

placed before BOS management on date .24.07.2021

FINANCIAL MANAGEMENT PAPER - XIII

SECTION 1

Financial Management: Introduction, Objectives, Nature, Scope, Principles; Emerging role and Functions of Finance Managers in India, Function of Treasurer and Controller, Finance Decisions, Financial Instrument, Sources of Finance; Cost Classification, Cost-volume-profit analysis, Sensitivity analysis.

SECTION 2

Dividend theories, Other factors affecting dividend policies, Buyback of shares; Debt or Equity, Capital Structure Theories, Modigliani-Miller Approach, Tax Perspective, Factors Influencing Capital Structure.

SECTION 3

Long-term financial and Investment Decisions, Time value of Money, Valuing Securities, Investment Appraisal Methods, Non-Discounting Methods, Discounting Methods of Appraisal, IRR, Capital Asset Pricing Model, Cash Flow

SECTION 4

Cash Management, Float; Importance of short-term Funds Management, Working Capital: Components, Factors, Cycle; Receivable Management, Establishing Credit Limits, Debt Collection, Cost of Credit control, Cash Discount, Payables Management, Cost of Trade Credit, Inventory Management, Procurement and Stock holding, Integrated Short-Term Funds Planning.

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ORGANISATIONAL BEHAVIOUR

PAPER - XIV

SECTION 1

Organization and Organisational Behaviour, Understanding Human Behavior ; Organisational Behaviour: Goals, Elements, Development, Challenges and Opportunities, Models; Concept and Foundations of Individual Behaviour: Personality, Learning, Perception, Attitude, Motivation; Job Satisfaction

SECTION 2

Group: Meaning, Features, Types, Dynamics, Formation, Behaviour, Structure, Cohesiveness, Process Decision Making; Power and Politics; Power: Characteristics, Importance, Sources; Tactics to Gain and Use Power; Organizational Politics; Leadership: Concept, Importance, Characteristics and Approaches.

SECTION 3

Organizational Conflict: Nature, Views, Sources, Issues, Outcomes, Types; Conflict Process, Resolution of Conflict; Organisational Change: Nature, Barriers, Forces, Process; Organisational Culture; Resistance to Change: Management, Sources and Strategies, Effective Implementation of Change and Change Process.

SECTION 4

Organization Development: Definitions, History, Nature, Importance, Strength, Process; Effective Implementation of OD Programme, Action Research and Organisational Development, OD intervention; Team Building Intervention, Team: Characteristics, Process and Problems of Team Building; Role Analysis Technique; Structural Intervention and OD; Stress: Types, Sources, Consequences, Management; Crisis Management.

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BUSINESS LAW PAPER - XV

SECTION 1

Contract: Definition, Elements, Types; Illegal and Unlawful Agreements; Classification of Offer, Revocation of Offer, Acceptance, Consideration, Free Consent, Discharge of Contract, Remedies for Breach of Contract.

Contract of Sale and its Elements, Distinction Between 'Sale' And 'Agreement to Sell'; Goods, Conditions and Warranties, Performance of the Contract of Sale, Duties of the Seller and Buyer, Rights of the Buyer, Seller's Right against the Buyer in case of Breach of Contract, Unpaid Seller, Rights of Unpaid Seller, Sale By Auction

SECTION 2

Negotiable Instrument: Definition, Characteristics, Presumption, Types; Promissory Note, Bill of Exchange, Cheques, Hundis, Holder; Liabilities of Parties to Negotiable Instrument, Endorsement, Discharge of Negotiable Instruments, Dishonor of Negotiable Instrument.

Bailment: Meaning, Definition, Elements, Kinds, Rights and Duties of Bailor and Bailee, Bailee's Lien, Termination of Bailment; Pledge: Meaning, Essentials of Pledge, Rights and Duties of Pawnor And Pawnee.

SECTION 3

Contract of Agency: Meaning, Essentials; Kinds of Agent, Duties and Rights of Agent, Duties and Rights of Principal, Creation of Agency, Agent's Authority, Personal Liability of an Agent, Termination of Agency; Partnership: Definition, Essential; Types of Partner, Duration of Partnership, Formation of Partnership, Partnership Deed, Partners, Dissolution of Firm, Rights And Liabilities of Partners on Dissolution, Settlement of Accounts.

SECTION 4

Consumer Protection Act, Definition of 'Defect', 'Consumer' and 'Complaint', Consumer Protection Councils, Consumer Disputes Redressal Agencies, Consumer Disputes Redressal Forum, Procedure on admission of complaint, Consumer Disputes Redressal Commission, National Consumer Disputes Redressal Commission.

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INTERNATIONAL BUSINESS PAPER - XVI

SECTION 1

International Marketing: Meaning, Need, Dynamics; Difference Between Domestic Marketing and International Marketing; International Marketing Environmental Analysis; Globalization Drivers: Market, Cost, Government and Competitive Level Drivers; International Marketing: Process, Orientation, Value Chain and Challenges.

SECTION 2

Engaging in International Markets, International Marketing Research Process; Modes of Entry into International Markets: Exporting, Licensing, Franchising, Countertrade, Specialized Modes And Direct Investment, Foreign Direct Investment, Joint Venture; Choosing A Mode of Entry in International Markets: International Strategic Alliances, International Consumer Markets Basis for Segmenting Consumer Markets, International Market Targeting, Global Segmentation and Positioning, International Marketing Strategies.

SECTION 3

Foreign Direct Investment (FDI), Drivers of Market Trends; Insurance Sector: Scope, Characteristics, Role in Economic Development; Marketing in Aviation , International Banking Market; Global Product Category Strategy, Marketing Mix of Pepsi Co.; Pestle Analysis, Impact of Globalisation to International Marketing Strategy; Marketing Strategies of Various Companies.

SECTION 4

International Monetary Fund (IMF), International Bank for Reconstruction and Development, International Finance Corporation, Asian Development Bank, International Development Association.

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**PROJECT REPORT
PAPER - XVII**

The Candidate has to Prepare a Project Report based on the Topic Relevant to the Subject. After Submission of the Project Report, the Candidate has to appear for the Viva- Voce which is to be Conducted by the Department Concern. The Project and Viva Voce will carry 200 Marks in aggregate.

Approved

Amish
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24.07.2021