



मेडी-केप्स विश्वविद्यालय, इंदौर

Medi-Caps University, Indore

Syllabus

Course Code	Course Name	L	T	P	Credit
MS3CO11	Business Laws	3	0	0	3

Prerequisites: Nil

Co-requisites: Nil

Curriculum:

Unit-I The Indian Contract Act, 1872:

Definition of Contract, Essentials of valid contract, Offer and acceptance, consideration, free consent, coercion, undue influence, Fraud, Misrepresentation, Mistake, Quasi-Contract

Unit-II The Sale of Goods Act, 1930:

Contract of sale, meaning and difference between sale and agreement to sell, Goods & Their classification, Unpaid seller – meaning of unpaid seller, rights of an unpaid seller against the goods and the buyer.

Unit-III Negotiable Instrument Act 1881:

Definition of negotiable instruments, Features and specimen, Promissory note, Bill of exchange & cheque, Holder and holder in the due course, Discharge of negotiable instrument.

Unit-IV The Consumer Protection Act 1986:

Meaning, Salient features of Act; Definition of consumer, Complainant, rights of consumer, Consumer grievance redressal agencies, procedure to file complaint, procedure followed by Redressal agencies

Unit-V The Limited Liability Partnership Act, 2008:

Salient Features of LLP, Difference between LLP and Partnership, LLP Agreement, Nature of LLP, Extent and limitation of liability of LLP and partners

Text Books

1. Avtar Singh, The Principles of Mercantile Law; Eastern Book Company, Lucknow.
2. S.S Gulshan. and G.K Kapoor., “Business Law including Company Law”,2003,New Age International Private Limited Publishers.
3. P.C Tulsian., Business Law , TMH, New Delhi

Reference Books

1. T.R.Desai Indian Contract Act, Sale of Goods Act , S.C. Sarkar & Sons Pvt. Ltd. Kolkata.
2. J.S Khergamwala.: The Negotiable Instruments Act; N.M. Tripathi Pvt. Ltd., Mumbai.
3. P.R Chadha.: Business Law; Galgotia Publications, New Delhi
4. J.P.Sharma, , and Kanojia, Sunaina. Business Laws, Ane Books Pvt. Ltd., New Delhi.
5. Maheshwari&Maheshwari, Business Law, National Publishing House, New Delhi.

Websites

1. <http://lawmin.nic.in/>
2. <http://ncdrc.nic.in/>
3. <https://www.india.gov.in/official-website-ministry-law-and-justice-0>



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Course Code	Course Name	L	T	P	Credit
MS3CO12	Business Taxation	4	1	0	5

Prerequisites: Nil

Co-requisites: Nil

Curriculum

Unit-I: Introduction:

Assessment Year, Previous Year, Exceptions to the general rule of Previous Year, Assessee, Person, Income, Casual Income, Gross Total Income, Agricultural Income Residential Status: Determination of Residential Status of an individual (simple problems). Exempted Incomes U/S 10 (Restricted to Individual Assessee) – Only theory.

Unit-II: Income from Salary:

Meaning & Definition, Basis of Charge , Allowances – Fully Taxable Allowances – Partly Taxable Allowances, House Rent Allowance, Entertainment Allowance, Transport Allowance, Children Education & Hostel Allowances , Fully Exempted Allowances, Perquisites ,Tax Free Perquisites, Perquisites Taxable in all Cases, Rent free accommodation, Problems on Income from Salary(excluding retirement benefits).

Unit-III: Income from House Property:

Meaning of House property, Basis of Charge, Exempted income from house property , Determination of Annual Value, Deductions from Annual Value, basic Problems on Income from House Property(Excluding Pre-Construction interest).

Unit-IV: Income from Business and Profession

Meaning of business and profession, Income from Profit and gains of business or profession, Expenses and losses expressly allowed, Expenses and losses expressly disallowed, basic Problems on computation of income from Business of Sole Proprietor.

Unit-V: Income from capital gain & other sources:

Meaning of Short term & Long term capital gain, Basis of charge, Exemption of tax on capital gain for individual & HUF, Simple problem of capital gain, Income chargeable under other sources (Theory only)

Text books:

1. V.K Singhania: Students' Guide to Income Tax; Taxman, Delhi.
2. Bhagwati Prasad Income Tax Law & Practice; Wiley Publication, New Delhi.
3. H.C Mehrotra: Income Tax Law & Accounts; Sahitya Bhawan, Agra.

Reference Books

1. Dr. Vinod K. Singhania: Direct Taxes – Law and Practice, Taxmann publication.
2. B.B. Lal: Direct Taxes, Konark Publisher (P) ltd.
3. Income Tax Shreepal Saklecha.,Nakoda Publication
4. Gaur & Narang: Income Tax, Kalyani Publisher
5. Girish Ahuja & Ravi gupta, Systematic approach to income tax: Sahitya bhawan Agra
6. Manoharan T.N, Direct taxes, Taxman publication. New Delhi

Website

1. www.incometax.gov.in



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Syllabus

Course Code	Course Name	L	T	P	Credit
MS3CO13	Corporate Accounting	4	1	0	5

Prerequisites: Nil

Co-requisites: Nil

Curriculum

Unit I: Accounting for Share Capital and Debentures

Meaning of Shares & Debentures, Types of Shares, Issue and Forfeiture of Shares, Issue of Right And Bonus Shares, Reissue of Forfeited Shares and Redemption of Preference Shares, Issue & Redemption of Debentures.

Unit II: Liquidation of Companies

Meaning of Liquidation, Types of Liquidation, Order of Payment, Accounting for liquidation of Companies, Calculation of Liquidator's Remuneration, Preparation of liquidator's Final Statement of Account

Unit III: Final Accounts of Companies

Final Accounts of Companies (Including calculation of managerial remuneration), Declaration of dividend, Profit and Loss Appropriation Account and disposal of Profits. Calculation of Pre and Post Incorporation Profit / Loss

Unit IV: Holding Company Accounts

Meaning of Holding and Subsidiary Company, Accounting Calculations and Preparation of Consolidated Balance Sheet of a Holding Company with one Subsidiary Company (As per Accounting Standard 21)

Unit V: Amalgamation of Companies

Meaning of Amalgamation and Acquisition, Types of Amalgamation, Accounting treatment for Merger as per AS 14. Internal Reconstruction of a company as per Indian Accounting Standard 14 (Excluding intercompany holdings and reconstruction scheme)

Suggested Reading:

Text Books:

1. Mukherjee and Hanif, Corporate Accounting, New Delhi, Tata McGraw Hill
2. Ramesh Mangal Company Accounts, Universal Publication, Agra
3. Ashok Sehgal, and Deepak Sehgal, Corporate Accounting, Taxman Publication, New Delhi

Reference Books:

1. Arulanandam & Raman, Corporate Accounting-II, HPH
2. Anil Kumar- Advanced Corporate Accounting, HPH
3. S.P Jain,. and K.L. Narang Corporate Accounting, Kalyani Publishers, New Delhi
4. Nirmal Gupta, , Corporate Accounting, Sahitya Bhawan, Agra

Websites:

1. www.mca.gov.in/Ministry/pdf/CompaniesAct2013.pdf
2. www.lawyerservices.in/Companies-Act-1956-SECTION-80-Powerto-issue-redeemabl...



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Course Code	Course Name	L	T	P	Credit
MS3CO14	Research Methodology	3	1	0	4

Prerequisites: Nil

Co-requisites: Nil

Curriculum

Unit I : Introduction to Research:

Meaning and scope of research, objectives of research, characteristics of good research, Types of research, Limitations of research, Research applications in business decisions, Ethical issues in research.

Unit II: The Research Process:

Identification and formulation of research problem, Literature review, concept and variables, Statistical inference- Test of hypothesis: Meaning of hypothesis, Procedure of testing hypothesis, Type I and Type II error, Research design, Types of research design- Exploratory, Descriptive and Causal research design.

Unit III: Measurement Scales and Methods of Data Collection:

Measurement Scales: Nominal, Ordinal, Interval and Ratio scales; Rating scales, Ranking scales, Reliability and Validity of scales. Data Collection Methods: Sources of data collection, Methods of data collection- Interviewing and Surveys, Questionnaire- Guidelines for questionnaire construction and design, Pilot study, Observation method, Ethics in data collection- Ethics and the researcher, ethical behaviour of the respondents.

Unit IV : Sampling :

Introduction to sampling, Sampling vs Census, Sampling and non-sampling errors, Importance of sampling, Sampling Plan- Sampling unit, Sample size, Sampling design- Probability and non-probability sampling methods, Characteristics of a good sample design, Sampling in cross-cultural research.

Unit V : Research Proposal and Report Writing:

Difference between research proposal and research report, Types of research reports, Importance of report writing, Precautions in writing research report, Characteristics of a good

research report, Integral parts of a research report; Documentation, references and bibliography.

Text Books:

1. U.Sekaran and R.Bougie, Research Methods for Business, Wiley India.
2. C. R. Kothari, Research Methodology Methods and Techniques, New age International (P) Ltd.
3. Naresh K. Malhotra, Marketing Research. Pearson Education Pvt. Ltd.

Reference Books :

1. Levin and Rubin ,Statistics for Management, PHI.
2. Paul E. Green and Donaled S. Tull, Research for Marketing Decisions, PHI.
3. S.Donald Tull and Del I. Hawkins, Marketing Research, Measurement and Methods, PHI Learning.
4. Naresh Malhotra and Satya Bhushan Das, Marketing Research: An Applied Orientation, Pearson Education.
5. William G. Zikmund, Business Research Methods, Cengage Learning India.
6. S.L. Gupta and Hitesh Gupta, Research Methodology – Text and Cases with SPSS Application, International Book House Pvt. Ltd.

Websites:

1. <https://managementhelp.org/businessresearch/index.htm>
2. <http://global.oup.com/uk/orc/busecon/business/brymanbrm4e/student/weblinks/>



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Course Code	Course Name	L	T	P	Credit
MS3EGO7	Business Strategy	3	0	0	3

Prerequisites: Nil

Co-requisites: Nil

Curriculum

Unit-I:

Definition, nature, scope, and importance of strategy and strategic management. Strategic Management Process: Formulation Phase – vision, mission, environmental scanning, objectives and strategy; implementation phase – Strategic Activities, Evaluation and Control.

Unit-II:

Need, Characteristics and categorization of environmental factors; approaches to the environmental scanning process – structural analysis of competitive environment; External Environment - Porter's Five Forces Model-Strategic Groups Competitive Changes during Industry Evolution.

Unit-III:

General, Industry and International Environmental Factors; Analysis of Environment, Diagnosis of Environment – factors influencing it; Internal Strengths and Weaknesses; Factors affecting these; Techniques of Internal Analysis; Diagnosis of Strengths and Weaknesses.

Unit-IV:

The generic strategic alternatives – Stability, Growth/Expansion, Retrenchment and Combination strategies Environmental Threat and Opportunity Profile (ETOP) - TOWS Matrix, BCG Matrix, GE 9 Cell Model

Unit-V:

Major Issues involved in the Implementation of strategy: Organization structure; leadership and resource allocation. Strategy Evaluations and Control; Motivation to Evaluate; Criteria for Evaluation; Measuring and Feedback; Evaluation and Corrective Action.

Text books:

1. Kazmi, Agha Strategic Management and Business Policy, Tata McGraw Hill.
2. Tushman Managing Strategic Innovation & Change, Oxford Press.
3. Alpana Trehan Strategic Management Dreamtech, Wiley

Reference Books

1. Pankaj Ghemawat-Strategy and the Business Landscape, Pearson
2. Haberberg Strategic Management, Oxford Press
3. Lawrence G. Hrebiniak, Making strategy work, Pearson.
4. A A Thompson Jr., A J Strickland III, J E Gamble, Crafting & Executing Strategy- The Quest for Competitive Advantage, Tata McGraw Hill.
5. Bir Singh Dharma Strategic Management & Business Policy, KoGent Learning Solutions Inc., Wiley.

Websites:

1. www.strategicmanagement.net.
2. Www.strategicmanagementinsight.com.
3. Www.1000ventures.com



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Course Code	Course Name	L	T	P	Credit
MS3SEO4	E-Commerce	3	0	2	4

Prerequisites : Nil

Co-requisites : Nil

Curriculum

UNIT I : Introduction to Electronic Commerce

What is E-Commerce (Introduction and Definition), Main activities E-Commerce, Goals of E-Commerce, Technical Components of E-commerce, Functions of E-commerce, Advantages and Disadvantages of E-commerce, Scope of E-commerce, Electronic commerce Applications, Electronic commerce and Electronic Business, (B2C, B2B, C2C)

UNIT II : The Internet and Web Sites:

Definition of Internet, Advantages and Disadvantages of the Internet, Component of a Intranet, Difference between Internet and Intranet, Benefits of websites, Registering a Domain Name, Web site design principles, Push and pull Technologies, Web promotion.

UNIT III : Electronic Payment System

Introduction, Special features required in payment system for e-commerce, Types of Electronic payment system, Value exchange system, Credit cards, Smart cards, Electronic wallets, Electronic funds transfer, Paperless bill, Electronic cash

UNIT IV : Electric Data Interchange

Introduction, Concepts of Electronic Data Interchange (EDI) and Limitation, Application of Electronic Data Interchange, Disadvantages of EDI, Electronic Data Interchange Model, Security Issues in E-Commerce, Security tools.

UNIT V : Applications of E-Commerce & Internet

E-Governance, Online Shopping Services, Online Travel & Tourism Services, online Banking, E-Education, Popular e-Commerce Sites like Flipkart, Amazon, Ola, Myntra, IRCTC, Snapdeal etc,

TEXT BOOKS

1. E- Commerce Technology Handbook-.Minoli Daniel, Minoli Emma,Mc.Graw Hill
2. E-Commerce by --Kamlesh K Bajaj and Debjani Nag,TMH
3. Frontiers of Electronic Commerce -Ravi Kalakota & Andrew Whinstone

REFERENCE BOOKS :

1. Business on the Net - Introduction to E – Commerce, Agarwal Kamlesh N and Agarwal Deeksha, Macmillan
2. Electronic Commerce by --Gary P. Schneider Paperback,8th edition,Course Technology
3. E-Commerce, Technology and applications ,David Whitely, Mc.Graw Hill
4. Electronic Commerce-A Managers guide to E-Business-Diwan Parag & Sunil Sharma, Venity Books International.

Websites:

1. <http://meity.gov.in/e-commerce>
2. <https://www.export.gov/article?id=India-e-Commerce>
3. <https://www.edx.org/school/iitbombayx>