



Karnataka State Higher Education Council

BANGLORE UNIVERSITY

DEPARTMENT OF COMMERCE

Curriculum Framework for Undergraduate Program

Bachelor of Commerce-

Logistics & Supply chain Management

**For 5th & 6th Semester from the Academic Year 2023-
24 (NEP)**



V Sem Logistics & Supply chain Management

SL. No.	Course Code	Title of the Course	Category of Course	Teaching Hours per Week (L+T+P)	SEE	CIE	Total Marks	Credits
31	B.Com. (LSCM) 5.1	Financial Management	DSC-13	3+0+2	60	40	100	4
32	B.Com. (LSCM) 5.2	Income Tax -Law & Practice	DSC-14	3+0+2	60	40	100	4
33	B.Com. (LSCM) 5.3	Strategic Logistics Management	DSC-15	4+0+0	60	40	100	4
34	B.Com. (LSCM) 5.4	Basics of Legal Environment for Logistics / Transport Regulation Laws	DSE-1	3+0+2	60	40	100	3
35	B.Com. (LSCM) 5.5	Business Environment & Global Logistics/ E - Logistics	DSE-2	3+0+2	60	40	100	3
36	B.Com. (LSCM) 5.6	Logistics Insurance in EXIM Trade	Vocational 1 V-1	3+0+2	60	40	100	3
37	B.Com. (LSCM) 5.7	Cyber Security/ Employability skills	SEC - VB	2+0+2	60	40	100	3
					420	280	700	24

Note:

1. Under DSE, Dual Specialization to be offered, students should choose two elective groups from the above elective groups. Same elective groups should be continued in the 6th Semester also.
2. Course contents of DSE and vocational course increases by 10- 20% accordingly work load increase from 3 Hrs to 4 Hrs(3+0+2), 3 Hrs -lecture , 0 Hrs -tutorial and 2 Hrs- practical equals to 1 Hr theory , however, credit will remain the same (3). It has been approved by BOS.
3. Employability skills should be taught by commerce faculty and it has been approved by BOS.

VI Sem Logistics & Supply chain Management

SL No.	Course Code	Title of the Course	Category of Course	Teaching Hours per Week (L+T+P)	SEE	CIE	Total Marks	Credits
38	B.Com. (LSCM) 6.1	Advanced Financial Management	DSC-16	3+0+2	60	40	100	4
39	B.Com. (LSCM) 6.2	GST- Law and Practice	DSC-17	3+0+2	60	40	100	4
40	B.Com. (LSCM) 6.3	Logistics Management Information Systems	DSC-18	4+0+0	60	40	100	4
41	B.Com. (LSCM) 6.4	Exports and Indian Economy / Logistics Infrastructure	DSE-3	2+0+2	60	40	100	3
42	B.Com. (LSCM) 6.5	Marine Insurance and Legal liabilities / Packing and Material Handling	DSE-4	2+0+2	60	40	100	3
43	B.Com. (LSCM) 6.6	International Logistics Marketing	Vocational V-2	2+0+2	60	40	100	3
44	B.Com. (LSCM) 6.7	Internship	I-1	3 hrs 4 TO 5 WEEKS		100	100	3
SUB TOTAL (D)					360	340	700	24

GUIDELINES FOR INTERNSHIP

1. Objectives:

- a) The internship aims at enabling the students to get a practical exposure to the working/ functioning of the industry.
- b) The internship provides an opportunity to students to substantiate their classroom learning with practical experience.

2. Guidelines for Internship:

- 1) **Teaching hours for internship course** -Number of teaching hours is Three hours (3) on the following grounds

- UGC Guidelines for internship for under graduate students published in 2023 clearly stated that One (1) credit of internship is equivalent to Thirty (30) hours of engagement in a semester. So an internship is Ninety (90) hours and has Three (3) Credits,
- KSHEC in their curriculum and credit frame work for B.com and BBA has mandatorily adopted Three (3) hours of workload and stated that an internship shall be a discipline specific of Ninety (90) hours

3. **Duration of the internship**-The students of 6th semester have to undergo the internship for a minimum of 4-6 weeks (min 90 hours). The area of Internship should be only in the fields of Commerce and Management. The choice of internship is no way associated with choice of electives

4. **The choice of organization**- for Internship is restricted to business enterprises and corporate establishments only like Micro, Small, Medium, and Large-Scale organizations, Sole Proprietary and Partnership firm, Government Organizations, Government departments and local bodies, Public and private sector banks and Non- Govt. Organizations (NGOs), Development agencies co-operatives societies/Banks , Any other organizations and internships can be pursued in any location (anywhere in India or abroad).

5. **Submission of Internship Report:** On completion of the internship, a certificate from the company is to be obtained stating the period of the internship and a brief description of the nature of the internship i.e. responsibilities handled. Also, the confidential rating on various parameters (1-6) (Like Regularity to work, Attitude towards work, Professional Competence, Ability to interact with other staff/colleagues, Willingness to learn etc,) has to be obtained from the Company. A report of internship undertaken along with certificate and confidential rating will have to be submit to the Department of the concerned College.

6. **Evaluation procedure-** The internship report shall be evaluated at the college level and University authorised team will visit and inspect the procedure/ guidelines followed for preparing internship report and check the marks before uploading in the University portal 10-15 days prior to the commencement of theory examination. The internship report shall be kept in the college as per university norms

Evaluation of the Report:

- After the successful submission of the report by the students, concerned Colleges shall evaluate the report. The following is the break up used for evaluation of Internship.

Internship Report	- 60 Marks
Presentation/Viva-voce	- 30 Marks
Confidential rating by the company/business establishment	- <u>10 Marks</u>
	<u>Total= 100 Marks</u>

- The HOD/faculty members of the, Department of commerce- Concerned College shall conduct Presentation for 30 marks as per format and calendar of events notified by the University.

7. The Internship Report should include Four (4) chapters

1. **Chapter-1 Introduction:-** Introduction of the organization includes - Inception, SWOC analysis, nature of business, profile, Organizational Structure, Functional Areas.
2. **Chapter-2 Design of the study:-** Objective of study, methodology adopted- source of data - technique, limitation of the study etc..
3. **Chapter -3 Discussion:-** Discussion/Analysis and Interpretation/Findings of the study, conclusions, and suggestions
4. **Chapter-4 Learning Outcomes:-** Learning Experience like Work profile and job responsibilities handled by the students during internship, their contribution and learning experience. Weekly report of work done etc.

8. Presentation of the Report:

1. Typing should be done on one side of the A-4 size paper.
2. The margin left side 1.75 inches, the right, top and bottom margin should be 1 inch each.
3. Font size: Chapter heading: 14; Sub-heading: 12 (Bold) and text of the running matter: 12.

4. Fonts to be used are Times New Roman.
5. The text of the report should have 1.5 line spacing; quotations and foot notes should be in single-line space
6. The total of the report to be in the range of 70 to 80 pages
7. The report should be presented in hardbound/ Spiral (Normal binding) for report evaluation
8. The students shall also submit the hard & PDF Soft copy of the report to the HOD, Department of Commerce, Concerned College should keep the record in library
9. In case of any doubt or ambiguity in the interpretation of the guidelines mentioned in the guidelines, the decision of the Dean, Faculty of Commerce, shall be final.

Name of the Program: Bachelor of Commerce Logistic and Supply Chain management
(B.Com.)

Course Code: COM .5.1

Name of the Course: Financial Management

Course Credits	No. of Hours per Week	Total No. of Teaching Hours
4 Credits	4 Hrs	60Hrs
Pedagogy: Classrooms lecture, Case studies, Tutorial Classes, Group discussion, Seminar & field work etc.,		
Course Outcomes: On successful completion of the course, the students' will be able to		
<ul style="list-style-type: none"> a) Understand the role of financial managers effectively in an organization. b) Apply the compounding & discounting techniques for time value of money. c) Take investment decision with appropriate capital budgeting techniques for investment proposals. d) Understand the factors influencing the capital structure of an organization. e) Estimate the working capital requirement for the smooth running of the business 		
Syllabus:		Hours
Module No. 1: Introduction to Financial Management		12
Introduction –Meaning of Finance, Finance Function, Objectives of Finance function, Organization of Finance function -Meaning and definition of Financial Management; Goals of Financial Management, Scope of Financial Management, Functions of Financial Management, Role of Finance Manager in India. Financial planning-- Meaning -Need - Importance -Steps in financial Planning - Principles of a sound financial plan and Factors affecting financial plan.		
Module No. 2: Time Value of Money		10
Introduction - Meaning of time value of money-time preference of money- Techniques of time value of money: Compounding Technique-Future value of Single flow, Multiple flow and Annuity -Discounting Technique-Present value of Single flow, Multiple flow - and Annuity. Doubling Period- Rule 69 and 72.		
Module No. 3: Financing Decision		14
Introduction-Meaning and Definition of Capital Structure, Factors determining the Capital Structure, Concept of Optimum Capital Structure, EBIT-EPS Analysis- Problems.		

Leverages: Meaning and Definition, Types of Leverages- Operating Leverage, Financial Leverage and Combined Leverages. Problems.

Module No. 4: Investment Decision **12**

Introduction-Meaning and Definition of Capital Budgeting, Features, Significance – Steps in Capital Budgeting Process. Techniques of Capital budgeting: Traditional Methods – Pay Back Period, and Accounting Rate of Return – DCF Methods: Net Present Value Internal Rate of Return and Profitability Index- Problems.

Module 5: Working Capital Management **12**

Introduction- Meaning and Definition, types of working capital, Operating cycle, Determinants of working capital needs – Estimation of working capital requirements. dangers of excess and inadequate working capital, Merits of adequate working capital, Sources of working capital., Cash Management, Receivable Management, and Inventory Management (Concepts only).

Skill Development Activities:

1. Visit the Finance Department of any organization and collect and record the Functions and Responsibilities of Finance Manager.
2. As a finance manager of a company advice the management in designing an appropriate Capital Structure.
3. Evaluate a capital investment proposal by using NPV method with imaginary figures.
4. Illustrate with imaginary figures the compounding and discounting techniques of time value of money.
5. Estimate working capital requirements of an organization with imaginary figures.

Any other activities, which are relevant to the course.

Books for reference:

1. I M Pandey, Financial management, Vikas publications, New Delhi.
2. Abrish Guptha, Financial management, Pearson.
3. Khan & Jain, Basic Financial Management, TMH, New Delhi.
4. S N Maheshwari, Principles of Financial Management, Sulthan Chand & Sons, New Delhi.
5. Chandra & Chandra D Bose, Fundamentals of Financial Management, PHI, New Delhi.
6. B.Mariyappa, Financial Management, Himalaya Publishing House, New Delhi.
7. Ravi M Kishore, Financial Management, Taxman Publications

Prasanna Chandra, Financial Management, Theory and Practice, Tata McGraw Hill. **Note: Latest edition of books may be used.**

Name of the Program: Bachelor of Commerce Logistic and Supply Chain management (B.Com.) Course Code: COM 5.2 Name of the Course: Income Tax -Law & Practice		
Course Credits	No. of Hours per Week	Total No. of Teaching Hours
4 Credits	(3+0+2) Hrs	60 Hrs
Pedagogy: Classrooms lecture, Case studies, Tutorial Classes, Group discussion, Seminar & field work etc.,		
Course Outcomes: On successful completion of the course, the students' will be able to		
a) Understanding the legal framework. b) Understand the provisions for determining the residential status & Incidence of tax of an Individual. c) Comprehend the of assessment of salary income and House property d) Comprehend the of assessment of income from business income & other sources e) Equip with understanding of intensive knowledge on analysis of all forms of ITR Forms along with the Overview ITR Forms and e-filing.		
Syllabus:		Hours
Module No. 1: Basic Concepts of Income Tax		10
Introduction -Meaning of tax-, types of taxes, cannons of taxation. Brief history of Indian Income Tax, legal framework of taxation, Important definitions, assessment, assessment year, previous year including exceptions, assesses, person, income, casual income, Gross total income, Total income, Agricultural income, scheme of taxation, - Exempted incomes of individuals under section 10 of the Income Tax Act, 1961 (concept only). Slab rate- Under Old tax and new tax regime 115BAC		
Module No. 2: Residential Status and Incidence of Tax		10
Introduction - Residential status of an individual. Determination of residential status of an individual. Incidence of tax or Scope of Total income. Problems on computation of Gross total Income of an individual.		
Module No. 3: Heads of income- from Salary and House property		14
a) Income from Salary -Introduction - Meaning of Salary -Basis of charge, Definitions- Salary-allowances Deductions u/s 16 and Problems on Computation of Income from Salary b) Income from House Property - composite rent and unrealized rent. Annual Value - Determination of Annual Value - Deductions u/s 24 - simple problems		

Module No. 4: Heads of income- from business, Capital gain & other sources	14
<p>a) Income from Business-Expenses Expressly allowed - Expenses Expressly Disallowed - Allowable losses - Expressly disallowed expenses and losses, Expenses allowed on payment basis. Problems on computation of income from business of a sole trading concern</p> <p>b) Income from Capital Gain-Types of capital assets - Transfer - Short term capital gain and Long term capital gain (Theory only)</p> <p>c) income from other sources - Securities - Types of Securities - Rules for Grossing up. - Computation of Income from other Sources simple problem</p>	
Module No. 5: Assessment of individual and E-filing	12
<p>Advance Tax rules -Tax Deducted at Source (TDS)- online payment of tax- problems on Advance Tax and TDS. Filing of Income tax returns (ITR) as per IT Act - Types income tax return forms- benefit of filing ITR- different sections of ITR returns- document required to filing ITR -form 16 - 26AS & AIS significance returns- E-filing of return on Income Tax Portal, Verification of ITR.</p>	
<p>Skill Development Activities:</p> <ol style="list-style-type: none"> 1. Prepare a slab rates chart for different Individual assesses 2. Draw a chart showing residential status of an individual 3. List out the different types of capital assets and identify the procedure involved in the computation of tax 4. List out the steps involved in the computation of income tax from other sources 5. Collect and record the procedure involved in filing the Income tax returns of an Individual. 	

Books for Reference:

1. Mehrotra H.C and T.S.Goyal, Direct taxes, Sahithya Bhavan Publication, Agra.
2. Vinod K. Singhania, Direct Taxes, Taxman Publication Private Ltd, New Delhi.
3. Gaur and Narang, Law and practice of Income Tax, Kalyani Publications, Ludhiana.
4. Bhagawathi Prasad, Direct Taxes.
5. B.Mariyappa, Income tax Law and Practice-I, Himalaya Publishing House. New Delhi.s
6. Dr. Saha, Law and Practice of Income Tax, Himalaya Publishing House. 7.Income tax department website www.incometax.gov.in **Note: Latest edition of text books may be used.**

<p align="center">Name of the Program: Bachelor of Commerce Logistic and Supply Chain management (B.Com.) Course Code: COM5.3 Name of the Course: Strategic Logistics Management</p>		
Course Credits	No. of Hours per Week	Total No. of Teaching Hours
4	4	60 Hours
<p>Pedagogy: Classrooms lecture, tutorials, Group discussion, Seminar, Case studies & field work etc.,</p>		
<p>Objectives:</p> <ol style="list-style-type: none"> 1. To understand the Course Strategies involved in Logistics Business at different levels. 2. To understand the Logistics Service Providers organizational environment customer's needs and to develop strategic plans to excel the business. <p>Course Outcomes: On successful completion of the course, the students will be able to</p> <ol style="list-style-type: none"> 1. Design a process of planning in all dimensions as per the need of the customer. 2. Analyze that industry environmental causes and draw a plan of action according to the need of the Business. 3. Gain more competency in different departments like HR/Marketing/Finance and R&D. 4. Understand the different strategic matrix, policy matrix and strategy implementation steps as per the Business needs. 5. Analyze the new trend evaluation systems and design a cost control matrix. 		
Syllabus:		Hours
Unit - I Strategic Planning - Introduction		10 hrs
<p>Strategy: Introduction - Strategic planning and strategic management: Levels of strategic planning - Process of strategic planning - dimensions of strategic decisions - Strategic management process.</p>		
Unit - II Environmental Analysis		16 hrs
<p>Environmental analysis: environmental scanning - Industry analysis - Competitive analysis - Internal analysis: Resource Based view, SWOT / PEST / ETOP analysis, Value Analysis. Strategy formulation / alternatives: Corporate strategies: grand strategies - stability, expansion, retrenchment and combination.</p>		
Unit - III Business Level Strategies		10 hrs

Business level strategies: - acquiring core competencies – Porter’s Generic Strategies Model – Functional level strategies: Production and Operations – Finance – HR – Marketing and R & D Strategies.	
Unit – IV Strategic Analysis and Choices	14 hrs
Strategic analysis and choice: Portfolio Analysis-BCG Growth Share Matrix, GE Business Screen, Shell’s Directional Policy Matrix, Hofer’s Product – Market Matrix Strategic implementation: Steps- structural issues- behavioral issues- strategic leadership	
Unit – V Strategic Evaluation and Control	10 hrs
Strategic evaluation and control: Balanced Score Card approach – EVA and MVA - ERP- Stake holder analysis – Systems thinking approach, Strategic control - operational control - process and techniques.	
Skill Development Activities	
<ol style="list-style-type: none"> 1. To visit any Manufacturing unit to understand the strategies and process of logistics flow chart and make a study report, duly certified by the Company. 2. To visit any Logistics Service Provider and understand the Business matrix and operational flow chart and make a study report, duly certified by the Company. 3. To prepare a strategies control operation costs based on the above two study reports. 4. To visit any Logistic Service Providers, make a SWOT analysis, value analysis and make a study report, duly certified by the Company. 	
References:	
<ol style="list-style-type: none"> 1. R. Srinivasan, (2007), “Strategic Management - 3rd Edition”, Prentice Hall India, N. Delhi 2. Nextstep Institute of Logistics & Aviation, - Paniraj Murthy & Shobha K V 3. Thomson, Strickland and Pearson, (2005), “Strategic Management”, Tata Mcgraw Hill, N.Delhi 4. AzharKazmi, (2007), “Strategic Management and Business Policy – 3rd Edition”, 5. V.S. Ramasamy and S. Namakumari, “Strategic Planning-Formulation of corporate Strategy”, Macmillan India Pvt Ltd. 	

<p align="center">Name of the Program: Bachelor of Commerce Logistic and Supply Chain management (B.Com.) Course Code: COM 5.4 Name of the Course: Basics of Legal Environment for Logistics</p>		
Course Credits	No. of Hours per Week	Total No. of Teaching Hours
3	4	60 Hours
<p>Pedagogy: Classrooms lecture, tutorials, Group discussion, Seminar, Case studies & field work</p>		
<p>Objectives:</p> <ol style="list-style-type: none"> 1. To gain an accurate knowledge about the Environment and its damages caused through Logistics Industry. 2. To study the process and controlling mechanisms of environmental damages caused by Logistics Industry. 3. To understand the Business Law of Logistics. <p>Course Outcomes: On successful completion of the course, the students will be able to</p> <ol style="list-style-type: none"> 1. Understand the advanced management principles of logistics and supply chain management, new trends, technologies and key evaluation points which causes major damages to the environment. 2. Understand the recent trends, technology, process involved in International Logistics operations. 3. Understand the importance of packing materials, different types of packing and the importance of the packings. 4. Describe the Business Law of Logistics. 5. Combine the traditional physical distribution activity with modern Information Technology to have sustainable competence advantage to the organization globally. 		
Syllabus:		Hours
Unit - I Logistics management and Supply Chain management		14 hrs
Logistics management and Supply Chain management - Definition, Evolution, Importance. The concepts of logistics and Supply Chain Management, Key Drivers of Supply Chain Management and Logistics relationships.		
Unit - II Basics of Transportation		18 hrs
Basics of Transportation, Transportation Functionality and Principles; Multimodal Transport: Modal Characteristics; Modal Comparisons; International Air Cargo Transport; Coastal and Ocean transportation, Characteristics of shipping transport- Types of Ships. Containerization: Genesis, Concept, Classification, Benefits and Constraints; Inland Container Depot (ICD): Roles and Functions, CFS, Export Clearance at ICD; CONCOR; ICDs under CONCOR;		
Unit - III Packing and Packaging-I		10 hrs

Packing and Packaging: Meaning, Functions and Essentials of Packing and Packaging, Packing for Storage- Overseas Shipment Inland-Transportation- Product content Protection, Packaging Types: Primary, Secondary and Tertiary-	
Unit - IV Packing and Packaging-II	08hrs
Requirements of Consumer Packaging, Channel Member Packaging and Transport Packaging - Shrink packaging -Identification codes, bar codes, and electronic data interchange (EDI)- Universal Product Code- Standards- package labels- Symbols used on packages and labels	
Unit - V- Introduction to Logistics Business law	10 hrs
Introduction to Business Law - Definition - Meaning - Scope of Business Law - Need to study law - Introduction to legal systems - Sources of law - Indian Admiralty laws.	
Skill Development Activities: <ol style="list-style-type: none"> 1. Visit CFS to understand the process involved in the international movements and make a study report, duly certified by the Company. 2. Visit manufacturing unit to understand the importance of packing materials, types of packings and make a study report, duly certified by the Company. 3. Make a report on the Do's & Don'ts during loading and unloading of Consignments and make a study report, duly certified by the Company. 4. Visit Environmental Board and make a project report on damages caused by the environmental Logistics Industry. Make a study report, duly certified by the Company. 	
Reference <ol style="list-style-type: none"> 1. Bowersox, Closs, Cooper, Supply Chain Logistics Management, McGraw Hill. 2. Nextstep Institute of Logistics & Aviation - Paniraj Murthy & Shobha K V 3. Burt, Dobbler, Starling, World Class Supply Management, TMH. 4. Donald J Bowersox, David J Closs, Logistical Management, TMH 5. Pierre David, "International Logistics", Biztantra. 6. Sunil Chopra, Peter Meindl, Supply Chain Management ,Pearson Education, India 	

<p align="center">Name of the Program: Bachelor of Commerce Logistic and Supply Chain management (B.Com.) Course Code: COM 5. 4 Name of the Course: Transportation Regulation Laws</p>		
Course Credits	No. of Hours per Week	Total No. of Teaching Hours
3	4	60 Hours
<p>Pedagogy: Classrooms lecture, tutorials, Group discussion, Seminar, Case studies & field work etc.,</p>		
<p>Objectives:</p> <ol style="list-style-type: none"> 1.To gain in-depth knowledge about the Risk factors of Logistics. 2. To understand the different types of Policies involved to avoid and secure the financial loss to the Manufacturers. 3. To gain adequate knowledge about the MTO Policies. <p>Course Outcomes: On successful completion of the course, the students will be able to learn about the Transport procedures and polices:</p> <ol style="list-style-type: none"> 1. Describe the Central Motor Vehicle Act 1988, (MVA) process penalties, insurance claims. 2. Describe the Motor Vehicle Act 1989 (MVA) Central Motor Vehicle Rules, Special Rules for multiple Motor Transport Authority. 3. Describe the Authority Liability of MTO 4. Describe the Customs Act at Ports etc., 5. Describe the Duties, Rights and Liabilities Common Carriers Act. 		
Syllabus:		Hours
Unit - I: Introduction to Motor Vehicle Act 1988		12 hrs
<p>Motor vehicle Act 1988, Statement of objects and Reasons, Corresponding Law, Definitions, licensing of drivers of motor vehicles, Registration of motor vehicles, Control of transport vehicles, Offences, Penalties and Procedures, control of traffic, Insurance of motor vehicles against third party risks</p>		
Unit - II Central Motor Vehicles Rules 1989		10 hrs
<p>Central Motor vehicles rules 1989 motor vehicles rules, Definitions, Licensing of Drivers of motor vehicles, Registration of motor vehicles, control of transport vehicles, Construction, Equipment and Maintenance of motor vehicles, Special rules applicable to all public service vehicles, Special rules applicable to trailers,</p>		
Unit - III Multimodal Transportation of Goods act 1993		12 hrs
<p>Multimodal transportation of goods act 1993, Statement of objects & Reasons on the multimodal transportation of goods act 1993, Proposed amendments to the multimodal transportation goods act 1993, Powers and Functions of the Competent Authority, Liability of the MTO, Justification</p>		

Unit - IV Customs Act 1992	14 hrs
Customs Act 1962, Short title, Extent and commencement, Definitions, Officers of customs, Appointment of customs ports, Airports, Warehousing stations, etc, Prohibitions on importation and exportation of goods, Prevention and detection of illegal export of goods, Power to exempt from the provisions of chapters iv-a and iv-b, levy of and exemption.	
Unit - V The Carriers Act 1865	12 hrs
The Cargo Claim Enquiry - Duties, Rights and Liabilities of Common Carriers under:(i) The Carriers Act, 1865.(ii) The Railways Act, 1989,(iii) The Carriage By Road Act, 2007 (iv) The Carriage by Air Act, 1972- Indian Consumer Protection Act, 1986: Objects - Rights of Consumers - Consumer Dispute-Procedure of Filing Complaint-Procedure for redressal of Complaint	
Skill developments Activities:	
<ol style="list-style-type: none"> 1. Visit any Logistics Company to do a Case-study about the penalties made by them. Make a study report, duly certified by the Company 2. Visit Customs office to know the process, procedure for physical goods verification of penalty and authorities. Make a study report, duly certified by the Company 3. Draw the flow chart of Hierarchy. Make a study report, duly certified by the Company. 	
References:	
<ol style="list-style-type: none"> 1. S.Pattabhiraman, The Motor vehicles Act, Vidya law house 2. Nextstep Institute of Logistics & Aviation - Paniraj Murthy & Shobha K V 3. R.A.Garg, The Customs Act, 1962, Commercial law publishers 4. M.Ajmal Khan, M.Ghana Gurunathan, A.P.Ramasamy, ATC Radhakrishnan, Tamilnadu Motor vehicle rules 1989, Account Test Centre. 	

Name of the Program: Bachelor of Commerce Logistic and Supply Chain management (B.Com.) Course Code: COM 5.5 Name of the Course: Business Environment & Global Logistics		
Course Credits	No. of Hours per Week	Total No. of Teaching Hours
3	4	60 Hours
Pedagogy: Classrooms lecture, tutorials, Group discussion, Seminar, Case studies & field work etc.,		
Objectives: <ol style="list-style-type: none"> 1. To understand about various factors that are having impact on the functioning of business 2. To study the impact of international factors that influences the business. 3. To know about the important bilateral and multi-lateral economic cooperation agreements. 4. To understand the International Financial Systems/Foreign Exchange Marketing which is a need for global business. 		
Course Outcomes: On successful completion of the course, <ol style="list-style-type: none"> 1. To demonstrate an adequate knowledge of various factors that have an impact on Global Logistics Market. 2. To describe the importance of bi-lateral and multi-lateral economic co-operations agreements. 3. To describe the political & legal impacts on Logistics/MNCs. 4. To be able to describe the socio-cultural environment on Logistics Business. 5. To demonstrate the technological impact on International Business and foreign technology acquisition. 		
Syllabus:		
Unit - I International Business		06 hrs
Basics of International Business, Modes of entry in to International Business; Frame work for analysing international business environment		
Unit - II Integration Between World Zone		10 hrs
Institutional support to International Business-- UNO, IMF, World Bank; UNCTAD; WTO. Regional Economic Co-operation and Integration between Countries; Different levels of integration between Countries; European Union, NAFTA, ASEAN, EFTA, SAARC, SAPTA, The ANDEAN community, MERCOSUR.		
Unit - III Economic Environment		18 hrs
Economic Environment-- International financial system, Foreign Exchange Markets: Determining exchange rates; Fixed and flexible exchange rate system; Participants in the Foreign exchange markets; Cash and Spot exchange market; Exchange rate quotes; LERMS; Factors affecting exchange rates - spot rates, forward exchange rates, forward exchange		

contracts; Foreign Exchange Risk: Transaction exposure, translation exposure and economic exposure, Management of exposures.	
Unit - IV Political and Legal Environment	12 hrs
Political and legal environment - Legislature, Executive, Judiciary - Multinational Corporations: Conceptual Frame work of MNCs - MNCs and Host and Home Country relations - Foreign investment flows and barriers. Ecological issues.	
Unit - V Socio-Cultural Environment	14 Hours
Factors affecting Socio-Cultural environment, Impact of Socio-Cultural environment on Business, Factors affecting Technological environment, Impact of Technological environment on Business, International Technology Transfers - importance and types, Foreign Technology Acquisition.	
Skill Development Activates:	
1. Write Case study of exchange rate advantages and disadvantages - Make a study report, duly certified by the company.	
2. Write about the international business support organizations pros and cons - Make a study report, duly certified by the company.	
3. Write a brief note on Legal Environment on Logistics Industry - Make a study report, duly certified by the company.	
4. Write a Note on SAARC, EFTA, UNO, INS - Make a study report, duly certified by the company.	
Reference:	
1. Black and Sundaram: International Business Environment, PHI New Delhi	
2. Nextstep Institute of Logistics & Aviation, - Paniraj Murthy & Shobha K V	
3. Gosh, Biswanath, Economic Environment of Business, South Asia Book, New Delhi	
4. Letiche, John M: International Economics Policies and Theoretical Foundations, Academic Press, New York	
5. Bhattacharya, B: Going International Response Strategies for Indian Sector, Wheeler	

Name of the Program: Bachelor of Commerce Logistic and Supply Chain management (B.Com.) Course Code: COM 5.5 Name of the Course: E- Logistics		
Course Credits	No. of Hours per Week	Total No. of Teaching Hours
3	4	60 Hours
Pedagogy: Classrooms lecture, tutorials, Group discussion, Seminar, Case studies & field work etc.,		
Objectives: 1.To understand the importance of E-Logistics and Evolutions, new trends and technologies in Logistics. 2.To understand the electronic data integrations, role of technologies in Logistics Industry. 3.To understand challenges of E-Business and Customer’s Expectation from Logistics Service providers.		
Course Outcomes: On successful completion of the course, the students will be able to 1.Describe the power of E-Logistics in Supply Chain Management. 2.Describe the New Trends and Technologies in Logistics Industry. 3.Describe the importance of Customer Relationship Management in E-Business. 4.Write the procurement process and Delivery Management.		
Syllabus:		
Unit - I Introduction to E-Logistics		14 hrs
Introduction to E-logistics - forward logistics - Reverse logistics - Logistics renovation toward E-logistics - importance of E-logistics - New trends and technology in logistics. E-logistics method of documentation - Electronic data interchange - Personal computer - Enterprise resource planning systems - The internet, intranets and extranets - The world wide web - Web-enabled relational databases, data warehouses and data marts - Decision support systems.		
Unit - II E-Logistics Technology		14 hrs
ASNs - tracking systems - Satellite global positioning systems (GPS) and geographic information systems (GIS) - Bar-coding and scanning - Electronic signature technology - Wireless technology - Radio frequency identification (RFID)		
Unit - III: E-Procurement		16 hrs
Electronic procurement (e-procurement) - Transport and delivery management - Packing and order management - Inventory and warehousing - Application architecture of Customer relationship management (CRM) - E-business logistics and its benefits.		
Unit - IV: E-Logistics - challenges and its applications		06 hrs

Forward E-logistics – Reverse E-logistics – Challenges of E-logistics – environmental issues – e-business strategy	
Unit – V: E-Logistics and its applications	10 hrs
Application for E-logistics – Business to business – Business to consumers – Exception based status alert – Transportation documentation.	
Skill Developments Activities:	
<ol style="list-style-type: none"> 1. Visit E- Logistics Warehouse and write about the segregation of commodities. Make a study report, duly certified by the company. 2. Write about the GPS system how it is helpful for E-logistics. Make a study report, duly certified by the company. 3. Explain about E-logistics advantages and disadvantages in India. Make a study report, duly certified by the company. 	
References:	
<ol style="list-style-type: none"> 1.Louis Columbus, Realizing e-business with application service providers, LWC publication. 2.Nextstep Institute of Logistics & Aviation - Guide - Paniraj Murthy & Shobha K V 3.B Stanford, E-business: Key Issues, Applications and Technologies, Ohmsha publication. 4. E- Logistics – Deryn Graham 5. Managing your digital Supply Chains for Competitive Advantage by Yingli Wang. 	

Name of the Program: Bachelor of Commerce Logistic and Supply Chain management (B.Com.) Course Code: COM 5.6 Name of the Course: Logistics Insurance in EXIM Trade		
Course Credits	No. of Hours per Week	Total No. of Teaching Hours
3	4	60 Hours
Pedagogy: Classrooms lecture, tutorials, Group discussion, Seminar, Case studies & field work etc.,		
Objectives: 1.To gain adequate knowledge about the Exim Operations. 2.To gain adequate knowledge on Exports/Imports strategies and emotional councils. 3.To gain more knowledge on Marketing, Strategic Marketing plan, setting of Marketing objectives and characteristics of Logistics Marketing and pricing and distributing channels.		
Course Outcomes: On successful completion of the course, the students will be able to 1.To understand the EXIM Evolution, new regulations in global markets. 2.To describe the new strategies for Exports &Imports accessing the EXIM performance. 3.To impart basic understanding of Export - Import Trade and Logistics Insurance of a business entity and to help the students develop skill to understand and analyze Logistics Insurance problems and data to make good decisions. 4.Will be able to frame multinational organizational structures, business risks.		
Syllabus:		Hours
Unit - I: Concept of Foreign Trade		14 hrs
Introduction Concept of foreign trade - Trade and development: Foreign trade as an engine of growth. Exporting: Meaning and importance to a growing economy - Growth of world trade. Trends in India's export trade since independence: Value, Composition and direction of India's export trade. Direction of India's export trade, India's share in world trade, Reasons for India's poor share in world trade - Export of services. Export promotion measures. Functions of an export manager.		
Unit - II : Export Business Steps		18 hrs
Starting an Export Business Steps involved: Organising, Naming the concern, Trade name and Logo - Form of organisation: Proprietorship, Partnership or Joint stock company - Categories of exporters - Location - Letterhead - Business card - Recruitment of personnel - Opening bank account - Getting permanent income tax number - Effective business correspondence - Export decisions: Product/s, Market/ countries/regions - Identifying prospective foreign buyers - Channels of distribution - Negotiating with prospective buyers - Processing an export order - Entering into export contract - Export pricing and contract.		

Importer – Exporter Code Number (IEC number). Registration with Export Promotion Councils (EPCs) – Sales tax and central excise registration.	
Unit - III : Export Strategy	06 hrs
Export Strategy -strategies: Issues involved, Steps in exporting	
Unit - IV : Export Marketing	10 hrs
– Export marketing plan: Need, steps involved: Setting of marketing objectives, market segmentation, market research, product characteristics, export pricing, distribution channels, promotion and budget and time schedule. Analyzing the company's strengths and weaknesses: Assessing the past performance, assessing its competitors, find export opportunities, deciding on exports marketing objectives, and preparing action plans to achieve the objectives	
Unit – IV: Evolution of Export & Import	12 hrs
Export & Import – Introduction, Definitions. Evolution of Export & Import. Foreign Trade – Institutional Frame work and Basics. Multinational Organizations & Structure, International Business Scenario. Export-Import – Documentation and Steps, Export-Import strategies and Practice, Import Marketing, Business Risk Management and Coverage, Import Incentive Schemes, Customs Clearance of Import, Road insurance, goods insurance.	
Skill Developments Activities:	
1. Make a Marketing Strategic report on Export Management – Make a study report, duly certified by the company	
2. Write flow chart to start the export business - Make a study report, duly certified by the company	
3. Incentive schemes for agriculture products in India - Make a study report, duly certified by the company	
4. Write about Indian market scenario of Exports and Imports- Make a study report, duly certified by the company	
References:	
1. T. A. S. Balagopal: Export Management, Himalaya Publishing House	
2. Nextstep Institute of Logistics & Aviation - Paniraj Murthy & Shobha K V	
3. D. C. Kapoor: Export Management, Vikas Publishing House Pvt Ltd	
4. Dominick Salvatore: International Economics, John Wiley & Sons.	
5. Todaro, Michael P and Smith Stephen C: Economic Development, Pearson Education Asia	
6. Websites: www.eximbankindia.in ; www.ecgcindia.in ; www.fieo.org ; www.dgciskol.nic.in ; www.rbi.org.in	

Name of the Program: Bachelor of Commerce Logistic and Supply Chain management (B.Com.) Course Code: COM 6.1 Name of the Course: Advanced Financial Management		
Course Credits	No. of Hours per Week	Total No. of Teaching Hours
4 Credits	4 Hrs	60 Hrs
Pedagogy: Classrooms lecture, Case studies, Tutorial Classes, Group discussion, Seminar & field work etc.,		
Course Outcomes: On successful completion of the course, the students' will be able to		
<ul style="list-style-type: none"> a) Understand and determine the overall cost of capital. b) Comprehend the different advanced capital budgeting techniques. c) Understand the importance of dividend decisions. d) Evaluate mergers and acquisition. e) Enable the ethical and governance issues in financial management. 		
Syllabus:		Hours
Module No. 1: Cost of Capital and Capital Structure Theories		14
Cost of Capital: Meaning and Definition - Significance of Cost of Capital - Types of Capital - Computation of Cost of Capital - Specific Cost - Cost of Debt - Cost of Preference Share Capital - Cost of Equity Share Capital - Weighted Average Cost of Capital - Problems.		
Theories of capital structures: The Net Income Approach, The Net Operating Income Approach, Traditional Approach and MM Hypothesis - Problems.		
Module No. 2: Risk Analysis in Capital Budgeting		14
Risk Analysis - Types of Risks - Risk and Uncertainty - Techniques of Measuring Risks - Risk adjusted Discount Rate Approach - Certainty Equivalent Approach - Sensitivity Analysis - Probability Approach - Standard Deviation and Co-efficient of Variation - Decision Tree Analysis, Problems. .		
Module No. 3: Dividend Decision and Theories		14
Introduction - Dividend Decisions: Meaning - Types of Dividends - Types of Dividends Polices - Significance of Stable Dividend Policy - Determinants of Dividend Policy; Dividend Theories: Theories of Relevance - Walter's Model and Gordon's Model and Theory of Irrelevance - The Miller-Modigliani (MM) Hypothesis - Problems.		
Module No. 4: Mergers and Acquisitions		10

Meaning - Reasons - Types of Combinations - Types of Merger - Motives and Benefits of Merger- Financial Evaluation of a Merger - Merger Negotiations - Leverage buyout, Management Buyout Meaning and Significance of P/E Ratio. Problems on Exchange Ratios based on Assets Approach, Earnings Approach and Market Value Approach and Impact of Merger on EPS ,Market Price and Market capitalization.

Module No. 5: Ethical and Governance Issues

08

Introduction to Ethical and Governance Issues: Fundamental Principles, Ethical Issues in Financial Management, Agency Relationship, Transaction Cost Theory, Governance Structures and Policies, Social and Environmental Issues, Purpose and Content of an Integrated Report.

Skill Development Activities:

1. Visit an organization in your town and collect data about the financial objectives.
2. Compute the specific cost and Weighted average cost of capital of an Organization, you have visited.
3. Case analysis of some live merger reported in business magazines.
4. Meet the financial manager of any company, discuss ethical issues in financial management.
5. Collect the data relating to dividend policies practices by any two companies.
6. Any other activities, which are relevant to the course.

Books for Reference:

1. I M Pandey, Financial management, Vikas publications, New Delhi.
2. Abrish Guptha, Financial management, Pearson.
3. Khan & Jain, Basic Financial Management, TMH, New Delhi.
4. S N Maheshwari, Principles of Financial Management, Sulthan Chand & Sons, New Delhi.
5. Chandra & Chandra D Bose, Fundamentals of Financial Management, PHI, New Delhi.
6. B.Mariyappa, Advanced Financial Management, Himalaya Publishing House, New Delhi.
7. Ravi M Kishore, Financial Management, Taxman Publications
8. Prasanna Chandra, Financial Management, Theory and Practice, Tata McGraw Hill.

Note: Latest edition of text books may be used

<p align="center">Name of the Program: Bachelor of Commerce Logistic and Supply Chain management (B.Com.) Course Code: COM 5.2 Name of the Course: GST- Law and Practice</p>		
Course Credits	No. of Hours per Week	Total No. of Teaching Hours
4 Credits	(3+0+2) Hrs	60 Hrs
<p>Pedagogy: Classrooms lecture, Case studies, Tutorial Classes, Group discussion, Seminar & field work etc.,</p>		
<p>Course Outcomes: On successful completion of the course, the students' will be able to</p> <ul style="list-style-type: none"> a) Comprehend the concepts of Goods and Services tax. b) Understand the fundamentals of GST. c) Analyse the GST Procedures in the Business. d) Know the GST Assessment and its computation. 		
Syllabus:		Hours
Module No. 1: Introduction to GST		12
<p>Introduction-Meaning and Definition of GST, Objectives, Features, Advantages and Disadvantages of GST, Taxes subsumed under GST, Structure of GST (Dual Model) - CGST, SGST and IGST. GST Council, Composition, Powers and Functions. CGST Act,2017-Features</p>		
Module No. 2: GST Registration and Taxable Event		12
<p>Registration under GST provision and process. Amendment and cancellation of registration, Taxable event -Supply of goods and services-Meaning, Scope and types-composite supply, Mixed supply. Determination of time and place of supply of goods and services. List of exempted goods and services- GST Rates on different goods and services.</p>		
Module No. 3: Valuations of Goods and Services Under GST		16

Introduction to Valuation under GST, Meaning and Types of Consideration: a) Consideration received through money b) Consideration not received in money c) Consideration received fully in money, valuation rules for supply of goods and services: 1) General Valuation Rules; 2) Special Valuation Rules; Other cases for valuation of supply, imported services, imported goods, valuation for discount. Transaction Value: Meaning and conditions for transaction value, inclusive transaction value, and exclusive discount excluded from transaction value. Problems on GST.	
Module No. 4: Input Tax Credit & GST Assessment	12
Input Tax Credit - Eligible and Ineligible Input Tax Credit; Apportionments of Credit and Blocked Credits; Tax Credit in respect of Capital Goods; Recovery of Excess Tax Credit; Availability of Tax Credit in special circumstances; Transfer of Input tax, Reverse Charge Mechanism, tax invoice, Credit and Debit Notes, Returns, Audit in GST, Assessment: Self- Assessment, Summary and Scrutiny. Special Provisions. Taxability of E-Commerce, Anti- Profiteering -Problems on input tax credit	
Module No. 5: Imports on GST	08
Levy and collection of customs duty- goods included under customs duty ACT-methods of valuation of customs duty -problems	
<p>Skill Development Activities:</p> <p>Prepare a tax invoice under the GST Act.</p> <p>Write the procedure for registration under GST.</p> <p>Prepare a chart showing rates of GST.</p> <p>Compute taxable value and tax liability with imaginary figures under CGST, SGST and IGST.</p> <p>List out the exempted Goods and Services under GST.</p>	
<p>Books for Reference:</p> <p>V.S.Datey, Goods and Services Taxes, Taxman.</p> <p>SathpalPuliana, M. A. Maniyar, Glimpse of Goods and Service Tax, Karnataka Law Journal Publications, Bangalore.</p> <p>Pullani and Maniyar, Goods and Service Tax, Published by Law Journal, Bangalore.</p> <p>H.C. Mehrotra and V.P. Agarwal, Goods and Services Tax.</p> <p>H.C. Mehotra and S.P. Goyal, Goods and Services Tax.</p> <p>Ghousia Khatoon, C.M. Naveen Kumar and S.N. Venkatesh, Goods and Services Tax, Himalaya Publishing House, Bangalore.</p> <p>G. B. Baligar, Goods and Services Tax, Ashok Prakashan, Hubli.</p> <p>Note: Latest edition of text books may be used.</p>	

Name of the Program: Bachelor of Commerce Logistic and Supply Chain management (B.Com.)

Course Code: B Com - LSCM 6.3- DSC-18

Name of the Course: Logistics Management Information Systems

Course Credits	No. of Hours per Week	Total No. of Teaching Hours
4	4	60 Hours

Pedagogy: Classrooms lecture, tutorials, Group discussion, Seminar, Case studies & field work etc.,

Objectives:

- 1.To able to understand the Logistics Management Information System.
- 2.To learn the Data management, record up-keeping
3. To understand the Six Rights of Logistics Management Information System.
4. To learn maximum and minimum of Logistics Management Information System to get adequate knowledge about contraceptive forecasting and purpose.

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

- 1.Demonstrate the skill set of Logistics Management Information System.
- 2.Demonstrate key factors of Inventory Control.
- 3.Storing of Products and Storage Procedures.

Syllabus:	Hours
Unit - I : Logistics Management Information Systems	06 hrs
Logistics Management Information Systems, Essential Data for Decision Making, Three Types of Records, Stockkeeping Records, Transaction Records, Consumption Records, Relationships among Data Found in Records, Summary Reporting and Reporting Systems, The Six Rights for LMIS Data.	
Unit - II : Assessing Stock Status	12 hrs
Purpose of Assessing Stock Status, How to Assess Stock Status, Stock on Hand, Average Monthly Consumption, Putting the Formula to Use, Analyzing Data for Trends, When to Assess Stock Status, Stock Status Assessment at a Higher Level in the System, Why You Might Want to Assess Stock Status at Any Level of the System, Gathering Consumption Data, Gathering Stock on Hand Data, Understanding Your Assessment of Stock Status at Higher Levels.	
Unit - III : Maximum-Minimum Inventory Control Systems	12 hrs
Purpose of an Inventory Control System, Key Inventory Control Terms, Three Types of Maximum-Minimum Inventory Control, Forced-Ordering Max-Min Systems,	

Continuous Review Max-Min System, Standard Max-Min System, Issues in Selecting and Using an Inventory Control System, Analyzing Overall Pipeline Length, Varying Max-Min Levels or Systems, Selecting an Appropriate Max-Min System.	
Unit – IV: Contraceptive Storage and forecasting	18 hrs
Purpose of Storing Products, Storage Procedures, Visual Inspection, When to Conduct a Visual Inspection, What to Look for in a Visual Inspection, Storage Space Requirements, Physical Inventory of Stock on Hand. Purpose of Forecasting, Sources of Data for Contraceptive Forecasts, Strengths in Forecasting Data Sources, Weaknesses in Forecasting Data Sources, Forecasting for Contraceptive versus Non-contraceptive Products, , Forecasting Process Outline	
Unit – V: Logistics System Assessment	10 hrs
Steps in Conducting a Logistics System Assessment, Purpose of a Logistics System Assessment, Planning a Logistics System Assessment, Site Selection in a Logistics System Assessment, Designing an Evaluation Instrument with Appropriate Indicators, Individual Indicators for Assessing a Logistics System’s Performance.	
<u>Skill Development Activities</u>	
<ol style="list-style-type: none"> 1. Writing an Implementation Plan- Make a study report, duly certified by the company. 2. Writing Recommendations - Make a study report, duly certified by the company. 3. Writing and Presenting Findings, Recommendations, and Implementation Plans - Make a study report, duly certified by the company. 4. Making Site Visits and Collecting and Analyzing Data - Make a study report, duly certified by the company. 5. Feedback reports - Make a study report, duly certified by the company. 	
Reference:	
<ol style="list-style-type: none"> 1. Logistics Management – Ganapathi & Nandi – Author 2. Nextstep Institute of Logistics & Aviation - Paniraj Murthy & Shobha K V 3. Information Systems, Logistics – Cecilia Temponi - Author 4. Information Systems in Logistics management – Bernhard Tilanus - Author 	

Name of the Program: Bachelor of Commerce Logistic and Supply Chain management (B.Com.) Course Code: COM 6.4 Name of the Course: Exports and Indian Economy		
Course Credits	No. of Hours per Week	Total No. of Teaching Hours
3	4	60 Hours
Pedagogy: Classrooms lecture, tutorials, Group discussion, Seminar, Case studies & field work etc.,		
Objectives: 1.To study about Indian Economy 2.To understand the Indian export Market 3.To know advantages and Disadvantages of Exports and Imports Course Outcomes: On successful completion of the course, the students will be able to 1.Adequate knowledge for Export products, Export Planning and adaption, standardization product life cycle for Foreign International Market. 2.Demonstrate Techniques for Sales process in overview of Foreign International Market. 3.To familiarize the students with the nature and scope of International Marketing as also the four Ps in International Marketing.		
Syllabus:		Hours
Unit - I Introduction to Exports		06 hrs
Export Marketing: Nature, Definition, Scope and functions of Export Marketing - Vs. Export Marketing - Factors Motivating to export the products		
Unit - II the Role of export in economic development of India		10 hrs
- Role of Exports in Economic Development in India's Foreign Trade. Direct and Indirect Export: Methods of entry in Foreign Market - Direct Exporting Vs. Indirect Exporting - Types of Direct and Indirect Exporting, advantages and Disadvantages - Forms of Organization in Role of Markets - Role of Exports Agency Agreements Agency Agreement vs. Distributions agreement - Payment of Agency commission.		
Unit - III : Need for Product Planning		18 hrs
Selection of Export Products: Need for Product Planning - Product adaptation - Product standardization - New Product Development - Product Life cycle in International Market - Branding - Branding - Branding decision in International Market - Branding problem in Export Marketing - Packaging - Domestic Vs Sport packaging - Criteria for Export Packaging - Role of Indian Institute of packaging - being - Selection of Export Markets - Classification of world of world markets - appraisal of Markets - Criteria for selection of Export marketing Information - Internet based E-Commerce - ECommerce as a strategic tool for Exports.		
Unit - IV: Techniques of Sales Promotion in Overseas Markets		14 hrs
Promotional Abroad: Techniques of Sales Promotion in Overseas Markets - International advertising - International advertising Vs. Domestic advertising - Direct mail - Use of Mailing lists - made fairs and exhibition - Selection of Trade Fairs - Participation in Trade Fairs and Exhibitions - Role of Export Promotion Organizations in India.		
Unit - V: Major Laws for Export Contracts		12 hrs

Legal Dimensions of Export Contracts: Major Laws for Export Contracts – Types of legal issues in International Marketing – Elements of Export Contracts – Export Agency Agreement – Laws relating to products – Laws relating to Letters of Credit – International Commercial terms (INCO) - Purpose and Importance of INCO terms.

Skill Development Activities:

1. Visit to export Manufacturing unit and understand the procedures - Make a study report, duly certified by the company.
2. Importance of legal dimensions in exports - Make a study report, duly certified by the company.
3. Write about export promotions Organizations in India- Make a study report, duly certified by the company.

References:

1. Nextstep Institute of Logistics & Aviation - Paniraj Murthy & Shobha K V
2. Export Marketing: Rathore & Rathore
3. Export Management: SR. Ullal
4. WTO and India's Exports – Kalpana Sharma Nar Singh
5. Foreign Trade and Export Import Policy of India – Madhusudan H S

Name of the Program: Bachelor of Commerce Logistic and Supply Chain management (B.Com.) Course Code: COM 6.4 Name of the Course: Logistics Infrastructure		
Course Credits	No. of Hours per Week	Total No. of Teaching Hours
3	4	60 Hours
Pedagogy: Classrooms lecture, tutorials, Group discussion, Seminar, Case studies & field work etc.,		
Objectives: <ol style="list-style-type: none"> 1. To understand the various operations involved in logistics. 2. To understand the infrastructure requirements. 3. To understand the Logistics terminal Infrastructure and product flow. 		
Course Outcomes: On successful completion of the course, the students will be able to <ol style="list-style-type: none"> 1. Have adequate knowledge about Public Cloud, Private Cloud and Hybrid Cloud. 2. To take a decision on Transportation model, distribution model, factors affecting the networking effectiveness. 3. Describe the Indian transport information and Importance of Logistics Infrastructure. 4. Have adequate knowledge about Indian Infrastructure and Environmental progress in India. 		
Syllabus:		Hours
Unit - I: Introduction		08 hrs
Infrastructure: Salient Features - Importance - Types - Commercialization of Infrastructure		
Unit - II: Infrastructure and Environment		10 hrs
- Infrastructure and Environment - Infrastructure and the poor- Policy framework -Indian Scenario - Phases of project development - Slow progress. Technology Infrastructure: Internet and World Wide Web, internet protocols- FTP, intranet and extranet, Cloud Service Models – SAAS, PAAS, IAAS, Cloud Deployment Models – Public Cloud, Private Cloud, Hybrid Cloud, Auto-Scaling in the Cloud, Internet information publishing technology- basics of web server hardware and software.		
Unit - III: Modes of Transportation		12 hrs
Transportation Selection – Tradeoff – modes of transportation – models for transportation and distribution – factors affecting network effectiveness – 3 PL advantages – Indian transport infrastructure – IT solutions – EDI, e-Commerce, Procurement – Bar Coding and RFID technology.		
Unit - IV: Storehouse Operations and Control		14 hrs
Storehouse Operations and Control: Introduction, Objectives, Storehouse Operations and its Objectives, Daily Activities of Stores, Organizing a Store, Store Location and Layout, Selecting		

appropriate storage system, Centralization, Decentralization and variety reduction of stores, Store Housekeeping, Stores Accounting.	
Unit - V: Infrastructure and Layout of Container Terminals	16 hrs
Infrastructure and Layout of Container Terminals: Infrastructure and layout of container terminals - Berth and quay characteristics- Apron width, quay crane rails - Container yard size, layout and markings - Container Freight Station (CFS) -Gates, offices, maintenance facilities, fencing and traffic control. Types and purpose of equipment used in container terminals - Ship to shore handling equipment - Yard equipment for transfer, storage and delivery - CFS and other terminal equipment, Terminal automation	
<u>Skill Development Activities</u>	
<ol style="list-style-type: none"> 1.Visit to sea port and understand the container terminals - Make a study report, duly certified by the company. 2.Visit to Manufacturing unit to understand the stocks- Make a study report, duly certified by the company. 3.Write about the Internet plays import role in Logistics Make a study report, duly certified by the company. 	
<u>References:</u>	
<ol style="list-style-type: none"> 1.Understanding Logistics & SCM in Indian Way: Hurdles, Solutions, and Future Prospects - Deepak Kumaar Jain 2.Nextstep Institute of Logistics & Aviation - Paniraj Murthy & Shobha K V 3.Logistics Infrastructure - Gerardus Blokdyk =Author 4.Transportation Infrastructure: Assessment, Management and Challenges - Saul Antonio Obregon Biosca 	

Name of the Program: Bachelor of Commerce Logistic and Supply Chain management (B.Com.) Course Code: COM 6.5 Name of the Course: Marine Insurance and Legal Liabilities		
Course Credits	No. of Hours per Week	Total No. of Teaching Hours
3	4	60 Hours
Pedagogy: Classrooms lecture, tutorials, Group discussion, Seminar, Case studies & field work etc.,		
Objectives: 1.To study about Insurance and its importance in Logistics 2.To understand the Cargo Claims and liabilities 3. To learn about Importance of Marine Insurance		
Course Outcomes: On successful completion of the course, the students will be able to 1.Describe the protection and indemnity and types of Insurance 2. Describe the Marine Insurance and marketing Structure, effectiveness of Marine Insurance Coverage. 3. Describe the Legal Liability Insurance and the third party.		
Syllabus:		Hours
Unit - I : Principles of Protection & Indemnity (P&I) Insurance		14 hrs
Principles of Protection & Indemnity (P&I) insurance - Types of P&I covers available & their modes of operation - Third party liability claims processing - Insurance cover for Pollution claims - Insurance cover for professional indemnity - Preferences of claims - rejection of claims- remedies with insurance- Insurance companies		
Unit - II : General principles of Marine Insurance		16 hrs
General principles of Marine insurance - Marine insurance market structure - Effecting marine insurance cover - Types of marine insurance covers - Institute clauses - war & strike clauses - Marine insurance claim process - Marine Insurance claim during General average situations		
Unit - III : Force Majure and its Repercussions-I		09 hrs
Situation under which claims would occur - Note of Protest by Master towards anticipated damage to the cargo having passed through rough and inclement weather areas - Force Majure and its repercussions		
Unit - IV : Force Majure and its Repercussions=II		09 hrs
-Salvageable quantity and total loss adjusting - Case citations of incidents with preferred claims and repudiation quoting incidents and situations - TORT and non-performance - Breach of contract - Dereliction of duties - Law of Carriage of Goods by sea - Common Carrier - INCOTERMS		
Unit - V: Types of Insurance Cover		12 hrs

Types of insurance cover- Insurance Products - Transport insurance - Legal liability Insurance - Third party legal liability insurance - Property insurance - hull and machinery insurance. Claims Handling-Insurance Claims - Risks - Reinsurance - Demurrage - Claim procedures and Documentation - Right of Subrogation.

Skill Development

1. Write the types of Marine insurance - Make a study report, duly certified by the Company.
2. Write the case study of cargo loss and claims procedure - Make a study report, duly certified by the Company.
3. Write about the Insurance claims for Pollution - Make a study report, duly certified by the Company.

Reference

1. Nextstep Institute of Logistics & Aviation - Paniraj Murthy & Shobha K V
2. An Essential Guide to Liability, Insurance, Law, the Market and Claims in the Maritime Industry - Sam Ignarski
3. The Function of Protection & Indemnity Marine Insurance in Relation to Ship Owner's Liability for Cargo Claims - Joseph Tshilomb JK
4. The Modern Law of Marine Insurance - D. Rhidhian Thomas

Name of the Program: Bachelor of Commerce Logistic and Supply Chain management (B.Com.) Course Code: COM 6. 5 Name of the Course: Packaging and Material Handling		
Course Credits	No. of Hours per Week	Total No. of Teaching Hours
3	4	60 Hours
Pedagogy: Classrooms lecture, tutorials, Group discussion, Seminar, Case studies & field work etc.,		
Objectives: <ol style="list-style-type: none"> 1. Learning to design packaging utilizing different materials: metal, glass, plastic, paper, and corrugated. 2. Analyse and solve technical problems in packaging manufacturing through the application of packaging engineering principles. 		
Course Outcomes: On successful completion of the course, the students will be able to <ol style="list-style-type: none"> 1. Describe the importance of packing, types of packing and overseas shipping packing for inland transportation. 2. Decide the cost of elements involved in packing materials, quality assurance. 3. Know the packing as per the Commodities 		
Syllabus:		Hours
Unit - I: Packaging-Introduction		06 hrs
Packaging-Nature of packing & Components:		
Unit - II: Packaging-Materials		12 hrs
Packaging/Packing Materials & Components: Various Materials/Metals Flexible, Folding, Insulated, Corrugated Packing Materials-Packing materials: Paper, Wood, Adhesive, Aluminium foil, Cushioning-stuff, Packaging gas, Pallet, Paperboard, Plastic wrap, Shrink wrap, Screw cap, Slip sheet- Security printing- Stretch wrap - Time temperature indicator-Tinplate. Packaging Industry Process and Machining: Packaging Demands of Consumer goods Industry- Packaging Demands of Industrial Users-Technology Trends in Packaging Industry - Aseptic processing -Authentication -Automatic identification and data capture - Blow fill seal - Blow moulding - Containerization -Electronic article surveillance -Graphic Design -Induction sealing - Plastic welding -Printing.		
Unit - III : Functions and Essentials of Packing		12 hrs
Packing and Packaging: Meaning, Functions and Essentials of Packing- Packaging: Meaning, Functions and Essentials of Packaging- Difference between Packing and Packaging-Packing for Storage- Packing for Overseas Shipment- Packing for Inland, Transportation- Packaging for Product content Protection - Test of packaging: Mechanical, Climatic & Lab test-International Care labelling code - Packaging cost		
Unit - IV : Packaging Types		16 hrs

Packaging Types: Primary, Secondary and Tertiary- Requirements of Consumer Packaging, Channel Member Packaging and Transport Packaging - Shrink packaging - Identification codes, bar codes, and electronic data interchange (EDI)- Universal Product Code- GS1 Standards- package labels- Symbols used on packages and labels[1]Heavy, Medium and small Packaging- Active packaging-Child-resistant packaging[1]Pilfer/Tamper Evident/Proof Packaging-Product-Packaging compatibility- Parma Packaging- Food Packaging- Electronic goods Packaging- FMCG packaging- Heavy engineering Goods/Equipment Packaging.	
Unit – V : Packing Considerations	14 hrs
Packing Considerations: Protection, Convenience, Environment, Use/Re- use- Cost and Competition – Packing as a systems approach to Logistics- Transport/Storage Requirements-Physical, Chemical Environmental, Biological Nature of the Products, Packing as Protection Against Hazards- Package design considerations: Structural design, marketing, shelf life, quality assurance, logistics, legal, regulatory, graphic design, end-use, environmental factors- Packaging for Marketing and Visual Appeal-Biodegradation -Recycling: Glass, Plastic &Paper-Reuse- Sustainable packaging - Waste management.	
Skill Development Activities:	
<ol style="list-style-type: none"> 1. Write the Packing required for food items – Make a study report, duly certified by the Company. 2. Write about the Handling equipment of Cargo and types of packing - Make a study report, duly certified by the Company. 3. Visit to Warehouse to see the packing labelling and loading of cargo into containers - Make a study report, duly certified by the Company. 	
References:	
<ol style="list-style-type: none"> 1. Nextstep Institute of Logistics & Aviation - Paniraj Murthy & Shobha K V 2. Pharmaceutical Packaging Technology: Taylor & Francis. McKinley A. H. (2004). 3. Transport Packaging: IoPP. Robertson G. L. (2005). Food Packaging 4. Calver G. (2003). What Is Packaging Design: Rot vision. Dean D. A. (2000). 	

Name of the Program: Bachelor of Commerce Logistic and Supply Chain management (B.Com.) Course Code: COM 6.6 Name of the Course: International Logistics and Marketing		
Course Credits	No. of Hours per Week	Total No. of Teaching Hours
3	4	60 Hours
Pedagogy: Classrooms lecture, tutorials, Group discussion, Seminar, Case studies & field work etc.,		
Objectives: 1.To Study about the International Logistics Market 2.To understand the Marketing guidelines 3.To learn about Customer Behaviour Course Outcomes: On successful completion of the course, the students will be able to 1.Understand the Customer’s behavior in Logistics Industry. 2.Understand the hard and soft standards of processing the customers. 3.Understand the concept of the Marketing Service and Quality Services. 4.To impart basic understanding of International Logistics and Marketing of a business entity and to help the students develop skill to understand and analyze Logistics and Marketing problems and data to make good International Logistics and Marketing decisions.		
Syllabus:		Hours
Unit - I : Marketing Concepts and Tasks		12 hrs
Marketing concepts and tasks - customer value and satisfaction - changing marketing practices - strategic marketing planning and organization - Myths about Services - Concept of Service Marketing Triangle - Service Marketing Mix - GAP Models of Service Quality.		
Unit - II : Consumer Behaviour in Services		10 hrs
Consumer Behaviour in Services: Search, Experience and Credence Property, Customer Expectation of Services, Two Levels of Expectation, Customer Perception of Services - Service Encounters - Customer Satisfaction		
Unit - III : Services quality		08 hrs
- Service Quality. Marketing Research to understand Customer Expectation - Building Customer Relationship through Retention Strategies - Market Segmentation - Process & Targeting in Services, Retention Strategies - Monitoring Relationship.		
Unit - IV : Hard & Soft Standards		16 hrs
“Hard” & “Soft” Standards - Process for Developing Customer Defined Standards - Creation of Service Vision and Implementation - Service Quality as Profit Strategy - New Service Development - Service Blue Printing - Positioning on the Five Dimensions of Service Quality.		

Unit - V: Emotional Labour Productivity Trade Off	14 hrs
Emotional Labour Productivity trade off -Importance of Customer & Customers Role in Service delivery - Intermediary Control Strategies - Managing Demand and Capacity - Lack of Inventory Capability - Methodology to Exceed Customer Expectation Pricing of Services - Role of Price and Value in Provider GAP	
Skill Development Activities:	
<ol style="list-style-type: none"> 1. Write about customer behaviour in cargo industry with case study - Make a study report, duly certified by the Company 2. Write flow chart of Marketing activities - Make a study report, duly certified by the Company 3. Study the present market trends of Logistics - Make a study report, duly certified by the Company 	
References:	
<ol style="list-style-type: none"> 1. Peter Mudie and Angela Pirrie, Services Marketing, 3/e, Elsevier, 2006. 2. Nextstep Institute of Logistics & Aviation - Paniraj Murthy & Shobha K V 3.C Bhattacharjee, Services Marketing, Excel, 2006. 4.Marketing Management - Rajan Saxena - Tata McGraw Hill, 2002. 5.Hoffman & Bateson, Services Marketing, Thomson, 2007. 	

Name of the Program: Bachelor of Commerce Logistic and Supply Chain management (B.Com.)			
Course Code: LSCM 5.7 (SEC-VB)			
Course Title	Cyber Security (Theory)		
Course Code:	LSCM 5.7	No. of Credits	03
Formative Assessment Marks	40	Summative Assessment Marks	60

Course Outcomes (COs): After the successful completion of the course, the student will be able to:

- CO1: After completion of this course, students would be able to understand the concept of Cyber security and issues and challenges associated with it.
- CO2: Students, at the end of this course, should be able to understand the cybercrimes, their nature, legal remedies and as to how report the crimes through available platforms and procedures.
- CO3: On completion of this course, students should be able to appreciate various privacy and security concerns on online social media and understand the reporting procedure of inappropriate content, underlying legal aspects and best practices for the use of Social media platforms.

Contents	45 hrs
Module-I. Introduction to Cyber security: Defining Cyberspace and Overview of Computer and Web-technology, Architecture of cyberspace, Communication and web technology, Internet, World wide web, Advent of internet, Internet infrastructure for data transfer and governance, Internet society, Regulation of cyberspace, Concept of cyber security, Issues and challenges of cyber security.	15
Module-II .Cyber crime and Cyber law: Classification of cyber crimes, Common cyber crimes- cyber crime targeting computers and mobiles, cyber crime against women and children, financial frauds, social engineering attacks, malware and ransomware attacks, zero day and zero click attacks, Cybercriminals modus-operandi, Reporting of cyber crimes, Remedial and mitigation measures, Legal perspective of cyber crime, IT Act 2000 and its amendments, Cybercrime and offences, Organizations dealing with Cybercrime and Cyber security in India, Case studies.	15
Module III. Social Media Overview and Security: Introduction to Social networks. Types of social media, Social media platforms, Social media monitoring, Hashtag, Viral content, Social media marketing, Social media privacy, Challenges, opportunities and pitfalls in online social network, Security issues related to social media, Flagging and reporting of inappropriate content, Laws regarding posting of inappropriate content, Best practices for the use of Social media, Case studies.	15

Pedagogy: Problem Solving

Formative Assessment for Theory	
Assessment Occasion/type	Marks
Internal Test=2 Nos	(30% of 40) 2 =24
Assignment/Surprise Test= 2 Nos	(20%of 40) 2 =16
Total	40 Marks
<i>Formative Assessment as per guidelines.</i>	

Text/References	
1	Cyber Crime Impact in the New Millennium, by R. C Mishra , Auther Press. Edition 2010
2	Cyber Security Understanding Cyber Crimes, Computer Forensics and Legal Perspectives by SumitBelapure and Nina Godbole, Wiley India Pvt. Ltd. (First Edition, 2011)
3	Security in the Digital Age: Social Media Security Threats and Vulnerabilities by Henry A. Oliver, Create Space Independent Publishing Platform. (Pearson , 13 th November, 2001)
4	Cyber Laws: Intellectual Property & E-Commerce Security by Kumar K, Dominant Publishers.
5	Fundamentals of Network Security by E. Maiwald, McGraw Hill.
6	Network Security Bible, Eric Cole, Ronald Krutz, James W. Conley, 2nd Edition,Wiley India Pvt. Ltd.

Name of the Program: Bachelor of Commerce Logistic and Supply Chain management (B.Com.)			
Course Title	EMPLOYABILITY SKILLS		Teaching hrs=03
Course Code:	LSCM - 5.7	No. of Credits	03
Formative Assessment marks=40		Summative Assessment marks=60	
Learning Objectives: the course is designed to suit the need of the outgoing students to face various competitive examination and campus interview by acquainting them quantitative aptitude, logical reasoning and analytical reasoning			
Course outcomes: on the successful completion of the course the students will able to understand			
<ul style="list-style-type: none"> a) The basic concept of quantitative ability b) the basic concept of logical reasoning skill c) the basic concept of analytical ability d) acquire satisfactory competency in the use of reasoning e) able to solve the placement and various competitive examination papers quantitative aptitude, logical reasoning and analytical ability 			
Contents			45 hrs
Unit-1 Quantitative Aptitude 1.1 Number System, 1.2 LCM and HCF, 1.3 Decimal fraction 1.4 Square roots & Cub roots 1.5 Surds, and Indices, 1.6 Averages 1.7 Percentage 1.8 Problems on ages 1.9 Profit and Loss, 1.10 simple and compound Interest 1.11 Ratio and Proportion 1.12 Probability 1.13 Time and Work, 1.14 Time, Speed and Distance, 1.15 Permutation and Combination.			20
Unit-2 Logical Reasoning (Deductive Reasoning) 2.1 Analogy 2.2 Coding and decoding 2.3 Blood Relations, 2.4 Directional series 2.5 Number and letter 2.6 calendars 2.7 clocks 2.8 Venn Diagram 2.9 Seating Arrangements 2.10 mathematical operations			12
Unit-3 Analytical Reasoning 3.1 Statement and Arguments 3.2 Statements and Assumptions 3.3 Statements and conclusion 3.4 Passage and conclusion 3.5 Assertion and reason 3.6 causes and effects 3.7 simple and coded inequality 3.8 conditions and grouping 3.9 critical reasoning 3.10 syllogism			13
Reference books			
<ol style="list-style-type: none"> 1. A modern Approach to verbal and Non- verbal Reasoning by R S Agarwal 2. Analytical and Logical reasoning By Sijiwali B S 3. Quantitative Aptitude for Competitive examination by R S Agarwal 4. Analytical and logical reasoning for CAT and other management entrance test by Sijiwal B S 5. Quantitative aptitude for competitive examinations by Abhijit Guha 4th edition 6. Hand book on Employability skills by Karnataka State Higher Education Council and Karnataka Skill development corporation (download from Bangalore university website) 7. http://orepinsta.com. 8. http://www.indiabix.com 9. http://www.javatpoint.com 			