

FOREIGN TRADE OF INDIA

BCH 103 FOREIGN TRADE OF INDIA

Unit -I: Introduction - Trade its meaning and types. Difference between internal and international trade. Theories of International Trade. India's Internal Trade- Characteristics and Problems. Coastal trade and trade of Uttar Pradesh. Terms of Trade. Trade : Terminology and abbreviations.

Unit-II: Foreign Trade of India - Before independence, During Planning Period, Recent trends in India's Foreign Trade. Major Items of Exports: Composition, Direction and Future Prospects, Major Items of Imports: Composition, Direction and Future Prospects.

Unit -III: Free Trade and Protective trade policies, India's Major trading partners. Financing of foreign trade, National Level Financing Institutions: EXIM Bank, ECGC and other institutions in financing of foreign trade, STC, MMTC, SEZ and EPZ. Export promotions.

Unit -IV: Strategy for Trade Policy in India - General Developments during planning period. Recent World trade Scenario, Recent changes in trade policy, Trade agreements - Bilateral and Multilateral Trade Agreements. GATT & UNCTAD, WTO. India's Balance of Trade and Balance of Payments.

SUGGESTED READINGS:

- 1) Jaiswal Bimal & Singh A.K. - Foreign Trade of India
- 2) Salvi P.G. - New Directions on India's Trade policy.
- 3) Cherrunilam F. - International Trade Export Management
- 4) Varshney R.L. - India's Foreign Trade

Essentials of Management

BCH 105 ESSENTIALS OF MANAGEMENT

UNIT I

Definition, Nature, Scope and significance of Management, the evolution of Management thought, Approaches of management, contributions of F.W. Taylor, Henri Fayol, Chester Bernard to Management Science. Hawthorne experiment. Functions of a manager. Social responsibility of Managers, Values and Ethics in Management.

UNIT II

PLANNING: Definition, Nature, Scope and significance of Planning, Objectives, Steps of Planning, Decision making as key step in planning. The process and techniques of Decision Making, Long Range Planning, Strategies and policies.

Unit III

ORGANISING: Definition, Nature, Scope and significance, Approaches to Departments, Line and Staff relationship. Delegation and Decentralisation, Committee system, determinants of effective organizing, Staffing - nature and significance, Selection, Appraisal and Development of Managers, Coordination, Managerial Effectiveness.

UNIT IV

DIRECTING AND CONTROLLING: Issues in managing Human factors, Motivation - nature, scope and significance, Theories and techniques, communication , - Definition and significance, Communication Barriers, Building effective communication system. Leadership: Style & Theories, Definition and Elements of Control Techniques, Determinants of an Effective Control System.

SUGGESTED READINGS:

Essentials of Management : Harold Koontz, Heiriz, Weihrich.
Essentials of Management: Maheshwari & Jaiswal
Management, Tasks Responsibility and Practices : Peter F Druckers.
Principles and Practice of Management: L.M Prasad
Principle of Management: VSP Rao

Principles of economics

ECONOMICS

PRINCIPLES OF

Unit 1 - Introduction

The meaning and definitions of Economics: Adam Smith, Marshall, Robbins and Samuelson. Methods of Economics : Inductive vs. Deductive methods, Micro vs. Macro Economics, Concept of Equilibrium - Stable, unstable and Neutral Equilibrium. Theory of consumption - Cardinal Vs Ordinal approach. Utility analysis
- Total Marginal and Average utility. Law of diminishing marginal utility and Law of Equi - Marginal Utility.

Unit 2 - Consumer Behaviour

Indifference curve analysis, Budget line, Consumer's equilibrium. Price, Income and Substitution effects, PCCs and ICCs. Consumer's Surplus. Concept of Demand and Supply. Demand curve - Individual and Market demand curve, derivation of demand curve. Law of demand. Movement vs. shift in the demand curve. Elasticity of demand - Price, Income and cross elasticity, factors affecting elasticity of demand.

Unit - 3 Production

Meaning and factors of production, concept of short-run and long-run for a firm, Law of variable Proportions, Returns to scale. Cost of production: Explicit and implicit cost, actual and opportunity cost, accounting and economic cost, Social and private costs, short-run and long-run costs, Cost Curves. Concept of Revenue: Total, Marginal and Average Revenue. Market : Perfect competition, Monopoly and Imperfect competition - Features and Equilibrium of firms in the short and long run period.

Unit - 4 Thoery of Distribution

Concept of Rent, wages, Interest and Profit; Theory of rent.
Theory of wages: Marginal productivity theory and Modern theory of wages,
Backward bending supply curve. Theory of Interest: Classical theory, Loanable Funds theory and Liquidity Preference theory of Interest. Theory of Profit: Innovation theory, Risk Bearing theory and Uncertainty bearing theory of Profits.

Financial Accounting

FINANCIAL

ACCOUNTING

Unit - 1 Accounting

Definitions, Functions, Objectives Nature and Scope Limitation Branches. Accounting as an information system. Accounting Principles- concepts and conventions. Accounting standards- Indian and International Context. Basic Accounting Process-Journal, Ledger Trial Balance, Double Entry System, Systems of Accounting.

Unit - 2 Business Income

Measurement, concept of Capital and Revenue. Final Accounts of Non-Corporate Entities. . Final Accounts of Non-Profit making Organizations. Accounting for Depreciations.

Unit - 3 Hire Purchase System

Hire Purchase System, Installment Payment System, Branch Accounting, Lease Accounting.

Unit - 4 Voyage Accounts

Voyage Accounts, Accounting for Insurance Claims, Royalty Accounts.

Financial Mathematics

Financial

Mathematics

Unit - 1 Fundamental concepts of Financial Mathematics

Simple and compound interest.

Kinds of interest rates: Effective rate, nominal rate and force of interest rates:

Effective rate, nominal rate and force of interest. Calculation of accumulated value using different kinds of interest rates.

Unit - 2 Present value calculation and discount rate

Nominal rate of discount and its relationship with effective rate of discount. Equation of payments interest & Discount.

Unit - 3 Valuation of annuities

Present value of annuity. Present value of annuity payable p time in a given period. Present value of deferred annuity. Present value of varying annuity. Accumulated Value of Annuity. Accumulated value of annuity payable p time in a given period.

Unit - 4 Analysis of annuity

Calculation of capital component and interest, Component in instalments. Outstanding liabilities after nth instalment, Sinking fund. Reserve value of a policy, free policy. Surrender value of policy, Valuation of securities.

Indian Economy and Public Finance

INDIAN

ECONOMY & PUBLIC FINANCE

Unit - 1 Structure of the Indian Economy

Basic features; Broad demographic features of a developing economy; Problem of over-population; Population policy; Infrastructure

development; Poverty, unemployment & inflation—causes, effects, remedies, trends.

Planning in India-Objectives; Strategy; Broad achievements and failures; Current Five

Year Plan — Objectives, allocation and targets.

Unit - 2 Economic reforms

Rationale behind economic reforms; Progress of privatization and globalization. Agriculture - nature & importance; Trends in agricultural production

and productivity; Factors determining productivity; Land Reforms; New agricultural

strategy and Green Revolution; Industrial policy of 1948, 1956, 1977 and 1991;

Industrial licensing policy; Growth and problems of small scale industries;

Disinvestment policy. Industrial Sickness in India: Causes, Consequences &

Remedies: Social Security in India.

Unit - 3 Definition and scope of Public Finance

Principle of Maximum Social Advantage,

Sources of Public Revenues, Types of taxes, Principles / Canons of Taxation, The

Benefit Approach of Taxation, the ability-to-pay Approach, Incidence and effect of

taxation. Principles of Public Expenditure, Wagner's Law, Wiseman Peacock

Hypothesis, Effect of Public expenditure on Production and Distribution.

Unit -4 Public Debt

Classification, effect, burden, repayment and management of Public debt. Objectives and instruments of Fiscal Policy, Indian Federal

finance: - financial

relations between Central Government, State Government, Finance

Commissions and their recommendations. Deficit financing: - Concepts, Deficit financing in India, Union Budget.

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