Electronic commerce course*. Technology Delhi.
12	Watson, R. T. (2019). *Electronic commerce: Strategic perspective*. Dryden.
13	Young, M. L. (2022). *Complete reference to internet*. TMH.

***Mapping of CO and PO**

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1	L	M	L	M		H			L			H
CO2	L	M	L	L		H		M				H
CO3	L	M	L	L		H		M				H
CO4	L	M	M	L	L	H						H
CO5	L	M		M	L	H		L				H

Department of Commerce Programme: Mcom [International Business]						
Semester	**Course Code**	**Course Title**	**Course Duration**	**Course Type**	**Teaching Hours Per Week**	**Credits**
1	P418IB301	**Foreign Exchange Management**	60 Hours	Major Optional	4	4

Course Objectives	The student should be able to: Illustrate the fundamental roles of Foreign exchange market and determination of foreign exchange rate as implications of Fisher effect. Compare and contrast the settlement of transactions in spot and futures and options market. Justify the use of currency and interest futures and options transactions for the purpose of speculations and hedging in Forex market. Devise strategies of hedging and speculation against the each type forex exposure risks by using money market instruments and currency derivatives. Develop the strategies of hedging against the each type interest rate exposure risks by using interest rate derivatives

COs	**Description**	**T Level**	**K Level**
CO1	Illustrate the fundamental roles of Foreign exchange market and determination of foreign exchange rate as implications of Fisher effect.		
CO2	Compare and contrast the settlement of transactions in spot and futures and options market.		
CO3	Justify the use of currency and interest futures and options transactions for the purpose of speculations and hedging in Forex market.		
CO4	Devise strategies of hedging and speculation against the each type forex exposure risks by using money market instruments and currency derivatives.		
CO5	Develop the strategies of hedging against the each type interest rate exposure risks by using interest rate derivatives.		
CO6			

Module 1	**The foreign exchange market**	**12 hours**
structure and organization, Exchange rate determination and forecasting, setting the equilibrium spot exchange rate, Theories of exchange rate determination (Purchasing power parity theory, balance of payments theory, Fisher effect).		
Module 2	**Mechanics of currency trading**	**14 hours**
types of transactions and settlement dates-exchange rate quotations, Arbitrage - with & without transaction costs- swaps and deposit markets-option forwards- forward swaps & swap positions, Interest rate parity theory (Covered Interest Arbitrage), Exchange rate forecasting,		
Module 3	**Currency & Interest rate futures**	**14 hours**
Future Contracts, Markets & trading process, future prices spot & forward, Hedging & speculation with currency futures-interest rate futures-foreign currency options- option pricing models, hedging with currency options, Futures Options – Innovations		
Module 4	**Foreign Exchange risk management**	**10 hours**
hedging, speculation, Management of transaction exposure - using forward markets for hedging, hedging with money market, currency options and currency futures, Internal Hedging strategies-speculation in foreign exchange & money markets.		

Module 5	Management of Interest rate exposure	10 hours
nature & measurement, Forward rate agreements (FRAs), Interest rate options, caps, floors and collars, cap & floors, Options on interest rate futures, some recent innovations-financial swaps.		
Self-Learning Topics: (If Applicable)		
1		
2		
3		
Skill Development: (These activities are only indicative, the Faculty members can innovate)		
1	Explain the theories of exchange rate determination, such as Purchasing Power Parity and the Balance of Payments Theory. How do these theories help in setting the equilibrium spot exchange rate?	
2	Discuss the various methods of currency hedging, including forward contracts, currency futures, and options. How would you use these tools to manage transaction exposure in international trade?	
3	What is the role of arbitrage in foreign exchange markets, and how does it impact exchange rate quotations? Explain the difference between hedging and speculation in this context.	
4	How do interest rate futures and financial swaps help in managing interest rate risk? Discuss the use of Forward Rate Agreements (FRAs) and interest rate options in hedging strategies.	
5		
6		
7		
8		

Books for Reference: (Strictly APA Format)

1	Apte, P. G. (2023). *International financial management*. Tata McGraw Hill.
2	Madura, J. (2022). *International financial management*. Cengage Learning.
3	Shapiro, A. C. (2023). *Multinational financial management*. Prentice Hall.
4	Jeevanandam. (2021). *Foreign exchange – Practice, concepts & control*. Sultan Chand & Sons.

***Mapping of CO and PO**

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1												
CO2												
CO3												
CO4												
CO5												
CO6												

Department of Commerce Programme: Mcom [International Business]						
Semester	**Course Code**	**Course Title**	**Course Duration**	**Course Type**	**Teaching Hours Per Week**	**Credits**
3	P425IB302	**Impex Procedures & Documentation**	60 Hours	Major Optional	4	4

Course Objectives	Understand the realm of import-export procedures and documentation Familiarize with the steps involved in export and import procedure Learn the methods of payments for export/import and modes of payment like letter ofcredit and its types Understand the roles of institutional functionaries who facilitate foreign trade, likeexport promotion councils, commodity boards and EXIM bank Learn about the meaning, importance and methods of quality control inspection ofexport products Understand the need, sources and types of shipping related financing and insurance		
COs	**Description**	**T Level**	**K Level**
CO1	Prepare a step-by-step action plan for import or export procedure and documentation		
CO2	Differentiate between the various documents required for export/import from India		
CO3	Relate to the needs of exporters to get finance for shipping related activities and knowwhere to get it from		
CO4	Decide which institution to approach for information and guidance regarding export ofcargo		
CO5	Know how to get the quality control inspection done for exports		
CO6	Decide how to arrange for marine insurance for the cargo		

Module 1	**Export/Import Documentation**	**10 hours**
Classification of export/import products – Prohibited, restricted, State Trading and free - Registration formalities for export – Aligned documentation system – classification of export documents – commercial and regulatory documents – Important export documents – proforma/commercial/consular invoices, shipping bill, mate's receipt, bill of lading, certificate of origin, inspection certificate, GR form – Import documentation		
Module 2	**Export Contracts**	**8 hours**
Export contracts – essential elements – types of contracts – INCOTERMS – examples - Ports and their important activities		
Module 3	**Export/Import Shipment Procedure**	**12 hours**
Modes of shipment – ocean, air and post- decision/choice – Stages in cargo export procedure – pre-shipment, shipment and post-shipment stages –sequence of steps in each stage – Role of C&F agents – their essential and desirable services – Import procedure – Customs clearance - Air cargo export procedure		
Module 4	**Institutional Framework for Foreign Trade in India**	**10 hours**
Export Promotion Councils (EPC) **–** Types and functions – Commodity Boards (CB) – types and functions – differences between EPC & CB -Special Economic Zones – Meaning, features, types, roles - Export marketing organizations in India – Status Holders – Export houses and Trading houses – Exportincentives – EPCG scheme – Duty drawback scheme		
Module 5	**Export Financing, Payments and Cargo Insurance**	**10 hours**

Institutional framework for export finance – Reserve Bank of India, Commercial Banks, Export-Import Bank of India (EXIM Bank), Export Credit Guarantee Corporation of India (ECGC) – Pre-shipment and post-shipment finance – meaning, types and sources – Export credit insurance – role of Export Credit Guarantee Corporation (ECGC) –types of guarantees
– Letter of Credit(L/C) – meaning, types, parties involved and procedure - Meaning and Scope of Marine Insurance - Types of Marine Insurance Policies – procedure for insurance

Module 6	**Quality control and pre-shipment inspection**	**10 hours**

Quality maintenance provisions of Exports (Quality Control and Inspection) Act – Types ofpre-shipment inspection - Procedure and documents for pre-shipment inspection

Self-Learning Topics: (If Applicable)

1	
2	
3	

Skill Development: (These activities are only indicative, the Faculty members can innovate)

1	What are the key documents required for export, and how do they differ from import documentation
2	Compare the advantages and disadvantages of ocean, air, and postal shipment methods for exporting goods.
3	Explain the essential elements of an export contract and discuss the role of INCOTERMS in determining the responsibilities of buyers and sellers.
4	How does the Export Credit Guarantee Corporation (ECGC) assist exporters, and what are the types of guarantees it offers

Books for Reference: (Strictly APA Format)

1	Jain, K. S. (2022). *Foreign trade – Theory, procedures, practices and documentation*. HPH.
2	Cherunilam, F. (2023). *International trade and export management*. Himalaya Publications.
3	Johnson, T. E. (2022). *Export/Import procedures and documentation*. AMACOM.

***Mapping of CO and PO**

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1												
CO2												
CO3												
CO4												
CO5												
CO6												

Department of Commerce Programme: Mcom [International Business]						
Semester	**Course Code**	**Course Title**	**Course Duration**	**Course Type**	**Teaching Hours Per Week**	**Credits**
3	P425IB303	**Security Analysis & Portfolio Management**	60 Hours	Major Optional	4	4

Course Objectives	This course equips students with essential skills in investment management. They learn about risk assessment, asset analysis, and portfolio construction. Through practical exercises, students evaluate investment avenues, conduct fundamental and technical analyses, and explore derivatives for risk management. They also delve into portfolio optimization techniques like Markowitz's efficient portfolios and the Sharpe single index model.

COs	**Description**	**T Level**	**K Level**
CO1	Illustrate the steps involved in the investment management process from the perspectiveof the financial advisor of the client.		
CO2	Calculate the Risk and return of each avenue of investment (Financial Assets) for theconstruction of portfolios.		
CO3	Conduct Fundamental Analysis, Technical analysis, and Efficient Market Hypothesisanalysis to decide whether to buy sell, or hold financial assets.		
CO4	Examine the profile of each avenue of investment of capital and Money marketinstruments		
CO5	Use derivatives for speculation and hedging the risks of stock in the futures and options market		
CO6	Construct an optimum portfolio by using Markowitz's efficient portfolios and Sharpesingle index Model		

Module 1	**Introduction**	**10 hours**

Introduction to Securities & Investment - Concept, Investment Vs. Speculation, Arbitrage, Gambling, Investment Objective, Investment Process, Investment Constraints, Investment Strategy, Selection of Securities, Buying, Selling, & Holding Decisions & Strategies, MarketIndices, Credit Rating & Agencies, Credit Rating & their Functions, Work & Operations.

Module 2	**Risk & Return**	**12 hours**

Risk & Return - Expected Return, Historical Return, Systematic & Unsystematic Risk, Beta Coefficient- (Solving problems using Excel), CAPM, SML & CML, Factor Model & Arbitrage Pricing Theory.

Module 3	**Market Analysis**	**12 hours**

Fundamental Analysis- Economic Analysis, Industry Analysis, Industry Life Cycle, Company Analysis, Measuring Earnings, Forecasting Earnings,

Technical Analysis: Efficient Market Hypothesis, Dow Theory, Types of Charts, Price Patterns, Trend Lines, Trend Channels, Support and Resistance Levels, Relative Strength Analysis, Moving Averages, Breadth of the Market, Volume, Momentum.

Module 4	**Financial Instruments**	**10 hours**

Financial Instruments - Corporate Bonds, Government Bonds, Special Bonds, Measures of Bond Returns, YTM, HPR, CY, Bond Valuation, Duration of Bond. Preference Shares, Valuation Analysis, Equity Shares, Equity Valuation & Analysis, and Money Market Instruments.

Module 5	Derivatives	9 hours
Derivatives - Financial Derivatives, Types of Derivatives, Exchange traded Derivatives, and OTC Derivatives, Futures Pricing, Types of Futures, Options, Option Types, Moneyness in Options, Intrinsic value and Time Value in Options, Pay-off in Options, Option Models (theory only), Hedging- Speculation (Option point of View), Swaps, Warrants & Convertibles(theory).		
Module 6	**Portfolio Analysis**	**7 hours**
Portfolio Analysis & Management - Risk & Return, Markowitz Model, Risk Return Optimization, Sharpe Portfolio Optimization, Portfolio Investment Process, Investment Timing & Evaluation, Portfolio Revision, Mutual Funds, Managed Portfolio & Performance.		

Self-Learning Topics: (If Applicable)	
1	
2	
3	

Skill Development: (These activities are only indicative, the Faculty members can innovate)	
1	Analyzing and differentiating investment strategies and speculative behaviors
2	Applying risk-return concepts and financial models like CAPM and Beta for decision-making.
3	Evaluating and valuing various financial instruments, including bonds, equity shares, and derivatives.
4	Managing and optimizing portfolios with tools like the Markowitz model and Sharpe ratio for better performance.

Books for Reference: (Strictly APA Format)

1. Avadhani, V. A. (2021). *Security analysis & portfolio management*. Himalaya Publishing House.
2. Bhalla, V. K. (2021). *Investment management*. S. Chand.
3. Fischer, D. E., & Jordan, R. J. (2022). *Security analysis portfolio management*. Prentice Hall.
4. Chandra, P. (2021). *Investment analysis & portfolio management*. Tata McGraw Hill.
5. Vohra, N. D., & Bagri, B. R. (2020). *Futures and options* (2nd ed.). McGraw-Hill Education.

***Mapping of CO and PO**

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1												
CO2												
CO3												
CO4												
CO5												
CO6												

Department of Commerce Programme: Mcom [International Business]						
Semester	**Course Code**	**Course Title**	**Course Duration**	**Course Type**	**Teaching Hours Per Week**	**Credits**
3	P424ST301	**Statistical Tools for Data Analysis (SPSS)**	15 Hours	Value Added Course	2	1

Course Objectives	Use Minitab for editing the data, sampling size selection and sampling error Analyze the given data by using descriptive statistics tools Use appropriate Parametric tool for testing the given hypothesis Select appropriate non-parametric tool for testing the given hypothesis Interpret the R & R Square value while using simple linear regression analysis Develop appropriate graphs and charts for the presentation of data on the basis of given data/distribution

COs	**Description**	**T Level**	**K Level**
CO1	Use Minitab for editing the data, sampling size selection and sampling error		
CO2	Analyze the given data by using descriptive statistics tools		
CO3	Use appropriate Parametric tool for testing the given hypothesis		
CO4	Select appropriate Non-Parametric tool for testing the given hypothesis		
CO5	Interpret the R & R Square value while using simple linear regression analysis		
CO6	Develop appropriate graphs and charts for the presentation of data on the basis of given data/distribution		

Module 1	**Data Processing**	**2 hours**
Data Reading, editing - Data interpretation - Sampling size selection and sampling error - Use of mini tab		
Module 2	**Analysis of Data**	**3 hours**
Analytical and Descriptive Statistics: Measures of Central Tendency: Calculation of Mean, Median, Mode, Variance, Standard Deviation, Range, and Sample mean, Sample Variance, Sample S.D., and Coefficient of Variation.		
Module 3	**Parametric Hypothesis Testing**	**3 hours**
One sample testing: Tests for mean and variance: z test, student's test, Chi square test and test for proportions. Two sample testing: Paired – comparison tests: Test the difference between two means (equal and unequal known variances), Test the difference between two means (equal and unequal unknown variances), Contingency table tests, and F test.		
Module 4	**Non-Parametric Hypothesis Testing**	**2 hours**
Mood's Median Test, Levene's test, Wilcoxon Signed Rank Test, Kruskal Wallis test, one way ANOVA test, Mann Whitney U test, Spearman Rank Correlation coefficient test.		
Module 5	**Advanced Data Analysis Techniques**	**2 hours**
Simple Linear Regression: Method of Least Squares, R and R2 value interpretation.		
Module 6	**Graphs and Charts**	**3 hours**
7 Quality Control Tools/Graphical Methods for Data Interpretation: Histogram, Box and Whisker plots, Scatter plots, Run/time charts, Stem & Leaf diagram, Probability plots, Frequency &		

Cumulative frequency curves. Probability Distributions: Binomial, Poisson and Normal Distributions.	
Self-Learning Topics: (If Applicable)	
1	
2	
3	
Skill Development: (These activities are only indicative, the Faculty members can innovate)	
1	Developing proficiency in reading, editing, and interpreting data, as well as understanding sampling techniques, sampling error, and the use of software tools like Minitab for data analysis.
2	Acquiring skills in performing various statistical tests including z-tests, t-tests, chi-square tests, and ANOVA, as well as interpreting their results for decision-making and hypothesis testing.
3	Gaining expertise in advanced tests like Mood's Median Test, Levene's Test, Kruskal Wallis Test, and Wilcoxon Signed Rank Test to analyze data from multiple sources and compare groups.
4	Mastering simple linear regression, understanding the method of least squares, and interpreting R and R2 values to evaluate model fit and predictive accuracy.
Books for Reference: (Strictly APA Format)	
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***Mapping of CO and PO**

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1												
CO2												
CO3												
CO4												
CO5												
CO6												

Department of Commerce Programme: Mcom [International Business]						
Semester	**Course Code**	**Course Title**	**Course Duration**	**Course Type**	**Teaching Hours Per Week**	**Credits**
3	**PG24DVT301**	**Data Visualization**	15 Hours	Value Added Course	2	1

Course Objectives	This course empowers students to proficiently utilize Tableau software by comprehending its functionalities, enabling them to craft insightful visualizations and dynamic dashboards with interactivity		
COs	**Description**	**T Level**	**K Level**
CO1	Acquire proficiency in leveraging Tableau software for crafting purposefulvisual representations.		
CO2	Employ data from diverse origins to fabricate dynamic dashboards fosteringinteractivity.		
CO3	Grasp Tableau's features encompassing parameters, calculated fields, andtailored calculations.		
CO4	Master the art of effectively conveying data insights through visually compellingrepresentations		

Module 1	**Introduction to Tableau**	**2 hours**
Overview of Tableau and its importance in data visualization, Installation and setup of Tableau Desktop, connecting to various data sources (Excel, CSV, databases), Basic interface navigation and terminology, and Understanding data types and roles in Tableau.		
Module 2	**Data Preparation**	**3 hours**
Introduction to calculated fields and parameters, Grouping and hierarchies for organizing data, applying filters and data sorting for analysis, Data Labels, Folders, Sorting, Data, adding total, sub-total, and grand-total to reports.		
Module 3	**Basic Visualizations**	**4 hours**
Exploring different chart types: bar charts, line charts, and pie charts, creating interactive maps and geographic visualizations, utilizing dual-axis and combined charts for comparison, incorporating reference lines and annotations for insights, Customizing visualizations with colors, labels, and tooltips, Waterfall chart.		
Module 4	**Advanced Visualizations**	**3 hours**
Building advanced visualizations like heat maps, histograms, Gantt charts, Funnel charts, bullet graphs, Lollipop charts, Pareto charts, and box plots -Implementing trend lines and forecasting in visualizations.		
Module 5	**Tableau Dashboards and Sharing**	**3 hours**
Creating dynamic dashboards for presenting insights -Designing dashboards with multiple worksheets -Formatting dashboard layouts and publishing/sharing dashboards effectively.		
Module 6		**Hours**
Self-Learning Topics: (If Applicable)		
1		

2	
3	
Skill Development: (These activities are only indicative, the Faculty members can innovate)	
1	Develop the ability to effectively use Tableau for data visualization and analysis
2	Gain proficiency in preparing and organizing data using calculated fields, filters, and hierarchies.
3	Master the creation of basic visualizations such as bar, line, and pie charts, along with interactive maps
4	Acquire advanced skills in building complex visualizations like heat maps, histograms, and Gantt charts
5	Learn how to design and create dynamic dashboards that present insights clearly and interactively
6	Understand how to share and publish Tableau dashboards, ensuring accessibility and ease of communication

Books for Reference: (Strictly APA Format)	
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2	
3	
4	
5	

***Mapping of CO and PO**

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1												
CO2												
CO3												
CO4												
CO5												
CO6												

Department of Commerce Programme: Mcom [International Business]						
Semester	**Course Code**	**Course Title**	**Course Duration**	**Course Type**	**Teaching Hours Per Week**	**Credits**
4	**P425AR401**	**Bank Management**	45 Hours	Allied Required	3	3

Course Objectives	Illustrate the structure of Indian Banking system and role of its regulatory bodies. Relate the primary functions of bank with Risk, Treasury management and international clearing. Evaluate the mode of computation of NPA in the context of revised guidelines of RBI and its implications on the overall financial performance of bank. Justify the effect of service quality offered by banks in the wake of adoption of new banking technology ranging from banking distribution channel to information system security. Examine the financial performance of bank by using ratio analysis with live financials.

COs	**Description**	**T Level**	**K Level**
CO1	Illustrate the structure of Indian Banking system and role of its regulatory bodies		
CO2	Relate the primary functions of bank with Risk, Treasury management and international clearing.		
CO3	Evaluate the mode of computation of NPA in the context of revised guidelines of RBI and its implications on the overall financial performance of bank.		
CO4	Justify the effect of service quality offered by banks in the wake of adoption of new banking technology ranging from banking distribution channel to information system security.		
CO5	Examine the financial performance of bank by using ratio analysis with live financials.		

Module 1	**Indian Banking System and Regulatory Authorities**	**9 hours**

Banking-Definition and Evolution-Classification of Banking: Commercial Banking, Development banking, Cooperative banking, EXIM bank- structure and functions. Banker and Customer Relationship, know Your Customer (KYC) and Anti-Money Laundering (AML) guidelines.
Regulatory Authorities - Reserve Bank of India, - objectives and functions-Promotional Role-NABARD and its functions – Securities and Exchange Board of India – Objectives and functions.

Module 2	**Banking Operations Management and International Clearing system**	**12 hours**

Risk Management - Definition- types of risks in Banks- Risk Management in Banks- Risk identification, measurement, mitigation- Credit Risk- Market Risk- Operational Risk- Basel Accord-capital adequacy. Balance Sheet Management - Understanding bank's balance sheet- components of assets and liabilities- RBI guidelines on Asset Liability Management (ALM)-Gap Analysis.
Treasury Management - Concepts and treasury functions: funding management-investment management-liquidity management- Debt instruments- Treasury bills, Money Market Instruments, Securitisation, Refinance and Rediscounting facilities -Derivatives
Regulations and compliance management - Banking Regulation Act, IT Act 2000-objectives and features. Cybercrimes and law, Money laundering process-PMLA Act
International clearing systems: CHIPS, CHAPS, Continuous Linked Settlement (CLS), SWIFT,

Euroclear, Fedwire, Options clearing Corporation (OCC) - concept of Nostro and Vostro accounts		
Module 3	**Management of NPA**	**7 hours**
Non-Performing Assets- Meaning, causes -originating, internal and external, Special mention Accounts-SMA-0,SMA-1, SMA-2 , classification of assets-substandard, doubtful and loss assets, Effect of NPA on profitability and liquidity, provisions for NPA, NPA Management- preventive and curative, CIBIL and CRISIL, calculations on Gross NPA and Net NPA(concept).		
Module 4	**Banking Technology**	**9 hours**
Electronic Banking-CORE Banking - Distribution Channels-Electronic payment Systems-ATM-Internet Banking- Mobile Banking- Electronic Funds Transfer Systems-NEFT-RTGS- Point of Sales- IMPS-SWIFT-Global Developments in banking Technology- Impact of Technology on Banks- effect on Service Quality and on Customers - Information System Audit- Information System Security-preventive vigilance in Electronic Banking-Contemporary Issues in Banking Techniques – Analysis of Rangarajan Committee Reports – Banking Software		
Module 5	**Analysis and Interpretation of Key performance ratios of bank**	**8 hours**
Analysis and interpretation of Key performance ratios of bank- Net profit Margin, Operating profit and operation expenses ratio, Return on assets, Return on Equity, interest income and Non-interest income ratios, interest expenses ratio and Net Interest Margin		

Self-Learning Topics: (If Applicable)	
1	
2	
3	

Skill Development: (These activities are only indicative, the Faculty members can innovate)	
1	Chart showing the structure of Indian Financial System.
2	Draft the application forms for validation of KYC norms
3	Fill out an application for Bank Loan
4	Compare and interpret of different banks financial statements
5	Project on the technology adopted by different banks
6	Procedure under Insolvency and Bankruptcy code
7	Classify assets as per RBI guidelines using bank financial statements
8	Compare different Reference rates such as T-bill rates, LIBOR, EURIBOR, SIBOR etc

Books for Reference: (Strictly APA Format)

1	Khan, M. Y. (2018). *Indian financial system* (10th ed.). McGraw Hill Education.
2	Indian Institute Banking Finance (IIBF). (2019). *Principles and practice of banking* (3rd ed.). Macmillan.
3	Indian Institute of Banking and Finance (IIBF). (2018). *Bank financial management*. Macmillan.
4	Gulati, N. C. (2010). *Principles of banking management*. Excel Books.
5	Indian Institute of Banking (IIBF). (2019). *Accounting and finance for bankers* (3rd ed.). Macmillan.
6	Indian Institute of Banking Finance (IIBF). (2019). *Legal and regulatory aspects* (3rd ed.). Macmillan.
7	Jha, N., & Goda, N. (2015). *Financial reporting analysis*. Himalaya Publishing House.
8	Jeevanandam, C. (2022). *Foreign exchange practice, concepts and control*. Sultan Chand Sons.

***Mapping of CO and PO**

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1												

CO2												
CO3												
CO4												
CO5												
CO6												

Department of Commerce Programme: Mcom [International Business]						
Semester	**Course Code**	**Course Title**	**Course Duration**	**Course Type**	**Teaching Hours Per Week**	**Credits**
4	P415IB401	**International Logistics and Supply Chain Management**	60 Hours	Major Optional	4	4

Course Objectives	Distinguish between the concept of international Logistics and international supply chain Management in value addition to a product and services Compare and contrast the elements of international Logistics and international supply chain Management in value addition to a product and services Examine the trends and advantages of Liner and tramp operations of sea transport industry in the context of supply chain management. Determine the modality of shipping of goods by sea transport and Air transport under UN convention on code of conduct for linear shipping conferences

COs	**Description**	**T Level**	**K Level**
CO1	Distinguish between the concept of international Logistics and international supply chain Management in value addition to a product and services		
CO2	Compare and contrast the elements of international Logistics and international supply chain Management in value addition to a product and services		
CO3	Examine the trends and advantages of Liner and tramp operations of sea transport industry in the context of supply chain management		
CO4	Determine the modality of shipping of goods by sea transport and Air transport under UN convention on code of conduct for linear shipping conferences		
CO5			

Module 1	**Concepts of Logistics**	**15 hours**

Evolution – Nature and Importance – Components of Logistics Management – Competitive advantages of Logistics – Functions of logistics management – Principles – Logistics Network – Integrated Logistics system. Supply chain management – Nature and concepts – Value chain – Functions – Supply chain effectiveness – Outsourcing – 3PLs and 4PLs – Supply chain relationships – Customer services.

Module 2	**Elements of Logistics and Supply chain management**	**20 hours**

Inventory carrying – Ware housing – Material handling – Order processing – Transportation – Demand forecasting – Impact of forecasts on Logistics and Supply chain management – Performance measurements.

Transportation – Position of Transportation in Logistics and Supply chain management – Road, Rail, Ocean, Air, Transport Multi model transport – Containerization – CFS – ICDS – Selection of transportation mode – Transportation Network and Decision – Insurance Aspects of logistics

Module 3	**General trends in shipping industry**	**12 hours**

Characteristics of shipping industry – Linear operations and tramp operations – World Sea borne trade and World shipping, the conference system, freight structure and practice.

Co-ordination – Role of intermediaries – Forward and clearing agents, Freight brokers, stevedores and shipping agents.

Module 4	**Shipper**	**13 hours**

Ship owner consultation arrangements: The need, scope and machinery for consultations; types of consultation machinery All India shippers' council, Shippers associations and FIB and various standing committees set up for resolving shippers' problems, UN convention on code of conduct for linear shipping conferences.

International Air Transport: International setup for air transport-Air Freight Rate – Air transport and PDM approach to export distribution problems and prospects.

Self-Learning Topics: (If Applicable)

1	
2	
3	

Skill Development: (These activities are only indicative, the Faculty members can innovate)

1	How can effective logistics management provide a competitive advantage for a company, and what are the key functions involved
2	Discuss the factors that influence the selection of a transportation mode in logistics, and explain the advantages of multimodal transportation.
3	What are the roles of 3PLs and 4PLs in supply chain management, and how does outsourcing impact supply chain effectiveness?
4	What are the key performance indicators (KPIs) used to measure the effectiveness of logistics and supply chain management?

Books for Reference: (Strictly APA Format)

1	Bowersox, D. J., Closs, D. J., & Cooper, M. B. (2023). *Supply chain logistics management* (2nd Indian ed.). McGraw-Hill.
2	Burt, D. N., Dobbler, D. W., & Starling, S. L. (2022). *World class supply management* (7th ed.). TMGH.
3	Dornier, P. P. (2021). *Global operations & logistics*. John Wiley & Sons.
4	Long, D. (2004). *International logistics: Global supply chain management*. Springer-Verlag.
5	Dornier, P. P., Kouvelis, P., & Fender, M. (1998). *Global operations and logistics: Text and cases*. John Wiley & Sons.
6	Branch, A. (2007). *Global supply chain management in international logistics*. Routledge.
7	Gourdin, K. N. (2006). *Global logistics management: A competitive advantage for the new millennium*. Blackwell Publishing.
8	Tayur, S. R., Magazine, M. J., & Ganeshan, R. (Eds.). (1998). *Quantitative models for supply chain management*. Kluwer Academic Publishers.

***Mapping of CO and PO**

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1												
CO2												
CO3												
CO4												
CO5												
CO6												

Department of Commerce Programme: Mcom [International Business]						
Semester	**Course Code**	**Course Title**	**Course Duration**	**Course Type**	**Teaching Hours Per Week**	**Credits**
4	P425IB402	**International Marketing**	60 Hours	Major Optional	4	4

Course Objectives	This subject provides an overview of modern and rapidly changing global financial systems with special reference to both developed and developing economies. International financing of industry and trade is of focus. After a brief review of mechanics of international monetary systems and operations, the structure of foreign exchange markets and banking systems, money markets, and capital markets are examined. Topics covered include domestic and international flow of funds, money, credit, capital, and foreign exchange markets. The role of international banks, central banks, and traditional instruments such as stocks, bonds, and modern instruments such as asset-backed securities (ABS) and SWAP. Management of interest rate and foreign exchange risk, use of derivatives is of special attention

COs	**Description**	**T Level**	**K Level**
CO1	Illustrate the steps involved in international marketing management process in the context of E.P.R.G framework.		
CO2	Understand international marketing environment and segmentation in the context to international marketing		
CO3	Examine		
CO4	Compare and contrast the International Product and Pricing Strategies adopted by selected MNCs		
CO5	Develop an international promotion mix and distribution channel of a hypothetical / real MNCs		
CO6	Examine the applicability and implications of the use of recent trends in international marketing on global markets		

Module 1	**Introduction to International Marketing**	**12 hours**
Meaning, nature and importance of international marketing- International marketing orientation- EPRG Framework- The International Marketing Management Process- International Market Entry Strategies: Exporting, licensing, Contract Manufacturing, Joint Venture, Merger and Acquisition, Franchising, Wholly Owned Subsidiaries Aboard, Strategic Alliances – International marketing research- Instruments of trade policy- Tariff and non-tariff barriers – TRIPS and TRIMS- Countertrade		
Module 2	**International Marketing Environment and Segmentation**	**8 hours**
International Marketing Environment- PESTEL Analysis-International Market Segmentation and Positioning-Screening and Selection of Markets		
Module 3	**International Consumer Behavior and Socio-Cultural Influences**	**10 hours**
Consumer behavior across international borders- Factors affecting global consumer behaviour-Socio-Cultural influences: meaning, characteristics, forms, Issues of cross-cultural segments- Hofstede's cultural typology		
Module 4	**International Product and Pricing Strategies**	**10 hours**

Product Designing: Standardization Vs. Adaptation-Managing product lines- International Product Life Cycle-New Product Development- Pricing for international markets- Factors Affecting international price determination-Price quotations Terms of sale:INCOTERMS.

Module 5	**International Distribution and Promotion**	**12 hours**

Distribution Channel Strategy – International Distribution Channels- Roles and Functions- Selection and Management of Overseas Agents-International Distribution Logistics- Planning for Trade Fairs and Exhibitions - International Retailing –Retail formats- Issues of international retailing in different markets- International Promotion strategies- Integrated Marketing Communication in globalization

Module 6	**Emerging Trends in International Marketing**	**8 hours**

Sustainable marketing- Cause related marketing-E-tailing: Types of E-tailers, benefits- Emergence and growth of E-Tailing in India- Online marketing in global markets-Digital marketing- Social media marketing

Self-Learning Topics: (If Applicable)

1	
2	
3	

Skill Development: (These activities are only indicative, the Faculty members can innovate)

1	Compare different international market entry strategies (exporting, licensing, joint venture, franchising) and discuss when each would be most appropriate for a company.
2	How do socio-cultural factors influence consumer behavior across international borders, and how can companies use Hofstede's cultural typology to tailor their marketing strategies?
3	Discuss the pros and cons of standardization versus adaptation in product design for international markets. How does the international product life cycle influence product strategies?
4	What factors should companies consider when setting prices for international markets, and how can they manage distribution channels and overseas agents effectively?

Books for Reference: (Strictly APA Format)

1	Varshney, R. L., & Bhattacharya, B. (2001). *International marketing: An Indian perspective*. Sultan Chand.
2	Cherunilam, F. (2022). *International marketing*. Himalaya Publishing House.

***Mapping of CO and PO**

CO/PO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1												
CO2												
CO3												
CO4												
CO5												
CO6												

Department of Commerce Programme: Mcom [International Business]						
Semester	**Course Code**	**Course Title**	**Course Duration**	**Course Type**	**Teaching Hours Per Week**	**Credits**
4	P424SB401	**Business Valuation Using Excel**	45 Hours	Value Added Course	4	4

Course Objectives	This course offers a comprehensive understanding of business valuation principles and financial modeling techniques using Microsoft Excel. Students will learn how to analyze financial statements, forecast future performance, and apply valuation methodologies to make informed investment decisions. Practical exercises and real-world case studies will be used to reinforce learning and develop proficiency in Excel-based financial modeling and valuation.

COs	**Description**	**T Level**	**K Level**
CO1	Develop proficiency in constructing and analyzing financial models for various business scenarios.		
CO2	Understand and apply key financial mathematical concepts and techniques using Excel functions and formulas.		
CO3	Gain expertise in financial statement analysis, including the interpretation of income statements, balance sheets, and cash flow statements		
CO4	Prepare comprehensive financial reports and forecasts, including segment and geographic revenue sheets, cost statements, and debt sheets.		
CO5	Develop the ability to create detailed financial presentations, incorporating key assumptions, models, and industry overviews.		

Module 1	**Introduction to Valuation, Financial Modeling, and Advanced Excel Functions**	**12 hours**
Overview of business valuation concepts and financial modeling principles. Introduction to Excel tools and functions for financial analysis (Understanding the Ribbon, Formatting Cells, IF Function, AND Function, MONTH YEAR WEEKDAY WEEKNUM Functions, etc). Advanced Excel functions for modeling (LOOKUP FUNCTIONS, INDEX-MATCH, WHAT-IF-ANALYSIS, etc.) Data validation and error-checking techniques in Excel		
Module 2	**Preparing the Financial Statement**	**10 hours**
Preparing the Financial Statements using Excel: Income Statement, Balance Sheet, and Cash Flow Statement. Ratio analysis and financial metrics using Excel for assessing company performance. (Sales revenue analysis, Break Even Analysis, Types of Ratio Analysis)		
Module 3	**Forecasting Financial Statements**	**13 hours**
Techniques for forecasting a 3-statement model (Income Statement, Cash Flow, Balance sheet). Building dynamic financial models in Excel for projections (Using Moving Averages, Data analysis, and Linear Regression)		
Module 4	**Discounted Cash Flow (DCF) Valuation**	**10 hours**
Principles of DCF valuation and the concept of the time value of money. Estimating Intrinsic value, Market Value, Unlevered FCF (UFCF), Terminal Value (TV), Enterprise Value (EV). Constructing DCF models in Excel and interpreting valuation outputs		
Module 5	**Relative Valuation Methods**	**15 hours**
Comparable Company Analysis (CCA) and Precedent Transactions Analysis (PTA). Identifying comparable companies and transactions for valuation benchmarks. Excel-based techniques for collecting and analyzing market data.		
Module 6	**Valuation Multiples and Market Comparable**	**8 hours**
Understanding key valuation multiples (P/E, Forward P/E ratio, Justified P/E ratio, P/B ratio, Market to Book		

Ratio). Calculating and interpreting multiples in Excel	
Self-Learning Topics: (If Applicable)	
1	
2	
3	
Skill Development: (These activities are only indicative, the Faculty members can innovate)	
1	Develop skills in financial mathematics, including formatting Excel sheets, using Excel formulas, and applying advanced modeling techniques like extrapolation, histogram analysis, and scenario planning.
2	Explore the use of financial analytics in evaluating financial health indicators, including liquidity, leverage, and profitability, and understanding the time value of money in decision-making processes.
3	Understand the basics of financial modeling, including the types of financial models and best practices in creating them using tools like Excel.
4	Learn the essentials of financial statement analysis, including understanding income statements, balance sheets, and cash flow statements, and applying various analysis techniques like ratio analysis and DuPont analysis.
5	Master valuation techniques such as Discounted Cash Flow (DCF), relative valuation methods (e.g., Football Field Chart), and the preparation of assumptions and models for valuation, culminating in creating a company and sector overview
6	Gain expertise in preparing financial reports such as income statements, balance sheets, cash flow statements, geographic revenue sheets, segment revenue sheets, and cost statements, while analyzing revenue drivers and forecasting key financial indicators.
Books for Reference: (Strictly APA Format)	
1	
2	
3	
4	

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CO3												
CO4												
CO5												
CO6												

Suggested online certification courses

M.Com - Finance and Taxation	M.Com - International Business	M.Com - Financial Analysis
Audit And Assurance	Audit And Assurance	Audit And Assurance
Behavioural Finance	Behavioural Finance	Behavioural Finance
Fintech Management	Fintech Management	Fintech Management
Personal Finance	Personal Finance	Personal Finance
R Programming	R Programming	R Programming
Tableau	Tableau	Tableau
Power BI	Power BI	Power BI
Google Analytics for Beginners	Google Analytics for Beginners	Google Analytics for Beginners
Google Analytics Certification	Google Analytics Certification	Google Analytics Certification
Python	Financial Reporting and Analysis	-
-	GST	-
-	Python	-
NATIONAL INSITUTE OF SECURITIES MARKET (NISM) CERTIFICATIONS		
Basics of Securities Markets	Basics of Securities Markets	Basics of Securities Markets
Research Analyst	Research Analyst	Research Analyst
Financial Education	Financial Education	Financial Education

Note: Students must undergo a certification course on any platform such as SWAYAM-NPTEL (Preferred), Coursera, NISM etc.… for a minimum of **30 hours** at the beginning of the 1st semester and submit the certificate by the end of the 2nd-semester examinations compulsorily.

Guidelines:

At least 1 course must be completed by the end of 2nd semester to get promoted. Likewise, the certification should be taken up in 3rd semester and submit the certificate by the end of 4th Semester. However, students are encouraged to take more courses.

- The department requires a minimum of 2 courses to be completed within 2 years of M.Com.
- Students are free to choose any other courses apart from the suggested ones. However, they must obtain prior approval from the PG-HOD before commencing the course