

ARULMIGU PALANIANDAVAR ARTS COLLEGE FOR WOMEN (Autonomous) (Re-Accredited with 'A' Grade by NAAC) (A Government Aided College - Affiliated to Mother Teresa Women's University, Kodaikanal) CHINNAKALAYAMPUTHUR (PO), PALANI -624 615.

# **DEPARTMENT OF ECONOMICS**



# SYLLABUS

**B.A (ECONOMICS) - 2016-2019** 

# B.A ECONOMICS SEMESTER I PART III – CORE PAPER 1 – MICRO ECONOMICS – I Credits: 4 Hours: 75

#### AIM:

Students understand the meaning of basic economic concepts and the methods of economic analysis.

### UNIT I:

**Introduction:** Definitions of Economics: Wealth, Welfare, Scarcity and Growth – Branches of Economics – Economics as a Social Science. Methods of Economic Analysis: Deduction method and Induction method.

Basic Economic Concepts: Utility, Goods: meaning & Kinds

Wants: characteristics of wants - classification of wants

Standard of living: Meaning.

## (15 hrs)

## **UNIT II:**

Demand: Meaning, Law of demand - Individual Demand and Market Demand -

Determinants of Demand - Nature of demand curve - Exceptional demand curve - Conditions for exceptional demand curve.

Elasticity of demand:Factors determining Elasticity of demand

Price elasticity of demand:Meaning – kinds –measurement.

Income elasticity of demand: meaning – Types.

Cross Elasticity: meaning.

Law of supply: meaning, schedule and diagram. (20 hrs)

## **UNIT III:**

**Consumption:** Cardinal utility analysis:Meaning-Law of diminishing marginal utility – Law of Equi -marginal utility – Consumer's surplus: Alfred Marshall's doctrine.

(15 hrs)

#### **UNIT IV:**

Ordinal utility analysis: Meaning- Indifference curve –Indifference schedule – Indifference map -Marginal Rate of Substitution – properties of indifference curve – Budget line- Consumer's equilibrium using indifference curve analysis - Price effect, income effect - substitution effect. (12 hrs)

#### **UNIT V:**

Production: Factors of Production – features - Functions of an Entrepreneur – laws of returns – law of variable proportion -Meaning - Iso-quant and Iso-cost curves – producer's equilibrium. (13 hrs)

#### **TEXT BOOKS:**

| Arokiasamy | - Modern Economic analysis, Annai publication,       |
|------------|--|
|            | Palayamkotai, 2008.                                  |
| Srinivasan | - Micro Economics, Meenakshi Pathipagam. Devakottai, |
| 1996.      |  |

### **REFERENCE BOOKS:**

- M.L.Seth, Principles of Micro Economics, S. Chand & Sons Ltd., New Delhi, 2010-11
- R, Cauvary, U.K. Sudha Nayak, M.Grija,
   N.Kiruparani, R. Meenakshi, Micro Economic Theory, S.Chand & Co, 2006
- D.D. Chaturvedi & Anand Mittal Principles of Economics, International book house Pvt.Ltd. 2012.

#### **SEMESTER I**

#### PART III – CORE PAPER 2 –AGRICULTURAL ECONOMICS

#### Credits: 4

#### **Hours: 75**

#### **OBJECTIVE:**

To make the students understand the nature of Indian agriculture.

#### UNIT I

**Features of Agricultural Economics**: Meaning –Role of Agriculture in Economic Development-Special feature and problems of Indian Agriculture– Relationship between Agricultural and non-Agricultural sectors. (16hrs)

## **UNIT II**

Backwardness and low productivity in Agriculture: Backwardness – Agricultural holdings –Optimum holding-Economic holding-size of holdingin India – Sub-division and fragmentation of holding in India: Causes –Effects- Remedy-Consolidations of Holdings-Productivity in Agriculture-Causes for low productivity-Measures to promote Agriculture. (14hrs)

## **UNIT III**

Green Revolution: (Phase I & II) Meaning- IntensiveAgricultural District Programs-High Yielding Varieties Program - Production trends in HYVP-A critical appraisal of Green Revolution –Merits –Problems and Limitations of HYVP -Mechanization of Agriculture: Meaning –Advantages-Problems and prospects . (15hrs) UNIT IV

**Agricultural Pricing Policy:** FluctuationsinAgricultural prices and importance of stability- Objectives of agriculture price policy-Instruments of price policy – importance of price stability - Commission for Agricultural cost and prices – Buffer stock operations –Futility of buffer stock operations from domestic production.

(**14hrs**)

#### UNIT V

Agricultural finance: Agricultural credit-Need and feature –Sources of Agricultural finance-Role and importance of Money Lenders- Role of co-operatives in extending rural credit- Commercial banks and Rural credit –Regional Rural banks – National Bank for Agricultural and Rural Development-Agricultural marketing – unregulated markets-Regulated market –problems and measure. (16hrs)

## **TEXT BOOK**

S.Sankaran -Agricultural Economy of India, Margham

Publications, Chennai, 2014.

#### **REFERENCE BOOKS:**

- B.P.Tyagi Agricultural Economics and rural Development, Jai Prakash Nath & Co, Meerut-2
- ✤ C.P.Memoria &

B.P Trirupathi - Agriculture problems of india, Himalaya Publishing House,

- C.Eichter & L.Witt Agriculture in Economic Development. Asia publishing house
- ✤ R.V.Narayanaswami

& P.S Narasimhan -The Economics of Indian agricultural Problems.

## SEMESTER I

## PART III-ALLIED 1– STATISTICAL METHODS - I

## Credits: 5

#### Hours: 75

## AIM:

To help the students understand the meaning and application of various statistical tools.

## UNIT I

Introduction –Meaning and Definition of statistics – importance- Functions andLimitations –Statistical Methods- Application of Statistics.(10hrs)

### UNIT II

Statistical investigation and collection of data:Statistical survey: Planning andexecuting the survey –Collection of data – Sources of data – Methods of collecting data-Questionnaire and interview schedules.(12hrs)

#### **UNIT III**

Classification and tabulation of data: Classification – Definition – Objectives – Types of classification – Frequency Distribution – Tabulation – Types of tabulation – Diagrams – Graphical representation. (18hrs)

#### **UNIT IV**

Sampling and sampling techniques: Theoretical basis of sampling-samples and population –methods of sampling – merits and limitations of sampling – sampling and non - sampling errors. (15hrs)

#### UNIT V:

**Measures of central tendency:** Averages – Merits and demerits of averages - Arithmetic Mean – Median – Mode – Geometric Mean – Harmonic Mean.

Measures of Dispersion: Range – Mean deviation – Quartile deviation –Standard deviation.(20hrs)

## **TEXT BOOK:**

✤ R.S.N. Pillai & V. Bagavathi – Statistics, S. Chand & Co., New Delhi.

## **REFERENCE BOOKS:**

- Dr.S.P. Gupta Statistical Methods, Sulthan chand & Sons, New Delhi.
- \* N.Monoharan Statistical Methods, Palani Paramount Publication, Tamilnadu.

Prof. M. Sivathanu Pillai - Economics and Business Statistics,

D.N.Elhance and Veena Elhance - Fundamentals of Statistics, Published by Kitab Mahal.

## **SEMESTER I**

# **PART IV -SBC 1 – BASIC MATHEMATICS**

| Credits: 2 |  | Hours: 30         |  |
|------------|--|-------------------|--|
| AIM:       |  |                   |  |
| To make    | them learn basic calculations in mathematics.          |                   |  |
| UNIT I     |  |                   |  |
| Indice     | es: Positive Indices- Fractional Indices.              | (8hrs)            |  |
| UNIT II    |  |                   |  |
| Surds      | Simple calculations-Rationalizing Factor.              | (8hrs)            |  |
| UNIT III   |  |                   |  |
| Logai      | rithms – Rules of logarithms                           | (7hrs)            |  |
| UNIT IV    |  |                   |  |
| Linear     | r Equations.   | (3hrs)            |  |
| UNIT V     |  |                   |  |
| Simul      | taneous Equation: Simultaneous equations with 3 varial | bles only. (4hrs) |  |
| REFEREN    | CE BOOKS:  |                   |  |
|            | Business Mathematics - Manoharan and C.Elango-Palani   |                   |  |
|            | Parament publications, Tamilna                         | adu.              |  |
|            | Mathematical Methods - S. Devairakkam, Jothi Publicat  | tion,             |  |
|            | Tirunellveli- 627011                                   |                   |  |
|            |  |                   |  |

# B.A ECONOMICS SEMESTER II PART III – CORE PAPER 3 – MICRO ECONOMICS – II Hours: 75

#### AIM:

Credits: 4

This study helps the students to understand the market structure and factor Pricing.

#### UNIT I

**Market Morphology:** Basic cost & revenue concepts – Cost, revenue and output relationship – relation between AC & MC curves - Relation between AR & MR curves – Short run cost curves and long run cost curves-Economies of scale - Optimum firm.

(14hrs)

## **UNIT II**

**Competitive Pricing:** Marshall's Time Period analysis – Price and output determination: Perfect competition, Simple monopoly – price discrimination, Monopolistic competition

**Oligopoly:** Meaning- features, kinds – kinked demand curve.

**Duopoly:** Meaning.

(20hrs)

#### **UNIT III**

**Theories of distribution:** Marginal Productivity theory of distribution – Modern theory of distribution.

**Rent:** Meaning – Ricardian theory of rent - Modern theory of rent

Quasi rent: Meaning.(14hrs)

#### **UNIT IV**

Wages: Meaning – Money Wage & Real Wage

Theories of Wages: Subsistence theory of wage -Standard of living theory of wages- Wage fund theory - Marginal productivity theory of wages- Demand and Supply

theory of wages.

## UNIT V

## **Interest & Profits:**

Interest: Gross and Net Interest – Marginal Productivity theory of interest — Classical theory of interest – Loanable Fund Theory – Liquidity preference Theory.

Profit: Gross profit and Net profit - Risk Theory of Profit – Uncertainty Bearing Theory – Innovation Theory of Profit. (15hrs)

## **TEXT BOOK:**

 M.L.Seth - Principles of Micro Economics, S. Chand & Sons Ltd., New Delhi, 2010-11

#### **REFERENCE BOOKS:**

- R, Cauvary, U.K. Sudha Nayak, M.Grija,
   N.Kiruparani & R. Meenakshi Micro Economic Theory, S.Chand & Co, 2006
- D.D. Chaturvedi & Anand Mittal Principles of Economics, International book house Pvt. Ltd. 2012.

10

## (**12hrs**)

## **SEMESTER II**

## PART III – CORE PAPER 4 - DEMOGRAPHY

## Credits: 4

#### Hours: 75

## AIM:

To make the students know thetheories of population to understand inter relationship between economic development and population.

## UNIT I

Introduction: Definition – Scope and Importance.

Sources of Demographic data: Census – meaning and characteristics.

Vital Registration: Meaning – Uses – Defects.

Sample survey: Advantages – Defects- Errors in population Statistics

(15 hrs)

#### UNIT II

Theories of population: Malthusian theory of population – Optimum theory –Theory of Demographic transition.(15 hrs)

#### **UNIT III**

**Rates,Ratio and Demography:**Age and sex composition – Rural and urban composition-Relative numbers- Types of base-Sex ratio - Child and women ratio.

Density of population: Meaning – Reasons-Population density - Physiologicaldensity-Agricultural density- Economic density.(15 hrs)

## UNIT IV

Fertility: Meaning – Factors determining fertility.Morbidity: Factors for MorbidityMortality: Meaning – Causes -infant mortality: Causes.Migration: Meaning –Causes for migrationUNIT V

Growth of population- Causes and its effects on economic development.

Control of population: Population policy 2001 – Family welfare programme-

(12 hrs)

Projections of India's population.

## **REFERENCE BOOKS**:

| S.C.Shrivastava | -Studies in demography, Anmol Publications Pvt.,  |  |
|-----------------|---|--|
|                 | Ltd. New Delhi, 2004.                             |  |
| S.N.Agarwala    | - India's Population problems, Tata M.c Graw Hill |  |
|                 | Publishing Company, New Delhi, 1978.              |  |
| ➢ G.C.Pande     | - Principles of Demography, Anmol Publications,   |  |
|                 | New Delhi, 1990.                                  |  |
| ➤ A.N.Agarwal   | - Indian Economy (Problems of Development and     |  |
|                 | Planning) New age international (P) Ltd.,         |  |
|                 | Publishers, New Delhi, 2000.                      |  |

## **SEMESTER II**

## PART III – ALLIED 2 – STATISTICAL METHODS -II

## Credits: 5

#### Hours: 75

#### Aim:

Students understand the application of statistical tools and techniques.

## UNIT I

Correlation Analysis:Definition – Correlation and causation – Types – Methods of Correlation – Scatter Diagrams – Simple graph – Karlpearsons'Co-efficient of Correlation – Spearman's Rank Correlation –Co-efficient of determination – Concurrent deviation. (20hrs)

#### **UNIT II**

Regression Analysis: Definition, uses, significance, correlation and Regression –Regression Equations – Standard error.(17hrs)

## **UNIT III**

**Index Number:**Definition and classification – Methods of constructing price, quantity and cost of living index numbers – problems, uses andLimitations.

#### (18hrs)

### **UNIT IV**

**Time Series:** Introduction – Objectives – components – Methods of long time Trend:Graphic method, moving averages and least squares –The line of best fit.

(12hrs)

UNIT V

Probability: Definition – Basic concepts –Addition and Multiplication Theorem. (8hrs)

## **TEXT BOOK:**

✤ R.S.N. Pillai & V.Bagavathi - Statistics, S. Chand & Co., New Delhi.

## **REFERENCE BOOKS:**

- Dr.S.P. Gupta Statistical Methods, Sulthan Chand & Sons, New Delhi.
- N.Monoharan Statistical Methods, Palani Paramount Publication, Tamilnadu.
- Prof. M. Sivathanu Pillai Economics and Business Statistics
- ◆ D.N.Elhance and Veena Elhance Fundamentals of Statistics, Kitab Mahal.

## B.A ECONOMICS SEMESTER II PART IV – SBS 2 – WOMEN AND ECONOMY

#### Credit: 2

#### Hours: 30

## AIM:

To enable the students understand their role as women in the development of a nation. UNIT I

Women and Health:Nutrition –balanced diet –iodine deficiency –anemia -obesity – mental health -occupational health –reproductive health:Prenatal care –postnatal care - access to health care.(6hrs)

#### **UNIT II**

**Women and employment:** Women work and employment – Women in organised and unorganized sector- Work force participation in IT policy framework- women entrepreneur- opportunities identification – Functions- Problems and solutions-Marketing strategy- SHG and Micro Credit- Women Empowerment and SHG.

(7hrs)

#### UNITIII

Women and Law : Female Infanticide Prohibition Act -1870- Civil Marriage Act - 1872- Hindu women's Property Right -1937.

Hindu Marriage Acts – 1955 –Hindu Succession Act -1956 – Hindu Adaption and Maintenance Act 1956 –Hindu Minorities Protection Act 1956 – Dowry Prohibition Act 1961 –Property Right of Women 1985 & 2000-Protection of women from Domestic Violence Act 2005- Violence against women Act 2012. (7hrs) UNIT IV

Women and politics: Political Participation of women -role played by women during

the pre-independent era –women in Indian Politics After independence. (4hrs) UNITV

**Strategy for women development:**Five year plan and women development – Programmes in Action –Family welfare programmes-Family welfare under plans – Development programme for women –welfare of women-Future Strategy. (**6hrs**)

## **REFERENCE BOOK:**

|                  | Dr.Sr.Rosa    | - Empowerment of women ,The impact of               |
|------------------|---------------|---|
|                  | employment    | ,K.D Abhijeet Publication,                          |
|                  | Delhi 2010.   |   |
|                  | Agnus, Vija   | - Elite women in Indian Politics, Shaki, Delhi 1986 |
| $\triangleright$ | Falendra K.S. | Sudan   |

- &Nimal K.Gupta Women at work in developing economy-Anmol Publications,New Delhi.
- Ramala M.Baxamuse
   & Hema Subramanian Assistance for women's development from

National agencies, Employment programmes, Popular

Prakashan, Bombay.

- N.Jeyabaln Women and human rights, Atlantic Publishers and distributors, New Delhi 2001.
- Neera desai
   Women in modern india, Vora Publishers Pvt.ltd 1971
- Arunima Baruah
   Women in India, Anmol Publications Pvt.Ltd, New Delhi 2003.

#### **SEMESTER III**

## PART III – CORE PAPER 5– MACRO ECONOMICS

## Credits: 4

#### Hours: 75

#### AIM

To make the students understand macro economic variables.

## UNIT I

**Introduction:** Definition – Types – Nature and scope of Macroeconomics – Difference between Micro and Macro Economics – significance and limitations of Macro Economics.

(**10hrs**)

## **UNIT II**

National Income: Meaning – Definition – Factors determining national income – Concepts – GNP-NNP-Personal income – Disposable personal income – Real income – Percapita income – Methods of measuring national income – Difficulties in the measurement – Uses. (12hrs)

## UNIT III

**Theories of Employment :** Meaning of Full employment – Unemployment – Types – Say's law of market – Classical theory of employment – Keynesian theory of employment – Difference between the two – Determination of effective Demand – Importance of the concept of effective demand. (18hrs)

#### **UNIT IV**

Consumption function: Meaning – Average and Marginal propensity to consume – Keynes Psychological Law of consumption – Measures to raise consumption function – Factors determining consumption function – Multiplier – its working and leakages – Importance and criticisms – Accelerator – Difference between Multiplier and accelerator – Super Multiplier. (20hrs)

## UNIT V

**Investment Function:** Meaning – Classification of Investment – Measures to stimulate Private Investment – Factors determining investment – MEC – Factors determining MEC – Relationship between MEC and Rate of interest. (15hrs)

## **TEXT BOOK:**

- ✤ M.L.Seth Macro Economics, Lakshmi Narain Agarwal, Agra, 1987.
- Dr.R.Cauvery, Dr.U.K.Suthanayak,
   Dr.M.Girija and Dr.R.Meenakshi -Macro Economics, S.Chand & Company

## Ltd,New Delhi,2006.

#### **REFERNCE BOOKS:**

- R.D. Gupta Keynes, Post Keynesian Economics, Kalyani publishers Ludhiana, 1988
- Dr. S.Sankaran Macro Economics, Maragatham publications, Chennai Shree Karthikayan publication, Madras.
- M.L. Jhingan Macro Economics, Vikas publishing house, Pvt. Ltd.,New Delhi 1986.
- ✤ H.L. Ahuja Macro Economics Theory and policy, S.Chand & Company

Pvt, Ltd, New Delhi, 2013.

#### **SEMESTER III**

## PART III – CORE PAPER 6 – MONETARY ECONOMICS

## Credits: 4

#### Hours: 60

## AIM:

To make the students understand the role of money, theories of money and different stages of business cycle.

#### UNIT I

Monetary system: Barter system – demerits – Definition of money – Evolution – Kinds – Functions – Importance – Evils – Qualities of a good money material – paper standard – principles and methods of note issue – merits and demerits – India's present currency system. (15hrs)

#### **UNIT II**

**Theories of money:** Value of money: Concepts-absolute and relative value- Fishers quantity theory of money – Cambridge version of quantity theory of money – Keynes Income theory of money – Milton Friedman's quantity theory of money

(13hrs)

#### **UNIT III**

Inflation: meaning – definition – causes – kinds–Phillip's curve – inflationarygap – effects of inflation – control of inflation.(10hrs)

## UNIT IV

Deflation: Meaning –Definition-Causes- effects of deflation – Deflationary gap –control of deflation.(10hrs)

## UNIT V

**Business cycles:** Phases –Theories: Hawtrey's theory –Von Hayek's theory – Schumpeter's Innovation theory – Keynes theory-Control of business cycle.

(12hrs)

## **TEXT BOOK:**

| ✤ M.L.Seth | - Monetary Economics, Lakshmi Narain Agarwal             |
|------------|--|
|            | Educational Publishers, Agra, 2004.                      |
| ✤ R.R.Paul | -Money and Banking, Kalyani Publishers, New Delhi, 2001. |

## **REFERENCE BOOKS:**

✤ M.L.Jhingan -Monetary Theory, Konark publications, New Delhi.

 R.Cauvery, U.K.Sutha ,Nayak, N,Karuparani,A.Manimekelai -Monetory Economics, S.Chand &Company Ltd, New delhi,2003
 Vaish M.C - Money Banking, International Trade & Public Finance,New Age

International (P) Limited, 1996.

#### **SEMESTER III**

## **NON- MAJOR ELECTIVE 1 – RURAL ECONOMICS**

## Credits: 2

## Hours: 30

## **OBJECTIVE:**

To create an awareness of prospects and problems of rural economy among the students.

## UNIT I

**Rural Economy in India:**Basic frame work- Rural decision maker -Special problems-Importance of allied activities - National policy for rural development.

(7hrs)

## **UNIT II**

Rural Unemployment: Causes, types and remedial measures-Poverty and povertyeradication programs-IRDP, TRYSEM, SGRY, MGNREGP.(6hrs)

## UNIT III

**Rural Industries:**Classification-cottage and small scale industries –Meaning and importance –Problems and Suggestions –Government measures in Promoting cottage and small scale industries. (4hrs)

## UNIT IV

Rural development: Community Development Programme –Definition Objectives-Features –Achievements and Shortcomings in India-KVIC and rural industries. (7hrs)

## UNIT V

**Rural Finance: Problems** of rural Credit and remedies- Non- institutional credit &Institutional credit with examples-Co-operative credit –RRB, NABARD-and its functions. (6hrs)

## **TEXT BOOK:**

| ✤K.V. Patel  | -RuralEconomics, Himalaya publishing house, Mumbai. |  |
|--------------|---|--|
| ♦ K.K.Dewett | -Indian Economy, Sultan & Chand Publications,       |  |
|              | New Delhi.  |  |

## **REFERENCE BOOK:**

| * | I.C.Dhingra                                | - Indian Economy, Sultan &Chand                |  |  |
|---|--|--|--|--|
|   |  | Publications, New delhi.                       |  |  |
| * | Agarwal                                    | - Indian Economypublished by Wishwa Prakashan, |  |  |
|   | International (p)Ltd,Chennai.              |  |  |  |
| * | S.Sankaran -Indian Economy, Sultan & Chand |  |  |  |
|   |  | Publications, New delhi.                       |  |  |

# B.A ECONOMICS SEMESTER IV PART III – CORE PAPER 7 – BANKING

## Credits: 5

## AIM:

To enable the students to understand Indian banking system.

## UNIT: I

**Commercial banking:** Origin and growth – meaning and functions of bank – Role of commercial banks in a developing country – Types –Nationalisation -Banking sector reforms in India, 2015 – Credit Creation.

Recent Development in banking sector: e-Banking – Tele Banking – Mobile Banking. (20hrs)

## UNIT: II

**Central Banking:** Evolution of Central Banking – functions of Central Bank – Role of Central Bank in developing countries – credit control- Quantitative and qualitative methods.

Reserve bank of India:Organisation – Functions – Achievements and failures ofReserve bank – Non – Banking Financial Intermediaries.(18hrs)

## **UNIT: III**

Credit and credit instruments: Meaning –features-types- significance-dangers.Filling up of DD, chelan – cheque. (Practice to be given).(12 hrs)

Hours: 90

#### UNIT: IV

Monetary policy: Meaning - Objectives - Instruments – Types of monetary policy-Monetary policy of RBI.(18hrs)

#### UNIT: V

**Money and capital markets:** Meaning and features-Institutions-Instruments Functions of money market– Working – Functions – Characteristics of an under developed and developed money market.

Capital market:Meaning – Features- Primary and Secondary market-Comparison of money and capital market.(22hrs)

## **TEXT BOOKS:**

| ✤ M.L.Seth | -Money, Banking and International Trade, Lakshmi    |  |
|------------|---|--|
|            | Narain Agarwal Educational Publishers, Agra, 2004.  |  |
| ✤ R.R.Paul | - Money and Banking, Kalyani Publication, New Delhi |  |

#### **REFERENCE BOOKS:**

| ✤ M.L.Jingan | - Money Banking, International Trade and Public      |  |
|--------------|--|--|
|              | Finance, and Urinda publication Pvt Ltd., New Delhi, |  |
|              | 2003.  |  |

- K.P.M.Sundaram Money, Banking and International Trade, Sultan Chand & Sons, New Delhi.
- ♦ M.Radhaswamy Practical banking S. Chand &co.,Ltd,New Delhi, 1984.
- Gordon & Natarajan Banking theory law and practices, Himalaya Publishing House, Mumbai, 2010.

#### **SEMESTER IV**

## PART III - CORE PAPER 8 - ENVIRONMENTAL ECONOMICS

## Credits: 4

#### Hours: 75

#### AIM:

This paper helps the students to understand the importance of integration of economic principles in the resource use management.

## UNIT I

**Economics and Environment:** Definition – Role of Environmental Economics -Scope and significance of environmental economics - Transformation curve.

(15hrs)

#### UNIT II

**Natural Resources Economics:** Definition – Classification of resources – Theories of natural resources uses: Classical approach, Neo classical and contemporary perspectives – Energy resources - Meaning- Classification.

Conservation of resources: Methods of conservation: Substitution - Product lifeextension - Recycling-Tax on pollution - Waste reduction.(15hrs)

#### **UNIT III**

**Market failure and Externality:** Concept of welfare economics – competitive economy and social welfare – Efficiency and perfect competition - welfare – Pareto's efficiency- Maximum Social Welfare and perfect competition.

(13hrs)

## UNIT IV

**Environmental quality:** Tragedy of commons – characteristic features of common property resources – Environmental quality as a public good –social welfare function – Parato: optimal depletion of environmental quality. (12 hrs)

## UNIT V

**Population and urbanization:** Population Explosion: Meaning –Causes –Impact on environmental quality.

Urbanisation: Meaning – Causes-Impacts onenvironmental quality.

Greenhouse Effect-Global warming: Meaning - Causes - Impact on Environment.

Environmentalmanagement:Meaning–Components–Functionsofenvironmental agency.(20hrs)

#### **REFERENCE BOOK:**

| <ul> <li>Dr. S.Sankaran</li> </ul> | -Environment Economics, Margham Publication,           |  |
|------------------------------------|--|--|
|                                    | Madras (1998)  |  |
| Dr. Karpagam                       | - Environmental Economics, Sterling Publishers Private |  |
|                                    | Ltd. (1988)  |  |

# B.A ECONOMICS SEMESTER IV PART IV- SBC -4 HOME ECONOMICS

#### Credit: 2

Hours: 30

## **OBJECTIVE:**

To make the students understand the concepts of Home Management.

## **UNIT I:**

Home management:Concept of home – Its role and functions – types of families – Merits and demerits- Role of modern women as home maker and home management – Goals. (4 hrs)

#### **UNIT II:**

Management of resources: Human & Non -human resources – Management process in family living – Organizing and assembling resources – Decision making in family living – Steps in decision making process – Qualities of good home maker-Factors which affect food management – Purchase and selection of food from the market. (8 hrs)

#### **UNIT III**

Work simplification: Time Management: time plans – Controlling time – Evaluation of time plan – Sample time plan – Management of energy – Energy requirements for living and household tasks – Fatigue and its types – Reducing fatigues – Work simplification – Meaning – Work simplification in home – Improving working methods in home. (7hrs)

#### UNIT IV

Management of Money – Kinds of income – Management of income – Different income groups – Need and means of supplementary family income – Managing family finance – Planning a budget for family – Objectives of a family budget – Steps for family budget -keeping record of Expenditure -Factors that affect expenditure of the family - Saving and investment. (7hrs)

#### UNIT V

Health: Meaning of health – Determinants- Dimension of health – Indicators- Healthand Economic Development.(4hrs)

#### **REFERENCE BOOK:**

Mrs.K.Ajmani,Mrs.M.Baliga,Mrs.A.Banerjee,

Mrs.A.Das, Mrs.R.Gulati, Mrs.L.Nair,

Mrs.Punia, Mrs.V.Rana, Miss.S.Shrivastav-Home Management, Arya

Publishing House, Educational

PlanningGroups, Karol Bagh,

New Delhi 1995.

# B.A ECONOMICS SEMESTER V PART III – CORE PAPER 9 – ECONOMICS OF DEVELOPMENT AND PLANNING

Hours: 90

## Credits: 5

## AIM:

To make the Students understand the causes and obstacles of Growth and Development by using different strategies.

## UNIT I

Economic development:Definition-CharacteristicsofanUDC-Economicdevelopmentandeconomic growthObstaclestoeconomic development-Factorsdetermining economic growth.(16hrs)

## UNIT II

Economics of growth: W.W. Rostow's stages of Economic growth – Demonstration effect – Meaning and Effects – Human Capital Formation: Meaning and importance - problems. (17 hrs)

## UNIT III

Development theories: Theory of Balanced and Unbalanced Growth – Big PushTheory – Critical Minimum Effort Thesis.(17 hrs)

## UNIT IV

Economic Planning: Definition – Objectives of economic planning –Types ofplanning – Case for and against planning –Need for Planning in UDCs – Planningmachinery in India – its functions.(25 hrs)

## UNIT V

**Planning in India:** General Objectives of five year plans in India –XII plan – its Achievements & Failures.

Essentials of successful planning. (15 hrs)

## **TEXT BOOKS:**

- M.L.Jhingan-The Economics of Development and Planning, Vikas Publishing House, New Delhi, 2000.
- Prabaharan Planning and growth
- ▶ N.S.Balasubramaniam & N.Venugopalan Planning and growth.

## **REFERENCE BOOKS:**

- ≻ K.K.Dewatt Indian Economics, S.Chand & Sons Varma, New Delhi, 1998.
- ▶ I.C.Dhingra The Indian Economy, S.Chand & Sons, New Delhi, 1996.
- Ruddar Dutt and K.P.M Sundaram Indian Economy, S.Chand &Sons

Varma, New Delhi.

S.K.Misra & V.K.Puri - Indian Economy, Himalaya publishing House, Delhi, 1997.

#### **SEMESTER – V**

## PART III – CORE PAPER 10 – INTERNATIONAL TRADE

## Credit: 4

#### Hours: 90

#### AIM:

This paper helps the students to familiarize with the theory, policy as well as the working of the international trade and payment system. It aims at giving knowledge about the present world economic order.

## UNIT I:

International Trade: Meaning – merits and demerits – Basis of international trade – Comparison between internal and international trade -Case for and against free trade and protection – Methods of protection and their effects. (20hrs)

#### **UNIT II**

Theories of international trade: Adam smith & Ricardo's theory – Heckscher –Ohlin theory – Its superiority over classical theory.(15hrs)

#### **UNIT III:**

**Balance of payments:** Meaning – Balance of Trade and Balance of payments - Disequilibrium – Causes – Methods to correct adverse balance of payments.

(**16hrs**)

#### **UNIT IV**

Foreign Exchange: Meaning - Problem - Methods of foreign payment - demand and

supply of foreign Exchange– equilibrium rate of exchange – Stable Vs. flexible exchange rates- Spot and forward rate – Arbitrage – Purchasing Power Parity theory. (16hrs)

#### UNIT V

**International Monetary System:** IMF – Origin – Objectives – Functions – India and IMF- International liquidity – IBRD –GATT-WTO –UNCTAD-EEC.

(23hrs)

#### **TEXT BOOK:**

| ✤ M.L. Seth | – Money banking, international trade, public finance, |
|-------------|---|
|             | Lakshmi Narain Agarwal, Agra.                         |

## **REFERENCE BOOK:**

- S. S. M. Desai International Economics, Himalaya Publishing House, Bombay.
- M.L. Jhingan International Economics, Konark publishers, New Delhi, 1995.
- K.P.N. Sundaram Money, Banking & Internaltional Trade, Sultan chand & Co, New Delhi.
- M.N Mishra Money, Banking International Trade, S.Chand and Company, New Delhi.

#### **SEMESTER V**

#### **PART III - CORE PAPER 11 – MATHEMATICAL ECONOMICS**

#### Credit: 4

#### Hours: 90

## AIM:

To make the students understand the application of mathematical knowledge in Economic Theories.

### UNIT I

Set theory: Definition of a Set – Types of Sets – Intersection of Sets –Complement of a Set – Difference of Set – Venn diagram.(10 hrs)

## **UNIT II**

Permutation and Combination – Factor notation- Permutation of n differentthings - Circular permutation combinations: Simple Problems.(20hrs)

#### **UNIT III**

Differential Calculus: Rules of Differentiation – Derivatives of Higher order upto III order – Maxima and Minima.(20hrs)

#### **UNIT IV**

Matrix Algebra: Matrix – Types of Matrix – Addition and subtraction of Matrix – Matrix Multiplication – Transpose of a Matrix – Determinant – Properties of Determinant - Inverse of Matrix – Solution to Simultaneous equation – Cramer's rule. (20hrs)

# UNIT V

| Linear  | programming:     | Introduction-Advantages-limitations-Linear |  |
|---|------------------|--|--|
| programming – Graphi  | cal solution.    | (20 hrs)                                   |  |
| <b>REFERENCE BOOK</b>   | <b>XS:</b>       |  |  |
| $\clubsuit$ Manoharan and                                     | C.Elango – Busir | ness Mathematics,Palani Paramount          |  |
|   | Publi            | cations                                    |  |
| Metha and Mitha   | ani, - Math      | ematics for Economists, Sultan & Chand     |  |
|   | Public           | cations.                                   |  |
| ✤ Dr.M.K.Venkata  | araman - Linea   | ar programming, The National               |  |
|   | Pub              | lishing Company, Madras.                   |  |
| D.C. Sancheti and V.K.Kapoor - Business Mathematics, Sultan & |                  |  |  |
|   | Cha              | nd publications.                           |  |
| *Arumugam   | - Lir            | near programming, New Gamma                |  |
|   | Pu               | blishing House, Palayamkottai.             |  |

#### **SEMESTER V**

# PART III - ELECTIVE 1 - HUMAN RESOURCE DEVELOPNMENT Credits: 5 Hours: 75 OBJECTIVE:

To create an awareness on Human Resource Planning.

#### **UNIT I**

**Human Resource Development:** Definition-Methods –Characteristics - Need for HRD in the Indian context - Difference between HRM and HRD-Need for HRD.

(10hrs)

## **UNIT II**

**Human Resource Planning**: Definition-Difference between human resource planning and man power Planning -Problems in Human Resource Planning.

**Training:** Objectives –Types –Importance-Characteristic features of training and development under HRD system-Responsibility for training and development.

#### (21hrs)

#### **UNIT III**

**Counselling:** Employee Counselling-Need for counselling-Mentoring –Role of mentor-Qualities of a good mentor-Difference between mentor and counselling.

(12hrs)

#### **UNIT IV**

Employee Communication: Meaning –Purpose- Process- Barriers.

Motivation: Meaning- Importance – X theory, Y theory and Maslow's theory of motivation. (15hrs)

#### UNIT V

Recruitment: Meaning- Process-Sources-Techniques of recruitment.

Selection: Meaning – Importance-Stages and Procedure of selection. (17hrs)

#### **TEXT BOOK:**

 P.C.Tripathi - Human Resource Development, Sultan chand & Sons, New Delhi.

#### **REFERENCE BOOKS:**

S.S.Khanka - Human Resource Management, S.Chand & Company Ltd New Delhi.

- V.S.P.Rao -Human Resource Management, published by Anuraj Jain for Excel Books, New Delhi.
- L.M.Prasath Human Resource Management, Sulthan Chand & Sons, New Delhi.
- S.C.Gupta Advanced human resource Management, Ane Books Pvt. Ltd, New Delhi.

#### **SEMESTER V**

# **PART III - ELECTIVE-2**

# PRINCIPLES AND PRACTICE OF INSURANCE

#### **Credits:5**

#### Hours: 75

# AIM:

Students understand the process of risk management and types of life and non-life insurance.

# UNIT I

Introduction: Definition of Insurance – Historical perspectives – Functionsnature of insurance - Classification – Importance – Principles of contract of insurance – Essential elements of contract of insurance- Private insurance companies – Entry and Growth. (15hrs)

# **UNIT II**

**Risk Management:** Definition of risk –Features- Causes of risk –classification of risk.

Risk management: Definition- Process - Benefits of Risk management. (15hrs)

# **UNIT III**

Life Insurance: Features – Difference between Insurance and Assurance – Classification – Group insurance schemes – Partnership insurance –Factors affecting selection of life insurance products – LIC. (15hrs)

**General Insurance:** Agriculture insurance: Crop insurance and cattle insurance Health insurance: Definition – Factors influencing health insurance.

Motor vehicle insurance: Fundamental Principles - Types of motor insurance policy.

Reinsurance – Meaning and definition –Concepts-Characteristics.

Double insurance, over insurance: Meaning.

Difference between reinsurance and double insurance. (15hrs)

#### UNIT V

Marine insurance: Nature- Procedure – Types of policies – Payment of claims.

Fire insurance: Definition – Elements – Contract- Policy condition – Payment of

(15hrs)

claims.

# **TEXT BOOKS:**

| Dr.A.Murthy        | - Principles and practice of insurance, Margham  |
|--------------------|--|
|                    | Publications, 2015.                              |
| ✤ Dr. P. Periasamy | - Principles and practice of Insurance, Himalaya |

Publishing House.

# **REFERENCE BOOKS:**

| ** | Nalini Parave Tripathy      | – Insur | ance Theory and Practice, Eastion        |
|----|-----------------------------|---------|--|
|    |                             | Econ    | omy Edition.                             |
| *  | M.N.Mishra                  | – Insur | ance Principle Practice, S. Chand &      |
|    |                             | New     | Delhi (2005)                             |
| *  | Sri Vastsava D.C & Shashnik | – Indu  | stries transition & prospect, Srivastava |
|    |                             |         |  |

New century Publications.

#### SEMESTER V PART IV- SBC 5 - OFFICE MANAGEMENT Hours: 30

#### Credits:2 AIM:

To make students understand the relevant concepts in office management. **UNIT I:** 

Office Management – Functions of office manager – Office systems and procedure-Importance of work measurement. (4hrs)

#### **UNIT II:**

**Records management** – File maintenance, Essentials of good filing system – Classification and arrangement – Centralized - Decentralized filing system. (5hrs)

#### **UNIT III**

Flow of work – Setting of work standards.

Work simplification – Meaning and objectives – Guidelines in office worksimplification – Flow process charts.(5hrs)

#### UNIT IV

Business Letter: Essentials– Qualities – Structure - Layout and design of business letters. (6hrs)

#### UNIT V

Types of business letter: Circular letters - Collection letters — Sales letters – Follow upletters-Trade enquiries and replies – Order and execution – Trade reference and status enquires-Letters:Bank- Insurance Companies.(10hrs)

#### **TEXT BOOKS:**

✤ Prasanta K. Ghosh – Office Management, Sultan Chand & Sons Publications.

#### **REFERENCE BOOK:**

- \* Kathirasan and Radha Office Management, Presana Publishers, Chennai.
- ✤ R.K.Chopra Office Management, Himalaya Publications.
- R.S.N.Pillai & Bagavathi Business Communication, S.Chand & Company Ltd, New Delhi

#### **SEMESTER – VI**

# **PART III – CORE PAPER 12 – PUBLIC FINANCE**

#### Credits: 5

#### **Hours: 105**

# AIM:

To make the students to know budgetary procedure.

#### UNIT I

Introduction: Public finance –Scope – Private finance and public finance-a comparison – Principle of Maximum Social advantage. (10hrs)

#### UNIT II

**Public expenditure:** Classification of public expenditure –Effects of public expenditure - Causes for the growth of public expenditure in India –Control of public expenditure in India

**Public revenue:** Meaning- Source of public revenue:Tax revenue -Administrative revenue-Commercial revenue- grants and Gifts – Classifications.

Federal finance: Meaning - Principles- Allocation of resource: Centre, State,local finance-Finance commission (current).(30hrs)

#### **UNIT III**

Public debt: Meaning – Classification – Causes for the growth of public debt inIndia – Burden of public debt – Methods of redemption – Role of public debt in adeveloping economy.(18hrs)

# UNIT IV

Taxs: Tax- Definition- Cannons of taxation – Classification of tax.

Direct tax- land tax-Personal income tax- Tax on corporate income- Gift tax-Indirect taxes: Expenditure tax- Customs duties-Excise duties-Sales tax.

Shifting and incidence of taxation -Shifting and Incidence of specific taxes(income tax, import duty, export duty, Sales tax).(30 hrs)

# UNIT V

**Budget:** Purpose of budgeting-Budgetary Procedure -Budget and economic control-Capital account - Revenue account - Emergency budget- Full employment budget-Cyclical budget.

Fiscal policy:Objectives of fiscal policy -Deficit financing:Meaning andmethods -Fiscal policy in a developing economy.(17hrs)

# **TEXT BOOKS:**

- ♦ Dr. B.P.Tyagi Public Finance, Jaiprakash Nath & Co., Meerut.
- Devairakam Public Finance, Jothi publication, Palayamkottai

#### **REFERENCE BOOKS:**

& Sons, New Delhi.

Dr. R.Cauvery Dr.U.K.SudhaNayak,

Dr. M. Girija, Dr.N.Kruparani and

| Dr.R.Meenakshi     | - Public Finance S. Chand & Co., New Delhi.      |
|--------------------|--|
| Andley & Sundharan | - Public Finance, Ratan prakasan Mandri, Agra.   |
| ✤ M.L.Seth         | - Money, banking, International Trade and public |
|                    | Finance,Sulthan Chand & Sons, New Delhi.         |
| K.P.M.Sundharam &  |  |
| E.N Sundaran       | - Fiscal economics, Sulthan Chand                |

#### **SEMESTER VI**

# PART III – CORE PAPER 13 – INDIAN ECONOMY

# Credits: 5

# Hours: 90

#### AIM:

This study helps the students to know the various resources of the Indian Economy and to find solutions to social issues & problems of the economy and to acquire knowledge about environment.

#### UNIT I

**Resources:** Indian Economy – Natural Resources (land, water, forest, minerals &energy) and its importance in Economic Development.(12hrs)

# UNIT II

Rural Development:Meaning-CommunityDevelopmentProgramme-Definition - Objectives of CDP-Achievements and shortcomings of CDP-Nature andconcept of IRDP.(12hrs)

#### **UNIT III**

Industry & Trade: Role of industrialization in economic development of India – Problems of large scale industries: Meaning – Importance of cottage industries in rural area –Government measures to help Small Scale Industry – Foreign trade and economic development – Value, composition, direction of foreign trade – Commercial policy and economic development – Export promotion measures. (23hrs)

**Poverty & Unemployment:** Poverty – Cause – Strategy to remove poverty – measures under taken by government – Unemployment – Problems – nature of unemployment (rural, educated unemployment, industrial unemployment) – Cause and effects – Remedies (long term measure and short term measure) – Strategy for rural and urban employment programs undertaken by government of India – PMRY, SJSRY, TRYSEM, DWCRA, JGSY, MWS, MGNREGS. (22 hrs)

#### UNIT V

**Foreign Capital:** Performance of public sector problem –Case for and against Privatization – a note on New Economic Policy (LPG) – Foreign Capital: Meaning – Role of foreign capital in economic development – Type of foreign investment- private foreign investment – Merits – Objectives – Measure for encouragement of private foreign investment – Importance of foreign aid – Impacts and problems – MNGR-Globalization –Liberalization: Meaning. (21hrs)

#### **TEXT BOOKS:**

K.K Dewett, J.D. Varma and H.L. Sharma – Indian Economics, Sultan Chand & Sons, New Delhi, 1998.

#### **REFERNCE BOOKS:**

✤ I.C.Dhingra – Indian Economy, Sultan chand &Sons, New

Delhi, 1998.

S.K.Misra & V.K.Puri - Indian Economy, Himalaya Publishing

House, Delhi

| * | M.L. Jhingan       | -The Economics of Development and Planning  |
|---|--------------------|---|
|   |                    | and growth, Vika publishing house,          |
|   |                    | New Delhi, 2000.                            |
| * | N. Srinivasan      | - Economic development of India, Meenakshi  |
|   |                    | Pathipagam, Devakottai 1992.                |
| * | S.K.Misra & V.K Pu | ri - Ecnomic development of India, Himalaya |
|   |                    | Publishing house, New Delhi 1995.           |

 Narayana Nadar, - Economic development of India, Thangam Publishers, Viruthunagar, 1994.

#### **SEMESTER VI**

# PART III – CORE PAPER 14 –HISTORY OF ECONOMIC THOUGHT Credits: 4 Hours: 90

# **OBJECTIVE:**

To familiarize students the significant contributions made by great economists.

# **UNIT I:**

**Mercantilism-**Factors that gave rise to Mercantilism-Views of Mercantilists-Thomas Mun-Antonio Serra-Phillips Von Hornick –The **Physicrats**-Factors that gave rise to Physiocracy-Ideas –Main representatives – Quesnay-Turgot- Condillac.

#### (23hrs)

#### **UNIT II**

**Classical School:** Features of classical school – Contributions of Adam Smith – Critical Estimate.

Jeremy Bentham: Hedonistic psychology- Bentham and his principle of utility-Bentham and Adam smith- Criticism. (17hrs)

#### UNIT III

J.S.Mill: Economic principles of J.S.Mill - Individualist – Socialist Programme – Critical estimate. (16hrs)

Karl Marx: Philosophy – Materialistic Interpretation of history – Class struggle –Falling rate of profit – Concentration of capital – Labour Theory of value – Theory ofsurplus value – Criticism of Marxism.(18hrs)

# UNIT V

Welfare Economics: Hobson – Pigou – Pareto – J.R.Hicks. (16hrs)

# **TEXT BOOK:**

 V. Lokanathan – A History of Economic Thought, S.Chand & Co., Ltd, New Delhi.

# **REFERENCE BOOKS:**

 H.L Bhatia – History of Economic Thought, Vikas publishing house, Pvt., Ltd., 1980.
 T.N.Hajela – History of Economic Thought, Shivalal Agarwal &

Co., Agra.

Srivastava – History of Economic thought, S. Chand & Co.
 New Delhi.

#### **SEMESTER VI**

# PART III – ELECTIVE 3 -ECONOMICS OF MARKETING

# Credit: 5

Hours: 75

# AIM:

To motivate students to know the tools in marketing

# UNIT I

Marketing an introduction: Marketing – Definition – Selling & Marketing Difference – Modern Marketing – Role of Marketing in Economic Development – Marketing mix (4'p's) – Marketing function (Functions of Exchange, Functions of Physical Supply, Facilitating functions) –a note (15hrs)

#### **UNIT II**

Product Planning: Product Planning & Development – Product life cycle – New Product planning – Factors to be considered before introducing New Product – Branding – Meaning – Features of good Brand – Types – Labeling – meaning – features of a Label – Advantages and Disadvantages – Packaging – Meaning – Kinds–Requisites of Good Package. (18hrs)

#### **UNIT III**

Product pricing: Pricing – Meaning – Pricing Objectives – Kinds of Pricing andmethods for price determination – Factors affecting pricing decisions – internal factors& External factors.(12hrs)

Advertising and sales promotion: Advertising – Meaning – objectives – Qualities of a Good advertisement copy and its elements – AIDAS Formula – meaning – Advertising Media – Kinds – Its Merits & Demerits – Kinds of Sales promotion (Consumer Promotion, Dealer Promotion, Sales force Promotion) – Quality of Sales personality, Consumer Behavior and motives – Personal selling – Meaning and Objectives – Difference between advertising and salesmanship. (18hrs)

#### UNIT V

Channels of Distribution: Meaning and Definition – Marketing Channels– Functions of Middlemen & Merchant Middlemen – Services by the Wholesaler (services to the manufactures, service to the Retailers). Types of Retailers - functions-International marketing – Meaning - Importance. (12hrs)

# **TEXT BOOKS:**

✤ R.S.N. Pillai & Bagavathi-Modern marketing, Principles and practices,

S.Chand & Company Pvt. Ltd.

#### **REFERENCE BOOKS:**

✤ Dr. C.B. Gupta & N.Rajanair – Marketing management,

Sultan Chand & Sons 2006.

♦ S.Kathiresan & V.Radha – Marketing, Prasanna Publications 2006.

✤ M.N. Misra – Sales promotion and Advertising Management,

Himalaya publishing house, Delhi, 2003.

# **VI SEMESTER**

PART IV-SBC 6 - PROJECT

Credit: 2

Hours: 2

# **Group Project**

#### **SEMESTER VI**

# PART IV – NON MAJOR ELECTIVE - 2 ECONOMICS OF ADVERTISING

Credits: 2

# Hours: 30

#### AIM:

To make the students aware of techniques of advertising.

# UNIT I

Advertising: Nature and Scope - Classification - types – Role of advertising in India's economic development – Problems – Socio economic aspects of advertising – Ethics and social responsibilities. (7hrs)

#### **UNIT II**

**Consumer behavior:** Consumer behavior and advertising – Market communication. (4hrs)

# UNIT III

Advertising plan: Planning and advertising programme – Various advertising media– Methods of selection.(5hrs)

#### **UNIT IV**

Advertising budget: Measuring effectiveness – Baumol's theory of sales maximization – Baumol's model without advertising – Baumol's model with advertising; Critisism. (8hrs)

Advertising agency: Advertising schedule and advertising agencies – Industrial, Rural and social Advertising – Case Studies from the advertising world. (6hrs)

# **TEXT BOOK:**

R.S.N. Pillai & Bagavathi – Modern marketing, Principles and Practices, S.Chand & Company Pvt.Ltd.

# **REFERENCE BOOKS:**

- Dr.C.B.Gupta&N.Rajanair Marketing management, Sultan Chand & Sons 2006.
- S.Kathiresan &V.Radha –Marketing, Prasanna publications 2006.
- ✤ M.N.Misra –Sales promotion and Advertising

Management, Himalaya publishing house,

Delhi, 2003.

 C.N.Sontakki –Advertising and Sales management, Kalyani publishers, New Delhi, 2003.

#### **B.COM**

#### **SEMESTER I**

#### ALLIED 1 - GENERAL ECONOMICS - I

# Credits : 5

#### Hours:75

# AIM:

To give a comprehensive view on economic concepts and its application in business.

# UNIT I

**Definitions of economics:** Wealth, Welfare, Scarcity and growth– Branches of economics - Nature of Economic Laws.

Basic concepts: Wants – Characteristics and classifications of wants - Utility –measurement of utility- Goods – Classification of goods.(12hrs)

#### **UNIT II**

Consumption-Law of diminishing marginal utility – Law of equi-marginal utility – Law of demand – Elasticity of demand - price-income-cross and advertisement elasticity of demand – Consumer surplus. (17hrs)

#### **UNIT III**

Production-Meaning and Features of land, labour, capital and organization –Laws of returns – Efficiency of labour – Functions of an Entrepreneur.(16hrs)

#### UNIT IV

Objectives and Equilibrium of a business firm - Objectives of a firm - Social responsibilities of a firm - Equilibrium of a firm. (12hrs)

Break Even Analysis - Meaning - Behaviour of cost and revenue curves –Breakeven point - Importance. (18hrs)

# **REFERENCE BOOKS**

| * | K.K.Dewatt   | – Modern Economic Theory, Shyam Lal Charitable |  |
|---|--|--|--|
|   |  | Trust, New Delhi                               |  |
| * | L.Varshney and Maheswari- Managerial Economics, Sultan Chand & Sons, |  |  |
|   |  | New Delhi.                                     |  |
| * | Loganathan   | – Principles of Economics, S.Chand & Company   |  |
|   |  | Ltd, New Delhi                                 |  |
| * | K.P.M.Sundharam  | - Micro Economics, S. Chand & Company          |  |
|   |  | Ltd, New Delhi                                 |  |

#### **B.COM**

# SEMESTER II ALLIED 2 - GENERAL ECONOMICS - II

#### Credit : 5

#### Hours: 75

# AIM:

To give a comprehensive view on economic concepts and economic analysis.

#### UNIT I

National income: Meaning and Definition- Concepts – Methods of computing National income – National income estimates in India- Trends – Difficulties in National income calculations – Importance of National income estimates. (12 hrs)

#### UNIT II

Money -Barter system – Meaning – Difficulties – Evolution of money – Kinds of Money – Functions of money – Characteristics of good money – Importance of money – Paper currency system : Meaning – Merits – Demerits – Defects of money – methods of note issue – Value of money : Absolute value and relative value – Inflation : Meaning – Causes – Effects – Control of inflation – Deflation: meaning – Causes – Effects-Control of deflation – Trade cycle: Meaning – Phases of trade cycle- Monetary policy : Meaning – Objectives- Role of monetary policy. (22hrs)

#### **UNIT III**

International Trade -Meaning – Difference between internal and international trade – Advantages and disadvantages of international trade – Terms of trade – balance of trade and balance of payments - role of EXIM bank – export promotion measures of the Government. (16 hrs)

# **UNIT IV**

**Public Finance** -Meaning- divisions of public finance – public revenue: sources of public revenue – tax – direct tax and indirect tax – canons of taxation – **public expenditure:** classification of public expenditure – causes for the growth of public expenditure in India –**public debt:** burden of public debt . (18 hrs)

#### UNIT V

**Budget:** Meaning – current budget – deficit financing – role of fiscal policy.

#### (7hrs)

# **REFERENCE BOOKS**

| ✤ K.K.Dewatt     | – Modern Economic Theory, Shyam Lal Charitable |
|------------------|--|
|                  | Trust, New Delhi                               |
| ✤ Loganathan     | - Principles of Economics, S.Chand & Company   |
|                  | Ltd, New Delhi                                 |
| ✤ M.S.Arokiasamy | - Economic analysis, Shanthi Book House        |
|                  | Publishers, Thiruneveli.                       |
| ✤ N.Srinivasan   | - Economic analysis, Meenakshi Pathipagam,     |
|                  | Devakottai.                                    |