

**RATHNAVEL SUBRAMANIAM COLLEGE OF ARTS & SCIENCE (AUTONOMOUS)
SULUR, COIMBATORE-641402**

**SCHOOL OF BUSINESS MANAGEMENT
B.B.A - LOGISTICS (BACHELOR OF BUSINESS ADMINISTRATION
– LOGISTICS)**



**Syllabus effective for the students admitted during the academic
Year 2021 Batch & onwards**

(2021 - 2024)



HOD



PRINCIPAL



COE

PROGRAMME OUTCOMES (POs):

PO1	Graduates can have strong fundamentals in their specific discipline along with DIGITAL STRATEGIC knowledge.
PO2	To increase student's ability to communicate effectively with the community /society in verbal /written courage for such as to give or receive clear instruction.
PO3	To enhance their ability to understand and identify the professional and ethical responsibilities.
PO4	To enrich their personality and character development

PROGRAMME SPECIFIC OUTCOMES: (PSOs)

Upon completion of Bachelor of Business Administration – LOGISTICS Degree, STUDENTS are able to achieve the following outcomes.

PSO1	Ability to grasp Business Consultant / Management Analyst, Marketing, and Materials /stores Assistants, Logistics Operations Manager, Supply Chain Manager, Customer Service Manager. Distribution Center Officer, Financial Assistant, Human Resource Assistant, Freight Coordinator, Cargo Operations Executive.
PSO2	Ability to understand how materials management Information System and other functions fits into logistics and help students to analyze situations, set objectives, strategy and planning to achieve the goal in logistics supply chain domain.
PSO3	Ability to understand the concepts, procedure of logistics and how logistics, supply chain management, FOREX, channels of Distribution fit in to business via., manufacturing, Service and Project.
PSO4	Knowledge of the functional areas of organizations and how they relate to each other, To identify the various challenges and scope in logistic sector.

GRADUATE ATTRIBUTES

- DISIPLINEKNOWLEDGE
- PROBLEMANALYSIS
- CRITICALTHINKING
- MODERN TOOLSUSAGE
- SOFTSKILLS
- SELFLEARNING
- LIFE LONGLEARNING
- INDIVIDUAL & TEAMWORK
- PROJECT MANAGEMENT &FINANCE

PROGRAMME: B.B.A - LOGISTICS
(BACHELOR OF BUSINESS ADMINISTRATION – LOGISTICS)

(Effective from the academic year 2021 - 2024)
Structure, Credits & Marks Distribution

SI No.	Course Type	Number of Courses	Credits	Marks	Total Credits
1	Multi-Indian/ International Languages (MIL)	2	4	200	8
2	Ability Enhancement Compulsory Courses (AECC) – (I & II) : Group-I (English)	2	4	200	8
3	Ability Enhancement Compulsory Courses (AECC) –(II & IV) : Group-II	2	1+3	200	4
4	Discipline Specific Courses (DSC)	12	6	1200	72
5	Discipline Specific Elective Courses (DSE)	4+1	6	500	30
6	Extra Disciplinary Course (EDC) (DSE)	1	6	100	6
7	Skill Enhancement Courses (SEC)	2+1	4	200	8
8	ALCTA– e Learning in MOOC platform	1	4*	Pass	4*
9	Non Credit Courses – Group I	2	-	Grade	-
10	Non Credit Courses – Group II	4	-	Completed	-
Total				2600	136+4*

MULTI-INDIAN/ INTERNATIONAL LANGUAGES (MIL)								
Course	Course Name	L	T	P	CIA	ESE	Total	Credits
Two Courses – Any ONE Group								
Group I								
MIL	Tamil I	6	-	-	25	75	100	4
MIL	Tamil II	6	-	-	25	75	100	4
Group II								
MIL	Hindi I	6	-	-	25	75	100	4
MIL	Hindi II	6	-	-	25	75	100	4
Group III								
MIL	Malayalam I	6	-	-	25	75	100	4
MIL	Malayalam II	6	-	-	25	75	100	4
Group IV								
MIL	French I	6	-	-	25	75	100	4
MIL	French - II	6	-	-	25	75	100	4
Group V								
MIL	Arabic I	6	-	-	25	75	100	4
MIL	Arabic II	6	-	-	25	75	100	4
Total							200	8

ABILITY ENHANCEMENT COMPULSORY COURSES (AECC) - GROUP I : (I & II SEMESTER)								
Course	Course Name	L	T	P	CIA	ESE	Total	Credits
AECC – G-I	English I	6	-	-	25	75	100	4
AECC – G-I	English II	6	-	-	25	75	100	4
Total							200	8

ABILITY ENHANCEMENT COMPULSORY COURSES (AECC) - GROUP II : (II & IV SEMESTER)								
Course	Course Name	L	T	P	CIA	ESE	Total	Credits
AECC – G-II - 1	Environmental Studies	1	-	-	100	-	100	1
AECC – G-II - 2	Aptitude	3	-	-	100	-	100	3
Total							200	4

DISCIPLINE SPECIFIC COURSES (DSC)								
Course	Course Name	L	T	P	CIA	ESE	Total	Credits
DSC - I	Business Organization	4	-	4	25	75	100	6
					40	60		
DSC - II	Micro Economics	5	1		25	75	100	6
DSC - III	Business Statistics	5	1		25	75	100	6
DSC - VI	Financial Accounting	4	-	4	25	75	100	6
					40	60		
DSC – V	Macro Economics	4	-	4	25	75	100	6
					40	60		
DSC – VI	Principles of Logistics Management	4	-	4	25	75	100	6
					40	60		
DSC – VII	Financial Management	5	1	-	25	75	100	6
DSC –VIII	Human Resource Management	4	-	4	25	75	100	6
					40	60		
DSC – IX	Marketing Management	4	-	4	25	75	100	6
					40	60		
DSC – X	Production and Materials Management	4	-	4	25	75	100	6
					40	60		
DSC – XI	Research methodology	4	-	4	25	75	100	6
					40	60		
DSC – XII	Cost and Management Accounting	4	-	4	25	75	100	6
					40	60		
Total							1200	72

DISCIPLINE SPECIFIC ELECTIVE COURSES (DSE) I : (III SEMESTER)								
Course	Course Name	L	T	P	CIA	ESE	Total	Credits
One Course – From the Group								
DSE - I - 1	Supply Chain Management	4	-	4	25	75	100	6
					40	60		
DSE - I - 2	International Business Management	5	1	-	25	75	100	6
Total							100	6

DISCIPLINE SPECIFIC ELECTIVE COURSES (DSE) II : (IV SEMESTER)								
Course	Course Name	L	T	P	CIA	ESE	Total	Credits
One Course – From the Group								
DSE - II - 1	Warehouse Management	4	-	4	25	75	100	6
					40	60		
DSE - II - 2	Marine Insurance	5	1	-	25	75	100	6
Total							100	6

DISCIPLINE SPECIFIC ELECTIVE COURSES (DSE) III : (V SEMESTER)								
Course	Course Name	L	T	P	CIA	ESE	Total	Credits
One Course – From the Group								
DSE - III - 1	Foreign Exchange Management (FOREX)	5	1	-	25	75	100	6
DSE - III - 2	Logistics Information System	5	1	-	25	75	100	6
Total							100	6

DISCIPLINE SPECIFIC ELECTIVE COURSES (DSE) IV: (V- SEMESTER)								
DSE – IV - EXTRA DISCIPLINARY COURSE :(EDC)								
Course	Course Name	L	T	P	CIA	ESE	Total	Credits
One Course – From the Group								
B.A. English	Professional Communication	5	1	-	25	75	100	6
BBA	Entrepreneurship	5	1	-	25	75	100	6
BBA (CA)	Project Management	5	1	-	25	75	100	6
BBA LOGISTICS	International Logistics	5	1	-	25	75	100	6
B.COM	Insurance and Risk Management	5	1	-	25	75	100	6
B.COM (CA)	Social Media Marketing	5	1	-	25	75	100	6
B.COM (IT)	E-Commerce	5	1	-	25	75	100	6
B.COM (PA)	Indian Tax System	5	1	-	25	75	100	6
B.COM (BA)	Digital marketing	5	1	-	25	75	100	6
BCA	Responsive Web Design	5	1	-	25	75	100	6
B.Sc., (CS)	Business Analytics	5	1	-	25	75	100	6
B.Sc., (IT)	Big Data Engineering	5	1	-	25	75	100	6
B.Sc., CSHM	Hospitality Management	5	1	-	25	75	100	6
B.Sc., ECS	Fundamentals of Digital Computers	5	1	-	25	75	100	6
B.Sc., MATHS	Computational Mathematics	5	1	-	25	75	100	6
B.Sc., BC	Health Management	5	1	-	25	75	100	6
B.Sc., BT	Forensic Science	5	1	-	25	75	100	6
B.Sc., MB	Microbes – Health & Disease	5	1	-	25	75	100	6
B.Sc., N&D	Health & Life Style Disorders	5	1	-	25	75	100	6
B. Sc., Psychology	Stress and Conflict Management	5	1	-	25	75	100	6
Total							100	6

DISCIPLINE SPECIFIC ELECTIVE COURSES (DSE) V : (VI SEMESTER)								
Course	Course Name	L	T	P	CIA	ESE	Total	Credits
One Course – From the Group								
DSE –IV – 1	Global Trade Procedures	5	1	-	25	75	100	6
DSE – IV - 2	Shipping and Port Management	4	-	4	25	75	100	6
					40	60		
Total							100	6

DISCIPLINE SPECIFIC ELECTIVE COURSES (DSE) VI : (VI SEMESTER)								
Course	Course Name	L	T	P	CIA	ESE	Total	Credits
One Course – From the Group								
DSE –VI- 1	Project & Vivo Voce	6	-	-	40	60	100	6
DSE – VI -2	Industrial Exposure Training Report and Viva Voce	6	-	-	40	60	100	6
Total							100	6

SKILL ENHANCEMENT COURSES : GROUP I (III & IV SEMESTER)								
Course	Course Name	L	T	P	CIA	ESE	Total	Credits
SEC – GI-1	Communicative Skills I	2	-	-	50	-	50	2
SEC – GI-2	Communicative Skills II	2	-	-	50	-	50	2
Total							100	4

SKILL ENHANCEMENT COURSES : GROUP II (V SEMESTER)								
Course	Course Name	L	T	P	CIA	ESE	Total	Credits
Any ONE Group								
Group A								
SEC –GII – A1	Placement - College to Corporate I	2	-	-	50	-	50	2
SEC –GII – A2	Placement - College to Corporate II	2	-	-	50	-	50	2
Group B								
SEC – GII – B	Entrepreneurship	4	-	-	100	-	100	4
Total							100	4

NON CREDIT COURSE – GROUP I (III & IV SEMESTER)				
NCC – G1-1 (III Semester)	Professional English I	RVS Training Academy		Grade
NCC – G1-2	Professional English II	RVS Training Academy		Grade

(IV Semester)			
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NON CREDIT COURSE – GROUP II (I - IV SEMESTER)

Any ONE Course

NCC – G II	National Service Scheme	NSS	Completion
	National Cadet Corps	NCC	Completion
	Sports	Physical Education	Completion
	Literacy & Cultural Club	Language Department	Completion
	Youth Red Cross / Red Ribbon Club	YRC	Completion
	Fine Arts Club	Language Department	Completion

EXTRA OPTIONAL CREDIT COURSE (ALCTA) I – VI SEMESTER

Any ONE Course with 4 Extra Credits
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I – VI Semester	e-Learning in MOOC Platform	4 Credits	Completion
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RATHNAVEL SUBRAMANIAM COLLEGE OF ARTS & SCIENCE (Autonomous)

Sulur, Coimbatore – 641 402

SCHEME OF EXAMINATIONS

**B.B.A – LOGISTICS (BACHELOR OF BUSINESS ADMINISTRATION -
LOGISTICS) 2021-2024 BATCH**

Semester	Course Opted	Course Name	D	L	T	P	CIA	ESE	Marks	Credits
I	MIL - I	Tamil-I/Hindi-I / Malayalam – I/ French-I/Arabic- I	3	6	-	-	25	75	100	4
	AECC – G I -1	English-I (Grammar and Usage)	3	6	-	-	25	75	100	4
	DSC – I	Business Organization	3	4	-	4	25	75	100	6
							40	60		
	DSC – II	Micro Economics	3	5	1	-	25	75	100	6
	NCC – GII	NCC/NSS/ SPORTS/CULTURALS	-	1	-	-	-	-	-	-
	LIB	Library	-	1	-	-	-	-	-	-
Total					28			400	20	
II	MIL-II	Tamil-II/Hindi-II/Malayalam – II/French-II/Arabic-II	3	6	-	-	25	75	100	4
	AECC – GI -2	English-II (Communicative English)	3	6	-	-	25	75	100	4
	DSC – III	Business Statistics	3	5	1	-	25	75	100	6
	DSC – IV	Financial Accounting	3	4	-	4	25	75	100	6
							40	60		
	AECC – G II - 1	Environmental Studies	3	1	-	-	100	-	100	1
	NCC – G II	NCC/NSS/ SPORTS/CULTURALS	-	1	-	-	-	-	-	-
LIB	Library	-	1	-	-	-	-	-	-	

	Total	29		500	21
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Semester	Course Opted	Course Name	D	L	T	P	CIA	ESE	Marks	Credits
III	DSC – V	Macro Economics	3	4	-	4	25	75	100	6
	DSC – VI	Principles of Logistics Management	3	4	-	4	25 40	75 60	100	6
	DSE - I	Elective – I:	3	4	-	4	25 40	75 60	100	6
	SEC – G I – 1	Communicative Skills - I	3	2	-	-	50	-	50	2
	NCC – G I -1	Professional English - I	3	2	-	-	Grade			
	NCC – G II	NCC/NSS/ SPORTS/CULTURALS	-	1	-	-	-	-	-	-
	Total					29				350
IV	DSC – VII	Financial Management	3	5	1	-	25	75	100	6
	DSC – VIII	Human Resource Management	3	4	-	4	25 40	75 60	100	6
	DSE - II	Elective – II	3	4	-	4	25 40	75 60	100	6
	AECC – G II - 2	Aptitude	3	3			25	75	100	3
	SEC – G I - 2	Communicative Skills - II	3	2	-	-	50	-	50	2
	NCC – G I - 2	Professional English - II	3	2	-	-	Grade			
	NCC – G II	NCC/NSS/ SPORTS/CULTURALS	-	1	-	-	-	-	-	-
	Total					30				450

Semester	Course Opted	Course Name	D	L	T	P	CIA	ESE	Marks	Credits	
V	DSC – IX	Marketing Management	3	4	-	4	25	75	100	6	
							40	60			
	DSC – X	Production and Materials Management	3	4	-	4	25	75	100	6	
							40	60			
	DSE – III	Elective – III	3	5	1	-	25	75	100	6	
	DSE - IV	Elective - IV	3	5	1	-	25	75	100	6	
	Any ONE Group										
	Group A										
	SEC – G II – A - 1	Placement - College to Corporate I	3	2	-	-	50	-	50	2	
	SEC – GII – A - 2	Placement - College to Corporate II		2	-	-	50	-	50	2	
	Group B										
	SEC – G II – B	Entrepreneurship	3	4	-	-	100	-	100	4	
NCC – G II	NCC/NSS/SPORTS/CULTURAL S	-	1	-	-	Good/ Satisfactory					
Total					33				500	28	
VI	DSC - XI	Research methodology	3	4	-	4	25	75	100	6	
							40	60			
	DSC – XII	Cost and Management Accounting	3	4	-	4	25	75	100	6	
							40	60			
	DSE - V	Elective – V	3	5	1	-	25	75	100	6	
	DSE - VI	Elective – VI	3	6	-	-	40	60	100	6	
ALCTA *	(e-Learning in MOOC Platform)	Extra Credits							4*		
Total					28				400	24	
TOTAL									2600	136 +4* =140	

ABBREVIATIONS

MIL	- Multi Indian/ International Languages
AECC-G1	- Ability Enhancement Compulsory Courses – I & II: Group - I (English)
AECC-G2	- Ability Enhancement Compulsory Courses – II & II: Group - II
DSC	- Discipline Specific Courses
DSE	- Discipline Specific Elective Courses
EDC	- Extra Disciplinary Course
NCC	- Non Credit Course
SEC	- Skill Enhancement Courses (Group-I & II)
ALCTA	- Advanced Learners Course in Thrust Areas– e Learning in MOOC platform

DSE I - Discipline Specific Elective Courses I: (III Semester)

- | | |
|--|---------------------------|
| 1. Supply Chain Management
Management | 2. International Business |
|--|---------------------------|

DSE II - Discipline Specific Elective Courses II: (IV Semester)

- | | |
|-------------------------|---------------------|
| 1. Warehouse Management | 2. Marine Insurance |
|-------------------------|---------------------|

DSE III - Discipline Specific Elective Courses III: (V Semester)

- | | |
|--|--------------------------|
| 1. Foreign Exchange Management (FOREX)
System | 2. Logistics Information |
|--|--------------------------|

DSE IV- Discipline Specific Elective Courses IV: (V Semester)

EDC – Extra Disciplinary course - LIST ENCLOSED

DSE V- Discipline Specific Elective Courses V: (VI Semester)

- | | |
|----------------------------|---------------------------------|
| 1. Global Trade Procedures | 2. Shipping and Port Management |
|----------------------------|---------------------------------|

DSE VI- Discipline Specific Elective Courses VI: (VI Semester)

- | | |
|-------------------------------------|--|
| 1. Project & Vivo Voce
Viva Voce | 2. Industrial Exposure Training Report and |
|-------------------------------------|--|

NCC - I (Non – Credit course) Group – I

The assessment will be done by RVS Training Academy and grade will be given based on internal evaluation in the respective semester

NCC – II (Non – Credit Course) Group – II

The students shall complete the activities in the concerned semester and completion status will be mentioned in their fifth semester mark statement. However, completing the activities listed in Group – II is mandatory to complete their degrees.

SEMESTER – I

Course Title : BUSINESS ORGANISATION (T)	Course Code : 13 A
Semester : C	Course Group : DSC - I
Teaching Scheme in Hrs (L:T:P) : 4:0:0	Credits : 4
Map Code: D (THEORY APPLICATION)	Total Contact Hours : 60
CIA : 25 Marks	SEE # : 75 Marks
Programme: BBA/BBACA/ BBA LOGISTICS	# - Semester End Exam

No.	Course Outcome (Cos): After completion of this course, the students will be able to	PSOs	Cl. Ses /hrs	CL
CO1	Understand basic concepts of management, roles and skills needed for management	PSO4	12	U
CO2	Understand the planning process for various managerial activities	PSO4	12	U
CO3	Understand the need for Planning and able to recruit and select right persons for right jobs.	PSO4	6	U
CO4	Understand the importance of proper directing, motivation and effective leadership for an organizational success.	PSO4	6	U
CO5	Remember the development in field of organizational behaviour and attitudes, emotions, personality and perception	PSO4	12	U
CO6	Understand the concept of group and stages of group development.	PSO4	12	U

UNIT-I

LECTURE HOURS: 12

Management : Introduction to Management (Importance of management – Management vs Administration) - Nature of Management (Management : Science or art , Planning, organising, Staffing, Directing , Controlling) - Management Roles (Interpersonal , Informational, Decisional) - **Management process and Skills :** Functions at various levels of management Top management , Middle management, Supervisory Management) - **Development of Management Thought :** Principles of Management by Henry Fayol (14 Principles) - Principles of Management by F.W Taylor (Science is not rule of thumb , Harmony not discord, Cooperation, Not Individualism, Development of each and every person) - **Types of Business Organization:** Introduction (Sole proprietorship, partnership and company, Public and private sector enterprises).

UNIT-II

LECTURE HOURS: 12

Planning: Introduction (Concept, Features, Importance of Planning) - Steps in Planning (Perception of opportunities, Establishing objectives, Planning Premises etc.,) - **Organizational plans:** Introduction to MBO (Definition and features , Benefits and Limitation) - Process of MBO (6 various steps (Process)) - **Decision –Making:** Introduction (Concept, Features and Types) – Process (Specific objectives, Problem identification, Search for alternatives., etc.,) - Effective decision and guidelines for making effective decision (Action oriented, Goal Oriented, Efficiency in implementation & (5 guidelines for making decision). **Organizing:** Introduction & Design of Organizational Structure (Concept of organizing, Formal and informal organizations) - Forms of organizational structure

(Functional, Divisional, Matrix, Team Based, Committee, Task force, Free- form.

UNIT-III

LECTURE HOURS: 12

Directing : Introduction (Meaning , Importance, Elements of Directing) – Techniques (Orders and instructions, Follow-up, Standard practices, Behavioural pattern) – **Staffing**: Introduction (Meaning, Concept of Staffing(features), Importance of Staffing) – **Communication** : Introduction & process (Meaning , Communication Process) - Barriers to effective Communication& Measures for overcoming barriers (Semantic, - Psychological, Organisational, Personal & (8 Points of overcoming measures)) – **Leadership**: Introduction (Concept , Importance, Inspirational approach to Leadership) – **Motivation**: Introduction (Meaning & Importance) - Theories of motivation (Maslow’s Hierarchy Need Theory) - **Co Ordination and Control**: Introduction (Concept , Techniques of effective coordination , Concept Controlling Process).

UNIT-IV

LECTURE HOURS: 12

Organizational behavior : Concept: Concept & Nature of Organization (Definition, A field of study not a discipline, Interdisciplinary approach) - Contributing disciplines (Psychology, Sociology, Socio Psychology, Anthropology, Political Science) - **Human Relations Approach** - Model of Organizational Behavior (Input, Processes, Outcomes) - Foundations of Individual Behaviour (Biographical characteristics Age, Gender, Marital Status, Tenure).- **Attitude**: Concept & Attitude components (Meaning, Cognitive Components, Affective Components, Behavioral components) - Major of job Attitudes (Job Satisfaction, Job Involvement, Organizational commitment) – **Individual process** : **Emotions** : Concepts, Functions of Emotions (Affect, emotions & Mood Dimensions: Variety, Intensity, Frequency & duration) - **Personality** : Concept, Big five personality model (Definition , extroversion, Agree ableness, Conscientiousness, Emotional stability, Openness to Experience) – **Perception** : Concept & Common shortcuts in judging others (Meaning , Selective perception, halo effect, contrast effects, stereotyping).

UNIT-V

LECTURE HOURS: 12

Group Dynamics: Concept of group (Definition, Reasons people join in groups) – Types (Formal and Informal group, in- group favouritism) – Stages of group Dynamics (Forming, storming, performing, adjourning - **Organizational Dynamics**: Forces for Change (Nature of the workforce, Technology, Economic shocks, competition, social trends, world politics) **Organizational change**: Resistance to change (Tactics, Overcoming to change: Education and communication, participation, Facilitation and support, negotiation, manipulation and co- optation, coercion)

TEXT BOOKS:

T1.L.M. Prasad, Ninth Edition (2015), Principles and Practice of Management, Sultan Chand & Sons Ltd., New Delhi.

T1. Organizational Behaviour, 16th edition (2017), Stephen P. Robbins, Pearson India Education Services Private limited, New Delhi.

REFERENCE BOOKS:

R1.T.Ramasamy,(2010) Principles of Management, Himalaya Publishing house.

R2.Organizational Behaviour, 8 th edition (2014), Prasad.L.M, Sultan Chand & Sons, New Delhi

Course Title : BUSINESS ORGANISATION (P)	Course Code : 13 P
Semester : I	Course Group : DSC - I
Teaching Scheme in Hrs (L:T:P) : 0:0:4	Credits : 2
Map Code: K (PRACTICAL APPLICATION)	Total Contact Hours : 60
CIA : 40 Marks	SEE # : 60 Marks
Programme: BBA/BBA CA/BBA LOGISTICS	# - Semester End Exam

LIST OF EXPERIMENTS

UNIT - I

1. Prepare roles and responsibilities of a team manager of any organization of your choice.
2. Prepare a report on how Henry Fayol's principles of management is followed in any Organization /Retail outlet
3. Draw and develop an effective organization structure of any type of organization of your own.
4. Provide a list of planning arrangements for organizing a cultural event in our college.
5. As a recruitment executive prepare a staffing process to hire qualified candidates for a FMCG, and a Bank.
6. Develop a Decision-Making process to buy a consumer durable product.
7. Students are asked to form a group and pass secret information to one another on the grapevine channel among the group. The last one should tell the secret aloud.
8. Come up with a strategy to encourage and motivate your friends to take on challenging roles in life.
9. Collect and assess different types of perception views on pictures
10. Students asked to choose any three personalities and describe about them. Class students are asked to guess the personalities.
11. Prepare a report on the changes you faced when you moved from school structure to college structure and how you adopted to that change.
12. Students are asked to imagine an optimistic event happening to them, suggest few ways to make it pessimistic.
13. Case Study

SEMESTER – I

Discipline Specific Course (DSC – II)

MICRO ECONOMICS

Course Title : MICRO ECONOMICS	Course Code : -
Semester : I	Course Group : DSC- II
Teaching Scheme in Hrs (L:T:P) : 5:1:0	Credits : 6
Map Code : C	Total Contact Hours : 90
CIA : 25 Marks	SEE # : 75 Marks
Programme: BBA (logistics)	# - Semester End Exam

No	Course Outcome (Cos): After completion of this course, the students will be able to	POs &PSOs	Cl.Ses/ Hrs	CL
CO1	Understand the basics of the economic problem and the nature of each factor of production.	PO1 &PSO3	14	Understand
CO2	Understand the decision makers involved in micro economics and macroeconomics and allocation of resources	PO1&PSO3	08	Understand
CO3	Apply the use demand and supply schedules and curves to establish equilibrium prices and sales in market	PO1&PSO1	06	Apply
CO4	Understand the implication of price elasticity of demand for decision making	PO1&PSO3	10	Understand
CO5	Understand the various market economic system and reasons for market failure	PO1&PSO3	10	Understand
CO6	Understand the forms and functions of money and role of trade union	PO3&PSO3	14	Understand
CO7	Analyze the terms of sectors and reasons for the existence of small firms and also the various market structures	PO3&PSO1	13	Analyze

SEMESTER – I
Discipline Specific Course (DSC – II)
MICRO ECONOMICS

PEDAGOGY:

- Lecture method, Flip the class, Expert Discussion, Demonstration, Group Discussion and Guest Lecture, online learning, video lecture, MCQs-Online & Offline Tests.etc

UNIT I

(LECTURE HOURS: 14)

The Basic Economic problem: The Nature of Economic Problem: Finite Resources and Unlimited Wants, Economic goods and Free Goods. **Factors of Production:** Importance of Factors of Production, Mobility of Factors of Production, Quantity and Quality of the Factors of Production, Payment for factors of Production. **Opportunity Cost:** Meaning, Influence of Opportunity Cost on Decision Making. **Production Possibility Curves:** A Production possibility curve, Production Points, Movements along a PPC, Shifts in a PPC.

ACTIVITY: List Three Current Wants of Each Students in the Group. **(3 Hrs)**

List a few Examples of the given FoP.

UNIT II

(LECTURE HOURS: 14)

The Allocation of Resources: Micro and Macro Economics: The Differences between Micro and Macro Economics, Decision Makers in Microeconomics and Macroeconomics. **Role of Markets in Allocating Resources:** Three key Allocation Decisions, Different Economic Systems, A Market Economic System, The Role of Price Mechanism. **Demand:** Definition of Demand, Demand and Price, Individual and Market Demand. Conditions of Demand. **Supply:** Definition of Supply, Supply and Price, Individual & Market Supply, Conditions of Supply.

ACTIVITY: List a few Economic Goods and Free Goods. **(3 Hrs)**

Market economic system:

- a. What is produced?
- b. How is output produced?
- c. Who gets the products produced?

UNIT III

(LECTURE HOURS: 20)

Prices: Price Determination: Determination of Prices, Market Equilibrium, Moving from Market Disequilibrium to Market Equilibrium. **Price Changes:** The Effect of Changes in Demand, The Effect of Changes in Supply, Changes in Demand and Supply.

Price Elasticity of Demand (PED): Definition of Price Elasticity of Demand, Calculating PED, Interpretation of PED, Elastic and Inelastic Demand, Determinants of PED, Changes in PED, Implications of PED for Decision Making. **Price Elasticity of Supply:** Definition of Price Elasticity of Supply, Calculating PES, Interpretation of PES, Elastic and Inelastic Supply, Determinants of PES, Changes in PES, Implications of PES for Decision Making.

Market Economic System: The Market Economic System, The Advantages of a Market

Economic System, The Disadvantages of a Market Economic System, Allocative efficiency, Productive Efficiency, Dynamic Efficiency, Examples of the Different Economic Systems.

Market Failure: The Nature of Market Failure, Failure to take into account all costs and benefits, Information Failure, Merit Goods, Demerit Goods, Public and Private Goods, Abuse of Monopoly Power, Immobility of Resources, Short -Termism. **Mixed Economic System:** A Mixed Economy, Maximum and Minimum Prices, Government Measures to address Market Failure.

ACTIVITY: In recent years, UK companies have become more health conscious. This has led to a fall in demand for chips. A number of crisp producers have gone out of business.

- a. What effect is a fall in demand likely to have on price?
- b. What evidence is there above of the UK crisp market working efficiently?

(3 Hrs)

UNIT IV

(LECTURE HOURS:

14)

Micro Economic Decision Makers: Money: Forms of Money, Function of Money, Characteristics of Money. **Banking:** Commercial Bank, Central Banks. **Households:** Spending, Saving, and Borrowing. **Workers:** Factors that Influence an Individual's Choice of Occupation, Wage Determination and the Reasons for Differences in Earnings, Why Earnings of Occupations Change over Time, The extent to which earnings change, Specializations and Division of Labour. **Trade Unions:** Types of Trade Unions, The Role of Trade Unions, Factors affecting the strength of a Trade Union, Advantages and Disadvantages of Trade Union Membership, Trade Unions and the Government.

ACTIVITY: Identify three reasons why a person may want to be a pilot. (3

Hrs)

Explain three reasons why a person, despite wanting to be a pilot, may not succeed

in becoming a pilot.

UNIT V

(LECTURE HOURS: 13)

Firms and Production: Firms: Classification of Firms, Small Firms, Causes of the Growth of Firms, Mergers, Economies and Diseconomies of Scale. **Production:** Demand for Factors of Production, Labour-intensive or Capital-intensive Production, Production and Productivity. **Firms, Costs, Revenue and Objectives:** Calculating the Costs of Production, Calculating Revenue, Objectives of Firms. **Market Structure:** Competitive Markets, Monopoly Markets.

ACTIVITY: List two types of Internal and External economics that may be experienced by firms in the mining industry. (3 Hrs)

Text Books:

- Economics – Cambridge IGCSE and O Level- Cambridge University Press 2018.

Course Title : BUSINESS STATISTICS (T)	Course Code :
Semester : II	Course Group: DSC-III
Teaching Scheme in Hrs (L:T:P) : 4:2:0	Credits : 6
Map Code : D (THEORY APPLICATION)	Total Contact Hours : 60
CIA : 25 Marks	SEE #: 75 Marks
Programme: BBA,BBA(CA) & BBA LOGISTICS	# - Semester End Exam

No.	Course Outcome	PSOs	Cl. Ses	CL
CO1	Interpret data to inform business decisions	PSO1 ,PSO4	12	U
CO2	Recognize trends, detect outliers, and summarize data sets	PSO1 , PSO4	12	AP
CO3	Analyze relationships between variables	PSO1 , PSO4	6	AP
CO4	Develop and test hypotheses	PSO1 ,PSO4	6	AP
CO5	Craft sound survey questions and draw conclusions from population samples	PSO1 ,PSO4	12	AP
CO6	Implement regression analysis and other analytical techniques in Excel	PSO1 ,PSO4	12	AP

UNIT- I

LECTURE HOURS :12

Describing and Summarizing Data: Introduction (Analyzing Box office Revenues). Visualizing Data (Recognizing patterns, Histograms, Outliers). Descriptive Statistics (Central values for data, conditional means, percentiles, variability, Descriptive statistics in excel, coefficient of variation). Relationships Between Two Variables (Scatter plots, correlation, hidden variables, time series). Hands on Practice(Practice Problems).

UNIT- II

LECTURE HOURS :12

Sampling and Estimation: Introduction (Sampling at Amazon). Creating Representative and Unbiased Samples(Samples Vs Population, Sample size, Avoiding Bias). The Normal Distribution (Rules of thumb, The Normal function NORM.DIST, The Normal function NORM.INV, The central limit theorem). Confidence Intervals (Estimating the population mean, Large samples, small samples, choosing a sample size, estimating the population proportion). Amazon's Inventory Sampling- Hands on Practice (Practice Problems).

UNIT- III

LECTURE HOURS :12

Hypothesis Testing: Introduction (Amazon's use of Hypothesis Testing). Designing and Performing Hypothesis Tests (Developing Hypothesis, Constructing a range of likely sample means, using p-values, Type I and Type II Errors, One sided testing, comparing two populations). Improving the Customer Experience (The shopping cart A/B test, The arrow A/B test, The magazine A/B test). Hands on Practice (Practice Problems).

UNIT- IV**LECTURE HOURS :12**

Single Variable Linear Regression: Introduction (Regression at Disney Studios. Regression Line- Visualizing the Relationship, The best fit line, The structure of the Regression line). Forecasting (Point Forecasts, Prediction intervals). Interpreting the regression output (Quantifying predictive power, testing for a significant relationship, R-square vs p-value, Residual analysis). Performing Regression Analysis-(Regression Analysis in excel, Using dummy variables). Forecasting Home Video Units (The Disney Studio Model, Just a starting point). Hands on Practice (Practice Problems).

UNIT-V**LECTURE HOURS :12**

Multiple Regressions: Introduction (Multiple Regression at Caesars). Multiple Regression equation (Single Vs Multiple Regression, Interpreting the multiple regression equation, forecasting). Adapting concepts from single regression (Adjusted R-square, Residual Analysis, Testing for Significance of Variables). Performing Multiple Regression Analysis (Multiple Regression Analysis in Excel). New Concepts in Multiple Regression (MultiCollinearity, Dummy variables, lagged variables). The Caesars Staffing Problem (Developing the model, analyzing the results, Improving the model). Hands on Practice (Practical Problems).

REFERENCES:

- R1.Open Intro Statistics (Third Edition) by David M Diez , Christopher D Barr, Mine Cetinkaya - Rund | Edition:3 | Open Intro Statistics | Christopher D Barr AND David M Diez AND Mine Cetinkaya (2017)
- R2. An Introduction to Statistical Learning with Applications | Edition:1 | Springer | Daniela Witten AND Gareth James AND Robert Tibshirani AND Trevor Hastie(2013)
- R3. Business Analytics | Edition: | Harvard Business School | Janice Hammond()

Course Title: FINANCIAL ACCOUNTING - I	Course Code:
Semester: II	Course Group: DSC - IV
Teaching Scheme in Hours(L:T:P): 4:0:0	Credits: 4 Credits
Map Code:	Total Contact Hours: 60
CIA: 25 MARKS	SEE # : 75 MARKS
Programme: BBA,BBA(CA) & BBA LOGISTIC S	# - Semester End Exam

No.	Course Outcome (Cos): After completion of this course, the student will be able to	POs & PSOs	CL Ses	CL
CO1	Understand the concept of fundamentals of accounting, accounting equation, accounting principles and accounting policies	PO1 & PSO1	6	U
CO2	Ability to record the business transactions in the double entry system of book-keeping	PO1 & PSO1	6	
CO3	Understand and apply the concept of business documents, books of prime entry and verification of accounting records.	PO1 & PSO1	12	AP
CO4	Understand and apply the concept bank reconciliation, control accounts and accounting procedures.	PO1 & PSO1	12	AP
CO5	Understand the concept of different accounting procedures	PO1 & PSO1	12	U
CO6	Ability to prepare financial statement for sole traders.	PO1 & PSO1	12	U

UNIT : I

LECTURE HOURS :12

THE FUNDAMENTALS OF ACCOUNTING : The Purpose of Accounting (The difference between book – keeping and accounting , The purpose of measuring business profit and loss, The role of accounting in providing information for monitoring progress and decision making) – **The Accounting Equation** (Assets, liabilities and owner’s equity , the accounting equation)

ACCOUNTING PRINCIPLES AND POLICIES: Accounting Principles (Introduction, Prudence, Matching, Consistency, Going concern, Historic cost, Materiality, Business entity, Duality, Money measurement, Realisation) – **Accounting Policies** (The international Accounting Standards Board, Comparability, Reliability, Understandability)

SOURCES AND RECORDING OF DATA :The double entry system of book-keeping (Double entry book – keeping, Accounting of inventory, Accounting for expenses and income, Accounting for drawings, Making transfer to financial statements, Division of the ledger into the sales ledger, the purchase ledger and the nominal ledger)

UNIT : II

LECTURE HOURS:12

BUSINESS DOCUMENTS (Types of business document) – **Books of Prime Entry** (Introduction, The cash book, The petty cash book, Sales journal, Purchase journal, Sales returns journal, Purchase returns journal, The general journal)

VERIFICATION OF ACCOUNTING RECORDS: The Trial Balance (Preparing a trial balance , Uses and limitation of the trial balance, Errors and the trial balance, Errors that do not affect the trial balance) –

UNIT : III

LECTURE HOURS:12

Correction of Errors (Introduction, Correcting errors that do not affect the trial balance, Correcting errors that do affect the trial balance, Adjusting profit and loss after the correction of errors, The effect of correction of errors on a statement of financial position)

Bank Reconciliation (The use and purpose of a bank statement, updating the cash book, Bank reconciliation statement) – **Control Accounts** (Introduction, Sales ledger control account, Purchases ledger control account, Contra entries, Credit and debit balances in the same, Control account, use of control accounts)

UNIT : IV

LECTURE HOURS:12

ACCOUNTING PROCEDURES: Capital and Revenue Expenditure and Receipts (Capital expenditure and revenue expenditure, Capital receipts and revenue receipts, The effect of incorrect treatment of expenditure). **Accounting for Depreciation and Disposal of Non – Current Assets** (What is depreciation?, Methods of depreciation, Ledger accounts and journal entries for the provision of depreciation, Sales of non-current assets) – **Other Payable and Other Receivables**(The matching principle, Recording accrued and prepaid expenses, Recording, Recording accrued and prepaid incomes, Recording accrued and prepaid amounts for multiple periods) –

UNIT : V

LECTURE HOURS:12

Irrecoverable Debts and Provision for Doubtful Debts(Irrecoverable debts and recovery of debts written off, Provision for doubtful debts) – **Valuation of Inventory**(How inventory is valued, The effect of an incorrect valuation of inventory)

PREPARATION OF FINANCIAL STATEMENT: Sole Traders (Advantages and disadvantages of operating as a sole trader, Income statement, Statement of financial position)

REFERENCE BOOKS:

- R1** Financial Accounting / Edition:14/S.Chand& Co/ CA Bharat Tulsian and CA Dr. C.Tulsian (2014).
- R2** Accounting – David Horner and Leanna Oliver– Collings - I Edition – 2018

Course Title: FINANCIAL ACCOUNTING I	Course Code:
Semester: II	Course Group: DSC - IV
Teaching Scheme in Hours (L :T:P):0:0:4	Credits:4 Credits
Map Code:	Total Contact Hours:60
CIA:40 MARKS	SEE # :75 MARKS
Programme: B.COM(IT)	# - Semester End Exam

UNIT:I

LIST OF PRATICALS

1. Problems in accounting equation and double entry book keeping.
2. Problems in books of prime entry, trial balance, correction of errors.
3. Collect various business documents.
4. Problems in bank reconciliation, control accounts and capital and revenue expenditure and receipts.
5. Problems in Accounting for Depreciation and Disposal of Non – Current Assets Other Payable and Other Receivables, Irrecoverable Debts and Provision for Doubtful Debts, Valuation of Inventory.
6. Problem solving in financial statement of Sole Traders.
7. Visit ICAI.org . Refer under Resources, Accounting standards and Ind AS.
8. “ Accounting is useful only to the owner of the business” - Do you agree.
9. Collection of various sources documents.
 - Cash receipt / Voucher
 - Invoice
 - Debit note
 - Credit note
 - Pay –in slip
 - Cheque
 - Statement of Account
 - Bank Statement
10. Fill the missing information in the following journal entries:

date	accounts Details	debit	credit
20 April 5	----- Dr	***	
	To -----		***

	Goods purchased for cash Rs.20,000		
April 7	----- Dr To -----	***	***
	Goods sold for cash Rs.30,000		
April 9	----- Dr To -----	***	***
	Furniture purchased Rs.15,000		
April 10	----- Dr To -----	***	***
	Rent paid Rs.2500		
April 15	----- Dr ----- Dr To -----	*** ***	***
	Business started with cash Rs.10,000 , Building Rs.75000		
April 15	----- Dr ----- Dr ----- Dr ----- Dr To ----- To ----- To -----	*** *** *** *** ***	*** *** ***
	Business has opening balance: Cash Rs.17,500, Bank Rs.25,000, Trade receivables Rs. 2,500 Furniture Rs.15,000, Machinery Rs.15,000 , Trade payable Rs.5000, Bank loan 30,000, Capital Rs.40,000		

11. Write the narration with reference to the following journal entries:

In the Books of Shyam
Journal Entries

Date	Accounts Details	Debit	Credit
20 April	Cash To Owners equity	Dr 3,00,000	3,00,000
	----- Drawings	Dr 3,000	

	To Cash		3,000
	sh	Dr	12,000
	To Sales		12,000
	nt	Dr	5,000
	To Bank		5,000
	sh	Dr	1,000
	To Commission received		1,000
	sh	Dr	15,000
	To Bank		15,000
	nk	Dr	20,000
	To Cash		20,000

12. A cashier finds it difficult to maintain record of large volume of cash payment, ranging from Rs. 5 to Rs.10,00,000. Can you suggest a way to reduce his work burden?
13. Identify and list down capital and revenue expenditure at home, college and bakery.
14. How often the business entities buy stationary items?
How often they buy machinery?
Is it fair if the business entity treats both these type of expenditure the same?
15. List out depreciable assets and appreciable assets?
16. What will happen to the ledger account postings? Do you think that it will continue for an indefinite period of time? Where will the accounting process stop?
17. Do you think the trial balance tallies all the time? What should be done when it does not tally?

18. Do you think a business that provides service such as travel , insurance and an auditing firm needs to prepare a trading activity?
19. A customer has returned the goods too his supplier along with a debit note. But the supplier does not agree with the customer's claim that the goods are damaged. Can the customer consider his debit note as a valid source document and enter the purchase returns?
20. Imagine that you are staff of a small shop with an investment of Rs.10,000. Record imaginary business transactions for 10 days (include cash and credit transactions). Prepare journal, ledger and trial balance with them.
21. Is trade discount the same as cash discount?
22. Visit a stationary shop nearby. Observe its business activities for a week. After having discussion with the shop keeper. Prepare a list of purchased and sold items by the shop. Record in the appropriate book.
23. Download any manufacturing company's financial statement and also list the following:
 - Profile of the company
 - Non-current assets
 - Current assets
 - Different types inventories with values
 - Owners equity
 - Non –current liabilities
 - Current liabilities
 - Revenue of the business
 - Profit before tax
 - Tax expenses
 - Profit for the year
 - Other current assets