



**PSGR
Krishnammal College for Women**



DEPARTMENT OF B.COM (AM) & (FS)

**CHOICE BASED CREDIT SYSTEM (CBCS)
&
LEARNING OUTCOME BASED CURRICULAR FRAMEWORK (LOCF)**

**BACHELOR OF COMMERCE WITH ACTUARIAL MANAGEMENT
2022-2025 BATCH**



PROGRAMME LEARNING OUTCOMES (PLO's)

On the successful completion of the programme the student will be able to:

PLO1. Identify and analyze consequences of events involving risk and uncertainty.

PLO2. Apply appropriate modeling techniques to conduct quantitative risk analysis.

PLO3. Impart practical exposure on understanding on understanding the concepts of financial Mathematics and Applied Mathematics.

PLO4. Acquire profound analytical approach towards project management and problem solving.

PLO5. Perform both independently and in collaborative unison with others.

PLO6. Articulate the need of applying actuarial concepts for life-long learning.

PROGRAMME SPECIFIC OUTCOME

PSO 1: To enter into a broad range of employment sectors such as Insurance, Finance, and Risk management as Actuary or Actuarial consultant.

PSO 2: To complete Actuarial examinations and other requirements for SOA/COA (The Casualty Actuarial Society and The Society of Actuaries).

PSO 3: To enrich communication, ethical values, team work, professional and leadership skill sets of students.



DEPARTMENT OF B.COM (AM) & (FS)

CHOICE BASED CREDIT SYSTEM (CBCS) & LEARNING OUTCOME
BASED CURRICULAR FRAMEWORK (LOCF)
BACHELOR OF COMMERCE WITH ACTUARIAL MANAGEMENT
2022-2025 BATCH

Semester	Part	Subject Code	Title of the Paper	Course Type	Instruction hrs/week	Contact	Tutorial hrs/	Duration of Examination	Examination marks				
									CA	ESE	Total	Credits	
I	I	TAM2201/ HIN2201/ FRE2201	Language - I Tamil I/ Hindi I/ French I	Language	6	86	4	3	50	50	100	3	
	II	ENG2101	English Paper I	English	6	86	4	3	50	50	100	3	
	III	CM22C01	Principles of Accounting	CC	5	71	4	3	50	50	100	4	
		AM22C02	Mathematics	CC	6	86	4	3	50	50	100	4	
		AM22A01 AM22A02	Allied 1. Business Organization and Management ethics 2. Introduction to Information Technology	GE	5	71	4	3	50	50	100	5	
	IV	NME22B1/ NME22A1	Basic Tamil I/ Advanced Tamil I	AECC	2	28	2		100		100	2	
		NME21ES	Introduction to Entrepreneurship	AECC	2	26	4		100	-	100	2	
	I	I	TAM2202/ HIN2202/ FRE2202	Language - II Tamil II/ Hindi II/ French II	Language	6	86	4	3	50	50	100	3
		II	ENG2102	English Paper II	English	5	71	4	3	50	50	100	3

II	III	AM22C03	Principles and Practice of Insurance	CC	5	71	4	3	50	50	100	4
		AM22C04	Basics of Mathematical Statistics	CC	6	86	4	3	50	50	100	4
		AM22A03 AM22A04	Allied 1. Principles of Marketing / 2. Business Communication	GE	5	71	4	3	50	50	100	5
	IV	NME22B2 NME22A2	**Open Course: (self study – Online course) Basic Tamil II/ Advanced Tamil II	AEC C	--	--	--	--	--	--	--	Gr
	VI		Personality Development Programme		-	-	-	-	-	-	-	-
	VI	NM12GW	General awareness		Self study	---	--	--	100	--	100	Gr
V		21PECM1	Professional English for Commerce and Management	AECC	3	40	5	2	50	50	100	2
III	I	TAM2203A/ HIN2203A/ FRE2203A	Language – Tamil / Hindi / French –Paper III	Lang	4	58	2	3	50	50	100	3
		II	ENG2203A	English -Paper III	Eng	4	58	2	3	50	50	100
	III	AM22C05	General Insurance	CC	4	58	2	3	50	50	100	3
		CM22C06	Company Law	CC	4	58	2	3	50	50	100	3
		AM22C07	Financial Mathematics I	CC	4	58	2	3	50	50	100	3
		AM22A05 AM22A06	Allied 1. Actuarial Statistics - I 2. Mathematical Basis of Life Assurance	GE	5	73	2	3	50	50	100	4
		AM22SBP1	SBS I- Data Analysis Using Excel and Financial Modelling	SEC	3	41	4	-	100	-	100	3

		NM22EVS	Foundation Course-II (Environment Studies)	Self study	-	-	-	-	100	-	100	Gr
	IV	NM22EVS	Foundation Course-II (Environment Studies)	Self study	-	-	-	-	100	-	100	Gr
		NM22UHR	Foundation Course-III (Universal Human Values and Human Rights)	AECC	2	30	-	-	100	-	100	2
				Job Oriented Course Finance And Financial Reporting	AECC	-	60	-	-	-	-	
IV	I	TAM2204A / HIN2204A/ FRE2204A	Language –IV Tamil IV / Hindi IV/ French IV	Language	4	58	2	3	50	50	100	3
IV	II	ENG2204A	English Paper IV	English	4	58	2	3	50	50	100	3
IV	III	AM22C08	Financial Mathematics-II	CC	4	58	2	3	50	50	100	3
IV	III	CM22C09	Business Finance	CC	4	58	2	3	50	50	100	3
IV	III	CM22C10	Business Law	CC	4	58	2	3	50	50	100	3
IV	III	AM22A07/ AM22A08	Allied II Actuarial Statistics II/ Actuarial Aspectsof Product development	GE	5	73	2	3	50	50	100	4
III/ IV	III	AM22SBP1 AM21SBCE	SBS1- Data analysis using Excel and financial modelling/ Coursera – Risk Management in Finance	SEC	3	41/45	4/ -	-	100	-	100	3

IV	IV	NM22DTG	Foundation Course-IV Design Thinking Finishing School Part A	AEC	2	30	-	-	100	-	100	2
IV	V	COCOACT	Extension Activities NSS / NCC/YR /Sports & Games/Eco Watch/YiNET/ Rotaract		-	-	-	-	100	-	100	1
			Community Oriented Service		-	-	-	-	-	-	-	Gr.

CC – Core Courses

GE – Generic Elective

AEEC – Ability Enhancing Compulsory Course

CA – Continuous Assessment

ESE - End Semester Examination

SEC – Skill Enhancing Course

Bloom's Taxonomy based Assessment Pattern

CIA Question Paper Pattern: 2 x 25 = 50 Marks

One question from each unit with each question comprising of

- Two questions with a weightage of 2 marks (no choice)
- Two questions with a weightage of 6 marks (no choice)
- One question with weightage of 9 marks (Internal Choice at the same CLO level)

ESE Question Paper Pattern: 5 x 20 = 100 Marks

One question from each unit with each question comprising of

- One question with a weightage of 2 marks (no choice)
- One question with a weightage of 6 marks (Internal Choice at the same CLO level)
- One question with weightage of 12 marks (Internal Choice at the same CLO level)

WEIGHTAGE ASSIGNED TO VARIOUS COMPONENTS OF CONTINUOUS INTERNAL ASSESSMENT

Theory

	CIA I	CIA II	Mode I	Assignment /Class Notes	Seminar	Quiz	Class Participation	Application Oriented/In n. /Creativity Assessment	Attendance	Max. Marks
Core / Allied	7	7	10	4	5	4	5	5	3	50

RUBRIC ASSESSMENT TOOL ASSIGNMENT

Maximum - 20 Marks (converted to 4 marks) – Scale 4 to 1

Criteria	4 Marks	3 Marks	2 Marks	1 Mark
Focus	Clear	Shows awareness	Shows little	No awareness

Purpose			Awareness	
Main idea	Clearly presents a main idea.	Main idea supported Throughout	Vague sense	No main idea
Organization: Overall	Well planned	Good overall organization	There is a sense of organization	No sense of organization
Content	Exceptionally well presented	Well presented	Content is sound	Not good
Style: Details and Examples	Large amounts of specific examples and detailed Description	Some use of examples and detailed descriptions	Little use of specific examples and details	No use of examples

SEMINAR

Maximum - 20 Marks (converted to 5 marks) –Scale 4 to 1

Criteria	4 Marks	3 Marks	2 Marks	1 Mark
Focus Purpose	Clear	Shows Awareness	Shows little Awareness	No awareness
Main idea	Clearly presents a main idea.	Main idea supported throughout	Vague sense	No main idea
Organization: Overall	Well planned	Good overall organization	There is a sense of organization	No sense of organization
Content	Exceptionally well presented	Well presented	Content is sound	Not good
Style Details and Examples	Large amounts of specific examples and detailed description	Some use of examples and detailed descriptions	Little use of specific examples and details	No use of examples

CLASS PARTICIPATION

Maximum - 20 Marks (converted to 5 marks) – Scaled from 5 to 1

Criteria	5 Marks	4 Marks	3 Marks	2 Marks	1 Mark
Level of Engagem ent in Class	Student Proactively contributes to class by offering ideas and asks questions more than once per class.	Student proactively contributes to class by offering ideas and asks questions once per class	Student contributes to class and asks questions occasionally	Student rarely contributes to class by offering ideas and asking no questions	Student never contributes to class by offering ideas

Listening Skills	Student listens when others talk, both in groups and in class. Student incorporates or builds off of the ideas of others.	Student listens when others talk, both in groups and in class.	Student listens when others talk in groups and in class occasionally	Student does not listen when others talk, both in groups and in class.	Student does not listen when others talk, both in groups and in class. Student often interrupts when others speak.
Behavior	Student almost never displays disruptive behavior during class	Student rarely displays disruptive behavior during class	Student occasionally displays disruptive behavior during class	Student often displays disruptive behavior during class	Student almost always displays disruptive behavior during class
Preparation	Student is almost always prepared for class with required class materials	Student is usually prepared for class with required class materials	Student is occasionally prepared for class with required class materials	Student is rarely prepared for class with required class materials	Student is almost never prepared for class.

QUIZ

**Maximum - 20 Marks (converted to 4 marks)
APPLICATION ORIENTED/ INNOVATION/ CREATIVITY**

Criteria	Originality	Presentation	References or Library resources	Total Marks
Marks	2	2	1	5

Examination System

CA pattern for 22-23 Batch

Theory - II & III Year UG / PG

CIA Test	: 10 marks (Conducted for 60 marks after 50 days)
Model Exam	: 20 marks(Conducted for after 85 days 100 marks (Each Unit 20 Marks))
Seminar/Assignment/Quiz	: 10 marks
Class Participation	: 7 marks
Attendance	: 3 marks
Total	: 50 Marks

CA Question Paper Pattern and distribution of marks

Core and Allied - (First 3 Units)

Question from each unit comprising of

One question with a weightage of 2 Marks	: 2 x 3 = 6
One question with a weightage of 6 Marks (Internal Choice at the same CLO level)	: 6 x 3 =15
One question with a weightage of 12 Marks (Internal Choice at the same CLO level)	: 12x3=36
Total	: 60 Marks

ESE Question Paper Pattern

Core and Allied courses 5 x 20 = 100 Marks

Question from each unit comprising of

One question with a weightage of 2 Marks	:2 x 5 = 10
One question with a weightage of 6 Marks (Internal Choice at the same CLO level)	:6 x 5 = 30
One question with a weightage of 12 Marks (Internal Choice at the same CLO level)	:12x5=60
Total	:100 Marks

ESE Question Paper Pattern: (Accounts Paper) 5 x 20 = 100 Marks

Question from each unit comprising of

One question with a weightage of 2 Marks	: 2 x 5 =10
One question with a weightage of 6 Marks	: 6 x 5 =30
One question with a weightage of 12 Marks (Internal Choice at the same CLO level)	:12x5=60
Total	: 100 Marks

Part IV

Value education / Environmental Studies / Design Thinking

Quiz	: 50 marks
Assignment	: 25marks
Project / Case study	: 25 marks
Total	: 100 Marks

MAPPING OF PLOs WITH CLOs

COURSE OUTCOME	PROGRAMME LEARNING OUTCOMES					
	PLO1	PLO2	PLO3	PLO4	PLO5	PLO6
COURSE – CM22C01						
CLO1	S	M	S	M	S	
CLO2	S	M	S	M	M	
CLO3	S	M	M	M	M	
CLO4	S	M	S	M	S	
COURSE – AM22C02						
CLO1	L	M	S	M	L	S
CLO2	L	M	S	S	L	S
CLO3	M	M	S	S	L	S
CLO4	L	S	S	S	M	S
COURSE – AM22A01						
CLO1	L	L	L	M	S	L
CLO2	L	L	L	M	S	L
CLO3	M	S	L	S	S	L
CLO4	M	S	L	M	S	L
COURSE – AM22A02						
CLO1	S	M	L	L	M	M
CLO2	S	S	S	M	S	S
CLO3	M	M	M	S	S	S
CLO4	S	S	L	M	S	S
COURSE – AM22C03						
CLO1	S	M	S	M	S	
CLO2	S	M	M	M	S	
CLO3	M	M	S	S	S	
CLO4	S	M	S	S	S	
COURSE – AM22C04						
CLO1	S	S	M	M	M	
CLO2	S	S	S	S	S	
CLO3	S	S	M	S	S	
CLO4	S	S	S	S	S	
COURSE – AM22A03						
CLO1	S	S	M	S	S	
CLO2	S	S	S	M	S	
CLO3	S	S	S	M	S	
CLO4	S	S	S	S	S	
COURSE – AM22A04						
CLO1	S	M	L	M	S	
CLO2	S	M	L	M	S	
CLO3	S	M	L	M	S	
CLO4	S	M	L	M	S	

COURSE – AM22C05						
CLO1	M	S	M	L	M	L
CLO2	S	L	M	M	S	M
CLO3	S	S	S	M	S	S
CLO4	S	S	M	M	L	S
COURSE – CM22C06						
CLO1	S	S	M	M	M	-
CLO2	S	S	S	S	S	-
CLO3	S	S	M	S	S	-
CLO4	S	S	S	S	S	-
COURSE – AM22C07						
CLO1	L	S	S	S	M	-
CLO2	L	M	S	S	M	-
CLO3	M	M	M	S	M	-
CLO4	L	S	S	S	M	-
COURSE – AM22A05						
CLO1	L	M	M	S	S	S
CLO2	L	L	M	S	S	S
CLO3	L	L	M	S	M	M
CLO4	M	S	L	S	M	L
COURSE – AM22A06						
CLO1	L	M	M	S	S	S
CLO2	L	L	M	S	S	M
CLO3	L	L	M	S	M	M
CLO4	M	M	S	L	M	S
COURSE – AM22SBP1						
CLO1	L	S	M	S	L	L
CLO2	S	M	S	S	S	L
CLO3	L	S	S	S	M	M
CLO4	L	M	S	M	M	L
COURSE – AM22C08						
CLO1	L	M	M	S	M	S
CLO2	M	S	M	S	S	S
CLO3	L	M	S	M	M	S
CLO4	L	M	M	S	M	M
COURSE – CM22C09						
CLO1	S	S	S	S	S	-
CLO2	S	S	S	S	M	-
CLO3	S	S	S	S	S	-
CLO4	S	S	S	M	M	-
COURSE – CM22C10						
CLO1	S	M	S	S	M	-
CLO2	S	S	S	S	S	-
CLO3	S	M	S	S	M	-
CLO4	S	S	S	M	S	-
COURSE – AM22A07						
CLO1	S	M	S	L	M	M
CLO2	L	M	S	S	M	L
CLO3	S	M	S	L	M	M
CLO4	S	S	L	M	L	L

COURSE – AM22A08						
CLO1	S	M	S	L	M	M
CLO2	L	M	S	S	M	M
CLO3	S	M	S	L	M	M
CLO4	S	S	L	M	L	L
COURSE –NM22DTG						
CLO 1	S	M	M	S	S	-
CLO 2	M	S	S	M	M	-
CLO 3	S	S	S	M	S	-
CLO 4	S	S	S	S	S	-

COURSE NUMBER	COURSE NAME	Category	L	T	P	Credit
CM22C01	PRINCIPLES OF ACCOUNTING	Core	71	4	-	4

Preamble

To enable the students to apply the conceptual principles and to develop an expertise in handling accounts of business entities and the consolidation of accounts through appropriate accounting techniques and policies.

Prerequisite

- Basic Knowledge in Financial Statements

Course Learning Outcomes

On the successful completion of the course, students will be able to

CLOs	CLO Statement	Knowledge Level
CLO1	Define the concepts and conventions in accounting	K1
CLO2	Interpret accounting statement using basic concepts	K2
CLO3	Apply the procedures of recording transactions and preparation of Reports	K3
CLO4	Articulate the accounting concepts to interpret the performance of a firm	K4

Mapping with Programme Learning Outcomes

CLOs	PLO1	PLO2	PLO3	PLO4	PLO5
CLO1	S	M	S	M	S
CLO2	S	M	S	M	M
CLO3	S	M	M	M	M
CLO4	S	M	S	M	S

S- Strong; M-Medium; L-Low

Syllabus

Unit I (14 Hrs)

Basic Accounting Concepts (AS-1) - Rectification of errors –Final Accounts- Bank Reconciliation Statement

Unit II (14 Hrs)

Average due date – Bills of exchange (trade bills only)-Joint Venture (AS-27)

Unit III (15 Hrs)

Departmental Accounts – Basis for allocation of expenses. Branch Accounts (Dependent Branches - Debtors and Stock & Debtors System – Independent

Branches only)

Unit IV (14Hrs)

Hire purchase Accounts: Default and Repossession – Hire purchase Trading Account – Installment purchase system.

Unit V(14 Hrs)

Depreciation (excluding change in method of depreciation) – Investment Account(AS-13)

Text Book

S. No	Authors	Title	Publishers	Year of Publication
1.	Reddy T S & A Murthy	Financial Accounting	Margham Publications	Reprint 2019

Reference Books

S.No	Authors	Title	Publishers	Year of Publication
1.	RL Gupta & Radhasamy	Advanced Accountancy (Vol I)	Sultan Chand & Sons.	2018, 13 th ed.
2.	Jain S.P & Narang K.L	Principles of Accountancy	Kalyani Publishers	2018
3.	MC Shukla, T.S. Grewal & S.C. Gupta	Advanced Accountancy	S. Chand & sons	2016

Skill Components

- Identifying concepts and conventions adopted by a firm in their financial statement
- Study a firm's financial statement and present a report on the accounting policies followed
- To calculate the due date and amount on discounting of bills for a firm.
- Analyzing the financial statement of a hire purchase company and present a report on the collection system.
- Analyse the treatment of depreciation for different firms

Course Designers

1. Dr.S.Sujatha, Department of Commerce
2. Dr.G.Indrani, Department of Commerce

COURSE NUMBER	COURSE NAME	CATEGORY	L	T	P	CREDIT
AM22C02	MATHEMATICS	Theory	86	4	-	4

Preamble

- To provide students with a solid background of Mathematical constants, Algebra and Matrices.
- To concentrate on understanding the conception of Differentiation and Integration.
- To focus on understanding the concepts, analytical reasoning and developing crucial skills in order to calculate, analyze, interpret and communicate the results clearly

Course Learning Outcomes

- Upon the successful completion of the course students

CLO Number	CLO Statement	Knowledge Level
CLO1	Recall the fundamental properties of Mathematical concepts	K1
CLO2	Interpret quadratic equations and manipulate algebraic expressions and complex numbers	K2
CLO3	Illustrate the various Mathematical techniques	K2
CLO4	Identify differential and integral calculus to interpret the physical systems	K3

Mapping with Programme Learning Outcome

CLOs	PLO1	PLO2	PLO3	PLO4	PLO5	PLO6
CLO1	L	M	S	M	L	S
CLO2	L	M	S	S	L	S
CLO3	M	M	S	S	L	S
CLO4	L	S	S	S	M	S

S- Strong; M-Medium; L-Low

Syllabus

Unit I (16 Hrs)

Mathematical constants and standard functions: Standard functions and graphs- Exponential function- Log function- Powers of x- Transformations- Other functions: Modulus function- Integer part- Max and min- Factorial and gamma functions: Factorial notation- Gamma function – Interpolation and Extrapolation- Iteration .(ActEd Problems only)

Unit II (17 Hrs)

Algebra: Algebraic expressions: Indices- Logarithms- Fractions. Quadratic equations: Solution by factorization- Solution by completing the square- Solution by formula. Simultaneous equations- Inequalities- Arithmetic-geometric mean inequality- Sums and products. Arithmetic and geometric progressions: Formulae- Convergence. Standard summations- Swapping the order of summation- Binomial expansions: Positive powers- Fractional or negative powers. Permutation and combination. (ActEd Problems only)

Unit III (17 Hrs)

Basics of Vectors-Notation and arithmetic- Magnitude- Scalar product. Matrices- Basic arithmetic- Multiplication- Determinants- Inverses- Simultaneous equations- Eigenvectors and eigenvalues. Complex numbers: Basic algebra- Argand diagrams- Euler's formula- Solution of polynomial equations- Difference equations. (ActEd Problems only)

Unit IV (18 Hrs)

Differentiation:- Limits: Limits- The order notation- Supremums and infimums. Differentiation- Differentiation of standard functions- Products and quotients- Chain rule- Higher order derivatives.

Stationary points: Maxima, minima and points of inflexion- Curve sketching. Partial differentiation- Extrema of functions of two variables- Lagrange multipliers. (ActEd Problems only)

Unit V (18 Hrs)

Integration: Integrals- Integration of standard functions- Integration by inspection, partial fractions, substitution (change of variable) and parts. Differentiating an integral (Leibniz's formula)- Convergence- Double integrals- Swapping the order of integration. Numerical methods for integration: The trapezium rule -Taylor and Maclaurin series. Differential equations: Solution by direct integration- Solution by separation of variables- Solution by integrating factor. (ActEd Problems only)

Note : Problems from ActEd Material only

Mapping with Programme Learning Outcomes

S. No	Author	Title of the book	Publishers	Year of Publication
1.	-	ActEd Study Materials(FAC – P C – 13) Chapters : 3,4,5 (5-8),6,7,8	The Actuarial Education Company	2013

Reference Books

S. No	Author	Title of the book	Publishers	Year of Publication
1.	S. Narayanan & Others	Ancillary Mathematics Volume 1	S.Viswanathan Publishers	2013
2.	Narayanan and T.K.Manicavachago mPillay	Calculus - Volume I	Printers and Publishers Pvt. Ltd. – Chennai, 2004	2014
3.	Narayanan and T.K.Manicavachagom Pillay	Calculus - Volume II	Printers and Publishers Pvt. Ltd. – Chennai, 2004	2014

Skill Components

- Apply simple iterative methods to solve non-linear equations.
- Evaluate expressions and equations, properties of equalities and inequalities, solvesthe algebraic equations and linear equations having one or two variables
- Calculate the modulus and argument of a complex number, represent a complexnumber on an Argand diagram
- Use differentiation to find the maximum or minimum value of a function over aspecified range and determine the nature of stationary points.
- Solve simple ordinary first-order differential equations, including applyingboundaryconditions.

Pedagogy

Lecture, PPT Presentation , Quiz, Group Discussion, Seminar, Assignment.

CourseDesigners:

1. Mrs.M.Harini, Assistant Professor
2. Mrs.N.Meenakshi, Assistant Professor

COURSE NUMBER	COURSE NAME	Category	L	T	P	Credit
AM22A01	BUSINESS ORGANIZATION AND MANAGEMENT ETHICS	Theory	71	4	-	5

Preamble

To provide students with an understanding of the basic principles and functions of management in functional areas of business and knowledge on Industry 4.0 and need for digital transformation.

Course Learning Outcomes

On the successful completion of the course, students will be able to

CLO Number	CLO Statement	Knowledge Level
CLO1	Understand the concepts related to Business	K1
CLO2	Summarizes the main Areas of Responsibility for different Functions within an Organization..	K2
CLO3	Develop Strategies for Identifying and Dealing with typical Ethical Issues in Businesses and other Organizations.	K3
CLO4	Adopt the goals of industry 4.0 and design the principles for a current scenario in management	K3

CLOs	PLO1	PLO2	PLO3	PLO4	PLO5	PLO6
CLO1	L	L	L	M	S	L
CLO2	L	L	L	M	S	L
CLO3	M	S	L	S	S	L
CLO4	M	S	L	M	S	L

S- Strong; M-Medium; L-Low

Unit I (14 Hrs)

Nature and Scope of Business - Business versus Profession and Employment -Characteristics of business, - Objectives and essentials of business. Forms of Business Organization – Sole Trader, Partnership Firm, Joint Stock Company and Co-operative Society – PublicEnterprises

Unit II (14 Hrs)

Management -Definition - Nature and Scope – Functions – Managerial Skills – Levels of Management – Roles and Skills of a Manager -Management Functions □ Managerial Levels • Managerial Types □ Managerial Knowledge, Skills and Abilities-Management as a Science, Art, Profession- Management and Administration – Principles of Management.

Unit III (14 Hrs)

Planning: Meaning – Nature- Importance- Planning Process - Advantages and Limitations- Types of Plans — Strategies – Obstacles to Effective Planning - Decision Making: Steps in Decision Making – Organization: Meaning-Nature and Importance-Process of Organization- Organization Structure- Organization Chart- Organization Manuals- Types of Organization- Departmentation - Span of Management

Unit IV (15 Hrs)

Leadership-Meaning-Importance-Functions of Leadership-Leadership Styles-Qualities of a Good Leader- Theories and Approaches to Leadership. Directing – Functions. Leading vs Managing Leadership and Power Motivation- Meaning-Need for Motivation-Theories of Motivation. Coordination – Meaning - Definition-Principles -Advantages & Disadvantages - Control-Meaning- Nature - Importance- Process & Techniques of Control.

Unit V (14 Hrs)

Business Ethics – Importance – Principles - Structure of ethics management -Introduction to Industry 4.0- Need – Reasons for Adopting Industry 4.0 - Definition – Goals and Design Principles - Technologies of Industry 4.0- Skills required for Industry 4.0- Advancements in Industry 4.0- – Impact of Industry 4.0 on Society, Business, Government and People - Introduction to 5.0.

Text Book

S.No	Authors	Title	Publishers	Year of Publication
1.	RK Sharma & Shasi KGupta	Principles of Management	Kalyani Publishers	2017
2.	Dinkar Pagre	Principles of Management	Sultan Chand & sons	2018 ed
3.	P. Kaliraj, T. Devi	Higher Education for Industry 4.0 and Transformation to Education 5.0	Bharathiyar University	2020

Reference Books

S. No	Authors	Title	Publishers	Year of Publication
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1.	RN Gupta	Principles of Management	S .Chand &co	2009
2.	Dr.C.N Sontakkai	Principles of Management	Kalyani Publishers,	2010
3.	T.Ramasamy	Principles of Management	Himalaya publishers	2017
4.	Robbins, De Cenzo,&Coulter.	Fundamentals of Management	Pearson	10th Ed. 2017

Related Online Contents:

1. Business Management Ethics and Communication - The Institute of Company Secretaries of India
2. Introduction to Industry 4.0 and Industrial Internet of Things by Prof.SudipMishra,IIT Kharagpur.
3. A Complete Guide to Industry 4.0-Udemy

Skill Components

- Preparation of different types of organisation charts
- Construct a standing plan for a new business venture
- Demonstrate different leadership styles through role play
- Study the ethical practices followed in the organization
- Select any one company and prepare SWOT analysis
- Prepare a report of CSR activities followed in an organisation

Pedagogy

Lecture, PPT Presentation , Quiz, Group Discussion, Seminar, Assignment, Activitybased learning

Course Designers:

1. Mrs.C.Anitha Mary, Assistant Professor
2. Ms.A.Divya, Assistant Professor

COURSE NUMBER	COURSE NAME	Category	L	T	P	Credit
AM22A02	INTRODUCTION TO INFORMATION TECHNOLOGY	Theory	71	4	-	5

Preamble:

- To introduce the importance of computer literacy among students and exposing them to the algorithms, flow charts, programming and computer networks.
- To build familiarity in accessing information through Internet, Intranet, E-mail and e-payment system.

Course Learning Outcomes

On the successful completion of the course, students will be able to

CLO Number	CLO Statement	Knowledge Level
CLO1	Recall the concepts of Computer applications and understand the role of computer in business.	K1
CLO2	Understand the types of Computer networks, methods of data processing	K2
CLO3	Apply the Technological upgradation, file maintenance process and reporting.ses of Internet and communication services.	K3
CLO4	Analyze the impact of e-Business and flow of payment modes in a business using SWIFT	K3

Mapping with Program Learning Outcomes

CLOs	PLO1	PLO2	PLO3	PLO4	PLO5	PLO6
CLO1	S	M	L	L	M	M
CLO2	S	S	S	M	S	S
CLO3	M	M	M	S	S	S
CLO4	S	S	L	M	S	S

S-Strong M- Medium L-Low

Syllabus

UNIT I (15 Hrs)

Introduction to Computers – Classification of Computers – Computer applications in Various Areas of Business - Basic Principles of Operation of Digital Computers – History & Development of Computers – (Computer Generations)* – Hardware, Software & Humanware.

UNIT II (14 Hrs)
Components of Computer System – Input, Output & Storage Devices – Software – System Software & Application Software – Programming Languages – Machine, Assembly & High Level Languages – Flowchart – Preparation of Flowcharts – Steps in Developing a Computer Program.

UNIT III (14 Hrs)

Data Processing – Methods of Data Processing – Data Structure – File Organization – File Creation – Sorting – Merging – File Maintenance – Updation – Reporting.

UNIT IV (14 Hrs)

Communication Technology: -WWW - Intranets - Extranets - Voice Networks Data Communication Networks - Last Mile - Wireless System - Web Hosting - Application Service Providers.

UNIT V (14 Hrs)

Electronic Banking - Electronic Payments Systems- Credit Cards - Debits Cards- Digital Cash- (Mobile Payments)*- SWIFT – Mobile Computing-Cloud computing – Grid Computing.

*Self Study

Text Books				
				publication
1.	R. Saravanakumar, R. Parameswaran T. Jayalakshmi	A Textbook of Information Technology	Sultan Chand & Sons,	2010

S.No.	Author/s	Title of the book	Publishers	Year of publication
1	R. Parameswaran	Computer Applications in Business	S.Chand and Co. Ltd.	2010
2	Dr.S.V. Srinivasa Vallabhan	Computer Applications in Business	Sultan Chand & Sons	2011
3	Renu Gupta and Gaurav Gupta	Computer Applications in Business	Mahavir Publications,	2015
4	Alexis Leon , Mathews Leon	Computer Applications in Business	Vijay Nicole	2012

Skill Components

- Empathize the purpose and function of power on a computer.
- Understand the input/output, processing and storage of data in a personal

computersystem.

- Categorize how technology contributes to the success of today's businesses
- Understand networking and internet concepts

Pedagogy

Lecture, PPT Presentation , Quiz, Group Discussion, Seminar, Assignment, Activity based learning

Course Designers

1. Mrs.M.Shobana, Assistant Professor
2. Mrs.K.Pavithra Assistant Professor

SEMESTER – I - FOUNDATION COURSE

COURSE NUMBER	COURSE NAME	Category	L	T	P	Credit
NME21ES	INTRODUCTION TO ENTREPRENEURSHIP	Theory	26	4	-	2

Unit 1 :(5 hrs)

Nature of Entrepreneurship:

(3 hrs)

Meaning –Need for Entrepreneurship –Qualities of Successful Entrepreneurs -

Myths of Entrepreneurship

Activity: Assignment, Discussion

(2 hrs)

Unit 2: (6 hrs)

Role of Entrepreneurs

(4 hrs)

Significance of Entrepreneurship to the nation –Environmental Factors influencing

Entrepreneurship – Entrepreneurial Process and Functions- Challenges faced by Entrepreneurs

Activity: Quiz / Role Play

(2 hrs)

Unit 3: (6 hrs)

Formulation of Business Idea:

(4 hrs)

Business Idea Generation - Entrepreneurial Imagination and Creativity – Role of Innovation –

Opportunity Evaluation

Activity: Business Idea Pitch

(2 hrs)

Unit 4: (6 hrs)

Business Planning:

(4 hrs)

Need for Market Study – Securing Finance from various Sources - Significance of

Businessplan – Components of Business plan

Activity: Schemes available for Entrepreneurs

(2 hrs)

Unit 5: (7 hrs)

(7 hrs)

Project:

Interface with Successful Entrepreneurs

- 4 Hrs Business Plan Presentation – 3 hrs

Reference Books

1. D.F. Kuratko and T.V. Rao, Entrepreneurship - South Asian Perspective, 2016, Cengage

Learning India Pvt. Ltd. Delhi.

2. Arya Kumar, Entrepreneurship: Creating and Leading an Entrepreneurial Organization, 2012, Pearson Education India

COURSE NUMBER	COURSE NAME	CATEGORY	L	T	P	CREDIT
AM22C03	PRINCIPLES AND PRACTICE OF INSURANCE	Theory	71	4	-	4

Preamble

- _To understand the basic concept of insurance, functions and its principles
- To enable the students to learn the practical aspects of insurance

Course Learning Outcomes

On the successful completion of the course, students will be able to

CLO Number	CLO Statement	Knowledge Level
CLO1	Understand the concept of risk and uncertainty and classifications of risks	K1
CLO2	Understand the basic functions and the underlining risk and legal principles of insurance	K2
CLO3	Identify the basic operations of an insurance company and the insurance industry	K3
CLO4	Explain the insurance regulations and the use of insurance as a tool to avoid losses and reduce risk.	K4
CLO5	Demonstrate the role of insurance repositories and intermediaries in insurance.	K4

Mapping with Programme Learning Outcomes

CLO	PLO1	PLO2	PLO3	PLO4	PLO5	PLO6
CLO1	S	S	M	M	L	L
CLO2	M	S	L	M	L	M
CLO3	L	S	M	M	M	S
CLO4	M	S	S	S	L	S
CLO5	M	M	L	S	S	S

S- Strong; M-Medium; L-Low

Syllabus

Unit I (14 Hrs)

Concept of Risk – Classification of Risk, Peril, Hazard – Methods of Handling risk. Risk Management: Definition- Objectives- Characteristics- Significance- Principles. Risk Management Information System-Process of Risk Management- Methods of Risk Management-Identification, Measurement and Control of Risk. Case study in Risk management

Unit II (14 Hrs)

Definition and Nature of Insurance- Functions -Evolution-Kinds of Insurance Organisation- Role and Importance – Scope of Insurance - Insurance Contract- Insurance Documents- Classification of Insurance. Reinsurance: Concepts-Characteristics-Types. Double Insurance - Difference between Reinsurance and Double Insurance. Over Insurance.

Unit III (14 Hrs)

Life Insurance: Concept- Types of Life Insurance- Essentials of Life Insurance- Life Insurance, LIC is a public sector organization and dominant player in the market *. Term Insurance- types - benefits– Annuities –Concepts-Individual annuity & group annuities products-Riders.

Unit IV (14 Hrs)

Assignment- Meaning- Types- Features-Nomination- Meaning-Features-Difference between Assignment and Nomination. Underwriting: Concepts- Underwriting standards. Premium: Concepts- Types of Premium- Factors considered in the calculation of premium- Calculation of Insurance Premium. Premium payment: lapse and Renewal. Bonus- Types of bonus. Mortality table- Definition-Features- Types. Policy claims – Maturity claims – Survival Benefits – Death claims – Claim concessions.

Unit V (15 Hrs)

Insurance Professionals and Intermediaries: Agents, Brokers, Surveyors, Development Officers, Third party Administrators and Insurance Ombudsman – Web Aggregators and Insurance Marketing Firms (IMF)-Point of Sales Persons –Medical Examiners –Insurance Repositories and electronic Issuance of Insurance policies- Banc assurance distribution channel - Actuary- Definition- Appointment of an Actuary- Functions of an Actuary- Duties of an Actuary- Functions of an Actuary in General Insurance business-Scope of an Actuary.

Text Book

S. No	Authors	Title	Publishers	Year of Publication
1.	Dr.P.Periasamy	Principles And Practice Of Insurance	Himalaya Publishing House	2015

Reference Books

S. No	Authors	Title	Publishers	Year of Publication
1.	M.N.Mishra and Dr.S.B.Mishra	Insurance Principles and Practice	S.Chand and Company Ltd	2011
2.	Alka Mittal , S.L.Gupta,S.	Principles of Insurance and Risk Management	S. Chand & Sons	2010
3.	NA	Practice of Life insurance (IC 02)	Insurance Institute of India	2011

Related Online Contents:

1. Principles of Insurance (IC-01) - Insurance Institute of India
2. Practice of Life Insurance (IC-02) - Insurance Institute of India

Skill Components

- To understand the concept of Risk and the Methods of managing risk
- To understand the types of life insurance policies available and their benefits
- To analyse how the amount of premium is fixed for the life insurance policies
- To understand the different types of claim and the settlement procedures
- To analyse the work of an actuary in the field of insurance

Pedagogy Lecture, Board, PPT Presentation , Quiz, Group Discussion, Seminar, Assignment, Activity based learning

Course Designers

1. Mrs.C.Anitha Mary, Assistant Professor
2. Mrs.M.Harini, Assistant Professor

COURSE NUMBER	COURSE NAME	CATEGORY	L	T	P	CREDIT
AM22C04	BASICS OF MATHEMATICAL STATISTICS	Theory	86	4	-	4

Preamble

- To impart the students with knowledge in basic Probability and statistical concepts.
- To define and introduce the concept of Random variable, their distributions and applications
- To focus on the understanding and implementation of Fundamental Statistics

Course Learning Outcomes

- Upon the successful completion of the course students

CLO Number	CLO Statement	Knowledge Level
CLO 1	Recall the concepts of data and its interpretation and the measures of location	K1
CLO2	Understand the concept of independent and identical Random variables and its utilization	K2
CLO3	Understand and apply the probability distribution concepts for giving necessary inferences.	K3
CLO4	Application of statistical tests in estimation techniques and inference.	K3
CLO5	Apply linear interpolation for accuracy in inference.	K3
CLO6	Plotting diagrams for better understanding of statistical concepts.	K4

Mapping with Programme Learning Outcome

CLOs	PLO1	PLO2	PLO3	PLO4	PLO5	PLO6
CLO1	S	L	L	S	L	M
CLO2	M	L	M	S	L	S
CLO3	S	M	S	M	L	S
CLO4	S	S	S	S	L	M
CLO5	M	S	S	M	L	M
CLO6	L	M	S	M	L	S

S- Strong; M-Medium; L-Low

Syllabus

Unit I (18 Hrs)

Statistical diagrams- types of data-summarizing data in tables and diagrams-comparison of data-location of data, mean, median, mode, range, IQR, standard deviation, variance, central moments and skewness – transforming of data.(Stats pack Problems only)

Unit II (18 Hrs)

Basic probability-addition and multiplication rule- mutually exclusive and independent events-probability diagrams-conditional probability. (Stats pack Problems only)

Unit III (16 Hrs)

Random variable- discrete and continuous- CDF, PDF, Mean, variance and SD, skewness and coefficient of skewness and moments- linear and continuous functions-Binomial and Poisson distributions (Stats pack Problems only)

Unit IV (19 Hrs)

Uniform distribution and exponential distribution-PDF, CDF, Mean, variance and standard deviation (simple problems from stats pack) – Normal distribution – CDF, Mean, variance and sd- standardizing normal distribution-PDF, CDF, compound probabilities- linear interpolation(Simple

Stats pack Problems only)

Unit V (15 Hrs)

Scatter plot- bivariate data- Basics of correlation- perfect correlation, coefficient of correlation- regression- least squares (Stat pack problems)

Text Books

S. No	Author	Title of the book	Publishers	Year of Publication
1.	-	Stats Pack(PSTA13)	Actuarial Education Company	2013

Reference Books

S. No	Author	Title of the book	Publishers	Year of Publication
1.	S.C.Gupta and V.K.Kapoor	Fundamentals of Mathematical Statistics	Sultan chand& sons	2014
2.	S.P.Gupta	Statistical Methods	Sultan chand& sons	2015

Skill Components

- To study the various forms of data and construct diagrams to understand them.
- Describe various distributions to the data available and study their behavior.
- Analysis of the data from the various distributions and know the best fit.
- Learning the basic concepts of statistics as per the requirement of ASI the clearing ACET examination.

Pedagogy

Lecture, Board, PPT Presentation , Quiz, Group Discussion, Seminar, Assignment, Activity based learning

Course Designers:

1. Mrs.N.Meenakshi, Assistant Professor
2. Mrs.M.Harini, Assistant Professor

COURSE NUMBER	COURSE NAME	Category	L	T	P	Credit
AM22A03	PRINCIPLES OF MARKETING	Theory	71	4	-	5

Preamble

- To integrate the knowledge and skill to uphold an environment of learning and creativity in the field of marketing
- To manage marketing business and equip them to contribute for the emerging challenges of marketing in the upcoming technological, sustainable global economic scenario.
- To gain solid understanding of key marketing concepts and skills, Perform situation analysis to assess market opportunities and develop marketing strategies to achieve company's objectives.

Prerequisite

- Basic Knowledge in commerce

Course Learning Outcomes

On the successful completion of the course, students will be able to

CLO Number	CLO Statement	Knowledge Level
CLO1	Understanding the marketing terminology and concepts.	K1
CLO2	Identify the marketing strategies based on the individual components of a marketing mix	K2
CLO3	Demonstrate knowledge of regulatory and ethical factors related to Marketing	K3

CLO4	Understand the transformation related to digitalize marketing environment.	K3
CLO5	Identify the new approaches of Marketing for sustainable development	K4

Mapping with Programme Learning Outcomes

CLO1	M	S	S	M	L	M
CLO2	M	M	S	M	S	M
CLO3	L	M	L	S	S	L
CLO4	S	S	S	S	S	S
CLO5	S	M	S	S	M	S

S- Strong; M-Medium; L-Low

Syllabus

Unit I (14 Hrs)

Meaning and Definition of Markets, Market place, Market segments, Classification of markets, Difference between market and marketing – Market structure –The Marketing 3.0 Landscape

Unit II (14Hrs)

Marketing – Definition of Marketing -Marketing & Selling-Objectives & Importance of Marketing –Modern Marketing Concept- Marketing Functions- Marketing Process The Marketing Process: Crucial to Business Operations •Situation Analysis •Marketing Strategy

Unit III (14 Hrs)

Functions of Exchange: Buying, Assembling and Selling. Functions of Physical Supply: Transportation–Storage and Warehouses. Facilitating Functions: Marketing Finance, Standardisation and Grading–AGMARK-BIS/ISI. Product Mix: Product Planning -Managing the Product Development- Product Related Strategy-Branding- Labelling –Packaging.

Unit IV (15Hrs)

Price Mix: Pricing Strategy-Factors affecting Pricing Decision-Procedure for price determination- Kinds of Pricing.Promotion Mix: Advertising, Personal Selling and Sales Promotion. Promotional Mix Issues in a Marketing Physical Distribution Mix: Middlemen in Distribution- - Wholesalers-Retailers - Functions – Kinds – Importance

Unit V (14Hrs)

New Approaches in Marketing: Web-Based Marketing-E-Marketing- Multi Level Marketing- - Social Media Marketing – Neuro-marketing – Green marketing –Referral marketing- Plano gram – Ethics in Marketing . Need for Consumer Protection-Consumer Protection Act - Features-Competition Act- Commission Act- RTI Act- Unfair and Restricted Trade Practices.

Text Book

S.No	Authors	Title	Publishers	Year of Publication
1.	Pillai. R S &Bhagavathy.B	Modern marketing(Principles and practices)	S.Chand & co	2010 edition

Reference Books

S. No	Authors	Title	Publishers	Year of Publication
1.	Dr.N.Rajan Nair &Sanjit R.Nair	Marketing	Sultan Chand & Sons	2015 edition
2.	Sontakkai. C N	Principles of Marketing	Kalyani publishers,	16 th edition

3.	V.S.Ramasamy & S.Namakumari	Marketing management, Global perspective, Indian context	Sultan Chand & Sons	5 th edition, 2014
4.	Philip Kotler & Gary Armstrong	Principles of Marketing	Prentice Hall	16 th edition Version 2016.

Skill Components

- Formulate marketing strategies for products and services
- Develop a promotional strategy to introduce a new product
- Develop and prepare an advertisement for a product
- Writing assignments that assess a student's understanding of the marketing concept and the marketing mix.

Pedagogy Lecture, Board, PPT Presentation, Quiz, Group Discussion, Seminar, Assignment, Activity based learning

Course Designers:

1. Mrs.S.Kirubadevi, Assistant Professor
2. Mrs.C.Anitha Mary, Assistant Professor

COURSE NUMBER	COURSE NAME	Category	L	T	P	Credit
AM22A04	BUSINESS COMMUNICATION	Theory	71	4	-	5

Preamble

- To make the students to understand the basic concepts of communication and their importance in different forms of business
- To equip the students in writing different forms of business correspondence, reports and enhancing their speaking skills

Course Learning Outcomes

On the successful completion of the course, students will be able to

CLO Number	CLO Statement	Knowledge Level
CLO1	Understand and recall the concepts of Business Communication	K1
CLO2	Illustrate the importance of effective communication in business	K2
CLO3	Discuss the importance of staying connected with customers and other related professionals through Organizational communication	K3
CLO4	Impart the correct practices of the strategies of Effective Business writing.	K3
CLO5	Apply the business communication theory to solve workplace communication issues.	K4

Mapping with Program Learning Outcomes

CLOs	PLO1	PLO2	PLO3	PLO4	PLO5	PLO6
CLO1	S	S	S	M	S	M
CLO2	S	S	S	M	S	L
CLO3	S	S	S	L	S	S
CLO4	S	M	S	M	S	S
CLO5	S	S	S	L	S	M

S-Strong M- Medium L-Low

Syllabus**Unit – I (14 hrs)**

Business Communication: Meaning – Importance of Effective Business Communication- Modern Communication Methods – Business Letters: Need – Functions - Kinds - Essentials of Effective Business Letters – Layout-Business Miscommunication (Barriers); improving communication

Unit – II (14 hrs)

Trade Enquiries - Orders and their Execution - Credit and Status Enquiries – Complaints and Adjustments - Collection Letters – Sales Letters – Circular Letters – Case Studies

Unit – III (14 hrs)

Banking Correspondence - Insurance Correspondence - Agency Correspondence

Unit – IV (14 hrs)

Company Secretarial Correspondence (Includes Agenda, Minutes and Report Writing)

Unit – V (15 hrs)

Application Letters – Preparation of Resume - Interview: Meaning – Objectives and Techniques of various types of Interviews – (Public Speech)*– Characteristics of a good speech
– Public relations letters.

Text Books***Self Study**

S.No.	Author/s	Title of the book	Publishers	Year of publication
1.	Rajendra Pal J.S. Korlahalli	Essentials of Business Communication	Sultan Chand & Sons, New Delhi	2012

Reference Books

S.No.	Author/s	Title of the book	Publishers	Year of publication
1	N.S. Pradhan	Business Communication	Himalaya Publishing House	2010
2	Vikas Arora, Sheetal Khanka, Pallavi Thakur	Business Communication	Global Vision Publishing House	2010
3	Meenakshi Raman, Prakashsingh	Business Communication	Oxford University Press, New Delhi	2010

Skill Components

Identifying the concepts and conventions adopted by business communication

- Study the banking ,insurance and company secretarial correspondents
- Understanding the concept of writing business, application and trade related letter

Pedagogy

Lecture, Board, PPT Presentation , Quiz, Group Discussion, Seminar, Assignment, Activity based learning

Course Designers

1. Mrs.G.Rajamani, Assistant Professor
2. Mrs. S.Kirubadevi , Assistant Professor

COURSE NUMBER	COURSE NAME	Category	L	T	P	Credit
21PECM1	PROFESSIONAL ENGLISH FOR COMMERCE AND MANAGEMENT	Theory	40	5	-	2

Objectives

1. To develop the language skills of students by offering adequate practice in professional contexts.
2. To enhance the lexical, grammatical and socio-linguistic and communicative competence offirst year physical sciences students
3. To focus on developing students' knowledge of domain specific registers and the required languageskills.
4. To develop strategic competence that will help in efficient communication
5. To sharpen students' critical thinking skills and make students culturally aware of the targetsituation.

Course Learning Outcomes

On the successful completion of the course, students will be able to

CLO Number	CO Statement	Knowledge Level
CLO1	Recognise their own ability to improve their own competence in using the language	K1
CLO2	Use language for speaking with confidence in an intelligible and acceptable manner	K2
CLO3	Read independently unfamiliar texts with comprehension and understand the importance of reading for life	K3
CLO4	Understand the importance of writing in academic life	K3
CLO5	Write simple sentences without committing error of spelling or grammar	K3

(Outcomes based on guidelines in UGC LOCF – Generic Elective)

Mapping with Programme Learning Outcomes

CLOs	PLO1	PLO2	PLO3	PLO4	PLO5	PL O6
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CLO1	S	M	L	M	S	L
CLO2	S	M	L	M	S	L
CLO3	S	S	L	S	S	M
CLO4	S	S	L	M	S	M
CLO5	S	M	L	M	S	M

S- Strong; M-Medium; L- Low

Syllabus

UNIT 1: COMMUNICATION 8 hours

Listening: Listening to audio text and answering question

Listening to Instructions

Speaking: Pair work and small group work.

Reading: Comprehension passages –Differentiate between facts and opinion

Writing: Developing a story with pictures.

Vocabulary: Register specific - Incorporated into the LSRW tasks

UNIT 2: DESCRIPTION 8 hours

Listening: Listening to process description.-Drawing a flow chart.

Speaking: Role play (formal context)

Reading: Skimming/Scanning- Reading passages on products, equipment and gadgets.

Writing: Process Description –Compare and Contrast Paragraph-Sentence Definition and Extendeddefinition- Free Writing.

Vocabulary: Register specific -Incorporated into the LSRW tasks.

UNIT 3: NEGOTIATION STRATEGIES8 hours

Listening: Listening to interviews of specialists / Inventors in fields (Subject specific)

Speaking: Brainstorming. (Mind mapping).

Small group discussions (Subject- Specific)

Reading: Longer Reading text.

Writing: Essay Writing (250 words)

Vocabulary: Register specific - Incorporated into the LSRW tasks

UNIT 4: PRESENTATION SKILLS 8 hours

Listening: Listening to lectures.

Speaking: Short talks.

Reading: Reading Comprehension passages

Writing: Writing Recommendations

Interpreting Visualinputs

Vocabulary: Register specific - Incorporated into the LSRW tasks

UNIT 5: CRITICAL THINKING SKILLS 8 hours

Listening: Listening comprehension- Listening for information.

Speaking: Making presentations (with PPT- practice).

Reading : Comprehension passages –Note making.

Comprehension: Motivational article on Professional Competence,
Professional Ethics andLife Skills)

Writing: Problem and Solution essay– Creative writing –Summary writing

Vocabulary: Register specific - Incorporated into the LSRW tasks

Textbook

S.No.	Authors	Title of the Book	Publishers	Year of Publication

1	TamilNadu State Council for Higher Education (TANSCH)	English for Commerce and Management Semester 1	--	--
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Reference Books

S.No.	Authors	Title of the Book	Publishers	Year of Publication
1	Sreedharan, Josh	The Four Skills for Communication	Foundation books	2016
2	Pillai, G Radhakrishna, K Rajeevan, P Bhaskaran Nair	Spoken English for you	Emerald	1998
3	Pillai, G radhakrishna, K Rajeevan, P Bhaskaran Nair	Written English for you	Emerald	1998

COURSE NUMBER	COURSE NAME	Category	L	T	P	Credit
AM22C05	GENERAL INSURANCE	Core	58	2	-	3

Preamble

- To understand the basic concepts and functions of General insurance.
- To enable the students to understand the claim settlements of various policies.

Course Learning Outcomes

On the successful completion of the course, students will be able to

CLO No	CLO Statement	Knowledge Level
CLO1	Recall the fundamental concepts of general insurance	K1
CLO2	Understand the various policies in general insurance	K2
CLO3	Identify the procedures and practices of claims management	K3
CLO4	Examine the protection against unforeseeable contingencies like damage and loss	K4

Mapping with Programme Learning Outcomes

CLOs	PLO1	PLO2	PLO3	PLO4	PLO5	PLO6
CLO1	M	S	M	L	M	L
CLO2	S	L	M	M	S	M
CLO3	S	S	S	M	S	S
CLO4	S	S	M	M	L	S

S-Strong;M-Medium;L-Low

Syllabus

UNIT I (11 Hrs)

General Insurance: Introduction–*Principles of General Insurance*–General Insurance business (Nationalization) Act 1972 – *General Insurance Corporation-Insurance Regulatory and Development Authority [IRDA]*–Constitution, objectives, duties and powers of IRDA– General Insurance councils and other laws relating to

insurance business.

UNIT II (12 Hrs)

Marine Insurance: Introduction–Nature of Marine Insurance contract- ***Kinds of Marine Insurance policies***– Premium Calculation-Important clauses in Marine Policy- ***Marine losses***. Fire Insurance: Introduction– Nature and uses – Types of Fire Insurance policies – Fire Insurance Claims – Rate Fixation in Fire Insurance.

UNIT III (12 Hrs)

Motor Vehicle Insurance (both heavy and light vehicle) –Various plans–***Third party, Personal accident Insurance- Individual and Group***. Property Insurance– Burglary, Building, Engineering Insurance- Health Insurance- Introduction - Features of health policies - ***Classification of health insurance product***.

UNIT IV (11 Hrs)

Miscellaneous Insurance– ***Cattle Insurance***– Public Liability Insurance– Jeweller's Block policies– Bloodstock (horse) Insurance– Sports Insurance–***Fidelity Guarantee Insurance*** –

Money Insurance – Baggage Insurance – ***Pedal Cycle Insurance*** –Neon Sign Insurance– Special Contingency policy–Executive Travel policy– Employer's Liability policy.

UNIT V (DL 12 Hrs)

Social Security through Insurance: Pradhan Mantri Jeevan Jyoti Bima Yojana (PMJJBY)- Pradhan Mantri Vaya Vandana Yojana(PMVVY)- Rashtriya Swasthya Bima Yojana- Pradhan Mantri Suraksha Bima Yojana–***Pradhan Mantri Jan-Dhan Yojana***- Aayushman Bharat & ***PM Fasal Bima Yojana–ULIPS***-Contingent Business Interruption Insurance.

* Highlighted Content offered in Blended Mode (Link Provided)

Text Book

S.No	Author	Title	Publisher	Edition
1	Dr.Periayasamy.P	Principles and Practice of Insurance	Himalaya Publishing House	2019

Reference Books

S.No	Author	Title	Publisher	Edition
1	Dr. Aanchal Aggarwal & Dr. Nupur Arora	Practice of General Insurance	JSR Publishing House	2021
2	Inderjit Singh, Ralvest Katyal, Sanjay Arora	Insurance Principles and Practices	Kalyani Publishers	2014

Skill Components

- Recent case studies are given to students related to motor and fire insurance and to find out the real compensation and their procedure.
- Students might be asked to collect the Insurance proposal forms and claim forms of various companies and can ask them to make a group presentation by highlighting its merits and demerits of it.
- Students might be asked to collect the checklist for various claims.
- Role play by the student like an agent to convince the customer for taking a policy

Course Designers

1. Mrs.M.Harini, Assistant Professor
2. Dr.K.Pavithra, Assistant Professor

COURSE NUMBER	COURSE NAME	Category	L	T	P	Credit
CM22C06	COMPANY LAW	Theory	58	2	-	3

Preamble

- To familiarize the fundamental concepts of Companies Act 2013.
- To provide an insight into the different types of Companies and their provisions.
- To familiarize with various documents involved in a Joint Stock Company.

Prerequisite

- Basic Knowledge on Joint Stock Companies.

Course Outcomes

On the successful completion of the course, students will be able to

CLOs	CLO Statement	Knowledge Level
CLO1	Examine the basics in Joint Stock company and its documentation procedures for incorporation.	K1
CLO2	Understand the legal provisions and the overall framework on the administration of the companies.	K2
CLO3	Interpret the corporate legal framework relating to business operations in compliance with Companies Act 2013.	K3
CLO4	Critically analyse and apply the provisions that are prevailing in the current trends of the companies.	K4

Mapping with Programme Learning Outcomes

CLOs	PLO1	PLO2	PLO3	PLO4	PLO5
CLO1	S	S	M	M	M
CLO2	S	S	S	S	S
CLO3	S	S	M	S	S
CLO4	S	S	S	S	S

S- Strong; M-Medium; L-Low

Syllabus

Unit I (12 Hrs)

Introduction to Company Law - Company – Definition – ***Kinds of Companies– Concept of Corporate Veil - Incorporation of a Company*** – Documents to be filed – Certificate of Commencement of Business. Charter documents of Companies - ***Memorandum of Association– Doctrine of Ultravires – Articles of Association-Alteration*** – Doctrine of Constructive Notice & Indoor Management.

Unit II (12 Hrs)

***Share – Prospectus- Contents. Directors - *DIN requirement - Types of Directors* - Appointment/ Reappointment – Disqualifications - Vacation of Office – Retirement - Resignation and Removal and *Duties of Directors - Rights of Directors - Director’s KYC*.**

Unit III (11 Hrs)

Company Secretary – Appointment, Qualification, Powers and Duties. ***General Meetings – Kinds of Meeting*** – Resolutions, Minutes, Quorum, Proxy – Voting.

Unit IV (12 Hrs)

Winding Up of a Company ***Concept and Modes of Winding Up under Companies Act 2013. Liquidators – Types – Powers and Duties – Winding Up Committee. Clause 49 (listing and un listing requirements)*.** National Company Law Tribunal and Appellate Tribunal.

Unit V (11 Hrs)

Corporate Governance - Corporate Governance in Indian Scenario –Need – Importance – Scope– Issues* - Key features of Corporate Governance in the Companies Act 2013. Corporate Social Responsibility - Applicability of CSR - ***Types of CSR Activities - Reporting requirements*.**

***Highlighted Content offered in Blended Mode (Link Provided)**

Text Book

S. No	Author Name	Title of the Book	Publisher	Year and Edition
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1	Kapoor N. D	Company Law	Sultan Chand & Sons, New Delhi	Revised Edition 2014
2	Gogna P.P. S	A Textbook of Company Law	Sultan Chand & Sons, New Delhi	10 th Revised Edition 2013

Reference Books

S. No	Author Name	Title of the Book	Publisher	Year and Edition
1	Bahi J.C	Secretarial Practice in India Practices	N.M. Tripathi (P) Ltd	2016 th Edition
2	Ravi Puliani & Mahesh Puliani	Companies Act, 2013 (As amended by the Companies Amendment Act 2015)	Jain Book Agency	23 rd Edition 2016

Skill Component

- Analyse the basic knowledge of the regulatory framework of companies with reference to various provisions of Companies Act 2013 using case studies.
- Train the students on documentation procedures on the genesis of a company with reference to the various legal and regulatory rules.
- Host role play on conducting various company meetings including recording of documents namely resolutions, agenda, minutes, proxy and quorum.
- Discuss and apply the law governing modes of winding up based on real time case studies.

Course Designers

1. Dr. B. Thulasipriya- Department of Commerce
2. Ms. V. Bala Thripurasundari- Department of Commerce

COURSE NUMBER	COURSE NAME	CATEGORY	L	T	P	CREDIT
AM22C07	FINANCIAL MATHEMATICS I	CORE	58	2	-	3

Preamble

- To provide grounding in interest rates and their simple applications and to exhibit how interest rates or discount rates may be expressed in terms of different time periods.
- To concentrate on understanding the concepts of accumulation and present value of annuities.

Prerequisite

- Basic Knowledge in Financial terms

Course Learning Outcomes

On the successful completion of the course, students will be able to

CLO No.	CLO Statement	Knowledge Level
CLO1	Recall the concepts of different interest rates for a single sum of money or a series of cashflows.	K1
CLO2	Illustrate how to take into account the time value of money using the concepts of compound interest and discounting	K2
CLO3	Make use of the applications of real and money interest rates.	K3

CLO4	Categorize and use the more important compound interest functions, including annuities certain	K4
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Mapping with Programme Learning Outcomes

CLOs	PLO1	PLO2	PLO3	PLO4	PLO5
CLO1	L	S	S	S	M
CLO2	L	M	S	S	M
CLO3	M	M	M	S	M
CLO4	L	S	S	S	M

S-Strong M- Medium L-Low

Syllabus

UNIT I (DL 12 Hrs)

Simple Interest- Compound Interest-Simple Discount- Compound discount rate - nominal rate of interest - nominal rate of discount - ***force of interest rate and relationships between effective, nominal and force of interest rates***. Accumulation and present value of a single payment using these rates of interest. Force of interest as a function of time - Expressing accumulation and present value of a single payment when the force of interest is a function of time.

UNIT II (DL 11 Hrs)

Present Values and accumulation values of Payments Made in Arrear, Payment Made in Advance – ***Perpetuities***.

UNIT III (DL 12 Hrs)

Introduction - *** Deferred annuities*** - Annual payments (arrear and Advance) - Increasing annuities- Annual payments (arrear and Advance) - Decreasing payments.

UNIT IV (DL 12 Hrs)

Present Values and accumulation of Annuities payable continuously- Present Value of Annuities where payments are increasing continuously and payable continuously- ***Present Value of Annuities where payments and interest both are varying continuously***.

UNIT V (DL 11 Hrs)

*Introduction - ***Definition of real and money interest rates*** - Deflationary conditions - Usefulness of real and money interest rates.

***Highlighted Content offered in Blended Mode (Link Provided)**

Text Books

S.No.	Author/s	Title of the book	Publishers	Year of publication
1.	IFOA	CM 1 Actuarial Mathematics	The Actuarial Education Company on behalf of the Institute and Faculty of Actuaries	2019

Reference Books:

S.No.	Author/s	Title of the book	Publishers	Year of publication
1	McCutcheon, J.J. Scott- William F	An Introduction to Mathematics of Finance	Oxford, Butterworth-Heinemann	2015
2	Eugene Don and Joel Lerner, W.Taylor	Basic Business Mathematics	Schaum's Outline Series, McGraw Hill	2015

Skill Components

- Express how a compound interest model can be used to represent the effect of investing a sum of money over a period.

- Discount and accumulate a sum of money or a series (possibly infinite) of cash flows to any point in time at different interest rates.
- Demonstrate a knowledge and understanding of real and money interest rates.

Course Designers

1. Mrs.M.Harini,Asst.Professor
2. Ms.A.Divya, Assistant Professor

COURSE NUMBER	COURSE NAME	CATEGORY	L	T	P	CREDIT
AM22A05	ACTUARIAL STATISTICS-I	ALLIED	73	2	-	4

Preamble

- To impart the students with knowledge in the concepts of Probability Distributions.
- To define and introduce the concept of Sampling and statistical Inference.
- To focus on the understanding and implementation of Data Analysis.

Course Learning Outcomes

On the successful completion of the course, students will be able to

CLO Number	CLO Statement	Knowledge Level
CLO1.	Recall and classification of variables according to their properties and implications.	K1
CLO2.	Sampling and defining the nature of variables for statistical testing and formulation of distributions.	K2
CLO3.	Estimating and analyzing the variables and their distributions, defining the errors associated.	K3
CLO4	To infer and make conclusive decisions for the results obtained after testing.	K4

Mapping with Programme Learning Outcomes

CLOs	PLO1	PLO2	PLO3	PLO4	PLO5	PLO6
CLO1.	L	M	M	S	S	S
CLO2.	L	L	M	S	S	S
CLO3.	L	L	M	S	M	M
CLO4	M	S	L	S	M	L

S-Strong;M-Medium;L-Low

Syllabus

UNIT I (DL15 Hrs)

Probability distributions-key factors of discrete and continuous distributions-
Poisson Process(CS1 Problems Only).

UNIT II (DL14 Hrs)

MGF of a random variable- *MGF series, formula for moments* - CGF and properties of MGF and CGF (CS1 Problems Only)

UNIT III (DL15 Hrs)

Joint Distributions - Expectations of functions of two variables – *Convolutions* - Using generating functions to derive distributions of linear combinations of independent random variables.(CS1 Problems Only)

UNIT IV(DL14 Hrs)

Conditional Expectation – *Central limit theorem*-normal approximation-continuity

corrections and comparing stipulated samples. (CS1ProblemsOnly)

UNIT V (DL15Hrs)

Sampling and statistical inference- sample, population- sampling distributions-

***usage of the test statistic*.**

Point estimation: Method of moments - Method of maximum likelihood –

***Unbiasedness*.**

***Highlighted Content offered in Blended Mode (Link Provided)**

Text Books

S.No	Author	Title of the book	Publishers	Year of Publication
1.	Institute and Faculty of Actuaries.	CS 1 Actuarial Statistics I(Combined Materials Pack for exams-2019)	The Actuarial Education Company.	2019

Reference Books

S.No	Author	Title of the book	Publishers	Year of Publication
1.	S.C.Gupta and V.K.Kapoor	Fundamentals of Mathematical Statistics	Sultan Chand & sons	2014
2.	S.P.Gupta	Statistical Methods	Sultan Chand & sons	2015

***Highlighted Content offered in Blended Mode (Link Provided)**

Skill Components

- To develop and know the different distributions and their CGF and MGF and their behavior.
- To extensively apply the Sampling Techniques and arrive at Statistical Inferences.
- To learn the Estimation of a data and do Data analysis.
- To arrive at conclusions and give favorable outcome.

Course Designers

1. Mrs.M.Harini,Asst.Professor
2. Mrs.M.Shobana, Assistant Professor

COURSE NUMBER	COURSE NAME	CATEGORY	L	T	P	CREDIT
AM22A06	MATHEMATICAL BASIS OF LIFE ASSURANCE	ALLIED	73	2	-	4

Preamble

- To impart the students with knowledge about the Life Assurance Products.
- To define the methods of Valuation of the products and the risk involved
- To focus on the understanding of the life products valuation and calculations involved in it.

Course Learning Outcomes

On the successful completion of the course, students will be able to

CLO Number	CLO Statement	Knowledge Level
CLO1.	To Familiarize with the Life Assurance Products and their Valuations	K1
CLO2.	To identify and learn reserving and valuation methods	K2

CLO3.	To implement techniques and test the assurance data	K3
CLO4.	To apply special additions and adjustments for accurate calculation and inference	K4

Mapping with Programme Learning Outcomes

CLOs	PLO1	PLO2	PLO3	PLO4	PLO5	PLO6
CLO1.	L	M	M	S	S	S
CLO2.	L	L	M	S	S	M
CLO3.	L	L	M	S	M	M
CLO4	M	M	S	L	M	S

S-Strong;M-Medium;L-Low

Syllabus

UNIT I (DL 15 Hrs)

Life insurance Products-***Money back Products***-***Annuity Products***-Office Premiums- Adequacy and consistency of premiums(Related Simple problems to the topics mentioned)

UNIT II (DL15 Hrs)

Policy Values-Kinds of policies and their values-Problems associated with the policy values –Retrospective and Prospective approach-***Alteration and Surrender of the policy values***.

UNIT III (DL15 Hrs)

Data for Valuation-***Valuation Methods***-Net premium method-Modified Net Premium Method- Gross Premium Method- Gross Premium Bonus reserve- ***Problems associated with the methods of valuation***-Estate and Trading Profits.

UNIT IV(DL 14Hrs)

Special Reserves and adjustments- Surplus and its distribution- ***Revisionary bonusSystem***.

UNIT V(DL14Hrs)

Asset Share and applications of asset share-Surrenders and alterations.

* Highlighted Content offered in Blended Mode (Link Provided)

Text Books

S. No	Author	Title of the book	Publishers	Year of Publication
1.	Ajay Kumar Srivatsava & Gorakh Nath Agarwal-FIAI	IC-81 Mathematical Basis Of Life Assurance	Insurance Institute of India	2014

Reference Books

S. No	Author	Title of the book	Publishers	Year of Publication
1.	Alka Mittal ,S.L.Gupta,S	Principles of Insurance and Risk Management	S.Chand & Sons	2010
2.	M.N.Mishra and Dr.S.B.Mishra	Insurance Principles and Practice	S.Chand and CompanyLtd	2011

Skill Components

- To know the various Life assurance products and learn how to maintain adequacy of fundsfor the same.
- To know the policy values and methods of valuation.

- Apply the adjustments required in the policy values
- The concepts of asset share to be applied and risks involved to be studied

Course Designers

1. Mrs.M.Harini,Asst.Professor
2. .Dr.K.Pavithra, Assistant Professor

SEMESTER III COURSERA / SKILL BASED SUBJECT

PRACTICAL - DATA ANALYSIS USING EXCEL AND FINANCIAL MODELLING

COURSE NUMBER	COURSE NAME	Category	L	T	P	Credit
AM22SBP1	SBS-PRACTICAL I – DATA ANALYSIS USING EXCEL AND FINANCIAL MODELLING	SBS - Practical	-	4	41	3

Preamble

- To introduce concepts of excel and financial modeling to develop programming skills.
- To understand the basic and advanced features of excel in the context of financial modeling applications.
- To enable the students to construct spreadsheets for financial applications using financial functions.

Prerequisite

- Basic knowledge of Computer and Excel

Course Learning Outcomes

- On the successful completion of the course, students will be able to

CLO No	CLO Statement	Knowledge Level
CLO1	Recall the Concepts of excel and financial modeling	K1
CLO2	Understand the various commands in excel and financial modeling	K2
CLO3	Apply the techniques, elements and approaches of forecasting financial statements	K3
CLO4	Analyze a program using appropriate analytical tool	K4

Mapping with Programme Learning Outcomes

CLOs	PLO1	PLO2	PLO3	PLO4	PLO5	PLO6
CLO1	L	S	M	S	L	L
CLO2	S	M	S	S	S	L
CLO3	L	S	S	S	M	M
CLO4	L	M	S	M	M	L

S-Strong; M-Medium; L-Low

Syllabus

1 Preparation of Income

Statement:Input:

Receipts &

Payments.

Functions to be used: Data validation, 'fx' –functions, Conditional

Formatting, Controls, Scenarios, Goal Seek, Auto Correct.

Expected Output: Income Statement

2 Time Value of money:

Input: Cash Flows.

Functions to be used: FV, NPER, PMT, PV, TYPE,

Expected Output : NPV, IRR, ROI

3 Estimating the share price:

Input: Share Prices.

Functions to be used: Graph, Trend Setting.

Expected Output : Trend line

4 Calculation of Risk

Adjusted Rate:

Input: Share Prices.

Functions to be used: CAPM Functions

Expected Output: Beta value and Trend line

5 Capital Rationing:

Input: Cash Flows.

Functions to be used: Solver Parameters

Expected Output: Ranking based on Pay-back period

6 Leverage:

Input: Various Costs.

Functions to be used: Goal Seek.

Expected Output: DOL, DFL and DCL; BEP graph

7 Designing Capital Structure:

Input: Summarized Income Statement.

Functions to be used: Goal Seek

Expected Output: EPS, EPS growth rate.

8 Inventory Management:

Input: Inventory data.

Functions to be used: Scenarios

Expected Output: EOQ, Max level, Min level, Graph.

9 Credit Policy:

Input: Opening and Closing Receivables.

Functions to be used: Min, Max.

Expected Output: Aging Schedule

10 Cash flow Estimation:

Input: Cash flows.

Functions to be used: Autocorrect

Expected Output: Cash Budget

11 Calculation of Growth

Rates: Input:

Financial

Statements

Functions to be used: Geomean

Expected Output: Annual Average Growth Rate and CAGR

12 Portfolio Management:

Input: Share Price

Functions to be used: Solver

Expected Output: Risk and Returns of Shares

13 Term Structure of

Interest Rates:

Input: Bond price

Functions to be used: Goal Seek

Expected Output: Spot rates, Forward rates and YTM

14 Analysis of Stock Market data

Input: Sample Stock Market

Data **Functions to be used:**

Pivot table **Expected Output:**

Stock Market Report

15 Financial Position Analysis:

Input: Financial Statements

Functions to be used: Financial Functions

Expected Output: Financial Performance

Note: Theory combined with problems using formulas are taught simultaneously in Computer lab using MS Excel software

Course Designers

1. Mrs.M.Shobana, Assistant Professor
2. Ms.A.Divya, Assistant Professor

COURSE NUMBER	COURSENAME	Category	L	T	P	Credit
NM22UHR	UNIVERSAL HUMAN VALUES AND HUMAN RIGHTS	Theory	30	-	-	2

Objectives: The present course deals with meaning, purpose, and relevance of universal human values and how to inculcate and practice them consciously to be a good human being and realize one's potentials.

Unit I - Introduction to value Education (5 Hours)

Education system in India, value erosion at various levels-personal, family, society, national and international, Values-concept and need, Types of values-personal, family and society, importance of value education , Incorporating Universal Human Values in Higher Education.

Unit II - Introduction to Universal Values (6 Hours)

Introduction to Universal Values: Introduction, needs and basic understanding. Universal Values-Love, truth, nonviolence, peace and righteousness. **Love:** Need of Love, Cultivating Love, Value aspects of Love. **Peace:** Approaches to peace, Conflict prevention and resolution, Fostering Culture of Peace in the Classroom. **Truth:** Universal truth, Importance of Truth, Benefits of Truthfulness.

Non-violence: Need, Gandhian Principles of Non-violence, Nonviolence-Its application in handling today's conflict, Six Guidelines to Carryout Nonviolent Action, ways to promote principles of non-violence. **Righteousness (Dharma):** Meaning, functioning of Dharma, Characteristics of Dharma, Dharma of a Student, Practicing Dharma in daily life.

Unit III: Promoting Universal Human Values (6 Hours)

Harmony in the Human Being: Understanding the Human Being as Co-existence of Self (I) and Body, Discriminating between the Needs of theSelfandtheBody,TheBodyasanInstrumentof'I',UnderstandHarmonyintheSelf('I'),HarmonyoftheSelf('I')withtheBody.

Harmony in the Family and Society: Harmony in the Family-the Basic Unit of Human Interaction, Values in Human-to-Human Relationships, 'Trust' – the Foundational Value in Relationships, 'Respect' – as the Right Evaluation, Understand Harmony in the Society.

Harmony in the Nature (Existence): Understand Harmony in the Nature, Interconnectedness, Self-regulation and Mutual fulfillment among the Four Orders of Nature, Realizing 'Existence is Co-existence' at All Levels, The Holistic Perception of Harmony in Existence.

Unit IV Holistic Well-Being (7 Hours)

Influence of universal human values on holistic wellbeing – Definition ofwell-being (state of being comfortable, healthy, happy and equanimity)- Types of Well Being: Hedonic (Subjective) and Eudaimonic (Psychological) -8 Pillars of Holistic Wellness- (Physical, Emotional, Social, Spiritual,

Intellectual, Occupational, Financial, Environment) –Resilience: Meaning and definition of Resilience-Learning from setbacks, well-being and resilience.

Unit V: Indian Constitutional Values (6 Hours)

Human Rights: Meaning, characteristics of human rights, Human Rights and UNO, UDHR- Universal Declaration of Human Rights, Indian Constitution-Preamble, Fundamentals of Rights, fundamental duties, Right to Information Act (RTI), National Human Rights Commission(NHRC),State Human Rights Commission, Tamil Nadu.

REFERENCES:

1. **Choudhary, T., &Madnawat, A. (2017).** Spirituality and compassionateloveinpsychiatristsandpsychiatricsocialworkers.*IndianJournalofPositivePsychology*, 8(1),79.Fisher,J.(2011).The
2. **Narayan,R.S.,**A TextBookonProfessionalEthicsandHumanValues,NewAge International Publishers, New Age International(P) Ltd, New Delhi,2006.
3. **Norman,R.,**theMoralPhilosophy-AnIntroductiontoEthics,OxfordUniversityPress,Oxford,1998.
4. **Nicotera,N.,&Laser-Maira,J.A.(2017).***InnovativeSkillstoSupportWell-BeingandResiliencyinYouth.*OxfordUniversityPress.
5. **Pradeep Kumar, Raman Charla,** Human Values & Professional Ethics,ParamountPublishingHouse,Hyderabad,2013.
6. **Susairathinam,A.A.(2020).**LivedexperiencesofseparatedwomeninTamilNadu,India:Psychological well-being.*IndianJournalofPositivePsychology*,11(2),93–104.

COURSE NUMBER	COURSE NAME	CATEGORY	L	T	P	CREDIT
AM22C08	FINANCIAL MATHEMATICS II	CORE	58	2	-	3

Preamble

- To impart a fundamental skill in constructing loan schedule.
- To understand the procedure related to Financial instruments Valuation.
- To expose knowledge and the ability to measure the investment performance of a fund.
- To enlarge the idea of interest rates that varies by term and stochastic interest rates.

Prerequisite

- Basic Knowledge in financial mathematics.

Course Learning Outcomes

On the successful completion of the course, students will be able to

CLO Number	CLO Statement	Knowledge Level
CLO1	Recall the generalized cash-flow model to describe financial transactions and to define an equation of value	K1
CLO2	Understand the relation between a present value, a set of cash flows and interest, as well as understand the interest rate risk	K2
CLO3	Apply financial valuation concepts to practical situations such as in investment project appraisals or in financial markets	K3
CLO4	Analyze and assess the principles underlying the evaluation of the main securities that are available in the financial markets	K4

Mapping with Programme Learning Outcomes

CLOs	PLO1	PLO2	PLO3	PLO4	PLO5	PLO6
CLO1	L	M	M	S	M	S
CLO2	M	S	M	S	S	S
CLO3	L	M	S	M	M	S
CLO4	L	M	M	S	M	M

S-Strong M- Medium L-Low

Syllabus

UNIT I (DL 11 Hrs)

Equations of Value- Introduction- **The equation of value and the yield on a transaction- The theory-** Solving for an unknown quantity(Security S, Present value (P), Amount of a payment (D or R), Timing of a payment (n), interest rate (i))- Example applications- Uncertain payment or receipt- **Probability of cash flow-** Higher discount rate

UNIT II (DL 12 Hrs)

Fixed-interest securities- Calculating the price and yield- No tax- Income tax- **Capital gains tax-** Optional redemption dates- **Uncertain income securities-** Equities- Property.

UNIT III (DL 11 Hrs)

Project Appraisal- Introduction- Accumulated value- **Net present values- Internal rate of return- Payback periods.**

UNIT IV (DL 12 Hrs)

Loan Schedules- Introduction -**Calculating the capital outstanding-** Introduction- The theory: Prospective loan calculation- **Retrospective loan calculation.** Calculating the interest and capital elements- The loan schedule- Installments payable more frequently than annually.

UNIT V (DL 12 Hrs)

Term structure of Interest rates-Discrete-time rates: Discrete-time spot rates-Discrete-time forward rates-Continuous-time rates: Continuous-time spot rates-Continuous-time forward rates-Instantaneous forward rates-**Theories of the term structure of interest rates-**Why interest rates vary over time-**Yields to maturity-Par yields.**

Text Books

S. No	Auth or	Title of the book	Publishers	Year of Publication
1	IFOA	CM 1 Actuarial Mathematics	The Actuarial Education Company on behalf of the Institute and Faculty	2019
Chapters : 3(Page No:1-12),10,11,12,13,14				

Reference Books

S. No	Author	Title of the book	Publishers	Year of Publication
1	McCutcheon, J.J. Scott- William F	An Introduction to Mathematics of Finance	Oxford, Butterworth-Heinemann	2015
2	Eugene Don and Joel Lerner, W. Taylor	Basic Business Mathematics	Schaum's Outline Series, McGraw Hill	2015

Skill Components

- Illustrate how duration and convexity of a cashflow sequence may be used to estimate the sensitivity of the value of the cashflow sequence to a shift in interest rates.

- Depict how an equation of value can be adjusted to allow for uncertain receipts or payments.
- To calculate a schedule of repayments under a loan and identify the interest and capital components of annuity payments
- Describe in the form of a cash flow model the operation of financial instruments.

Pedagogy

- Chalk and talk , PPT, Discussion , Assignment, Quiz, Case study

Course Designers

1. Dr. K. Pavithra, Assistant Professor
2. Mrs. M.Shobana, Assistant Professor

COURSE NUMBER	COURSE NAME	CATEGORY	L	T	P	Credit
CM22C09	BUSINESS FINANCE	CORE	58	2	-	3

Preamble

- To Understand the Concepts of Business Finance and their Applications for Managerial Decision Making.
- To analyse the short term and long term decision making techniques
- To examine the various determinants of dividends

Prerequisite

- No prerequisite required

Course Learning Outcomes

On the successful completion of the course, students will be able to

CLO Number	CLO Statement	Knowledge Level
CLO1	State the concepts and approaches in finance	K1
CLO2	Demonstrate the possibilities for the optimum acquisition and application of the financial resources	K2
CLO3	Analyse the techniques required to select the feasible financial requirements of a Business Concern	K3
CLO4	Apply the concepts and tools of the financial decisions for adequate returns to the shareholders	K4

Mapping with Program Learning Outcomes

CLOs	PLO1	PLO2	PLO3	PLO4	PLO5
CLO1	S	S	S	S	S
CLO2	S	S	S	S	M
CLO3	S	S	S	S	S
CLO4	S	S	S	M	M

S- Strong; M-Medium; L-Low

Syllabus

Unit I (12Hrs)

Business Finance – Meaning and Definition – ***Approaches to Finance Function –objectives of Financial Management*** – Scope – Financial Decisions. Financial Planning – Objectives – Characteristics. Time Value of Money – Practical Applications of Time Value Techniques.

Unit II (11Hrs)

Capital Budgeting – Meaning–***Importance**– Methods of Capital Budgeting (Traditional and modern methods only). Cost of Capital – Meaning – ***Significance – Classification of Cost***–Computation of Cost of Capital: Cost of Debt, Preference, Equity, Retained Earnings and Weighted average Cost of Capital.

Unit III (11Hrs)

Capital Structure –Introduction-Importance – Factors determining the Capital Structure - ***Theories of Capital Structure: Net Income Approach- Net Operating Income Approach-Traditional Approach and Modigliani and Miller Approach***.Leverage – Meaning – Types of Leverage.

Unit IV (12 Hrs)

Capitalisation –Theories of Capitalisation.Working Capital Management – Meaning – Classification-***Importance- Factors Determining the Working Capital Requirements***– Management of Working Capital – Methods of Estimating Working Capital Requirements.

Unit V (12Hrs)

Dividend Policy – Determinants of Dividend Policy – ***Types of Dividend Policy – Advantages and Disadvantages of Stable Dividend Policy – Theory of Relevance***and Irrelevance.

***Distribution of marks : Theory 40 % Problems 60 %**

Text Book

Sl.No	Author name	Title of the book	Publisher	Year & Edition
1	Shashi. K. Gupta Sharma R. K	Financial Management	Kalyani Publishers	2018

Reference Books

Sl.No	Author name	Title of the book	Publisher	Year &Edition
1	Ravi. M. Kishore	Financial Management - Problems and Solutions	Taxmann Publications Pvt Ltd	2017 Edition
2	Khan & Jain	Financial Management	Tata McGraw Hill	2018
3	Maheshwari S. N	Financial Management	Sultan Chand & Sons	15 th Edition 2019
4	Alan C. Shapiro Peter Moles	International Financial Management	Wiley	2016 Edition

Skill Components

- Preparation of financial planning for the concern
- Application of time value techniques to the real situations
- Analyse the capital structure of different companies belong to different industries
- Estimate the cost of capital for the funds raised by the company
- Application of capital budgeting techniques to select the project proposals.
- Analyse the financial statements and Estimate the working capital requirements of the company.

Pedagogy

- Lecture, Group Discussion, Case study, Role playing, Activity based learning

Course Designers:

- 1.Dr. D. Vijayalakshmi, Department of Commerce
2. Dr. B. ThulasiPriya, Department of Commerce

COURSE NUMBER	COURSE NAME	CATEGORY	L	T	P	Credit
CM22C10	BUSINESS LAW	CORE	58	2	-	3

Preamble

- To provide students with an understanding of general principles of law of contract and special contracts
- To provide an insight into the sale of Goods Act.

- To familiarize with various types of Insurance and claim.

Prerequisite

- Basic Knowledge on Indian contract Act

Course Learning Outcomes

On the successful completion of the course, students will be able to

CLO Number	CLO Statement	Knowledge Level
CLO1	State the fundamental rules of commercial law applicable to all the business context	K1
CLO2	Understand the different elements of business and legal terminology of procedures in this current business scenario	K2
CLO3	Examine the rules regarding the administration of agreements relating to the business activities	K3
CLO4	Apply the various principles of contracts and interpret the legal issues	K4

Mapping with Programme Learning Outcomes

CLOs	PLO1	PLO2	PLO3	PLO4	PLO5
CLO1	S	M	S	S	M
CLO2	S	S	S	S	S
CLO3	S	M	S	S	M
CLO4	S	S	S	M	S

S- Strong; M-Medium; L-Low

Syllabus

Unit I(12Hrs)

Indian Contract Act 1872 – ***Meaning of Contract – Definition***–Obligation & Agreement – Nature of Contract & Classification– ***Components of Valid Contract- Offer & Acceptance***-Consideration.

Unit II (11Hrs)

Free Consent – Unlawful Agreements – ***Quasi Contracts - Different Modes of Discharge of Contract*** – Remedies of Breach.

Unit III (12Hrs)

Contract of Indemnity & Guarantee, Essential elements of Indemnity and Guarantee.***Bailment & Pledge – Rights & Duties of Bailor & Bailee***–Rights and Liabilities of Finder of Lost Goods.

Unit IV (12Hrs)

Sale of Goods Act 1930 – Sale & Agreements to Sell – ***Rules Regarding Passing of Property in Goods***– Conditions & Warranties -Principle of “Caveat Emptor” and its Limitations.Law of Agency – Kinds of Agency –***Rights & Liabilities of Principal and Agent.***

Unit V (11Hrs)

Consumer Protection Act1986-Introduction to Intellectual Property Right Act- Copyright - Patent and Trademark. Competition Act 2002.*

*Theory Only

Text Book:

S.No	Authors	Title	Publishers	Year of Publication
1.	Kapoor N.D	Business Law	Sultan Chand & sons	Seventh Revised Edition 2020

Books for Reference:

S.No	Authors	Title	Publishers	Year of Publication
1.	Pillai. R.S.N & Bagavathi. B	Business Law	S.Chand& Co	Third Revised Edition 2015
2	P C Tulsian and Bharat Tulsian	Business Law	Tata McGraw- Hill	Third Revised Edition 2017

Skill Component

- Preparation of different types of Contract and to develop the working knowledge on execution of the same.
- Apply the regulatory framework on various laws pertaining to business and sale of goods in real case analysis.
- Framing a sample legal deed of understanding between bailor and bailee
- Analyse the significant aspects in IRDA and calculate the claim of the insured.

Pedagogy:

- Power point presentations, Group Discussion, Seminar, Quiz , Assignment, Experience Discussion, Brainstorming, Activity, Case Study

Course Designers:

1. Dr. L.Nithya, Department of Commerce
2. Dr. T.Ambika, Department of Commerce

COURSE NUMBER	COURSE NAME	CATEGORY	L	T	P	CREDIT
AM22A07	ACTUARIAL STATISTICS II	ALLIED	73	2	-	4

Preamble

- To present the fundamental basis for many other areas in the mathematical sciences including statistics, modern optimization methods and risk modelling.
- To impart the students with knowledge in the concepts of Statistical Methods of testing and drawing inferences.
- To define and introduce the concept of Testing and Decision Making.
- To focus on the understanding and implementation of Data Analysis.

Prerequisite

- Basic Knowledge in Actuarial statistics.

Course Learning Outcomes

On the successful completion of the course students

CLO Number	CLO Statement	Knowledge Level
CLO1.	Classification of Data variables into Class Intervals according to their properties.	K1
CLO2.	Testing Data variables and statistics for meaningful Interpretations.	K2
CLO3.	Estimating and analysing the variables and their distributions, defining the errors associated and correlating the variables along with their classification of the losses assessed into loss Distributions.	K3
CLO4.	To infer and make conclusive decisions for the results obtained after testing and define prior and Posterior implications.	K4

Mapping with Program Learning Outcomes

CLOs	PLO1	PLO2	PLO3	PLO4	PLO5	PLO6
CLO 1	S	M	S	L	M	M
CLO 2	L	M	S	S	M	L
CLO 3	S	M	S	L	M	M
CLO 4	S	S	L	M	L	L

S- Strong; M-Medium; L-Low

Syllabus

UNIT I (DL 15 Hrs)

Confidence Interval- Derivation of confidence intervals- **Confidence Intervals for Normal distribution** - Confidence Intervals for binomial and Poisson parameters - **Confidence Intervals for two sample problems** - paired data (simple problems from CS I)

UNIT II (DL 14 Hrs)

Hypothesis testing- Null and alternate hypothesis-Test statistic- **type I and type II error-likelihood ratio**- critical region - level of significance-probability value and Power of a test- Applications to Normal, Poisson, Binomial and paired data. (Simple problems from CS I)

UNIT III (DL 15 Hrs)

Data analysis- Bivariate Correlation Analysis - Multivariate Correlation Analysis. **Linear Regression** – Simple bivariate linear model – **Full normal model and inference**. (simple problems from CS I)

UNIT IV (DL 14 Hrs)

Generalised Linear models - **Exponential family** – Linear Predictor – **Link functions**. (simple problems from CS I)

UNIT V (DL 15 Hrs)

Estimation- Bayes theorem- **Bayesian estimation vs classic estimation**-likelihood function- prior and Posterior distribution- **relationship between prior and Posterior** – **conjugate distributions, uninformative prior distributions and loss distributions**. (Simple problems from CS I)

Text Books

S. No	Author	Title of the book	Publishers	Year of Publication
1.	-	CS 1 Actuarial Statistics I (Combined Materials Pack for exams -2019) (From Chapter 8)	The Actuarial Education Company on behalf of the Institute and Faculty of Actuaries.	2019

Reference Books

S. No	Author	Title of the book	Publishers	Year of Publication
1.	S.C.Gupta and V.K.Kapoor	Fundamentals of Mathematical Statistics	Sultan chand& sons	2014
2.	S.P.Gupta	Statistical Methods	Sultan chand& sons	2015

Skill Components

- To assign Confidence interval for single and double sample distributions.
- Test the Hypothesis according to the CI's
- Plot the Regression and Correlation concepts of data analysis in the Insurance field.
- Identify the difference between the Bayesian methods and classical methods of estimation and analysis of insurance claims.
- Learn the loss distributions and their applications in the Insurance Calculations.

Pedagogy

- Chalk and talk , PPT, Discussion , Assignment, Quiz, Case study

Course designers:

1. Mrs. M.Shobana, Assistant Professor
2. Mrs. A. Jeniffer, Assistant Professor

COURSE NUMBER	COURSE NAME	CATEGORY	L	T	P	CREDIT
AM22A08	ACTUARIAL ASPECTS OF PRODUCT DEVELOPMENT	ALLIED	73	2	-	4

Preamble

- To familiarize the students with the concept and process involved in designing insurance products and also setting assumptions.
- To provide the students with an understanding of pricing insurance products and the various factors that influence pricing and determination of premium rates.

- To develop skills to effectively apply actuarial techniques in various steps of product design and pricing

Prerequisite

- Basic Knowledge in Insurance.

Course Learning Outcomes

On the successful completion of the course students

CLO Number	CLO Statement	Knowledge Level
CLO1	To familiarize the Insurance products and their attributes.	K1
CLO2	To learn Pricing and its calculation methods.	K2
CLO3	To implement Premium Calculation techniques and apply the reinsurance concept.	K3
CLO4	To Solvency Margin and reserving adjustments for accurate calculation and inference.	K4

Mapping with Programme Learning Outcomes

CLOs	PLO1	PLO2	PLO3	PLO4	PLO5	PLO6
CLO 1	S	M	S	L	M	M
CLO 2	L	M	S	S	M	M
CLO 3	S	M	S	L	M	M
CLO 4	S	S	L	M	L	L

S- Strong; M-Medium; L-Low

Syllabus

UNIT I (DL 15 Hrs)

Insurance product- Definition- Attributes- **Parties involved in insurance product transactions-** Product design- Why product design- Factors affecting product design-**Role of regulations in product design.**

UNIT II (DL 14 Hrs)

Pricing of Products: Meaning of price and premium-**Methods of pricing and price determination-** Components of premium-**Issues in determining premium-** Regulatory influences on pricing.

UNIT III (DL 15 Hrs)

Interest Rate: Assumptions setting process- **Importance of interest rates in calculation of premiums-** Concept of interest rates- Determination of interest rates-A simple example- **Interest rate risk.** Mortality and Morbidity Rates: Reasons for use of parameters- Mortality and morbidity rates- **Determining mortality and morbidity rates-** Experience analysis- Mortality or morbidity experience studies.

UNIT IV (DL 15 Hrs)

Persistency/Withdrawal Rates: Reasons for use of persistency-Withdrawal Rates- **Determining withdrawal rate-** Withdrawal experience analysis- A Simple example- Withdrawal risk. Commission Rates: **Importance of commission rates-** Understanding the concept of commission rates- Determining commission rates.

UNIT V (DL 14 Hrs)

Reinsurance Support: **Meaning and need for reinsurance-** Types of reinsurance arrangement- **Regulation on reinsurance.**

Text Books

S. No	Author	Title of the book	Publishers	Year of Publication
1.	NA	IC-92 Actuarial Aspects of Product Development	Insurance Institute of India	2016
Chapters – 1,2,3,5,7,8,9,10,10B,12,13				

Reference Books

S. No	Author	Title of the book	Publishers	Year of Publication
1	Alka Mittal , S.L.Gupta,S.	Principles of Insurance and Risk Management	S. Chand & Sons	2014
2	M.N.Mishra and Dr.S.B.Mishra	Insurance Principles And Practice	S.Chand and Company Ltd	2016

Skill Components

- To understand different insurance products and how the products are developed.
- To analyze how premium amount is fixed for the life insurance Policies.
- To understand the different rates used for premium fixation for insurance products.
- Demonstrate how reinsurance can save insurers from grave consequences.

Pedagogy

- Chalk and talk , PPT, Discussion , Assignment, Quiz, Case study

Course Designers

1. Ms.A.Divya, Assistant Professor
2. Dr..D.Sreemathi, Assistant Professor

COURSE NUMBER	COURSE NAME	CATEGORY	L	T	P	CREDIT
NM22DTG	DESIGN THINKING	Theory	26	2	-	2

Preamble

- To expose the students to the concept of design thinking as a tool for innovation
- To facilitate them to analyze the design process in decision making
- To impart the design thinking skills

Prerequisite

- Basic Knowledge in strategies.

Course Learning Outcomes

On the successful completion of the course, students will be able to

CLO Number	CLO Statement	Knowledge Level
CLO1	Understand the concepts of Design thinking and its application in varied business settings	K1
CLO2	Describe the principles, basis of design thinking and its stages	K2
CLO3	Apply design thinking process in problem solving	K3
CLO4	Analyze the best practices of design thinking and impart them in business and individual day to day operations.	K4

Mapping with Program Learning Outcomes

CLOs	PLO1	PLO2	PLO3	PLO4	PLO5
CLO 1	S	M	M	S	S
CLO 2	M	S	S	M	M
CLO 3	S	S	S	M	S
CLO 4	S	S	S	S	S

S- Strong; M-Medium; L-Low

Syllabus

UNIT – 1 (6 Hours)

Design Thinking Overview: Introduction to Design Thinking and Design Research

Strategies -Design Thinking Skills

UNIT – II (6Hours)

Design Thinking Mindset: Principles of Design Thinking - Basis for design thinking - Design Thinking Hats - Design thinking team

UNIT – III (6 Hours)

Empathize: Definition - Listen & Empathize with the Customers and / or Users - Tools and Techniques

UNIT – IV (6 Hours)

Define : Definition - Defining the Problem - Tools and Techniques - Journey mapping and Ideate - definition - Ideation techniques

UNIT – V (6 Hours)

Prototype: Definition - Prototype Alternate Solutions - Test the Solutions - Visualization - Story Telling - Cautions and Pitfalls - Best Practices

Text Books:

Sl. No.	Author(s)	Title of the Book	Publisher	Year of Publication
1.	Christian Mueller-Roterberg	Handbook of Design Thinking Tips & Tools for how to design thinking	Amazon Kindle Version	2018
2	Gavin Ambrose Paul Harris	Design Thinking	AVA Publishing Switzerland	2010

Reference Books:

Sl. No.	Author(s)	Title of the Book	Publisher	Year of Publication
1	Maurício Vianna Ysmar Vianna Isabel K. Adler Brenda Lucena Beatriz Russo	Design Thinking - Business Innovation	MJV Press	2011
2	Moritz Gekeler	A practical guide to design thinking	Friedrich- Ebert- Stiftung	2019
3	J. Berengueres	The Brown Book of Design Thinking	UAE University College, Al Ain	2014