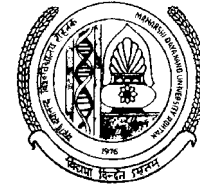


Maharshi Dayanand University Rohtak



Ordinance, Syllabus and Courses of
Reading for
B.Tech. 3rd & 4th Semester
Electrical Engg.
Examination

Session—2009-2010

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M.D. UNIVERSITY,ROHTAK
SCHEME OF STUDIES AND EXAMINATION
BE. II YEAR ELECTRICAL ENGINEERING

SEMESTER-III

Modified 'E' Scheme Effective from 2009-10

Course No.	Course Title	Teaching Scheme				Marks of Class Work	Examination		Total Marks	Duration of Exam.
		L	T	P	Total		Theory	Practi		
HUM-201-E	Economics (Common for branches)	3	1	-	4	50	100	-	150	3
MATH-201-E	Mathematics-III (Common for all branches)	3	2	-	5	50	100	-	150	3
EE-201-E	Electrical Engineering Materials & Semiconductor Devices (EL,EI, IC,EE,EEE,AEI)	3	1	-	4	50	100	-	150	3
EE-203-E	Network Theory (EL,EI,IC,EE,EEE,AEI)	3	1	-	4	50	100	-	150	3
EE-207-E	Electrical Machines-I (EE,EEE)	3	1	-	4	50	100	-	150	3
EE-209-E	Electrical Measurements & Measuring Instruments (EE, EEE)	3	1	-	4	50	100	-	150	3
EE-223-E	Network Theory Lab. (EL< EI, IC, EE,EEE,AEI)	-	-	2	2	25	-	25	50	3
EE-211-E	Electrical Measurements & Measuring Instruments Lab, (EE,EEE)	-	-	2	2	25	-	25	50	3
EE-231-E	Electrical Workshop (EL,EI,IC,EE,CHE,EEE,AEI)	-	-	2	2	25	-	25	50	3
EE-215-E	Electric Machines-I Lab. (EE,EEE)	-	-	3	3	50	-	50	100	3
	TOTAL	18	7	9	34	425	600	125	1150	

Note :

- Students will be allowed to use non-programmable scientific calculator. However, sharing of calculator will not be permitted in the examination.

B.E. IVth Semester Electrical Engg.
HUM-201-E ECONOMICS
(Common for all Branches)

L	T	P	Class Work	: 50 Marks
3	1	-	Theory	: 100 Marks
			Total	: 150 Marks
			Duration of Exam.	: 3 Hrs.

Course Objective : The purpose of this course is to :

- Acquaint the student in the basic economic concepts and their operational significance and
- Stimulate him to think systematically and objectively about contemporary economic problems.

Unit-I

Definition of Economics-various definition. Nature of Economic problem. Production possibility curve Economic laws and their nature. Relation between Science, Engineering, Technology and Economics.

Unit-II

Concepts and measurement of utility, Law of Diminishing Marginal Utility, Law of equi-marginal utility-its practical application and importance.

Unit-III

Meaning of Demand, Individual and Market demand schedule, Law of demand, shape of demand curve, Elasticity of demand, measurement of elasticity of demand, factors effecting elasticity of demand, practical importance & applications of the concept of elasticity of demand.

Unit-IV

Meaning of production and factors of production; Law of variable proportions, Returns to scale, Internal and External economics and diseconomies of scale.

Various concepts to cost-Fixed cost, variable cost, average, cost, marginal cost, money cost, real cost opportunity cost. Shape of average cost, marginal cost, total cost etc. in short run and long run.

Unit-V

Meaning of Market, Types of Market-Perfect Competition, Monopoly, Oligophy, Monoplistic Competition (Main features of these markets).

Supply and Law of Supply, Role of Demand & Supply in Price Determination and effect of changes in demand and supply on prices.

Unit-VI

Nature and characteristics of Indian economy (brief and elementary introduction), Privatization-meaning, merits and demerits. Globalisation of Indian economy-merits and demerits. Elementary Concepts of VAT, WTO, GATT & TRIPS agreement.

Books Recommended :

Text Books :

1. Principles of Economics : P.N. Chopra (Kalyani Publishers).
2. Modern Economic Theory-K.K. Dewett (S.Chand)

Reference Books :

1. A Text Book of Economic Theory Stonier and Hague (Longman's Landon)
2. Micro Economic Theory-H.L. Jhingan (S.Chand)
3. Micro Economic Theory-H.L. Ahuja (S.Chand)
4. Modern Micro Economics : S.K. Mishra (Pragati Publications).
5. Economic Theory-A.B.N. Kulkarni & A.B. Kalkundrikar (R.Chand & Co.)
6. Indian Economy : Rudar Dutt & K.P.M. Sundhram.

Note : Eight questions are to be set atleast one question from each unit and the students will have to attempt five questions in all.

MATH-201-E

MATHEMATICS-III (Common for All Branches)

L T P
3 2 -

Class Work : 50 Marks
Exam. : 100 Marks
Theory : 150 Marks
Duration of Exam. : 3 Hrs.

Part-A

Fourier Series and Fourier Transforms : Euler's formulae, conditions for a Fourier expansion, change of interval, Fourier expansion of odd and even functions, Fourier expansion of square wave, rectangular wave, saw-toothed wave, half and full rectified wave, half range sine and cosine series.

Fourier integrals, Fourier transforms, Shifting theorem (both on time and frequency axes), Fourier transforms of derivatives, Fourier transforms of integrals, Convolution theorem, Fourier transform of Dirac-delta function.

Part-B

Functions of Complex Variable : Definition, Exponential function, Trigonometric and Hyperbolic functions, Logarithmic function. Limit and Continuity of a function, Differentiability and Analyticity.

Cauchy-Riemann equations, necessary and sufficient conditions for a function to be analytic, polar form of the Cauchy-Riemann equations. Harmonic functions, application to flow problems. Integration of complex functions. Cauchy-Integral theorem and formula.

Power series, radius and circle of convergence, Taylor's Maclaurin's and Laurent's series. Zeros and singularities of complex functions, Residues. Evaluation of real integrals using residues (around unit and semi circle only).

Part-C

Probability Distributions and Hypothesis Testing : Conditional probability, Bayes theorem and its applications, expected value of a random variable. Properties and application of Binomial, Poisson and Normal distributions.

Testing of a hypothesis, tests of significance for large samples, Student's t-distribution (applications only), Chi-square test of goodness of fit.

Linear Programming : Linear programming problems formulation, Solving linear programming problems using (i) Graphical method (ii) Simplex method (iii) Dual simplex method.

Text Books :

1. Advanced Engg. Mathematics : F Kreyszig.
2. Higher Engg. Mathematics : B.S. Grewal.

Reference Books :

1. Advance Engg. Mathematics : R.K. Jain, S.R.K. Iyenger.
2. Advanced Engg. Mathematics : Michael d. Greenberg.
3. Operatioon Research : H.A. Taha.
4. Probability and statistics for Engineers : Johnson. PHI.

Note : Examiner will set eight questions, taking two from Part-A, three from Part-B and three from Part-C. Students will be required to attempt five question taking atleast one from each part.

EE-201-E Electrical Engineering Materials and Semiconductor Devices

L T P
3 1 0

Class Work : 50 Marks
Exam. : 100 Marks
Theory : 150 Marks
Duration of Exam. : 3 Hrs.

Unit-1

Conducting Materials :Review of energy bands, description of materials, drift velocity collision time, Mean free path, mobility, conductivity, relaxation time, factors affecting conductivity of materials, types of thermal conductivity, Wiedmann-Franz law, super conductivity, effect of magnetic field, conducting materials, applications.

Unit-2

Dielectric Materials :Behaviour of dielectric materials in static electric field, Dipole moments, Polarization, Dielectric constant, Polarizability, susceptibility, mechanisms of polarization, behaviour in alternating field, dielectric loss, loss tangent, types of dielectric & insulating materials, electrostriction, Piezo-electricity, Applications.

Unit-3

Magetic Materials:Permeability, Magnetic susceptibility, magnetic moment, Magnetization, Dipole moment, types of magnetic materials, Magnetostrictin, eddy current & hysteresis losses, applications.

Unit-4

Semiconductors : Review of Si and Ge as semiconducting materials, Continuity Equation, P-N junction, Drift & Diffusion, Diffusion & Transition capacitances of P-N junction.

Unit-5

Construction and Characteristics of Devices : Brief introduction to Planar Technology for device fabrication, metal-semiconductor junctions (ohmic and non-ohmic) breakdown mechanisms in p-n junction, zener diode, electrical and optical excitation in diodes, LED, solar cells and photo-detectors.

Unit-6

Bipolar and Mos Devices : BJT, UJT, JFET, MOSFETS

Unit-7

Power Devices : Thyristor, Diac, Triac, GTO, IGBT, VMOS

Text Books :

1. Electrical Engineering Materials : A.J. Dekker; PHI.
2. Solid State Electronic Devices: Street Man & Banerjee; Pearson.
3. Electronic Devices & Circuits: Millmasn & Halkias; MGH.

Reference Books :

1. Electrical Engineering Materials : S.P. Seth & P.V. Gupta; Dhanpat Rai.
2. Text Book of Power Electronics : H.C. Rai: Galgoitia Publications.
3. Electronic Devices & Circuit Theory : Boylestad & Nashelsky; Pearson.
4. Semiconductor devices : Jaspreet Singh; John Wiley.

Note : Eight questions are to be set in all by the examiner taking at least one question from each unit. Students will be required to attempt five questions in all.

EE-203-E

L	T	P
3	1	0

NETWORK THEORY

Class Work	: 50 Marks
Exam.	: 100 Marks
Total	: 150 Marks
Duration of Exam.	: 3 Hrs.

Unit-1

Transient Response : Transient Response of RC, RL, RLC Circuits to various excitation signals such as step, ramp, impulse and sinusoidal excitations using laplace transform.

Unit-2

Network Functions : Terminal pairs or Ports, Network functions for one-port and two-port networks, poles and zeros of Network functions, Restrictions on pole and zero Locations for driving point functions and transfer functions, Time domain behavior from the pole-zero plot.

Unit-3

Characteristics and Parameters of Two Port Networks : Relationship of two-port variables, short-circuit admittance parameters, open circuit impedance, parameters, Transmission parameters, hybrid parameters, relationships between parameter sets, Inter-connection of two port networks.

Unit-4

Topology : Principles of network topology, graph matrices, network analysis using graph theory.

Unit-5

Types of Filters and Their characteristics: Filter fundamentals, high-pass, low-pass, band-pass, and band-reject Filters.

Unit-6

Network Synthesis : Positive real functions, synthesis of one port and two port networks, elementary ideas of Active networks.

Text Books :

1. Network Analysis & Synthesis : Umesh Sinha; Satya Prakash Pub.
2. Network Analysis & Synthesis : F.F. Kuo; John Wiley & Sons Inc.

Reference Books :

1. Introduction to modern Network Synthesis : Van Valkenburg; John Wiley.
2. Network Analysis : Van Valkenburg; PHI
3. Basic circuit theory : Dasoer Kuh; McGraw Hill.
4. A Course in Electrical Circuit Analysis by soni & Gupta; Dhanpat Rai Publication.
5. Circuit Analysis : G.K. Mithal; Khanna Publication.
6. Networks and Systems : D.Roy Choudhury : New Age International.

Note : Eighth questions are to be set in all by the examiner taking at least one question from each unit. Students will be required to attempt five questions in all.

EE-207-E

L	T	P
3	1	-

ELECTRICAL MACHINES-I

Theory	: 100 Marks
Class Work	: 50 Marks
Total	: 150 Marks
Duration of Exam. : 3 Hrs.	

Transformers : Principle, construction of core, winding & tank, operation, testing of single phase transformer, equivalent circuit, phasor diagram, parameters determination, P.U. representation of parameters, regulation, losses & efficiency, separation of iron losses.

Various types of connection of three phase transformer, their comparative features, Zig-Zag connection.

Parallel operation of single phase & three phase transformers.

Auto-transformer : Principle, construction, comparison with two winding transformers, application.

Nature of magnetizing current, plotting of magnetising current from B-H curve, Inrush current harmonics, effect construction on input current, connection of three phase transformer.

Phase-Conversion : Three to two phase, three to six phase and three to twelve phase conversions.

Introduction to three winding, tap-changing & phase-shifting transformers.

D.C. Machines : Elementary DC machine, principle & construction of D.C. generator, simplex lap and wave windings, E.M.F. equation, armature reaction, compensating winding, commutation, methods of excitation, load characteristics, parallel operation, armature reaction, compensating winding, commutation, methods of excitation, load characteristics, parallel operation. Principle of DC Motors, torque and output power equations, load characteristics, starting, speed control, braking testing, efficiency & applications.

Text Books :

1. Electric Machines : I.J. Nagrath and D.P.Kothari, TMH, New Delhi.
2. Performance & Design of D.C. Machines : A.E. Clayton & N.N. Hancock; ELBS)

Ref. Books :

1. Electric Machinery, Fitzgerald & Kingsley, MGH.
2. Theory of alternating current machinery, A.S. Langsdorf, TMH.
3. Electrical Machines, P.S. Bhimbra, Khanna Publishers Delhi.

Note : 4 questions are to be set from part A & 4 questions from part B. Students have to attempt five questions with at-least two from each part.

EE-209-E ELECTRICAL MEASUREMENTS & MEASURING INSTRUMENTS

L	T	P	Class Work	: 50 Marks
3	1	0	Exam.	: 100 Marks
			Total	: 150 Marks
			Duration of Exam.	: 3 Hrs.

Unit-I

Units Standards & Errors :S.I. units, absolute standards (International, Primary, Secondary & Working Standards), True Value, Errors (Gross, Systematic, Random); Static Characteristic of Instruments (Accuracy, Precision, Sensitivity, Resolution & threshold).

Unit-II

Measuring System Fundamentals : Classification of Instruments (Absolute & Secondary Instruments; Indicating, Recording & Integrating instruments; Based upon Principle of operation), Generalized Indicating, (Blockdiagram, description of blocks), three forces in Electromechanical indicating instrument (Deflecting, controlling & damping forces), Comparison between gravity & spring controls; comparison of damping methods & their suitability, bearing supports, pivot-less supports (Simple & taut-band), Scale information, Instrument cases (Covers).

Unit-III

Measuring Instruments : Construction,operating principle, Torque equation, Shape of scale, use as Ammeter or as Voltmeter (Extension of Range), Use on AC/DC or both, Advantages & disadvantages, Errors (Both on AC/DC) of PMMC types, Electrodynamic Type, Moving iron type (attraction, repulsion & combined types). Hot wire type & Induction type, electrostatic type Instruments.

Unit-IV

Wattmeters & Energy Meters : Construction,operating principle, Torque equation Shape of scale, Errors, Advantages & Disadvantages of Electrodynamic & Induction type Wattmeters; & single phase induction type Energy meter, compensation & creep in energy meter.

Unit-V

Power Factor & Frequency Meters : Construction, operation,

principle, Torque equation, Advantages & disadvantages of Single phase power factor meters (Electrodynamic & Moving Iron types) & Frequency meters (Electrical Resonance Type, Ferrodynamic & Electrodynamic types).

Unit-VI

Low & High Resistance Measurements : Limitations of Wheatstone bridge; Kelvin's double bridge method, Difficulties in high resistance measurements, Measurement of high resistance by direct deflection, loss of charge method, Megohm bridge & Meggar.

Unit-VII

A.C. Bridges : General balance= n , CKt. diagram, Phasor diagram, Advantages, disadvantages, applications of Maxwell's inductance, inductance-capacitance, Hays, Anderson, Owens, De-Sauty's Schering & Weings bridges, Shielding & earthing.

Text Book :

1. A Course in Elect & Electronic Measurement & Instrumentation by A.K. Sawhney; Khanna Pub.

Reference Books :

1. Electrical Measurements by E.W. Golding
2. Electronic & Elect Measurement & Instrumentation by J.B. Gupta; Kataria & Sons.
3. Electronic Instrumentation & Measurement Technique, W.D. Cooper & A.D. Helfrick.
4. Measuring Systems by E.O. Doebelin; TMH.

Note : 5 out of 8 questions be attempted; at least 1 question be set from each unit.

EE-223-E NETWORK THEORY LAB

L	T	P	Class Work	: 25 Marks
0	0	2	Exam.	: 25 Marks
			Total	: 50 Marks
			Duration of Exam.	: 3 Hrs.

List of Experiments :

1. Transient response of RC circuit.
2. Transient response of RL circuit.
3. To find the resonance frequency, Band width of RLC series circuit.
4. To calculate and verify "Z" parameters of a two port network.
5. To calculate and verify "Y" parameters of a two port network.
6. To determine equivalent parameter of parallel connections of two port network.
7. To plot the frequency response of low pass filter and determine half-power frequency.
8. To plot the frequency response of high pass filter and determine the half-power frequency.
9. To plot the frequency response of band-pass filter and determine the band-width.
10. To calculate and verify "ABCD" parameters of a two port network.
11. To synthesize a network of a network function and verify its response.
12. Introduction of P-Spice.

Note : Ten experiments are to be performed, out of which at least seven experiments should be performed from above list. Remaining three experiments may either be performed from the above list or designed & set by the concerned institution as per the scope of the syllabus.

EE-211-E ELECTRICAL MEASUREMENTS & MEASURING INSTRUMENTS LAB

L	T	P	Class Work	: 25 Marks
0	0	2	Exam.	: 25 Marks
			Total	: 50 Marks
			Duration of Exam.	: 3 Hrs.

List of Experiments :

1. To identify the meters from the given lot.
2. To convert & calibrate a D' Arsonnal type galvanometer into a voltmeter & an ammeter.
3. To calibrate an energy meter with the help of a standard wattmeter & a stop watch.
4. To measure power & p.f. by 3-ammeter method.
5. To measure power & p.f. by 3-voltmeter method.
6. To measure power & p.f. by 3-phase circuit by 2 wattmeter method.
7. To measure capacitance by De Sauty's bridge.
8. To measure inductance by maxwell's bridge.
9. To measure frequency by Wien's bridge.
10. To measure the power with the help of C.T. & P.T.
11. To measure magnitude & phase angle of a voltage by rectangular type potentiometer.
12. To measure magnitude & phase angle of a voltage by polar type potentiometer.
13. To measure low resistance by Kelvin's double bridge.
14. To measure low resistance by loss of charge method.

Note : At least 7 experiments should be performed from above list. Remaining 3 experiments may either be performed from above list or designed & set by concerned institution as per scope of syllabus.

EE-231-E ELECTRICAL WORKSHOP

L	T	P	Class Work	: 25 Marks
0	0	2	Exam.	: 25 Marks
			Total	: 50 Marks
			Duration of Exam.	: 3 Hrs.

List of Experiments :

1. Introduction of tools, electrical materials, symbols and abbreviations.
2. To study stair case wiring.
3. To study house wiring i.e, batten, cleat, casing-caping and conduit wirings.
4. To study fluorescent tube light.
5. To study high pressure mercury vapour lamp (H.P.M.V.)
6. To study Sodium lamp.
7. To study repairing of home appliances such as heater, electric iron, fans etc.
8. To study construction of moving iron, moving coil, ewlectrodynamic & indction type meters.
9. to design & fabricate single phase transformer.
10. To study fuses, relays contactors, MCBs and circuit breakers.
11. Insulation testing of electrical equipments.
12. To design, fabricate a PCB for a circuit, wire-up and test.

Note : Ten experiments are to be performed, out of which at least seven experiments should be performed from above list. Remaining three experiments may either be performed from the above list or designed & set by the concerned institution.

EE-215-E ELECTRICAL MACHINE LAB-I

L	T	P	Class Work	: 50 Marks
0	0	2	Exam.	: 50 Marks
			Total	: 100Marks
			Duration of Exam.	: 3 Hrs.

List of Experiments :

1. To find turs ratio & polarity of a I-phase transformer.
2. To perform open & short circuit tests on a I-phase transformer.
3. To perform Sumpner's Back to back test on I-phase transformers
4. Parallel operation of two I-phase transformers.
5. To convert three phase to 2-phase By Scott-connection.
6. To perform load test on DC shunt generator.
7. Speed control of DC shunt motor.
8. Swinburne's test of DC shunt motor.
9. Hopkinson's test of DC shunt M/Cs.
10. Ward Leonard method of speed control.

Note : At least 10 experiments be performed in the semester. At least seven experiments should be performed from above list. Remaining 3 experiments may either be performed from the bove list or designed & set by concerned institution as per scope of syllabus.

M.D. UNIVERSITY, ROHTAK
SCHEME OF STUDIES AND EXAMINATION
BE. II YEAR ELECTRICAL ENGINEERING
SEMESTER-IV

Modified 'E' Scheme Effective from 2009-10

Course No.	Course Title	Teaching Scheme				Marks of Class Work	Examination		Total Marks	Duration of Exam.
		L	T	P	Total		Theory	Practical		
HUM-202-E	Fundamentals of Management (EE,EL,ME,CHE, EI,IC,EEE,AEI)	3	1	-	4	50	100	-	150	3
MATH-202-E	Numerical Methods (EE,EL,EI,IC,CHE, EEE,AEI)	3	2	-	5	50	100	-	150	3
EE-204-E	Digital Electronics (EL,EI,IC,EE,EEE, AEI common with CSI,IT3 rd semester)	3	1	-	4	50	100	-	150	3
EE-206-E	Communication Systems (EL,EE,EEE and common with 6 th Sem.-EI,AEI)	3	1	-	4	50	100	-	150	3
EE-208-E	Electro Magnetic Theory (EE,EL,EI,EEE,AEI)	3	1	-	4	50	100	-	150	3
EE-222-E	Analog Electronics Lab (EL,EI,IC,EE, EEE, AEI)	-	-	2	2	25	-	25	50	3
EE-224-E	Digital Electronics Lab. (EL,EI, IC, EE,EEE,AEI)	-	-	2	2	25	-	25	50	3
EE-226-E	Communication Systems Lab (EL, EE, EEE)	-	2	2	25	25	-	25	50	3
MATH-204-E	Numerical Methods Lab (EE,EL,EI,IC CHE, EEE,AEI)	-	-	2	2	25	-	25	50	3
GPEE-202-E	General Proficiency	-	-	-	-	50	-	-	50	3
TOTAL		18	7	8	33	450	600	100	1150	

Note :

- Students will be allowed to use non-programmable scientific calculator. However, sharing of calculator will not be permitted in the examination.
- Each student has to undergo practical training of 6 weeks during summer vacation and its evaluation shall be carried out in the V semester.
- The subject EE-212-E (Field & Wave) has been replaced by EE-208-E (Electromagnetic Theory) and will be implemented w.e.f. 2006-07.
- The subject GPEE-204-E (General Proficiency) code has been changed to GPEE-202-E and will be effective from 2006-07.

B.E. IVth Semester Electrical
HUM-202-E FUNDAMENTALS OF MANAGEMENT

L T P
3 1 -

Class Work : 50 Marks
 Theory : 100 Marks
 Total : 150 Marks
 Duration of Exam. : 3 Hrs.

Unit-I

Meaning of management, Definitions of Management, Characteristics of management, Management Vs. Administration. Management-Art. Science and Profession. Importance of Management. Development of Management thoughts. Principles of Management. The Management Functions, Inter-relationship of Managerial functions.

Unit-II

Nature and Significance of staffing, Personnel management, Functions of personnel management, Manpower planning, Process of manpower planning, Recruitment, Selection; Promotion-Seniority Vs. Merit. Training-objectives and types of training.

Unit-III

Production Management : Definitions, Objectives, Functions and Scope, Production Planning and Control; its significance, stages in production planning and control. Brief introduction to the concepts of material management, inventory control; its importance and various methods.

Unit-IV

Marketing Management-Definition of marketing, Marketing concept, objectives & Functions of marketing. Marketing Research-Meaning; Definition; objectives; Importance; Limitations; Process. Advertising-meaning of advertising, objectives, functions, criticism.

Unit-V

Introduction of Financial Management, Objectives of Financial Management, Functions and Importance of Financial Management; Brief Introduction to the concept of capital structure and various sources of finance.

Books Recommended :**Text Books :**

1. Principles & Practices of Management-L.M. Prasad (Sultan Chand & Sons).
2. Organisation and Management-R.D. Aggarwal (Tata McGrawHill)

Reference Books :

1. Principles & Practices of Management–L.M. Prasad (Sultan Chand & Sons)
2. Management-Harold, Koontz and Cyrilo Donell (Mc. Graw Hill).
3. Marketing Management–S.A. Sherlikar (Himalaya Publishing House, Bombay).
4. Financial Management–I.M. Pandey (Vikas Publishing House, New Delhi)
5. Management–James A.F. Stoner & R. Edward Freeman, PHI.

Note : Eight questions are to be set atleast one question from each unit and the students will have to attempt five questions in all.

MATH-202-E NUMERICAL METHODS

(Common for EE, EL,CHE,EI,IC,& Elective for CSE, it in 8th Semester)

L	T	P	Sessional	:	50 Marks
3	1	-	Exam.	:	100 Marks
			Total	:	150 Marks
			Duration of Exam.	:	3 Hrs.

Part-A

Interpolation and curve fitting : Interpolation problem, Lagrangian polynomials, Divided differences, Interpolating with a cubic spline, Bezier curves and B-spline curves, Least square approximations.

Non-Linear Equations : Bisection method, Linear Interpolation methods, Newton's method, Muller's method, fixed-point method.

Simultaneous Linear Equations : Elimination method, Gaus and Gauss-Jordan method, Jacobi's method, Gauss-Seidal method, Relaxation method.

Numerical Differentiation and Integration : Derivatives from differences tables, Higher order derivatives, Extrapolation techniques, Newton-cotes integrationa formula, Trapezoidal rule, Simpson's rules, Boole's rule and Weddle's rule, Romberg's Integration.

Part-B

Numerical Solution of Ordinary Differential Equations : Taylor series method, Euler and modified Euler method, Runge-Kutta methods, Milne's method, Adams-Moulton method, Power method for Eigen values aby iteration.

Numerial Solution of Partial Differential Equations : Finite difference approximations of partial derivatives, solution of Laplace equation (Standard 5-point formula only), one-dimensional heat equation (Schmidt method, Crank-Nicolson method, Dufort and Frankel method) and wave equation.

Text Books :

1. Applied Numerical Analysis : Curties F. Gerald and Patrick. G. Wheatley-Pearson, Education Ltd.
2. Numerical Method : E. Balagurusamy T.M.H.

Reference Books :

1. Numerical Methods for Scientific and Engg. Computations.
M.K. Jain, S.R.K. Iyenger and R.K. Jain-Wiley Eastern Ltd.
2. Introductory Methods of Numerical Analysis S.S. Sastry, P.H.I.
3. Numerical Methods in Engg. & Science : B.S. Grewal.

Note : Examiner will set eight questions, taking four from Part-A, four from Part-B. Students will be required to attempt five question taking atleast two from each part.

EE-202-E

L T P
3 1 -

ANALOG ELECTRONICS

Class Work : 50 Marks
Exam. : 100 Marks
Total : 150 Marks
Duration of Exam. : 3 Hrs.

Unit-1

Semiconductor Diode : P-N junction and its V-I Characteristics, P-N junction as a rectifier, Switching characteristics of Diode.

Unit-2

Diode Circuits : Diode as a circuit element, the load-line concept, half-wave and full wave rectifiers, clipping, circuits, clamping circuits, filter circuits, peak to detector and voltage multiplier circuits.

Unit-3

Transistor at Low Frequencies : Bipolar junction transistor : operation, characteristics, Ebers-moll model of transistor, hybrid model, h-parameters (CE, CB, CC configurations), analysis of a transistor amplifier circuits using h-parameters, emitter follower, Miller's Theorem, frequency response of R-C coupled amplifier.

Unit-4

Transistor Biasing : Operating point, bias stability, collector to base bias, self-bias, emitter bias, bias compensation, thermistor & sensistor compensation.

Unit-5

Transistor at High Frequencies : Hybrid P model, CE short circuit current gain, frequency response, alpha, cutoff frequency, gain bandwidth product, emitter follower at high frequencies.

Unit-6

Field Effect Transistors : Junction field effect transistor, pinch off voltage, volt-ampere characteristics, small signal model, MOSFET Enhancement & Depletion mode, V-MOSFET. Common source amplifier, source follower, biasing of FET, applications of FET as a voltage variable resistor (VVR).

Unit-7

Regulated Power Supplies : Series and shunt voltage

regulators, power supply parameters, three terminal IC regulators, SMPS.

Text Books :

1. Integrated Electronics : Millman & Halkias; McGrawHill.
2. Electronic circuit analysis and design (Second edition) : D.A. Neamen; TMH.

Reference Books :

1. Electronics Principles : Malvino; McGrawHill.
2. Electronics Circuits : Donald L. Schilling & Charles Belove; McGrawHill.
3. Electronics Devices & Circuits : Boylestad & Nashelsky; Pearson.

Note : Eight questions are to be set in all by the examiner taking atleast one question from each unit. Students will be required to attempt five questions in all.

EE-204-E

L T P
3 1 -

DIGITAL ELECTRONICS

Class Work : 50 Marks
Exam. : 100 Marks
Total : 150 Marks
Duration of Exam. : 3 Hrs.

Unit-1

Fundamentals of Digital Techniques : Digital signal, logic gates : AND,OR,NOT, NAND, NOR, EX-OR, EX-NOR, Boolean algebra. Review of Number systems. Binary codes: BCD, Excess-3, Gray, EBCDIC, ASCII, Error, detection and correction codes.

Unit-2

Combinational Design Using Gates : Digital using gates, Karnaugh map and Quine Mcluskey methods of simplification.

Unit-3

Combinational Design Using MSI Devices : Multiplexers and Demultiplexers and their use as logic elements, Decoders, Adders/Subtractors, BCD arithmetic circuits, Encoders, Decoders/Drivers for display devices.

Unit-4

Sequential Circuits : Flip Flops : S-R, J-K, T,D, master-slave, edge triggered, shift registers, sequence generators, Counters, Asynchronous and synchronous Ring counters and Johnson Counter, Design of Synchronous and Asynchronous sequential circuits.

Unit-5

Digital Logic Families : Switching mode operation of p-n junction, bipolar and MOS devices. Bipolar logic families : RTL DTL, DCTL, TTL, ECL, MOS, and CMOS logic families. Tristate logic Interfacing of CMOS and TTL families.

Unit-6

A/D and D/A Converters : Sample and hold circuit, weighted resistor and R-2 ladder D/A Converters, specifications for D/A converters. A/D converters : Quantization, parallel comparator, successive approximation, counting type, dual-slope ADC, specifications of ADCs.

Unit-7

Programmable Logic Devices : ROM, PLA, PAL, FPGA and CPLDs.

Text Book :

1. Modern Digital Electronics (Edition III) : R.P. Jain; TMH

Reference Books :

1. Digital Integrated Electronics : Taub & Schilling : MGH
2. Digital Principles and Applications : Malvino & Leach; McGraw Hill.
3. Digital Design : Morris Mano; PHI

Note : Eight questions are to be set in all the examiner taking atleast one question from each unit. Students will be required to attempt five questions in all.

EE-206-E

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COMMUNICATION SYSTEMS

(EE,EL,EI)

Class Work	:	50 Marks
Exam.	:	100 Marks
Total	:	150 Marks
Duration of Exam.	:	3 Hrs.

Unit-1

Introduction to Communication Systems : The essentials of a Communication system, modes and media's of communication, Classification of signals and systems, Fourier Analysis of signals.

Unit-2

Amplitude Modulation : Amplitude modulation, Generation of AM waves, Demodulation of AM waves, DSBSC, Generation of DSBSC waves, Coherent detection of DSBSC waves, single side band modulation, generation of SSB waves, demodulation of SSB waves, vestigial sideband modulation(VSB).

Unit-3

Angle Modulation : Basic definitions Phase modulation (PM) & frequency modulation (FM), narrow band frequency modulation, wideband frequency modulation, generation of FM waves, Demodulation of FM waves.

Unit-4

Pulse Analog Modulation : Sampling theory, time division (TDM) and frequency division (FDM) multiplexing pulse amplitude modulation (PAM), pulse time modulation.

Unit-5

Pulse Digital Modulation : Elements of pulse code modulation, noise in PCM systems, Measure of information, channel capacity, channel capacity of a PCM system, differential pulse code modulation (DPCM). Delta modulation (DM).

Unit-6

Digital Modulation Techniques : ASK,FSK,BPSK, QPSK, M-ary PSK.

Unit-7

Introduction to Noise : External noise, Internal noise, S/N ratio, noise figure.

Text Book :

1. Communication systems (4th edn.) : Simon Haykins : John wiley & sons.
2. Communication systems: Singh & Sapre; TMH.

Reference Books :

1. Electronic Communication Systems : Kennedy: TMH.
2. Communication Electronics : Frenzel; TMH.
3. Communication System : Taub & Schilling; TMH.
4. Communication Systems : Bruce Carlson.

Note : Eight questions are to be set in all the examiner taking atleast one question from each unit. Students will be required to attempt five questions in all.

EE-208-E

L T P
3 1 0

ELECTROMAGNETIC THEORY

Class Work : 50 Marks
Exam. : 100 Marks
Total : 150 Marks
Duration of Exam. : 3 Hrs.

Unit-1

Static Electric Fields : Coulomb's Law, Gauss's Law, potential function, field due to a continuous distribution of charge, equipotential surfaces, Gauss's Theorem, Poisson's equation, Laplace's equation, method of electrical images, capacitance, electro-static energy, boundary conditions, the electro-static uniqueness theorem for field of a charge distribution, Dirac-Delta representation for a point charge and an infinitesimal dipole.

Unit-2

Steady Magnetic Fields : Faraday Induction law, Ampere's Work law in the differential vector form, Ampere's law for a current element, magnetic field due to volume distribution of current and the Dirac-delta function, Ampere's Force Law, magnetic vector potential, vector potential (Alternative derivation), far field of a current distribution, equation of continuity.

Unit-3

Time Varying Fields : Equation of continuity for time varying fields, inconsistency of Ampere's law, Maxwell's field equations and their interpretation, solution for free space conditions, electromagnetic waves in a homogeneous medium, propagation of uniform plane-wave, relation between E & H in a uniform plane-wave, wave equations for conducting medium, Maxwell's equations using phasor notation, wave propagation in a conducting medium, conductors, dielectrics, wave propagation in good conductor and good dielectric, depth of penetration, polarization, linear, circular and elliptical.

Unit-4

Reflection and Refraction of EM Waves : Reflection and refraction of plane waves at the surface of a perfect conductor & perfect dielectric (both normal incidence as well as oblique incidence), Brewster's angle and total internal reflection, reflection at the surfaces of a conductive medium, surface impedance, transmission-line analogy, Poynting theorem, interpretation of Ex H, power loss in plane conductor.

Unit-5

Transmission Line Theory : Transmission line as a distributed circuit, transmission line equation, travelling, standing waves, characteristic impedance, input impedance of terminated line, reflection coefficient, VSWR, Smith's chart and its applications.

Text Book :

1. Electro-magnetic Waves and Radiating System: Jordan & Balmain, PHI.

Reference Books :

1. Engineering Electromagnetics: Hayt; TMH
2. Electro-Magnetics :Krauss J.DF; McGrawHill.

Note : Eight questions are to be set atleast one from each unit. Students have to attempt any 5 questions.

EE-222-E**ANALOG ELECTRONICS-LAB**

L T P
0 0 2

Class Work : 25 Marks
Exam. : 25 Marks
Total : 50 Marks
Duration of Exam. : 3 Hrs.

List of Experiments :

1. Study of Half wave & full wave rectifiers.
2. Study of power supply filters.
3. Study of Diode as clipper & clamper.
4. Study of Zener diode as a voltage regulator.
5. Study of CE amplifier for voltage, current & Power gains and input, output impedances.
6. Study of CC amplifier as a buffer.
7. To study the frequency response of RC coupled amplifier.
8. Study of 3-terminal IC regulator.
9. Study of 3-transistor as a constant current source in CE configuration.
10. Study of FET common source amplifier.
11. Study of FET common Drain amplifier.
12. Graphical determination of small signal hybrid parameters of bipolar junction transistor.
13. Study & design of a d.c. voltage doubler.

Note : At least ten experiments are to be performed, atleast seven experiments should be performed from above list. Remaining three experiments may either be performed from the above list or designed & set by the concerned institution as per the scope of the syllabus.

EE-224-E	DIGITAL ELECTRONICS-LAB		
L	T	P	Class Work : 25 Marks
0	0	2	Exam. : 25 Marks
			Total : 50 Marks
			Duration of Exam. : 3 Hrs.

List of Experiments :

1. Study of TTL gates-AND, OR, NOT, NAND, NOR, EX-OR, EX-NOR.
2. Design & realize a given function using K-maps and verify its performance.
3. To verify the operation of multiplexer & Demultiplexer.
4. To verify the operation of comparator.
5. To verify the truth tables of S-R, J-K, T & D type flip flops.
6. To verify the operation of bi-directional shift register.
7. To design & verify the operation of 3-bit synchronous counter.
8. To design and verify the operation of synchronous UP/DOWN decade counter using JK flip-flops & drive a seven segment display using the same.
9. To design and verify the operation of asynchronous UP/DOWN decade counter using J K flip flops & drive a seven-segment display using the same.
10. To design & realize a sequence generator for a given sequence using J-K flip-flops.
11. Study of CMOS NAND & NOR gates and interfacing between TTL and CMOS gates.
12. Design a 4-bit shift register and verify its operation. Verify the operation of a ring counter and a Johnson counter.

Note : Atleast ten experiments are to be performed, atleast seven experiments should be performed from above list. Remaining three experiments may either be performed from the above list or designed & set by the concerned institution as per the scope of the syllabus.

EE-226-E	COMMUNICATION SYSTEM-LAB		
L	T	P	Class Work : 25 Marks
0	0	2	Exam. : 25 Marks
			Total : 50 Marks
			Duration of Exam. : 3 Hrs.

List of Experiments :

1. Study of Amplitude Modulation and determination of Modulation index.
2. Study of Frequency Modulation and determination of Modulation index.
3. Study of Phase Modulation.
4. Study of Pulse Amplitude Modulation.
5. Study of Pulse Width Modulation.
6. Study of Pulse Frequency Modulation.
7. Study of Pulse Code Modulation.
8. Study of frequency Shift Keying.
9. Study of ASK and QASK.
10. Study of PSK and QPSK.
11. Project related to the scope of the course.

Note : Atleast ten experiments are to be performed, atleast seven experiments should be performed from above list. Remaining three experiments may either be performed from the above list or designed & set by the concerned institution as per the scope of the syllabus.

MATH-204-E NUMERICAL METHODS-LAB
(Common for EE, EL, CHE, EI)

L	T	P	Class Work	: 25 Marks
0	0	2	Exam.	: 25 Marks
			Total	: 50 Marks
			Duration of Exam.	: 3 Hrs.

Write down and execute the following programs using**C/C++/Matlab**

1. To find the roots of non-linear equation using Bisection method.
2. To find the roots of non-linear equation using Newton's method.
3. Curve fitting by least-square approximations.
4. To solve the system of linear equations using Gauss-Elimination method.
5. To solve the system of linear equations using Gauss-Seidal iteration method.
6. To solve the system of linear equations equations using Gauss-Jorden method.
7. To Integrate numerically using Trapezoidal rule.
8. To Integrate numerically using Simpson's rules.
9. To find the largest eigen value of a matrix by power-method.
10. To find numerical solution of ordinary differential equations by Euler's method.
11. To find numerical solution of ordinary differential equations by Runge-Kutta method.
12. To find numerical solution of ordinary differential equations by Milne's method.
13. To find the numerical solution of Laplace equation.
14. To find numerical solution of wave equation.
15. To find numerical solution of heat equation.

Books Suggested :

1. Applied Numerical Analysis by Curtis F. Gerald and Patrick G. Wheatley-Pearson, Education Ltd.
2. Numerical Method : E. Balagurusamy T.M.H.

Note : Ten experiments are to be performed, out of which atleast seven experiments should be performed from above list. Remaining three experiments may either be performed from the above list or designed by the concerned institution as per the scope of the syllabus.

Paper-IV MC-3.3.4 Corporate Legal Framework-I

Max. Marks : 80

Time : 3 Hrs.

Note : The examiner shall set nine questions in all covering the whole syllabus. Question No. 1 will be compulsory covering all the units and shall carry 8 small questions of two marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All questions shall carry 16 marks each.

Course Inputs**Unit-1 The companies Act 1956 (Relevant Provisions) :**

Definition, Types of companies, Formation of company; Promotion, Incorporation and commencement of business.

Unit-II Memorandum of Association, Articles of Association, Prospectus, Shares, Allotment, Share Certificate, Share warrant, Calls on shares, Forfeiture of shares, Share capital and types of shares.

Unit-III Membership, Transfer and Transmission of shares, Management of company: Directors-appointment, powers, duties, company meetings, resolutions.

Unit-IV Borrowing powers and Debentures, Dividends and Bonus shares, managerial remuneration. Winding up and Dissolutions: meaning, modes of winding up, payment of liabilities.

Suggested Readings :

1. Taxmann's company Act 1998.
2. Taxmann's master guide to companies Act 1998.
3. Company Law: Ashok K Bangrial Vikas Publishing House, Pvt. Ltd. Delhi.
4. Company Law : Avtar Singh Eastern Book Company.

Paper-V MC-3.3.5 Financial Institutions and Market-I

Max. Marks : 80

Time : 3 Hrs.

Note : The examiner shall set nine questions in all covering the whole syllabus. Question No. 1 will be compulsory covering all the units and shall carry 8 small questions of two marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All questions shall carry 16 marks each.

Course Inputs

Unit-1 Introduction : Nature and role of financial system; financial system and financial markets; financial system and economic development; Indian financial system-an overview.

Unit-2 Financial Markets: Money and capital markets; Money market-meaning, constituents, functions of money market; Money market instruments-call money, treasury bills, certificates of deposits, commercial bills, trade bills etc., Recent trends in Indian money markets; capital-market-primary and secondary markets; Depository system; government securities market; Role of SEBI-an overview; recent developments.

Unit-3 Reserve Bank of India : Organisation, management and functions; credit creation and credit control; Monetary policy.

Unit-4 Commercial Banks: Meaning, functions, management and investment policies of commercial banks; Present structure; E-banking and e-trading, recent developments in commercial banking.

Suggested Readings :

1. Avdhani : Investment and securities markets in India, Himalaya Publications, Delhi.
2. Bhole, L.M. Financial Markets and Institutions, Tata McGraw Hill, Delhi.
3. Ghosh, D: Banking Policy in India, Allied Publications, Delhi.
4. Giddy, I.H. : Global Financial Markets, A.I.T.B.S., Delhi.
5. Khan, M.Y. Indian Financial System, Tata McGraw Hill, Delhi.
6. Reserve Bank of India, Various Reports, RBI Publications, Mumbai.
7. Varshney, P.N. : Indian Financial System, Sultan Chand & Sons, New Delhi.
8. Averbach, Robert D: Money, Banking and Financial Markets : Mac Millan, London.
9. Srivastava, R.M. : Management of Indian financial Institutions: Himalaya Publishing House, Mumbai.
10. Verma, J.C. Guide to Mutual funds and *investment Portfolio*, Bharat Publishing House, New Delhi.

Paper-VI MC-3.3.6 Small Business Financial Management-I

Max. Marks : 80

Time : 3 Hrs.

Note : The examiner shall set nine questions in all covering the whole syllabus. Question No. 1 will be compulsory covering all the units and shall carry 8 small questions of two marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All questions shall carry 16 marks each.

Course Inputs

Unit-1 Small Business : Meaning, Definition, Nature, Importance; Legal Forums of Small Business organisations Problems of small business organisation, Govt. policy regarding small business; Future of small business in India.

Unit-2 Financial Management in small Business : Small business versus Large Business from the viewpoint of financial management;

Unit-3 Capital budgeting process in small business-Pay back Method, Average Rate Return, Internal rate of return and Net present value method; Analysis of risk and uncertainties.

Unit-4 Working Capital Management in Small Business-Nature and importance of working capital in small companies Cash Management, Receivable Management.

Suggested Readings :

1. Francis Charunilam, Business and Government, Himalaya Publishing House, New Delhi.
2. M.Y. Khan and P.K. Jain, Financial Management Theory and Practice, Tata McGraw Hill, New Delhi.

3. Prasana Chandra, Financial Management Theory and Practice, Tata McGraw Hill, New Delhi.
4. Khan R.R. Management of Small Scale Industries, Sultan Chand and Sons, New Delhi.
5. Sharma, G.D. How to start your own small business, Press and Publication Agency, New Delhi.
6. Sharma, G.D. How to start your own small business, Press and Publication Agency, New Delhi.
7. I.M. Pandey, Financial Management.

Group-IV**Paper-I MC-3.4.1 Foreign Trade Policy, Procedures and Documentation-I**

Max. Marks : 80

Time : 3 Hrs.

Note : The examiner shall set nine questions in all covering the whole syllabus. Question No. 1 will be compulsory covering all the units and shall carry 8 small questions of two marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All questions shall carry 16 marks each.

Course Inputs

Unit-1 International Trade : Theories of international trade, absolute and comparative advantage theories; Modern theory of international trade-Heckscher-Ohlin theory; terms of trade; theory of international trade-Heckscher-Ohlin theory; terms of trade; theory of international trade in services; Balance of payments and adjustment mechanism.

Unit-2 Commercial Policy Instruments : Tariffs, quotas, anti dumping/countervailing duties; technical Standards; Exchange controls and other non tariff measures.

Unit-3 India's Foreign Trade: Policy, export promotion and the institutional set up; Deemed exports; Convertibility; Policy on foreign collaborations and counter trade arrangements; Indian joint ventures abroad; Project and consultancy exports.

Unit-4 Instruments of Export Promotion : Export assistance and measures, import facilities, Duty Exemption Schemes; Duty drawback; Tax concessions; Marketing assistance; 100% Export Oriented Units; EPZs and SEZs; EPCG scheme.

Suggested Readings :

1. Customs and Excise Law Times : various issues.
2. Economic survey : Ministry of Finance, Govt of India, various issues.

3. Import and Export Policy : Ministry of Commerce, various issues.
4. Verma, M.L. International Trade, Common wealth Publishers.
5. Export-Import Policy : Ministry of commerce, Govt. of India.
6. Handbook of Export-Import Procedures: Ministry of Commerce, Govt. of India.
7. Ram, Paras : Exports : What, Where and How? Anupam Publications, New Delhi.
8. Report of working Group on Export Houses: Ministry of Commerce.
9. Sodersten, B.O. International Economics, McMillan, London, Varshney Bhattacharya: International Marketing Management, Sultan Chand, New Delhi.
10. World Development Report : World Bank, Washington, D.C.
11. Mahajan M.I. : Exports : Do it yourself, Snowwhite Publications, New Delhi.

Paper-II MC-3.4.2 International Finance-I

Max. Marks : 80

Time : 3 Hrs.

Note : The examiner shall set nine questions in all covering the whole syllabus. Question No. 1 will be compulsory covering all the units and shall carry 8 small questions of two marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All questions shall carry 16 marks each.

Course Inputs

Unit-1 International Finance : Meaning, Nature and Importance, Bretton Woods Conference and afterwards, I.M.F. and World Bank, Methods of International Investments. Balance of Payments and its Components. Current Trends in international Trade and Finance. International Flow of : Goods, Service and Capital Coping with Current Account Deficit.

Unit-2 International Monetary System : Developments, Gold Standard, Bretton Wood System, Fixed Parity System. Smithsonian arrangement, Exchange Rate Regime Sine 1973, Floating System.

Unit-3 International liquidity, Creation of SDRs, IMFs, funding facilities, the European Monetary system, Monetary and banking Institutions in International Markets.

Unit-4 International Capital and Money Market Instruments: GDRs ADRs, Euro Bonds, Euro Loans, Repos, CPs, floating rate instruments, loan-syndication and Euro-deposits.

Suggested Readings :

1. Apte, P.G. Global Business Finance (ed. 2002) T.M.H. New Delhi.

2. Buckley, Adrian, Multinational Finance, Prentice Hall, New Delhi.
3. Henning, C.N. W. Piggot and W.H. Scott. International Financial Management, Mc Graw Hill (Intl. Edition).
4. Shappro, Alan C. Multinational, Financial Management, Prentice Hall of India, New Delhi.
5. Sharan, V. International Financial Management, Prentice Hall of India, New Delhi.
6. Bhalla, V.K. International Financial Management, Text & Cases, The Economic Time.

Paper-III MC-3.4.3 International Marketing-I

Max. Marks : 80

Time : 3 Hrs.

Note : The examiner shall set nine questions in all covering the whole syllabus. Question No. 1 will be compulsory covering all the units and shall carry 8 small questions of two marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All questions shall carry 16 marks each.

Course Inputs

Unit-1 International to International Marketing : Nature and significance; Complexities in international marketing; Transition form domestic to transnational marketing; International market orientation-EPRG framework; International market entry strategies.

Unit-2 International Marketing Environment : Internal environment; external environment-geographical, demographic economic, socio-cultural, political and legal environment; Impact of environment on international marketing decisions.

Unit-3 Foreign Market Selection : Global market segmentation: Selection of foreign markets; international positioning.

Unit-4 Product Decisions : Product planning for global markets; Standardization Vs. product adaptation; New product development; Management of international brands; Packaging and labeling; provision of sales related services.

Suggested Readings :

1. Czinkota, M.R. : International Marketing, Dryden Press, Boston.
2. Fayerweather, John : International Marketing, Prentice hall, New Delhi.

Paper-III MC-3.4.3 International Marketing-I

Max. Marks : 80
Time : 3 Hrs.

Note : The examiner shall set nine questions in all covering the whole syllabus. Question No. 1 will be compulsory covering all the units and shall carry 8 small questions of two marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All questions shall carry 16 marks each.

Course Inputs

Unit-1 Interoduction to International Marketing : Nature and significance; Complexities in international marketing; Transition from domestic to transnational marketing; International market orientation-EPRG framework; International market entry strategies.

Unit-2 International Marketing Environment: Internal environment; External environment-geographical, demographic, economic, socio-cultural, political and legal environment; Impact of environment on international marketing decisions.

Unit-3 Foreign Market Selection : Global market segmentation; Selection of foreign markets; international positioning.

Unit-4 Product Decisions : Product planning for global markets; Standardization vs. product adaptation; New product development; Management of international brands; Packaging and labeling; Provision of sales related services.

Suggested Readings :

1. Czinkota, M.R. International Marketing, Dryden Press, Boston.
2. Fayerweather, John : International Marketing, Prentice Hall, New Delhi.

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3. Jain, S.C. International Marketing, CBS Publications, New Delhi.
 4. Keegan, Warren J : Global Marketing Management, Prentice Hall, New Delhi.
 5. Onkvisit, Sak and John J. Shaw : International Marketing : Analysis and Strategy, Prentice Hall, New Delhi.
 6. Paliwoda, S.J.(ED) : International Marketing, Reader, Routledge, London.
 7. Paliwoda, Stanley J : The Essence of International Marketing, Prentice Hall, New Delhi.
 8. Sarathy, R and V Terpstra: International Marketing, Dryden Press, Boston.
 9. Vsudeva P.K., International Marketing; Excel books, New Delhi.

Paper-IV MC-3.4.4 International Business Laws and Taxation-I

Max. Marks : 80

Time : 3 Hrs.

Note : The examiner shall set nine questions in all covering the whole syllabus. Question No. 1 will be compulsory covering all the units and shall carry 8 small questions of two marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All questions shall carry 16 marks each.

Course Inputs

Unit-1 Legal framework of International Business: Nature and complexities :Code and common laws and their implications to business. International Business contract-legal provisions, Payment terms, International sales agreements, Rights and Duties of agencies and distributors.

Unit-II Regulatory framework of WTO: Basic principles and charter of GATT/WTO; regional groupings, Subsidies, Technical standards, anti dumping duties and other non tariff barriers.

Unit-III Custom valuation and dispute settlement, implications of WTO to important sectors-GATS, TRIPs, TRIMs, Enforcement of contracts and dispute settlement, International commercial arbitration.

Unit-IV Regulations and Treaties regarding : Licensing, Franchising, Joint ventures, patents, Trademarks, Technology transfers, Telecommunications.

Suggested Readings :

1. Deniels, John, Earnest. W ogramand Lee H. Redbungh : International Business Environment and Operations.
2. GATT/WTO various publications.
3. Handbook of Import-Export Procedure : Govt. of India.
4. Journal of world trade law.

5. Law, Julton D.M. & elive stand brook : (eds) International Trade Law and Practice, Euro money Publications, London.
6. Patrick, Hearn: International Business Agreements: Gover Publishing Co., Pvt.
7. Kapoor, N.D. Commercial Laws Sultan Chand & Co. New Delhi.

Paper-V MC-3.3.3 International Business Environment-I

Max. Marks : 80

Time : 3 Hrs.

Note : The examiner shall set nine questions in all covering the whole syllabus. Question No. 1 will be compulsory covering all the units and shall carry 8 small questions of two marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All questions shall carry 16 marks each.

Course Inputs

Unit-1 International Business and Environment : Meaning, Nature, significance, dimensions, types Level of International Business and its Environment; Business Environment and strategic decisions: Geographic Economic, political, Demographic, Social/ Cultural and Regulatory Framework.

Unit-2 International Economic Cooperation and Agreements; Regional Economic Integration (trade Blocks); Integration, Customs-Union, European Union, Indo-Eu Trade, Euro, south-south cooperation (SAARC, SAPTA, Indo-Lanka free Trade Agreements, NAFTA. International commodity Agreements; Generalised and Global systems of Trade preferences (GSP & GSTP); International Trade and Investment Theories.

Unit-3 International Economic Institutions: IMF, WB, ADB, UNCTAD, IMODO and WTO Multi-Fibre arrangement (MFA); International Trade and Payments (Protectionism, Barriers; Tariff & Non-Tariff); State-Trading, Foreign-Trade Policy; Global Sourcing, BOPs, BOT and Indian scene.

Unit-4 Environment of International Investment: foreign Investment; Meaning, significance, types, growth, Dispersion of foreign investment: Cross-Borders m. & As, Foreign Investment in India and By Indian Companies, MNCs: Meaning,

Organisational Models, Importance and Dominance, Code of Conduct and Transfer of Technology, MNCs in India.

References :

1. Bhattacharya, B. : Going International Response Strategies for Indian Sector, Wheeler Pub. Co., New Delhi.
2. Black and Sundaram : International Business Environment prentice hall, New Delhi.
3. Buckley, Ardin : The Essence of international Money, Prentice hall, New Delhi.
4. Daniels, John D and Lee H Radebaugh : International Business : Environment, and Operations, Readings.
5. Letiche, John M : International Economics Policies and Theoretical Foundations, Academic Press, New York.
6. Soderten, B.O.: International Economics, Macmillan, Landon Rao, P. Subha, International Business, Himalaya Pub. House, Mumbai.

Paper-VI MC-3.4.6 Operations Research-I

Max. Marks : 80

Time : 3 Hrs.

Note : The examiner shall set nine questions in all covering the whole syllabus. Question No. 1 will be compulsory covering all the units and shall carry 8 small questions of two marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All questions shall carry 16 marks each.

Course Inputs

Unit-1 Operation Research : Concept and significance of operations research ; Evolution of operation research; Steps in designing operations research studies; Operations research models, Methodology.

Unit-2 Linear Programming and its Applications: Graphic method and simplex method.

Unit-3 Duality problem: Transpiration problem; Assignment problem.

Unit-4 Introduction to Other Types of Programming : Goal programming; Integer programming; Dynamic programming Non-linear programming (introductory only).

Suggested Readings :

1. Sharma J.K. : Operations Research-Theory and Applications, Macmillan India Ltd., New Delhi.
2. Aggarwal, J.D. and Sagarika Ghosh : Quantitative Techniques for Financial Analysis, Indian Institute of Finance, New Delhi.
3. Billy, E. Gillett : Introduction to Operations Research-A Computer Oriented.
4. Algorithmic Approach, Tata McGraw Hill Publishing Ltd., New Delhi Lucey, T :

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5. Quantitative Techniques, D.P. Publications, London, sharma, K.R. : Quantitative.
 6. Techniques and Operations Research : Kalyani Publications, Ludhiana Taha, Hamdy A : Operations Research-An Introduction, Prentice Hall, New Delhi, Vohra, N.D.
 7. Quantitative Techniques in Management, Tata McGraw Hill, New Delhi, Wanger, H.M: Principles of Operations Research, Prentice Hall, Delhi.
 8. Watsman, Terry J. and Parramor Ketith : Quantitative Methods in Finance, International Thompson Business Press.
 9. Sharma SC, Sehenoy GV, Srivastava VK : Quantitative Techniques for Managerial Decision Making; Wiley Western Ltd., New Delhi.

M.Com.-Final-IV Semester**Paper-I MC-4.0.1 Operations Research-I**

Max. Marks : 80

Time : 3 Hrs.

Note : The examiner shall set nine questions in all covering the whole syllabus. Question No. 1 will be compulsory covering all the units and shall carry 8 small questions of two marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All questions shall carry 16 marks each.

Course Inputs

Unit-1 Strategic Analysis and Choice: The Process of Strategic Choice, Corporate Level Strategic Analysis, Business Level Strategic Analysis, Subjective Factors in Strategic Choice, Contingency Strategy, Strategic Plan.

Unit-2 Strategy Implementation : Inter relationship between formulation and Implementation, Aspects of Strategic Implementation, Project Implementation, Procedural implementation, Resource Allocation; Strategy and Structures; Structural Considerations, Structures for Strategies; Organisational Design and Change.

Unit-3 Behavioural Impementation : Leadership Implementation, Corporate Culture, Corporate Politics and Use of Power, Personal values and Business Ethics.

Functional Implementation : Functional Strategies, Functional Plans and Policies, marketing Plans and Policies, Financial Plans and Policies, personnel Plans and Policies, Operations Plans and Policies.

Unit-4 Strategic Evaluation and Control : Overview of Strategic Evaluation and Control, Techniques of Strategic Evaluation and control.

Suggested Readings :

1. **Bhattachary, S.K. and N. Venkataramin :** Managing Business Enter rises : Strategies, Structures and Systems, Vikas Publishing House, new Delhi.
2. Chreistensen, C. Ronald, Kenneth R. andrews, Joseph L. Bower, Rochard G. Hamermesh, Michael E. Porter : Business policy : Text and cases, Richard D. Irwin, Inc., Homewood, Illinois.
3. **Coulter, Mary K :** Strategic M<anagement in Action, Prtentice Hall, New Jersey.

Paper-II MC-4.0.2 Accounting Theory and Practice

Max. Marks : 80

Time : 3 Hrs.

Note : The examiner shall set nine questions in all covering the whole syllabus. Question No. 1 will be compulsory covering all the units and shall carry 8 small questions of two marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All questions shall carry 16 marks each.

Course Inputs

Unit-1 Financial Disclosures and Reporting : Objectives and Concepts, Developing a financial Reporting Framework, Need for financial reporting standards, trueblood report and the 'Corporate Report' on Disclosure reporting' FASB concept No. 1 An effective corporate report. Accounting Standard-I on "Disclosure of Accounting Policies" IASC's conceptual framework for preparation and presentation of financial statements.

Unit-2 Specific reporting issues : Segment, Interim, Social Environmental reporting including AS-17 and AS-25. Related Parties Disclosures (AS-18), Financial Reporting of Interests in Joint Ventures (AS-27).

Unit-3 Accounting Standards formation : Meaning of AS, Process of Standards settings in India and by IASC, AS-2, AS_3, AS-6, AS-9, AS-10, AS-11, AS-14, AS-19, AS-20, As-26 and AS-28 in detail. Hamonisation in Accounting and Reporting (including Recommendation of RBI and SEBI).

Unit-4 Contemporary Issues in Accounting : Human Resource Accounting, Accounting for priced-Level changes, Value added Accountng and Reporting, Forensic Accounting and Reporting.

Suggested Readings :

1. Kenneth S. Most, "Accounting Theory" Ohio Grid Inc.
2. Jawahar Lal, "Corporate Financial Reporting : Theory and Practice" taxman, 2nd Ed.
3. Vijay Kumar, M.P. "First Lesson on Accounting Standards", Snowwhite.
4. Glautier, H.W.E. And Undordown. B. "Accounting Theory and Practice" (Arnold Heinemann).

Paper-I MC-4.1.1 Corporate Tax Planning and Management-II

Max. Marks : 80

Time : 3 Hrs.

Note : The examiner shall set nine questions in all covering the whole syllabus. Question No. 1 will be compulsory covering all the units and shall carry 8 small questions of two marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All questions shall carry 16 marks each.

Course Inputs

Unit-1 Tax provisions relating to deduction of tax at source and Advance payment of tax, Taxation of fringe benefits. Tax planning in respect of managerial remuneration.

Unit-2 Tax planning and Financial Management Decisions : Tax Planning relating to capital structure decisions, Dividend policy, Inter corporate Dividends, Bonus share and Bonus debentures, Tax planning in respect of own or lease.

Unit-3 Tax planning and Financial Management Decisions : Tax planning in respect of sale of assets used for scientific research, Make or buy decisions, Repair replace, Renewal or renovation of an asset, Shut down or continue decisions.

Unit-4 Tax planning in respect of selling in domestic or foreign market, Avoidance of double taxation agreements, Tax provisions relating to foreign collaborations and joint ventures and tax planning in respect of there of.

Suggested Readings :

- 1. Corporate Tax Planning & Management :** Dr. H.C. Mehrotra & Dr. S.P. Goyal Sahitya Bhawan Agra.
- 2. Direct Tax Planning & Management :** Dr. V.K. Singhanian, Dr. Kapial Singhanian, Monica Singhanian, Taxmann Publications.
- 3. Planning and Management of corporate Taxation :** V.P. Gaur, DB Narang, Rajeev Puri-Kalyani Publishers, New Delhi.

Paper-II MC-4.1.2 Advanced Accounting-II

Max. Marks : 80

Time : 3 Hrs.

Note : The examiner shall set nine questions in all covering the whole syllabus. Question No. 1 will be compulsory covering all the units and shall carry 8 small questions of two marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All questions shall carry 16 marks each.

Course Inputs

Unit-1 Accounts for holding and subsidiary Companies, Definition–Accounts–Consolidation, Preparation of Gross up-to-date Balance Sheet–Minority Interest Preacquisition, Capital Profits–Cost of Control or Goodwill–inter Company Balances, Unrealised Inter Company Profits–Revaluation of Assets and Liabilities–Bonus Shares–Treatment of Dividend–More than one subsidiary–Inter company holdings–Consolidated profit and Loss Account.

Unit-2 Liquidation : Scope–Contributory–Preferential payments–Preference Dividend–Statement of Affairs and Deficiency/Account–Liquidators final Statement of Accounts–Liquidator remuneration–Recover for Debenture holders–List of Contributors.

Double Account System (including Accounts of Electricity concern) Nature–Features of Double Accounts System–Receipt and Expenditure on Capital Accounts–General Balance Sheet–Personal Account–Met Revenue Accounts–Difference Between Single Account System and Double Accounts System –Replacement of an Assets–Accounts of Electricity Companies.

Unit-3 Farm Accounting–Meaning, Limitations of Historic Accounting, Methods of Accounting for price level changes–

General price level Accounting or current purchasing power Accounting–Current Cost Accounting Method–An Appraisal of C.P. and C.C.A. Method. Human Resource accounting : Meaning–Approaches to HRA–Assumptions–methods–Human Resource Cost Accounting–Historical cost Accounting–Replacement cost method–opportunity cost method–Human Resource value Accounting.

References :

1. Beams, F.A; Advanced Accounting, Prentice Hall, New Jersey.
2. Dearden, J. and S.K. Bhattacharya : Accounting for Management, Vikas Publishing House, New Delhi.
3. Engler, C., L.A. Bernstien and K.R. Lambert : Advanced Accounting, Irwin Chicago.
4. Fischer, P.M., W.J. Taylor and J.A. Leer; Advanced Accounting, South–Western, Ohio. Gupta R.L. Advanced Financial Accounting, S Chand and Co. New Delhi.
5. Kesio D.E. and J.J. Weygandt : Intermediate Accounting, John Wiley and sons, N.Y.
6. Maheshwari, S.N.: Advanced Accounting-Vol. II. Vikas Publishing Housing, New Delhi.
7. Monga J.R. : Advanced, Mayoor Paperbacks, Noida.
8. Narayanaswamy, R. : Financial Accounting : A Managerial Perspective, Hall of India, Delhi.
9. Neigs, R.F. Financial Accounting, Tata Mc Graw Hill, New Delhi.
10. Shukla, M.C. and T.S. Grewal : Advanced Accountancy, Sultan Chand Co., New Delhi.
11. Warren C.S. and P.E. Fess : Principles of Financial and Managerial Accounting, South-Western, Ohio.

Paper-III MC-4.1.3 Security Analysis and portfolio Mangement-II

Max. Marks : 80

Time : 3 Hrs.

Note : The examiner shall set nine questions in all covering the whole syllabus. Question No. 1 will be compulsory covering all the units and shall carry 8 small questions of two marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All questions shall carry 16 marks each.

Course Inputs

Unit-1 Return and Risk Analysis : Types of Returns and Risks, Measurement of risks and returns: Efficient–Market theory; Portfolio: Meaning and benefits. The benefits of diversification in portfolio management. Role of standard deviation and correlation coefficient in risk–return analysis. Time value of money (with intra year compounding and discounting).

Unit-2 Portfolio Theory : Portfolio risk & return, optimal portfolio, Risk less lending and borrowings. Markowity: Portfolio selection model; Shape: The Single Index Model. Immunization and duration in bond portfolios.

Unit-3 Capital Asset Pricing Model including SML and CML; Empirical evidence on CAPM (with numerical); factor Models and Arbitrage pricing theory; Risk tolerance and asset allocation. The Zero Beta Model, behavioural Finance and the guidelines for Investment Decisions.

Unit-4 Portfolio Performance Evaluation (including M2 measure of performance and style analysis); Risk adjusted measures of return; Strategies of the Great Masters.

Suggested Readings :

1. ZVIBodi et al, "investments" 6th Ed. MGH companies.
2. Ranganatham, M. and madhumati, R. "Investment Analysis and Portfolio Management", Person.

Paper-IV MC-4.1.4 Multinational Finance-II

Max. Marks : 80

Time : 3 Hrs.

Note : The examiner shall set nine questions in all covering the whole syllabus. Question No. 1 will be compulsory covering all the units and shall carry 8 small questions of two marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All questions shall carry 16 marks each.

Course Inputs

Unit-1 Financing Foreign Operations I : Short-Term financing, Financing the Foreign Trade; International Banking (including Baker-Plan and Macro Prudential Indicators). Eurocurrency-market (including instruments and intern rates), Commercial Borrowings and Euro-Issues.

Unit-2 Financing Foreign Operations II : Special Financing Vehicles; Designing a Global Financing Strategy; Interest rate and Currency Swaps (including parallel and Back-to-Back loans).

Unit-3 MNCs and International Taxation; Various models of Treaties on Taxation; Meaning and computation of Arm's length price, transfer pricing, International portfolio investment:-Measurement of total returns, Benefits of international equity financing, International bond investing and optional international asset allocation.

Unit-4 Measurement and management of political risk in foreign investment; International bank crisis, Depositories: Global Depository Receipts and American Depository Receipts, Country Risk Analysis in International Banking, Euro and its implications for indian banking.

Suggested Readings :

1. Apte, P.G. : International Financial Management, Tata McGraw Hill, New Delhi.

2. **Backley, Adrian** : Multinational Finance, prentice hall, New Delhi.
3. **Eitman, D.K. and A.I. stenehill** : Multinational Business Cash Finance, Adison Wesley.
4. **Henning, C.N. W Piggot and W.H. Scott** : International Financial Management, McGraw Hill, Int. Ed., New York.
5. **Levi, Maurice D** : International Finance, McGraw-Hill International Edition.
6. **Rodriqufe, R.M. and E.E. Carter** : International financial Management, Prentice Hall, International Edition.
7. **Shaprio, Alan. C:** Mulatinationa Finacial Management, Prentice Hall, New Delhi.
8. **Zeneff, D. and J Zwick** : International Financial Management, Prentice Hall, International Edition.

Paper-V MC-4.1.5 Merchant Banking-II

Max. Marks : 80

Time : 3 Hrs.

Note : The examiner shall set nine questions in all covering the whole syllabus. Question No. 1 will be compulsory covering all the units and shall carry 8 small questions of two marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All questions shall carry 16 marks each.

Course Inputs

Unit-1 Long Term Finance and short Term Finance : Term Loan, Working Capital Loans; Factoring and Forfaiting; Lease Financing and Decisions. Loan Syndication and Syndication–Document (Domestic & External).

Unit-2 Conversion of pvt. Ltd. companies into Public Limited Companies; Buy Back of Shares; mergers, Acquisitions, Amalgamation and Takeovers. SEBI Takeover Regulation (1997).

Unit-3 Mutual Funds; Portfolio Management (including Responsibility of Portfolio–Managers; Venture Capital: Indian scenario, sweat Equity, Venture capital Funds and Guideline for VCFs; overseas VC–Investments; Mode of Funding.

Unit-4 Non-resident Indian Investors; foreign Investment and Institutional Investors. Joint Ventures, Depositories and Custodians.

Suggested Readings :

1. S. Guruswamy, "Financial Markets and Institutions" Thomson.
2. Shashik Gupta et al. "Financial Institutions and markets" Kalyani Publishers. New Delhi.
3. H.R. Machiraju, " Merchant Banking : Principles and Practice" . New Age International Publishers.

Paper-VI MC-4.1.6 Wealth Tax and Service Tax

Max. Marks : 80

Time : 3 Hrs.

Note : The examiner shall set nine questions in all covering the whole syllabus. Question No. 1 will be compulsory covering all the units and shall carry 8 small questions of two marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All questions shall carry 16 marks each.

Course Inputs

Unit-1 Basic concepts, Person, Assessee, Assets, Valuation, date, Net wealth, Scope of wealth tax, Deemed assets.

Unit-2 Assets exempt from wealth tax, Valuation of assets, computation of net wealth and wealth tax.

Unit-3 Procedure of assessment under wealth tax Act : wealth tax return, Assessment, Liability to assessment in special cases; Tax of deceased person payable by legal representative, assessment in case of executors, Assessment after partition of hindu Undivided Family.

Unit-4 Brief introduction of VAT and Service tax : Value Added Tax; Meaning, difference between value added tax and sales tax. Service tax : Meaning, value of taxable services, exemption from service tax, classification of services.

Suggested Readings :

1. Service Tax and VAT : V.S. Datey, Taxmann Publication.
2. All other readings suggested in 3 semester for Corporate Taxation.

Paper-VII MC-4.1.7 E-Commerce-II

Max. Marks : 80

Time : 3 Hrs.

Note : The examiner shall set nine questions in all covering the whole syllabus. Question No. 1 will be compulsory covering all the units and shall carry 8 small questions of two marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All questions shall carry 16 marks each.

Course Inputs

Unit-1 Business Models; Define Market Place Channel Structure; Business Models for E-Commerce, Business or Consumer Model; architectural Models of B2B E-Commerce. Concept of an Enterprising Resource Planning System (ERP); Functions of an ERP System; advantage and Disadvantage of an ERP System.

Unit-2 Concept and Definition of E-Retailing : History of E-Retailing; Different Models of E-Retailing; B2B and B2C Model of E-Commerce; B2C as a Model for Web based Information System in E-retailing; Key Technologies of B2C Model in E-Retailing-EPOS System, Functions of an EPOS System.

Methods of payment in E-Retailing; Securing the online payment system; Technological and Non-Technological measure for securing On-line payment;

Unit-3 Information Technology: Impact of IT on Business Environment, Applications of IT.

Internetworking Tools-Bridges, Routers, Gateways; Type of Threats and Sources of threats; On-Line payment and Financial Fraud; IT Act 2000. Internet Protocol–TCP/IP, OSI Model.

Unit-4 Management Information System (MIS); Concept of MIS; Elements of MIS; Computerized MIS; Characteristics of MIS; Approaches of MIS Development; Importance of MIS; MIS

and Decision Support System; Difference between DPS and MIS; MIS and Information Resource Management, Executive Information & Decision Support Systems; Artificial intelligence and expert systems; Role of Multi-Media;

Suggested Readings :

1. Introduction to Information system, ALEXIS LEON
2. E-business and E-Commerce Mgt, Dave Chaffey
3. E-Business

Group-II**Paper-I MC-4.2.1 Market Decisions**

Max. Marks : 80

Time : 3 Hrs.

Note : The examiner shall set nine questions in all covering the whole syllabus. Question No. 1 will be compulsory covering all the units and shall carry 8 small questions of two marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All questions shall carry 16 marks each.

Course Inputs

Unit-1 Product Decisions : Concept of a product; Classification of products; Major product decisions; Product line and product mix; Branding; Packaging and labeling; product life-cycle–strategic implications; New product development and consumer adoption process.

Unit-2 Distribution Channels and Physical Distribution Decisions: Nature, functions and types of distribution channels; distribution channel intermediaries; Channel management decisions; Retailing and wholesaling Decision–areas in the Management of Physical Distribution.

Unit-3 Pricing Decisions : Factors affecting price determination; Pricing policies and strategies; promotion Decisions; Communication process; promotion mix advertising, personal selling, sales promotion, publicity and public relations; Determining advertising budget; Copy designing and its testing; Media selection; Advertising effectiveness; Sales promotion–tools and techniques.

Unit-4 Marketing Research : Meaning and scope of marketing research; Marketing research process. Marketing Organisation and Control: Organizing and controlling marketing operations. Issues and Developments in Marketing; Social, ethical and legal

aspects of marketing; Marketing of services; International marketing; Green marketing; Cyber marketing; Relationship marketing and other developments in marketing.

Suggested Readings :

1. Kotler, Keller, Koshy and Jha, Marketing Management-A South Asian Perspective, Pearson.

Paper-I MC-4.2.2 Market Decisions

Max. Marks : 80

Time : 3 Hrs.

Note : The examiner shall set nine questions in all covering the whole syllabus. Question No. 1 will be compulsory covering all the units and shall carry 8 small questions of two marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All questions shall carry 16 marks each.

Course Inputs

Unit-1 Sampling Plan : Universe, sample frame and sampling unit; sampling techniques; Sample size Determination. Data Collection: Organisation of field work and survey Errors-sampling and non-sampling errors.

Unit-2 Data Analysis : I ANOVA and Design of Experiments, Discriminant Analysis, Univariate, bivariate and multivariate data analysis.

Unit-3 Data Analysis : II Logistic Regression for Classification and prediction, Factor Analysis for Data Reduction, Cluster Analysis for Market Segmentation, Multidimensional Scaling for brand positioning, Conjoint Analysis for product Design.

Unit-4 Report preparation and presentation. Market Research applications; Product research; advertising research; Sales and Market Research; International marketing research; Marketing research in India.

Suggested Readings :

1. Beri, G.C. : Marketing Research, Tata McGraw Hill, New Delhi.
2. Boyd, H.W., Ralph Westfall and S.F. S.F. Starsh: Marketing Research, Prentice hall, New Delhi.

3. Green, Paul E., Donal S. Tull and Gerals Albaum : Research for Marketing Decision, Prentice Hall, New Delhi.
4. Hooda, R.P. Statistics for Business and Economics, Macmillan India, New Delhi.
5. Luck, D.J. : Marketing Research, Prentice Hall, New Delhi.

Paper-III MC-4.2.3 International Business Environment-II

Max. Marks : 80

Time : 3 Hrs.

Note : The examiner shall set nine questions in all covering the whole syllabus. Question No. 1 will be compulsory covering all the units and shall carry 8 small questions of two marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All questions shall carry 16 marks each.

Course Inputs

Unit-1 Global Competitiveness : Indicators of competitiveness; Competitive advantage of nations, Technology and Global competitiveness; Sources of Technological dynamics; Impact of Globalization and technology.

Unit-2 International Monetary System : PreBretton Woods period: The Bretton Woods System; Break Down of Bretton Woods System; emergence of managed Floating; European Monetary System; European currency Unit (ECU); and Euro, International Banking, Eurocurrency Market.

Unit-3 Foreign Exchange Market : Types of Exchange Rates, Participation in Foreign Exchange Market, types of foreign Exchange Market, ER Quotas. Determination of Foreign Exchange Rates; Futures, Options and Swap-Operations, Arbitrage, Convertibility of Rupee. ER-Arrangements in India.

Unit-4 International Banking: Meaning, Growth, types of International Banking Offices. Eurocurrency Market : Meaning, Scope Features, Growth, Participants, euro-dollar Market. Currency Exchange risks and their Management. FEMA. Recent Developments in International Business.

References :

1. **Bhattacharya, B. :** Going International Response Strategies for Indian Sector, Wheeler Pub. Co.

2. **Black and Sundaram :** International Business Environment, Prentice Hall, New Delhi.
3. **Buckley, Ardin :** The Essence of International Money, Prentice Hall, New Delhi.
4. **Daniels, John D and Lee H Radebaugh:** International Business : Environment, and Operations, Readings.
5. **Letiche, John M :** International Economics Policies and Theoretical Foundations, Academic Press, New York.
6. **Sodersten, B.O. :** International Economics, Macmillan, London Rao, P. Subha, International Business, Himalaya Pub. House, Mumbai.

Paper-IV MC-4.2.4 Financial Management-II

Max. Marks : 80

Time : 3 Hrs.

Note : The examiner shall set nine questions in all covering the whole syllabus. Question No. 1 will be compulsory covering all the units and shall carry 8 small questions of two marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All questions shall carry 16 marks each.

Course Inputs

Unit-1 Working Capital Management, Concept, Need, Determinants, Finance mix for working capital, Estimating working capital needs; cash management; The Cash Budget, Techniques of cash management and marketable securities; Management of receivables; Objectives, factors affecting policies for managing accounts receivables; Inventory Management: Objectives, Inventory Management techniques.

Unit-2 Financing Decisions : Capital Structure Theories, taxation and capital structure; planning the capital structure, Factors affecting capital structure, E.B.I.T.-E.P.S analysis, ROI-ROE analysis, Assessment of Debt Capacity, Capital Structure Policies in Practice.

Unit-3 Dividend Decision :Theories of Dividends-traditional position, Gordon Model, Walter model, M.M. Model, Redical Model, Factors affecting dividend policy, stock dividends and stock splits, Repurchase of stock procedural and legal aspects of dividends.

Unit-4 Sources of Working Capital Funds : Accruals, trade, credit, commercial banks advances, public deposits, Inter corporate deposits, short term loans from financial institution, right debentures for working capital, commercial papers and factoring. Regulation of Bank Finance:-Recommendations of Latest Committee.

Suggested Readings :

1. M.Y. Khan and P.K. Jain 'Financial Management'
2. I.M. Pandey 'Financial Management'
3. Parsana Chandra 'Financial Management Theory and Practice'
4. Aggarwal and Aggarwal 'Financial Management 'Hindi Medium.
5. Van Horse, James C. 'Financial Management and Policy.

Paper-V MC-4.2.5 Cost Management

Max. Marks : 80

Time : 3 Hrs.

Note : The examiner shall set nine questions in all covering the whole syllabus. Question No. 1 will be compulsory covering all the units and shall carry 8 small questions of two marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All questions shall carry 16 marks each.

Course Inputs

Unit-1 Cost Control, importance of Cost Control, elementary of a Cost Control, Scheme, Cost control Techniques, Cost Control in Individual Cost Elements, Cost reduction, cost reduction process, Tools and techniques of Cost reduction. Value Analysis, Types of Value, Procedures of Value Analysis, Relationship between value, function and cost, Techniques of value analysis developed by Lawrance D. Miles.

Unit-2 Activity based Costing (ABC), Inadequancies of traditional methods of overhead absorption. Under costing and over costing, Product-Cost-Cross subsidization, Cost Hierarchies, Cost Drivers and cost pools, implementing ABC system for cost management and profitability, Kaplan and Cooper's approach to ABC.

Unit-3 Productivity, Concept, Measurement of productivity, Productivity of Material, labour and other Factors, Productivity of Management Resources, Importance of human Factor in productivity Drive, Productivity and Profitability. Supply chain Analysis, Key Success Factors, Value chain analysis, Steps in Value Chain analysis, Value Chain Analysis for assessing competitive advantage.

Unit-4 Target Costing, origin, steps or stages in target costing, traditional vs. target costing, target costing process, impact of target costing on profitability. Kaizen, Concept, Procedure for implementation, evaluation, Kaizen Costing. Business process Outsourcing

(BPO), Concept, Major Areas, types of outsourcing, Outsourcing vs. Contracting, Outsourcing Vs. BPO, Business process Reengineering (BPR), Concept, Methodology, Synergy, characteristics, types.

Suggested Readings :

1. **Saxena and Vashishtha:** advanced Cost Accounting; Sultan Chand and Sons, Delhi.
2. **Hornigren Charles. T :** Cost Accounting-A Managerial Emphasis. Pearson Publications, Delhi.
3. **Ravi M. Kishore :** Cost Management–Taxman Publications, Delhi.
4. **Jain, S.P.K.L. Narang :** Advanced Cost Accounting Kalyani Publications, Delhi.

Paper-VI MC-4.2.6 Human Resource Management-II

Max. Marks : 80

Time : 3 Hrs.

Note : The examiner shall set nine questions in all covering the whole syllabus. Question No. 1 will be compulsory covering all the units and shall carry 8 small questions of two marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All questions shall carry 16 marks each.

Course Inputs

Unit-1 Employee Morale and productivity; Employee Morale; Concept, Nature and significance of morale, Determinants of morale and measurement of morale. Productivity: Concept and significance of productivity, Measurement of Productivity, Factors influencing Industrial productivity, measures to improve productivity and relationship between morale and productivity.

Unit-2 Workers participation in management : Workers participation in management (W.P.W): Concept, Need, Objectives and Forms of W.P.M; Pre-requisites of effective participation, Evaluation of the scheme of W.P.M., Essential features, Functions and progress of joint management Councils in India, Causes of failure of Joint Management Councils.

Unit-3 Trade Unions and Collective Bargaining : Trade Unions : Concept, Need, Functions and Objectives of Trade unions, Origin, Growth and development of Trade Unions in India, Difficulties and Principal drawbacks of Trade Unions movement in india.

Collective Bargaining : Concept, nature, Scope and functions of Collective Bargaining in India, Essentials for the success of collective bargaining in India.

Unit-4 Industrial Relations and Industrial Unrest :

Industrial Relations : Concept, Importance and Objectives of industrial relations, Contents of industrial relations, Participants

of industrial relations, Requirements of good industrial relation Programme.

Industrial Unrest : Meaning, forms and Causes of industrial disputes, Impact of Industrial Disputes on the Economy; Preventive and curative methods and Agencies for reconciliation of Industrial disputes.

Suggested Readings :

1. Rao P.Subba, Essentials of Human Resource Management, Himalaya Publishing House, Bombay.
2. Robins a. David, Human Resource Management, Prentice Hall of india, New Delhi.
3. Flippo, Edwin B, Principles of personnel management : McGraw hill Book Co. New York Ganguli, H.C. Industrial Productivity and Motivation, Asia Publishing House, Bombay.
4. Yoler, Dale, Personnel Management and Industrial Relations, Prentice hall of India, New Delhi.
5. Bowley, AM Handbook of Salary and Wage System, Grover Press, Essex.
6. Tracy, W.R. Designing, Training and development Systems., American Management Association, New York.
7. Yoder, D. Maheman, H.G. Turnbule J.G. and Stone, C. Handbook of Personnel Management and Industrial Relations McGraw Hill Book Co. New York.
8. Memoria, C.B. Personnel Management, Himalaya Publishing House, Bombay.
9. Indian Journal of Industrila Relations, Shri Ram Center for Industrial Relations, New Delhi.
10. Industrial Relations, Insitute of Industrial Relations, University of California, berkley, California.

Group-III**Paper-I MC-4.3.1 Entrepreneurship Development-II**

Max. Marks : 80

Time : 3 Hrs.

Note : The examiner shall set nine questions in all covering the whole syllabus. Question No. 1 will be compulsory covering all the units and shall carry 8 small questions of two marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All questions shall carry 16 marks each.

Course Inputs

Unit-1 Entrepreneurial Behaviour, Innovations and Entrepreneurs. Behavioural and Psycho Theories, social responsibility and Entrepreneurial Problems. Location Problems before Entrepreneurs.

Unit-2 Entrepreneurial Development : Meaning, Need, Programmes, Cycle and Objective. Rural area and ED, Structuring the EDPs; Inputs for and methods of Training, entrepreneurship Development programmes in India : An Evaluation.

Unit-3 Entrepreneurial Training : Why? Specialized; Institutions and Entrepreneurial Training; Designing an ETP; Objectives and courses of ETPs; Inputs for and methods of Training. Entrepreneurship Development Programmes in India : An Evaluation.

Unit-4 E-Commerce and Entrepreneurs, Exports and entrepreneurs. Balanced Regional Development and Entrepreneurs, relevant Acts for Entrepreneurs (An overview only); Foreign Exchange and Entrepreneurs. Micro and small enterprises; Recent Initiatives taken by the government to revitalize the Entrepreneurship.

Suggested Readings :

1. **Tandon, B.C.** : Environment and Entrepreneur, Chugh Publication, Allahabad.
2. Siner A David : Entrepreneurial Megahuks: John Wiley and Sons, New York.
3. **Srivastava S.B.** : A practical Guide to industrial Entrepreneurial, Sultan Chand and Sons, New Delhi.
4. **Parsana Chandra** : project preparation n, Appraisal, Implementation : Tata Mc Graw Hill, New Delhi.
5. Pandey, I.M. Venture Capital–The Indian Experience, Prentice Hall of India.
6. **Halt** : Entrepreneurship–New Venture Creation; Prentica Hall of India.

Paper-II MC-4.3.2 Production Management-II

Max. Marks : 80

Time : 3 Hrs.

Note : The examiner shall set nine questions in all covering the whole syllabus. Question No. 1 will be compulsory covering all the units and shall carry 8 small questions of two marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All questions shall carry 16 marks each.

Course Inputs

Unit-1 Planning for Component Manufacture; work order documents and their use,

Unit-2 Store organisation and control, Machine loading and program.

Unit-3 Data processing, operation research.

Unit-4 Network Analysis, Manufacturing system.

Suggested Reading :

1. **Chaturvedi, M** : New Product Development, wheeler Publications. New Delhi.
2. **Majumdar, ramanuj** : Product Management in India, prentice Hall, New Delhi.
3. **Moise, S** : Successful Product Management, McGraw Hill, Boston.
4. **Quelch, J.A** : Cases in Product Management, Irwin, London.
5. Urban, Glen L., John R. Haqnser and Nikilesh Dholakia : Essentials of New Product Management, Prentice Hall, Englewood Cliff, New York.

Paper-III MC-4.3.3 Project Planning and Control-II

Max. Marks : 80

Time : 3 Hrs.

Note : The examiner shall set nine questions in all covering the whole syllabus. Question No. 1 will be compulsory covering all the units and shall carry 8 small questions of two marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All questions shall carry 16 marks each.

Course Inputs

Unit-1 Project Risk Analysis : Types, Measurement/Estimation of Project Risk, Sensitivity and scenario Analysis. Carlo simulation, decision. T-analysis risk Analysis in practice. Applied Utility Theory, selection of project. Special decisions situations with reference to projects unequal life. Optional timing, economic life, inflation and Capital Budgeting.

Unit-2 Firm and Market Risks : CAPM, Portfolio theory and Capital Bjudgeting knowing Key Factors, Social–Cost benefit Analysis (Including shadow prices). Options and Flexibility (including LP and Goal Programming Model).

Unit-3 Project appraisal : Qualitative, Strategic Aspects and Organisational considerations. Project Management for project implementation (including network techniques).

Unit-4 Project Review and Administration Aspects : Performance Evaluation abandonment analysis, Behavioral and Administrative issues in Evaluating Capital Budgeting system. Project Financing in India. List of forms for getting financial assistance.

Suggested Readings :

1. **Brycd, M.C.** : Industrial Development, McGraw Hill (Inct. Ed.) New Yorik.

2. Chandra, Prasanna; Project preparation, Appraisal and Implementation, Tata McGraw Hill, Delhi.
3. **I.D.B.I.** : Manual of industrial project analysis in Developing countries.
4. O.E.C.D.ⓈI) Manual for Preparation of Industrial Feasibility studies (ii) Guide to Practical Project Appraisal.
5. Pitale, R.L.: Project appraisal Techniques, oxford and IBH.
6. **Timothy, D.R. and W.R. Sewell** : Project Appraisal and Review, Macmillan, India.

Paper-IV MC-4.3.4 Corporate Legal Framework-II

Max. Marks : 80

Time : 3 Hrs.

Note : The examiner shall set nine questions in all covering the whole syllabus. Question No. 1 will be compulsory covering all the units and shall carry 8 small questions of two marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All questions shall carry 16 marks each.

Course Inputs

Unit-1 The Negotiable Instrument Act, 1881 : Definitions, Types, Negotiation holder and holder in due course, Payment in due course. endorsement and corssig of cheque.

Unit-2 Legal Environment of security markets : SEBI Act, 1992, organization and objectives of SEBI, Powers under Securities Contract Regulation Act, 1956 transferred to SEBI, Role of SEBI in controlling securities markets.

Unit-III Restrictive and Unfair Trade practice, Consumer Protection Act.

Unit-IV Regulatory Environment for International business : FEMA 1999, Regulatory framework of WTO, Basic principles and its charter, Provisions relating to preferential treatment to developing countries, regional groupings. Technical standards, Anti dumping duties and other NTBs. Brief introduction of Information Technology Act, 2000.

Suggested Readings :

1. A vadhani V.A. SEBI Guidelines and Listing of Companies, Himalaya Publishing House, Delhi.
2. Indian Contract Act, 1872.

3. **Ramaiya, A** : Guide to Companies Act, Wadhwa Co. 1996.
4. SEBI Act 1992 : Nabhi Publications, Delhi.
5. Securities (Contract and Regulations) act, 1956.
6. Taxman's Company Act, 1998.
7. Taxman's Masters Guide to Companies Act, 1998.
8. Taxman's Mercantile Law, 1997.
9. The Companies Act, 1956.
10. The Negotiable Instruments Act, 1881.
11. **Singh Avtar** : Law Relating to Monopolies, Restrictive and Unfair Practices. Eastern Book.

Paper-V MC-4.3.5 Financial Institutions and Market-II

Max. Marks : 80

Time : 3 Hrs.

Note : The examiner shall set nine questions in all covering the whole syllabus. Question No. 1 will be compulsory covering all the units and shall carry 8 small questions of two marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All questions shall carry 16 marks each.

Course Inputs

Unit-1 Development Banks : Concept, objectives, and functions of development banks; Operational and promotional activities of development banks; IDCI, ICICI, IDBI, IRBI, SIDBI, NABARD; State Development Banks, State Financial Corporations.

Unit-2 Insurance Sector : Objectives, role, investment practices of LIC and GIC; Insurance Regulatory and Development authority- role and functions.

Unit-3 Unit Trust of India : Objectives, functions and various schemes of UTI; Role of UTI in industrial finance.

Mutual Funds : Concept, performance appraisal, and regulation of mutual funds (with special to reference to SEBI guidelines); designing and marketing of mutual funds schemes; Latest mutual fund schemes in India-an overview.

Unit-4 Non-Banking Financial Institutions: Concept and role of non-banking financial institutions; Source of Finance; Functions of non-banking financial institutions; Investment policies of non banking-financial institutions in India.

Merchant Banking :Concept, functions and growth; Government policy on merchant banking services; SEBI guidelines; Future of merchant banking in India.

Suggested Readings :

1. **Avdhani** : Investment and securities markets in India, Himalaya Publications, Delhi.
2. Bhole, L.M. : Financial Markets and Institutions, Tata McGraw Hill, Delhi.
3. Ghosh, D: Banking Policy in India, allied Publications, Delhi.
4. Giddy, I.H. : Global Financial System, Tata McGraw Hill, Delhi.
5. **Khan, M.Y.** : Indian Financial System, Tata McGraw Hill Delhi.
6. Reserve Bank of India, Various Reports, RBI Publications, Mumbai.
7. **Varshney, P.N.** : Indian Financial System, Sultan Chand & Sons, New Delhi.
8. Averbach, Robert D : Money, Banking and Financial Markets; MacMillan, London.
9. Srivastava, R.M. : Management of Indian Financial Institutions.
10. Himalaya Publishing House, Mumbai.
11. Veema, J.C. : Guide to Mutual Funds and *investment Portfolio*, Bharat Publishing House, New Delhi.

Paper-V MC-4.3.5 Financial Institutions and Market-II

Max. Marks : 80

Time : 3 Hrs.

Note : The examiner shall set nine questions in all covering the whole syllabus. Question No. 1 will be compulsory covering all the units and shall carry 8 small questions of two marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All questions shall carry 16 marks each.

Course Inputs

Unit-1 Financial Leverage and capital structure as applicable to small companies; profit planning, Break even analysis and operating leverage in the context of small business.

Unit-2 Sources of Financing Small Business : Various types of financial requirements in small business-short term capital, intermediate financing, long term financing, instruments of financing.

Unit-3 Different requirements of small business—Procedural and legal aspects, selection of an appropriate financing—Mix—Important considerations.

Unit-4 Going Public : Recent trends, Inherent problems in going public, Reasons for going public, Pre-requisites for going public, Legal requirements, Financial Implications.

Suggested Readings :

1. Francis Charunilam, Business and Government, Himalaya Publishing House, New Delhi.
2. M. Y. Khan and P.K. Jain, Financial Management, Tata McGraw Hill, New Delhi.
3. Prasanna Chandra, Financial Management Theory and Practice, Tata McGraw Hill, New Delhi.
4. Khan R.R. Management of Small Scale Industries, Sultan Chand and Sons, New Delhi.
5. Sharma, G.D. How to start your own small business, Press and Publication agency, New Delhi.
6. I.M. Pandey, Financial Management.

Group-IV**Paper-I MC-4.4.1 Foreign Trade Policy, Procedure and Documentation-II**

Max. Marks : 80

Time : 3 Hrs.

Note : The examiner shall set nine questions in all covering the whole syllabus. Question No. 1 will be compulsory covering all the units and shall carry 8 small questions of two marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All questions shall carry 16 marks each.

Course Inputs

Unit-1 Documentation Framework : Export-import controls and policy : Types and characteristics of documents; export contract Inco terms; Processing of export order.

Unit-2 Export Financing Methods and Terms of Payment : Methods of payment, Negotiations of export bills; Documentary credit and collection; pre and post shipment export credit; bank guarantees; Foreign exchange regulations and formalities.

Unit-3 Cargo, credit and exchange risks: Marine insurance; procedures and documentation for cargo loss claims; ECGC schemes for risk converge and procedure for filling claims; Institutions for credit, pre and post shipment.

Quality Control and Pre-shipment Inspections : Process and procedures; Excise and customs clearance-regulations, procedures and documentation.

Unit-4 Planning and Methods of procurement for Exports: Procedure for procurement through imports; Import financing customs clearance of imports; Managing risks involved in importing transit-risk, credit risk and exchange risk.

Suggested Readings :

1. **Customs and Excise Law Times :** various issues.
2. Economic survey : Ministry of Finance, Govt of India, various issues.
3. Import and Export Policy : Ministry of Commerce, various issues.
4. Verma, M.L. International Trade, Common wealth Publishers.
5. Export–Import Policy : Ministry of commerce, Govt. of India.
6. Handbook of Export-Import Procedures: Ministry of Commerce, Govt. of India.
7. Ram, Paras : Exports : What, Where and How ? Anupam Publications, New Delhi.
8. Report of Working Group on Export Houses : Ministry of Commerce.
9. Sodersten, B.O : International Economics, McMillan, London.
10. Varshney and Bhattacharya : International Marketing Management, Sultan chand, New Delhi.
11. World Development Report: World bank, Washington, D.C.

Paper-II MC-4.4.2 International Finance-II

Max. Marks : 80

Time : 3 Hrs.

Note : The examiner shall set nine questions in all covering the whole syllabus. Question No. 1 will be compulsory covering all the units and shall carry 8 small questions of two marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All questions shall carry 16 marks each.

Course Inputs**Unit-1 Parity Conditions in International Finance and Currency**

Forecasting : Arbitrage and Law of One Price, PPP–Theory. The Fisher–Effect, the International Fisher Effect, Inflation-risk and its impact on Financial marks, Currency forecasting;

Unit-2 Managing the Multinational Financial System : Inter company fund-flow mechanisms, designing a global remittance policy, transfer-pricing and tax evasion.

Unit-3 Foreign Investment Analysis : International Portfolio Investment, Corporate Strategy and Foreign Direct Investment, Capital Budgeting for multinational corporation.

Unit-4 The Cost of Capital for foreign-investment; International banking Trends and Strategies, and the International Debt Crisis and Country risk-analysis.

Suggested Readings :

1. Apte, P.G. Global Business Finance (ed. 2002) T.m.H. New Delhi.
2. Henning, C.N., W.Piggot and W.H. Scott. International Financial Management, McGraw Hill (Intl. Edition).
3. Shappro, Alan C. Multinational Financial Management, Prentice Hall of India, New Delhi.
4. Sharan, V. International Financial Management, Prentice Hall of India, New Delhi.
5. Bhalla, V.K. International financial Management, Text & Cases, Anmol Publications, New Delhi.
6. The Economic Times.

Paper-III MC-4.4.3 International Marketing-II

Max. Marks : 80

Time : 3 Hrs.

Note : The examiner shall set nine questions in all covering the whole syllabus. Question No. 1 will be compulsory covering all the units and shall carry 8 small questions of two marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All questions shall carry 16 marks each.

Course Inputs

Unit-1 Pricing Decisions : Environmental influences on pricing decisions; International pricing policies and strategies.

Unit-2 Promotion Decisions : Complexities and issues; International advertising, personal selling, sales promotion and public relations.

Distribution Channels and Logistics : Functions and types of channels; Channel; selection decisions; Selection of foreign distributors agents and managing relations with them; International logistics decisions.

Unit-3 International marketing Planning : Organising and Control : Issues in international marketing planning; International marketing information system; Organising and controlling; International marketing operations.

Unit-4 Emerging Issues and developments in international marketing: Ethical and social issues; International marketing of services; Information technology and international marketing; Impact of globalisation;

Suggested Readings :

1. **Czinkota, M.R. :** International Marketing, Dryden Press, Boston.
2. **Fayerweather, John:** International Marketing, Prentice Hall, New Delhi.
3. **Jain, S.C:** International Marketing, Prentice Hall, New Delhi.

4. **Keegan, Warren J** : Global Marketing Management, Prentice Hall, New Delhi.
5. Paliwoda, S.J. (ED) : International Marketing, Reader, Routledge, London.
6. **Paliwoda, Stanley J** : The Essence of International Marketing Prentice Hall, New Delhi.
7. Sarath, R and V Terpstra : International Marketing, Dryden Press, Boston.
8. Vsudeva P.K., International Marketing; Excel Books, New Delhi.

Paper-IV MC-4.4.4 International Business Laws and Taxation-II

Max. Marks : 80

Time : 3 Hrs.

Note : The examiner shall set nine questions in all covering the whole syllabus. Question No. 1 will be compulsory covering all the units and shall carry 8 small questions of two marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All questions shall carry 16 marks each.

Course Inputs

Unit-1 International investments; significance of foreign investment trade and investment, Types of foreign investments, Factors affecting international investment, Dispersion of FDI; Portfolio investment cross border mergers and acquisitions.

Unit-2 Regulatory framework relating to Electronic commerce, International Business taxation and treaties.

Unit-3 Multinational corporations: meaning, organizational models MNCs and international trade, merits of MNCs, Demerits, perspectives, code of conduct, Multinationals in India.

Unit-4 Indian laws and Regulations governing international transactions : foreign Exchange Management act (FEMA) objectives, holding of foreign exchange etc. Export of goods and services, realisation and repatriation of foreign exchange.

Suggested Readings :

1. **Deniels, John, Earnest W. ogramand Lee H. Redbungh** : International Business Environment and operations.
2. GATT/WHO, various publications.
3. Handbook of Import-Export Procedure: Govt. of India.
4. Journal of world trade law.
5. Law, Julton D.M. & Clive Standbrook : (Eds) International Trade law and Practice, Euro money Publications, London.
6. Patrick, Hearn : International Business Agreements : Grover Publishing Co. Pvt.
7. Kappor, N.D. Commercial Laws, Sultan chand & Co. New Delhi.

Paper-V MC-4.2.3 International Business Environment-II

Max. Marks : 80

Time : 3 Hrs.

Note : The examiner shall set nine questions in all covering the whole syllabus. Question No. 1 will be compulsory covering all the units and shall carry 8 small questions of two marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All questions shall carry 16 marks each.

Course Inputs

Unit-1 Global Competitiveness : Indicators of competitiveness; Competitive advantage of nations, Technology and Global competitiveness; sources of technological dynamics; Impact of Globalization and technology.

Unit-2 International Monetary System : Pre-Bretton Woods Period : The Bretton Woods System; Break Down of Bretton Woods System; emergence of Managed Floating; European Monetary System; European currency Unit (ECU); and Euro, International Banking, Eurocurrency Market.

Unit-3 Foreign Exchange Market : Types of exchange Rates, Participation in Foreign Exchange Market, types of foreign Exchange Market, ER Quotas. Determination of Foreign Exchange Rates; Futures, Options and swap-Operations, Arbitrage, convertibility of Rupee. ER-Arrangements in India.

Unit-4 International Banking: Meaning, Growth, types of International Banking offices. Eurocurrency Market : Meaning, Scope, Features, Growth Participants, euro-dollar Market. Currency Exchange risks and their Management. FRMA. Recent Developments in International Business.

References :

1. **Bhattacharya, B :** Going International Response Strategies for Indian Sector, Wheeler Pub. Co., New Delhi.
2. **Black and Sundaram :** International Business Environment, prentice Hall, New Delhi.

3. **Buckley, Ardin :** The Essence of International Money, prentice Hall, New Delhi.
4. **Daniels, John D and Lee H Radebaugh :** International Business : Environment, and Operations, Readings.
5. **Letiche, John M :** International Economics Policies and Theoretical Foundations, Academic Press, New York.
6. **Sodersten, B.O. :** International Economics, Macmillan, London Rao, P Subha, International Business, Himalaya Pub. House, Mumbai.

Paper-IV MC-4.4.6 Operations Research-II

Max. Marks : 80

Time : 3 Hrs.

Note : The examiner shall set nine questions in all covering the whole syllabus. Question No. 1 will be compulsory covering all the units and shall carry 8 small questions of two marks each. The rest of the eight questions will be set from all the four units. The examiner will set two questions from each unit out of which the candidate shall attempt four questions selecting one question from each unit. All questions shall carry 16 marks each.

Course Inputs

Unit-1 Waiting Line Models : Waiters and Services; Mathematical distribution of queues; Basic models of queuing theory and applications.

Unit-2 Inventory Control : Deterministic models and probabilistic models. Game Theory : Zero sum game; Pure and mix strategies; Criteria of sharing strategies.

Unit-3 Simulation : Application of simulation techniques; Monte-Carlo approach.

Unit-4 Decision Theory and Trees : Market Chains : Characteristics and Applications, State and Transition Probabilities, Multiperiod Transition Probabilities.

Suggested Readings :

1. **Sharma, J.K. :** Operations Research–Theory and Applications, Macmillan India Ltd., New Delhi.
2. **Billy, E. Gillett :** Interoduction to Operations Research–A Computer Oriented.
3. **Billy, E. Gillett :** Introduction to Operations Research–A Computer Oriented.
4. Algorithmic Approach, Tata McGraw Hill Publishing Ltd., New Delhi Lucey, T :
5. Quantitative Techniques, D.P. Publications, London Sharma, K.R. : Quantitative.
6. **Techniques and Operations Research :** Kalyani Publications, Ludihana Taha, Hamdy A :

7. Operations Research–An Introduction, Prentice Hall, New Delhi, Vohra, N.D.
8. Quantitative Techniques in Management, tata McGraw Hill, New Delhi Wanger, H.M.
9. Principles of Operations Research, Prentice Hall, Delhi.
10. **Watsman, Terry J. and Parramor Ketith :** Quantitative Methods in Finance, International Thompson Business Press.
11. **Sharma SC, Sehenoy GV, Srivastava VK :** Quatitative Techniques for Managerial Decision Makiong : Wiley Western Ltd., New Delhi.