

AC – 28/03/2025

Item No. – 7.9 (N) (6ab) Sem. III & IV

As Per NEP 2020

# University of Mumbai



## Syllabus for Minor Vertical 2

Faculty of Commerce and Management

Board of Studies in Commerce

Second Year Programme - Minor in Commerce

| Semester  | III & IV |                 |
|---|----------|-----------------|
| Title of Paper  | Sem.     | Total Credits 4 |
| I) Business Law – II : Sale of Goods Act                  | III      | 4               |
| II) Fundamentals of Business : Introduction to Management |          | 4               |
| Title of Paper  |          | Credits         |
| I) Business Law – III : The Negotiable Instruments Act    | IV       | 4               |
| II) Fundamentals of Business : Introduction to Finance    |          | 4               |
| From the Academic Year                                    |          | 2025-26         |

**Sem. - III**

**Syllabus**  
**B.Com. (Second Year)**  
**(Sem.- III)**

**Title of Paper: Business Law-II :- The Sale of Goods Act 1930**

| <b>Sr. No.</b> | <b>Heading</b>   | <b>Particulars</b>  |
|----------------|--|---|
| <b>1</b>       | <b>Description the course :</b><br><br><b>Including but Not limited to :</b>   | The course includes the formation of contract of sale and the terms associated with the Sale of Goods Act. It also includes the performance and suits for breach of contract under the Sale of Goods Act 1930 |
| <b>2</b>       | <b>Vertical :</b>  | Minor   |
| <b>3</b>       | <b>Type :</b>  | Theory  |
| <b>4</b>       | <b>Credit:</b>   | 4 credits   |
| <b>5</b>       | <b>Hours Allotted :</b>  | 60 Hours  |
| <b>6</b>       | <b>Marks Allotted:</b>   | 100 Marks   |
| <b>7</b>       | <b>Course Objectives:</b> ( List some of the course objectives ) <ol style="list-style-type: none"> <li>1. To help the students understand the basic concepts of Sale of Goods Act 1930.</li> <li>2. To help the students to understand the nuance of Performance and Breach of Contract.</li> <li>3. To make the students understand the object and significance of the Sale of Goods Act 1930.</li> <li>4. To make the students understand various provisions related to Damages, Remedy, Repudiation under the said Act.</li> </ol>   |   |
| <b>8</b>       | <b>Course Outcomes:</b> ( List some of the course outcomes ) <ol style="list-style-type: none"> <li>1. Learners will gain knowledge of The Sale of Goods Act 1930. (Understand)</li> <li>2. Learners would be able to identify the difference between Sale and agreement to sell and Conditions and Warranties(Analyze)</li> <li>3. Learners will be able to understand the duties of Buyer and Seller towards each other.</li> <li>4. Learners will know the Duties of Buyer and Seller &amp; Rights of Unpaid Seller.</li> <li>5. Learners will be able to understand Suits for Breach of Contract and Remedies.(apply)</li> </ol> |   |

**9** **Modules:-** Per credit One module created

**Module 1: The Sale of Good Act Formation and Terms (S1- S10)**

**Unit I Formation of the Contract and Terms (S1-S6)**

- Concept (S.1), Definitions (S.2), Sale and Agreement to Sell (S.4),
- Distinguish between Sale and Agreement to Sell, Contract of sale how made (S.5), Existing or future goods (S.6)

**Unit II Concepts and Ascertainment (S7-S10)**

- Goods perishing before making of contract (S.7), Goods perishing before sale but after agreement to sell (S.8)
- Ascertainment of price (S.9), Agreement to sell at valuation (S.10).

**Module 2 Conditions and Warranties (S11- S20)**

**Unit I Conditions and Warranties**

- Stipulations as to time (S.11), Condition and warranty (S.12) Concept of Condition and Warranty, Types of Conditions and Warranties.
- When condition to be treated as warranty (S.13), Implied undertaking as to title, etc. (S.14)

**Unit II Specific Sale**

- Sale by description (S.15), Implied conditions as to quality or fitness (S.16), Sale by sample (S.17)
- Goods must be ascertained.(S 18), Property passes when intended to pass. (S 19) Specific goods in a deliverable state. (S 20)

**Module 3 Performance of Contract (S31- S50)**

**Unit I Performance of Contract**

- Duties of seller and buyer (S.31), Delivery (S. 33), Effect of part delivery. (S 34)
- Rules as to delivery (S.36), Instalment deliveries. (S 38), Risk where goods are delivered at distant place (S. 40)

**Unit II**

- Buyer's right of examining the goods (S.41), Acceptance (S.42), Liability of buyer for neglecting or refusing delivery of goods (S.44)
- "Unpaid seller" defined (S.45), 46. Unpaid seller's rights (S.46), Seller's lien (S.47), Right of stoppage in transit (S.50).

**Module 4 Breach of Contract (S55- S64)**

## Unit I Suits for Breach of the Contract

- Suit for price (S.55), Damages for non-acceptance (S.56), Damages for non-delivery (S.57)
- Specific performance (S.58), Remedy for breach of warranty (S.59), Repudiation of contract before due date (S.60),

## Unit II Special Damages and Auction Sale

- Interest by way of damages and special damages (S.61), Exclusion of implied terms and conditions(S.62)
- Reasonable time a question of fact (S.63), Auction sale (S.64)

**10 Reference Books:**

1. The Sale of Goods Act 1930 – Bare Act
2. Law of Sale of Goods and Partnership: A Concise Study by Dr. Nilima Chandiramani, Shroff Publishers.
3. The Sale of Goods Act: P. Ramanatha Aiyar, University Book Agency.
4. Avatar Singh's – Law of Sale of Goods.

**11 Internal Continuous Assessment: 40%****External, Semester End Examination  
60% Individual Passing in Internal  
and External Examination****12 Continuous Evaluation through:**

Quizzes, Class Tests, presentation, project, role play, creative writing, assignment etc.( at least 4 )

| Exam Pattern (External Examination)                                    |    |             |
|--|----|-------------|
| Total Marks: 60  |    | 4 Credits   |
| Time: 2 Hours  |    |             |
| Answer the Following Question  |    |             |
| Q. 1 Answer the Following Questions. (Any One)                         |    | 10 x 1 = 10 |
| a)   |    |             |
| b)   |    |             |
| Q. 2 Answer the Following Questions. (Any One)                         |    | 10 x 1 = 10 |
| a)   |    |             |
| b)   |    |             |
| Q. 3 Answer the Following Questions. (Any One)                         |    | 10 x 1 = 10 |
| a)   |    |             |
| b)   |    |             |
| Q. 4 Answer the Following Questions. (Any One)                         |    | 10 x 1 = 10 |
| a)   |    |             |
| b)   |    |             |
| Q. 5 Short Notes (Any Four)  |    | 5 x 4 = 20  |
| a)   | e) |             |
| b)   | f) |             |
| c)   | g) |             |
| d)   | h) |             |
|  |    |             |
| Exam Pattern (Internal Examination)                                    |    | Marks       |
| Total 40 Marks   |    |             |
| 1. Class Test  |    | 10 Marks    |
| 2. Assignment  |    | 10 Marks    |
| 3. Presentation  |    | 10 Marks    |
| 4. Group Discussion  |    | 10 Marks    |
| 5. Quiz  |    | 10 Marks    |
| 6. Case Study  |    | 10 Marks    |
| <b>Note:</b>   |    |             |
| 1. Any Four out of the above can be taken for the internal Assessment. |    |             |
| 2. The internal Assessment shall be conducted throughout the Semester. |    |             |
| 3. Field visit can be arranged.  |    |             |

**Syllabus**  
**B.Com. (Second Year)**  
**(Sem.- III)**

**Title of Paper: Fundamentals of Business :- Introduction to Management**

| <b>Sr. No.</b> | <b>Heading</b>  | <b>Particulars</b>  |
|----------------|---|---|
| <b>1</b>       | <b>Description of the course :<br/>Including but Not limited to :</b>   | This course provides an understanding of the concepts, principles and functions of Management. It deals with management lessons from Bhagwat Gita and touch upon the Indian Ethos. The course includes detailed learning on functions of management namely Planning, Controlling, Organising and Directing. |
| <b>2</b>       | <b>Vertical :</b>   | Minor   |
| <b>3</b>       | <b>Type :</b>   | Theory  |
| <b>4</b>       | <b>Credit:</b>  | 4 credits   |
| <b>5</b>       | <b>Hours Allotted :</b>   | 60 Hours  |
| <b>6</b>       | <b>Marks Allotted:</b>  | 100 Marks   |
| <b>7</b>       | <b>Course Objectives:</b> ( List some of the course objectives )<br>1. To provide an overview of Management in an organization<br>2. To understand the principles and functions of management.<br>3. To provide an insight on the application of principles and functions of Management in their lives. |   |
| <b>8</b>       | <b>Course Outcomes:</b> ( List some of the course outcomes )<br>CO1 Learners will understand the concepts and principles of Management.(Understand)<br>CO2 Learners will learn to apply the functions of management in their daily life (Apply)   |   |

**9** **Modules:-** Per credit One module can be created

**Module 1: Introduction to Management (15 lectures)**

**Unit I Management**

- Concept, Nature, Functions, Levels of Management, Managerial Skills,
- Techniques of Scientific Management Theory by F.W. Taylor, Principles of Management by Henri Fayol, Dimensions of Management by Peter Drucker

**Unit II Indian Management Thoughts**

- Indian Management Thoughts, Chanakya's Principles of Management
- 10 key Management Lessons from Bhagwad Gita, Indian Ethos & its Significance to Management

**Module 2 : Planning & Decision Making (15 lectures)**

**Unit I Planning**

- Steps, Importance, Components of Planning, Coordination – Importance,
- M.B.O -Process, Advantages, Management By Exception- Advantages; Management Information System- Concept, Components

**Unit II Decision Making**

- Concept, Importance, Process of Decision-making and Techniques,
- Essentials of a Sound Decision Making, Impact of Technology on Decision Making.

**Module 3: Organizing (15 lectures)**

**Unit I Organisation Structures**

- Features of Organisation Structures: Line Organisation, Line & Staff Organisation, Matrix Organisation, Virtual Organisation, Formal and Informal Organisation.
- Departmentation -Meaning & Bases,

**Unit II Span of Management and Delegation of Authority**

- Span of Management- concept & Factors Influencing Span of Management, Advantages of appropriate Span of Management.
- Delegation of Authority- Process, Barriers to Delegation, Principles of Effective Delegation, Centralization v/s Decentralisation.

**Module 4: Directing and Controlling (15 lectures)**



|           |  |   |
|-----------|--|---|
|           | <p><b>Unit I Directing</b></p> <ul style="list-style-type: none"> <li>• Concept, Importance and Scope of Directing</li> <li>• Motivation – Concept, Importance, Factors influencing motivation, Maslow's Theory of Motivation, Leadership- concept, Styles &amp; Qualities of good leader.</li> </ul> <p><b>Unit II Controlling</b></p> <ul style="list-style-type: none"> <li>• Managerial Communication: Functions, Barriers, Modern Tools used by managers for communication.</li> <li>• Controlling – Concept, Steps in control process, Essentials of good control system, Techniques of Controlling.</li> </ul>  |   |
| <b>10</b> | <p><b>Reference Books:</b></p> <ol style="list-style-type: none"> <li>1. Management Today Principles&amp; Practice- Gene Burton, Manab Thakur, Tata McGraw Hill, Publishing Co.Ltd.</li> <li>2. Management – James A.F.Stoner, Prentice Hall, Inc .U.S.A.</li> <li>3. Management : Global Prospective –Heinz Weihrich&amp; Harold Koontz, Tata McGraw- Hill, Publishing Co.Ltd.</li> <li>4. Principles of Management- T.Ramasamy.</li> <li>5. Principles and Practices of Management- L.M. Prasad.</li> <li>6. Essentials of Management – Koontz AndO'Donnel</li> <li>7. Principles of Management –Sherlekar S. A</li> <li>8. Principles and Practice of Management by L M Prasad</li> <li>9. Corporate Chanakya: Successful Management the ancient way by Radhakrishnan Pillai</li> <li>10.Success Principles of Chanakya by Mahesh Sharma</li> <li>11.Managing by the Bhagavad Gita:Timeless lessons for today's Managers, by Satinder Dhiman, A.D. Amar Springer publication.</li> <li>12.Professional Development with Managerial Communication by JitendraMhatre.</li> <li>13.Executive Guide to Business Communication, MoinQazi,</li> <li>14.Principles and Practices of Management &amp; Business Communication – Karmakar, Dutta</li> <li>15.Modern Communication Techniques by Sandip Dey</li> </ol> |   |
| <b>11</b> | <b>Internal Continuous Assessment: 40%</b>   | <b>External, Semester End Examination<br/>60% Individual Passing in Internal<br/>and External Examination</b> |
| <b>12</b> | <p><b>Continuous Evaluation through:</b><br/>Quizzes, Class Tests, presentation, project, role play, creative writing, assignment etc.( at least 4 )</p>   |   |

| Exam Pattern (External Examination)   |    |                  |
|---|----|------------------|
| <b>Total Marks: 60</b>  |    | <b>4 Credits</b> |
| <b>Time: 2 Hours</b>  |    |                  |
| <b>Answer the Following Question</b>  |    |                  |
| Q. 1 Answer the Following Questions. (Any One)  |    | 10 x 1 = 10      |
| a)  |    |                  |
| b)  |    |                  |
| Q. 2 Answer the Following Questions. (Any One)  |    | 10 x 1 = 10      |
| a)  |    |                  |
| b)  |    |                  |
| Q. 3 Answer the Following Questions. (Any One)  |    | 10 x 1 = 10      |
| a)  |    |                  |
| b)  |    |                  |
| Q. 4 Answer the Following Questions. (Any One)  |    | 10 x 1 = 10      |
| a)  |    |                  |
| b)  |    |                  |
| Q. 5 Short Notes (Any Four)   |    | 5 x 4 = 20       |
| a)  | e) |                  |
| b)  | f) |                  |
| c)  | g) |                  |
| d)  | h) |                  |
|   |    |                  |
| Exam Pattern (Internal Examination)   |    | Marks            |
| Total 40 Marks  |    |                  |
| 1. Class Test   |    | 10 Marks         |
| 2. Assignment   |    | 10 Marks         |
| 3. Presentation   |    | 10 Marks         |
| 4. Group Discussion   |    | 10 Marks         |
| 5. Quiz   |    | 10 Marks         |
| 6. Case Study   |    | 10 Marks         |
| <b>Note:</b> <ol style="list-style-type: none"> <li>Any Four out of the above can be taken for the internal Assessment.</li> <li>The internal Assessment shall be conducted throughout the Semester.</li> <li>Field visit can be arranged.</li> </ol> |    |                  |

**Sem. - IV**

**Syllabus**  
**B.Com. (Second Year )**  
**(Sem.- IV)**

**Title of Paper : Business Law-III : The Negotiable Instruments Act 1881 and Amendment 2015**

| <b>Sr. No.</b> | <b>Heading</b>  | <b>Particulars</b>  |
|----------------|---|---|
| <b>1</b>       | <b>Description the course :<br/><br/>Including but Not limited to :</b>   | The course includes the concept and the terms associated with the Negotiable Instruments Act. It also includes the performance and discharge of liability under the Negotiable Instruments Act 2015 |
| <b>2</b>       | <b>Vertical :</b>   | Minor   |
| <b>3</b>       | <b>Type :</b>   | Theory  |
| <b>4</b>       | <b>Credit:</b>  | 4 credits   |
| <b>5</b>       | <b>Hours Allotted :</b>   | 60 Hours  |
| <b>6</b>       | <b>Marks Allotted:</b>  | 100 Marks   |
| <b>7</b>       | <b>Course Objectives:</b> ( List some of the course objectives ) <ol style="list-style-type: none"><li>1. To make the students understand various provisions related to The Negotiable Instrument Act, 1881 with Amendment Act, 2015.</li><li>2. To understand the nuances and rules related to Bills of Exchange, Promissory Note and Cheque. Dishonour of Cheque and Penalties</li><li>3. To help the students to understand the concepts of various Negotiable instruments and its applications in practical life.</li></ol> |   |
| <b>8</b>       | <b>Course Outcomes:</b> ( List some of the course outcomes ) <ol style="list-style-type: none"><li>1. Learners will gain knowledge of the Negotiable Instruments Act. (Understand)</li><li>2. Learners would be able to learn the various types of Negotiable Instruments and its application in business.(Apply)</li><li>3. Learners will know the importance of Promissory Notes and Bills of exchange and cheques in Business.</li></ol>   |   |

**9** **Modules:-** Per credit One module can be created

**Module 1: Negotiable Instruments**

**Unit I Negotiable Instruments**

- Negotiable Instruments - Introduction and Characteristics of Negotiable Instruments, Maturity of Instruments (S.21 to 25)
- Classification of Negotiable Instruments.(Ss. 11, 12, 17-20,42,104, 134, 135)

**Unit II Promissory Notes & Bills of Exchange**

- Promissory Notes & Bills of Exchange (S.4, 5,108-116) - Essential elements of Promissory Note and Bills of Exchange, Bills in Sets (S.13)
- Kinds of Promissory Note and Bill of Exchange. Distinguish between Promissory note & Bill of Exchange

**Module 2:...Cheques and Delivery**

**Unit I Cheque**

- Cheque – Concept, Types & Crossing of cheque (S.6 to 25 and 123 to 132)
- Dishonour of Cheque – Concept & Penalties. Distinguish between Bill of Exchange & Cheque.

**Unit II Delivery**

- S 46 Delivery. S47. Negotiation by delivery. S48. Negotiation by indorsement..
- S49 Conversion of indorsement in blank into indorsement in full. S50. Effect of indorsement. S51. Who may negotiate.

**Module 3 Presentment and Discharge of Liability**

**Unit I Presentment**

- Section 61. Presentment for acceptance. 62. Presentment of promissory note for sight. 63. Drawee's time for deliberation. 64. Presentment for payment.
- 65. Hours for presentment. 66. Presentment for payment of instrument payable after date or sight. 67. Presentment for payment of promissory note payable by instalments.

**Unit II Discharge of Liability**

- Section 82. Discharge from liability. (a) by cancellation; (b) by release; (c) by payment. 83. Discharge by allowing drawee more than forty-eight hours to accept. 84. When cheque not duly presented and drawer damaged thereby.
- 85. Cheque payable to order. 85A. Drafts drawn by one branch of a bank on another payable to order. 86. Parties not consenting discharged by qualified or limited acceptance

|           |   |   |
|-----------|---|---|
|           | <b>Module 4:...Miscellaneous Provisions &amp; Protest</b>   |   |
|           | <p><b>Unit I Miscellaneous Provisions</b></p> <ul style="list-style-type: none"> <li>• Miscellaneous Provisions – Parties to Negotiable Instruments Holder, Drawer, Drawee in case of Need (S.7, 115 and 116), Payee</li> <li>• Holder in due course, Rights &amp; Privileges of Holder in due course, Payment in due course (S.10), Noting (S.99) and Protest (S.100-102).</li> </ul> <p><b>Unit II Protest</b></p> <ul style="list-style-type: none"> <li>• Section 101. Contents of protest. 102. Notice of protest. 103. Protest for non-payment after dishonour by non-acceptance.</li> <li>• 104. Protest of foreign bills. 104A. When noting equivalent to protest.</li> </ul> |   |
| <b>10</b> | <p><b>Reference Books:</b></p> <p>The Negotiable Instruments (Amendment) Act, 2015, The Negotiable Instruments Act by Bhashyam &amp; Adiga, Khergamvala on The Negotiable Instruments Act</p>   |   |
| <b>11</b> | <b>Internal Continuous Assessment: 40%</b>  | <b>External, Semester End Examination 60% Individual Passing in Internal and External Examination</b> |
| <b>12</b> | <p><b>Continuous Evaluation through:</b></p> <p>Quizzes, Class Tests, presentation, project, role play, creative writing, assignment etc.( at least 4 )</p>   |   |

| Exam Pattern (External Examination)  |    |             |
|--|----|-------------|
| Total Marks: 60  |    | 4 Credits   |
| Time: 2 Hours  |    |             |
| Answer the Following Question  |    |             |
| Q. 1 Answer the Following Questions. (Any One)   |    | 10 x 1 = 10 |
| a)   |    |             |
| b)   |    |             |
| Q. 2 Answer the Following Questions. (Any One)   |    | 10 x 1 = 10 |
| a)   |    |             |
| b)   |    |             |
| Q. 3 Answer the Following Questions. (Any One)   |    | 10 x 1 = 10 |
| a)   |    |             |
| b)   |    |             |
| Q. 4 Answer the Following Questions. (Any One)   |    | 10 x 1 = 10 |
| a)   |    |             |
| b)   |    |             |
| Q. 5 Short Notes (Any Four)  |    | 5 x 4 = 20  |
| a)   | e) |             |
| b)   | f) |             |
| c)   | g) |             |
| d)   | h) |             |
|  |    |             |
| Exam Pattern (Internal Examination)  |    | Marks       |
| Total 40 Marks   |    |             |
| 1. Class Test  |    | 10 Marks    |
| 2. Assignment  |    | 10 Marks    |
| 3. Presentation  |    | 10 Marks    |
| 4. Group Discussion  |    | 10 Marks    |
| 5. Quiz  |    | 10 Marks    |
| 6. Case Study  |    | 10 Marks    |
| <b>Note:</b> 1. Any Four out of the above can be taken for the internal Assessment.<br>2. The internal Assessment shall be conducted throughout the Semester.<br>3. Field visit can be arranged. |    |             |

**Syllabus**  
**B.Com. (Second Year )**  
**(Sem.- IV)**

**Title of Paper : Fundamentals of Business :- Introduction to Finance**

| <b>Sr. No.</b> | <b>Heading</b>  | <b>Particulars</b>  |
|----------------|---|---|
| <b>1</b>       | <b>Description the course :</b><br><br><b>Including but Not limited to :</b>  | In this course, students will focus on developing a foundational understanding of finance, covering key topics such as financial systems, valuation, risk and return, capital budgeting, and corporate finance strategies. The course is designed to equip students with the necessary skills to apply financial concepts in real-world scenarios and to prepare them for more advanced studies in finance. |
| <b>2</b>       | <b>Vertical :</b>   | Minor   |
| <b>3</b>       | <b>Type :</b>   | Theory  |
| <b>4</b>       | <b>Credit:</b>  | 4 credits   |
| <b>5</b>       | <b>Hours Allotted :</b>   | 60 Hours  |
| <b>6</b>       | <b>Marks Allotted:</b>  | 100 Marks   |
| <b>7</b>       | <b>Course Objectives:</b> ( List some of the course objectives )<br>1. To provide information to students about the current financial system in India.<br>2. To enable the students to build a career in corporate finance  |   |
| <b>8</b>       | <b>Course Outcomes:</b> ( List some of the course outcomes )<br><br>CO 1 : Understanding the basic concepts of corporate finance and the Indian financial system (Understand)<br><br>CO 2: Analyse and interpret financial statements to assess the financial health of a business. (Analyze)<br><br>CO 3 : Understand the fundamental principles of finance, including the financial system, financial markets, and financial instruments<br><br>CO 4: Understand the concept of Governance and Ethics |   |



**9** **Modules:-** Per credit One module can be created

**Module 1: Introduction to Finance**

**Unit I Finance**

- Concept of Finance, Capital, Risk, Cost & Return, Types of Finance, goals of firm - profit maximization v. shareholders' wealth maximization,
- Sources of Finance (Funds), Changing role and responsibilities of a Financial Manager

**Unit II Financial Management**

- Financial Management – Concept and Importance, Analysis & Interpretation of Financial Statements, Strategies for effective Financial Management
- Cannons of Financial Planning, Career options in the field of Finance

**Module 2: Capitalisation, Capital Budgeting, and Capital Structure**

**Unit I Capitalisation**

- Concept of Capitalisation, Overcapitalisation, Under and fair balanced capitalization, theories of Capitalisation
- Fixed Capital & Working capital – Concept, Difference

**Unit II Capital Budgeting**

- Capital Budgeting – concept, The Importance of Capital Budgeting in Financial Planning, Capital Budgeting Techniques.
- Capital Structure – Concept, Types, Factors

**Module 3 : Financial Markets**

**Unit I Financial Markets**

- Introduction to financial markets, Money Market – Concept, Functions, Characteristics
- Capital Markets- Concept, Structure, Rules & regulations governing the operations of dealings in capital market, Distinction between capital market and money market.

**Unit II Stock Exchange and SEBI**

- Stock Exchange – concept, types and Role and Functions of Stock Exchange, NSE, BSE (meaning only) Role of merchant banking in new issues
- SEBI - Role and functions of SEBI- dematerialized trading, Credit rating, Stock market, Derivates,

|  |  |   |
|--|--|---|
| <b>Module 4 : Governance, Ethics, and Trends in Finance</b>  |  |   |
| <b>Unit I Corporate Governance</b> <ul style="list-style-type: none"> <li>Corporate governance – Terms - Concept and meaning of the term Shareholders' Rights and protection, Transparency, Accountability, Equity</li> <li>Principles of Corporate Governance, Role of Corporate Governance in Finance.</li> </ul><br><b>Unit II Ethics</b> <ul style="list-style-type: none"> <li>Business ethics- Good business practices, Key Principles of Financial Ethics</li> <li>Grading of Corporate Financial Soundness by Special Agencies like CRISIL, ICRA, CARE, Emerging issues in Finance sector</li> </ul> |  |   |
| <b>10</b>  | <b>Internal Continuous Assessment: 40%</b>   | <b>External, Semester End Examination<br/>60% Individual Passing in Internal<br/>and External Examination</b> |
| <b>11</b>  | <b>Continuous Evaluation through:</b><br>Quizzes, Class Tests, presentation, project, role play, creative writing, assignment etc.( at least 4 ) |   |

**QUESTION PAPER PATTERN**  
**(External and Internal)**

**Exam Pattern (External Examination)**

|  |    |                  |
|--|----|------------------|
| <b>Total Marks: 60</b>   |    | <b>4 Credits</b> |
| <b>Time: 2 Hours</b>   |    |                  |
| <b>Answer the Following Question</b>   |    |                  |
| Q. 1 Answer the Following Questions. (Any One)   |    | 10 x 1 = 10      |
| a)   |    |                  |
| b)   |    |                  |
| Q. 2 Answer the Following Questions. (Any One)   |    | 10 x 1 = 10      |
| a)   |    |                  |
| b)   |    |                  |
| Q. 3 Answer the Following Questions. (Any One)   |    | 10 x 1 = 10      |
| a)   |    |                  |
| b)   |    |                  |
| Q. 4 Answer the Following Questions. (Any One)   |    | 10 x 1 = 10      |
| a)   |    |                  |
| b)   |    |                  |
| Q. 5 Short Notes (Any Four)  |    | 5 x 4 = 20       |
| a)   | e) |                  |
| b)   | f) |                  |
| c)   | g) |                  |
| d)   | h) |                  |
|  |    |                  |
| <b>Exam Pattern (Internal Examination)</b>   |    | <b>Marks</b>     |
| <b>Total 40 Marks</b>  |    |                  |
| 1. Class Test  |    | 10 Marks         |
| 2. Assignment  |    | 10 Marks         |
| 3. Presentation  |    | 10 Marks         |
| 4. Group Discussion  |    | 10 Marks         |
| 5. Quiz  |    | 10 Marks         |
| 6. Case Study  |    | 10 Marks         |
| <b>Note:</b> 1. Any Four out of the above can be taken for the internal Assessment.<br>2. The internal Assessment shall be conducted throughout the Semester.<br>3. Field visit can be arranged. |    |                  |

**Sd/-**  
**Sign of the**  
**Offg. Associate Dean**  
**& Chairman**  
**Prin. Kishori Bhagat**  
**Faculty of Commerce &**  
**Management**

**Sd/-**  
**Sign of the**  
**Offg. Associate Dean**  
**Prof. Kavita Laghate**  
**Faculty of Commerce &**  
**Management**

**Sd/-**  
**Sign of the**  
**Offg. Dean**  
**Prin. Ravindra**  
**Bambardekar**  
**Faculty of Commerce &**  
**Management**