

DEPARTMENT OF COMMERCE (BANK MANAGEMENT)

Choice Based Credit System (CBCS)-File Mode of Elective Papers Chosen BATCH: 2020- 2023

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DEPARTMENT OF COMMERCE ((BANK MANAGEMENT)

Choice Based Credit System (CBCS)-File Mode of Non-Major Elective Chosen 2020 - 2023

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Annai College of Arts & Science

Quality Education for Today & Tomorrow Kovilacheri, Kumbakonam. 612 503. Ph: 0435 2453007 Accredited by NAAC with 'B' Grade & Recognized by UGC under Section 2(f) & 12(B) Affiliated to Bharathidasan University, Tiruchirappalli. E-Mail:acasdmn@gmail.com

DEPARTMENT OF COMMERCE (Bank Management)

ACADEMIC YEAR: 2021-2022

Non-Major Elective Papers taken from BBA (NME)

Name of the Non Major Elective	Year II / III	Semester Odd/Even	No. of Students	Credit Hours
Management Principles	II	III	07	02
Banking Practices	II	IV		02
Only for	other Lan	guage Except		02
Basic Tamil	II	III		02
Special Tamil	II	IV		02
	Major Elective Management Principles Banking Practices Only for	Major Elective II / III Management Principles II Banking Practices II Only for other Lan Basic Tamil II	Major ElectiveII / IIIOdd/EvenManagement PrinciplesIIIIIBanking PracticesIIIVOnly for other Language ExceptBasic TamilIIIII	Major ElectiveII / IIIOdd/EvenStudentsManagement PrinciplesIIIII07Banking PracticesIIIV07Only for other Language Except TamilBasic TamilIIIIINII.

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Acronym & Abbreviation

- 1. **CC** Core Course.
- 2. LC Language Course.
- 3. ELC English Language Course
- 4. AC Allied Course
- 5. **NME** Non Major Elective
- 6. SBE Skill Based Elective
- 7. MBE Major Based Elective

DEPARTMENT OF COMMERCE (Bank Management)

Date: 19.06.2021

CIRCULAR

This is to inform you that our Department is planned to conduct meeting on 19.06.2021 regarding the selection of Non-Major Elective Papers (NME) only for second year students (Batch: 2020-2023). The students are instructed to attend the meeting at 10.00 A.M in the Hall No. 310 without fail.

COPY TO:

- 1. Department file.
- 2. Department Notice Board.
- 3. To be read in classroom.



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DEPARTMENT OF COMMERCE (Bank Management)

MINUTES OF MEETING

Date: 20.06.2021

AGENDA

The selection of Non-Major Elective Papers only for second year students (Batch: 2020-2023), HOD has arranged a meeting for class representatives through a circular dated on 20.06.2021.

The following points were discussed in the meeting.

- 1. Discussed the list of NME papers with the students.
- 2. Student Cleared the doubts regarding the scope of each paper with staff members
- 3. Finally they selected the NME papers.
- 4. The students those who chose Arabic, French, and Hindi as language, they are eligible to select the NME papers.
 - a. Basic Tamil

b. Sirappu Tamil

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ANNEXURE I

NON MAJOR ELECTIVES (ARTS)

(For the candidates admitted from the academic year 2016-2017)

SI. No.	DEPARTMENT OFFERING THE NON-MAJOR ELECTIVE COURSES	TITLE OF THE NON-MAJOR ELECTIVE COURSES
1.	Applied Tamil	
2.	B.Litt.	I. தமிழ் நடைக்கூறுகள்
3.	Pulavar Degree	II. சிந்தனையியல்
4.	Tamil	
5.	B.B.A. (Bachelor of Business Administration)	I. Management Principles (or) Stock Exchange Practices II. Banking Practices (or) International Business
6.	B.Com.	
7.	B.Com. (Applied)	I. Personal Investment (or) Elements of Insurance
8.	B.Com. (Computer Applications)	II. Introduction to Accountancy (or) Salesmanship
9.	B.Com. (Bank Management)	I. Banking Practices (or) Indian Banking System II. Rural Banking (or) Elements of Insurance
10.	B.Com (Corporate Secretaryship)	I. Elements of Company Law II. Stock Markets in India
11.	B.Com (Co-operation)	I. Fundamentals of Cooperation (or) Cooperative Finance and Banking II. Cooperatives in Foreign Countries (or) Cooperative Bookkeeping System
12	. Economics	I. Advertisement ManagementII. Economics of Transportation
13	. English	I. Presentation Skills II. Functional Skills
14	. History	I. Freedom Movement in India II. Working of Indian Constitution
15	5. Journalism & Mass Communication	I. Basic Photography II. Freelance Journalism
16	5. Public Administration	I. Public Administration for Civil Services II. Indian Government and Administration
1'	7. Sanskrit	 I. Introduction to Early Sanskrit Literature (or) History of fables & Popular tales and Didactic Literature Pub. R.S. Vadhyer Pub. Palakad II. Scientific Literature (or) Indian Aesthetics
1	8. Social Work	I. Human Rights II. Contemporary Social Issues and Problems
1	9. Sociology	I. Dynamics of Society II. Women Empowerment I. Basics of Tourism
2	O. Tourism And Travel Management	II. Cultural Tourism

NON MAJOR ELECTIVES (SCIENCE)

(For the candidates admitted from the academic year 2016-2017 onwards)

SI.	DEPARTMENT OFFERING THE NON-MAJOR ELECTIVE COURSES	TITLE OF THE NON-MAJOR ELECTIVE COURSES						
No.	Apparel and Fashion Technology	I. Hand Embroidery (P) II. Jewellery Making (P)						
2.	BCA	I. Working Principles of InternetII. Fundamentals of InformationTechnology						
3.	Biochemistry	I. Health and diseases II. Hospital Management						
4.	Biotechnology	I. Biotechnology for Human Welfare II. Food Processing						
5.	Botany	I. Biofertilizers & Biopesticides II. Horticulture						
6.	Chemistry	Chemistry in Everyday Life Health Chemistry						
7.	Computer Science	Working Principles of Internet Fundamentals of Information Technology						
8.	Electronics	I. Principles of ElectronicsII. Everyday Electronics						
9.	Fashion Technology & Costume Designing	I. Fashion Accessories Designing II. Visual Merchandising						
10.	Geography	I. Geography of Tourism II. Disaster Management						
11.	Geology	Fundamentals of Geology II. Introduction to Minerals, Rocks and Fossils						
12.	Home Science	I. Bakery and Food PreservationII. Apparel Designing						
13.	Hospital Administration	I. Personal Hygiene II. Role of Hospital Services						
14.	Hotel Management & Catering Science	I. Basic Tamil / Special Tamil II. Basic Tamil / Special Tamil						
15.	Information Technology	Fundamentals of Information Technology II. Information Security : Principles and Practices						
16.	Mathematics	I. Quantitative Aptitude I II. Quantitative Aptitude II						
17.	Microbiology	I. Mushroom Technology II. Biofertilizer Technology						
18.	Nutrition & Dietetics	I. Nutrition for Women II. Nutrition for Health and Fitness						

Arrica	Energy Physics Laser Physics
Software Development	I. Working Principles of Internet II. Fundamentals of Information Technology
Teache Science	Management and Entrepreneurship Marketing and Merchandising
Vacial Communication	I. Basics of Communication II Communication Personality Development
p. Zeine	Public Health and Hygiene Ornamental fish farming



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Department of Commerce (Bank Management) Batch: 2020 - 2023

					Non-	Major	Elective	- List	of De	partme	nts in o	ur Colle	ge			
S.N	o Name	Reg.No	Tamil	Eng	BBA	B.Com	S	BCA	Vis.com	BT	MB	BC	BHM	Physics	Chemistry	Signature
1	AARTHI T	CB20C 82295			_				ŕ							dello
2	ABIRAMI K	CB20C 82296			$\overline{}$											ABURAINIT
3	AISHWARYA N	CB20C 82297			$\overline{}$											AULU
4	ANBU GNANAMANI V	CB20C 82298			1/											Andrewi
. 5	ANITHA S	CB20C 82299			$\sqrt{}$											sing
6	ANUSUYA V	CB20C 82300			V											1
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8	ARSHATH K	CB20C 82302											·/			
9	BRAZILA A	CB20C 82303							-+				1/		_	DRAZU A
10	ESWARI S	CB20C 82304		-+	1/								_			BRAZILA OSWERO
11	FAREEZ AHAMED M I	CB20C 82305											1			Cul
12	GAYATHRI K	CB20C 82306			V 100 1											College 5
13 JI	ERIN AKASH R	CB20C 82307	_		1/											Switch S.
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15 M	IOHAMED IMRAN M	CB20C 82309											\checkmark			KILKI
16 M	OHAMED SATHIK E	CB20C 82310						$\neg +$	-+	-			7			tuckaneg; unas
7 M	OHAMED YASIN S	CB20C 82311											\			X



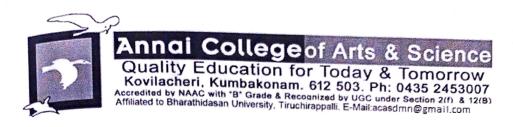
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	NARESH S	CB20C 82314						Nova
21 N	NIVETHA R	CB20C 82315						UNGTHEA
22 P	PRASANNA L	CB20C 82316						PR
23 F	PRIYADHARSHINI G	CB20C 82317						Resignabes
24 F	RAHAMATH NISHA M	CB20C 82318					/	irsh
25	RAMGOPAL S	CB20C 82319						RAMPULL
26]	RASUL BEEVI A	CB20C 82320				,	/	BERUIR
27	SABARISH S	CB20C 82321						RAL
28	SOUNDHARAYA R	CB20C 82322						e del y
29	SOWMIYA R	CB20C 82323	V					Profit State of the State of th
30	SUBALAKSHMI M	CB20C 82324						Subulari
31	SWATHI M	CB20C 82325						3
32	UMANA NASREEN H	CB20C 82326						UMANANASRE
33	VARSHINI R	CB20C 82327						hear
34	VIGNESWARI R	CB20C 82328						Jausla
35	VINOTHINI R	CB20C 82329						Valle)
36	VISHNUPRIYA P	CB20C 82330						Vistara
37	VISHVA S	CB20C 82331	V/					Rivishat
38	VISHWA S	CB20C 82332	\\ \/ \					S. What
39	YOGESHWARAN K	CB20C 82333						3)

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Justification on Non-Major Elective Selection

Management Principles

Students will understand Management principles and concepts, so that they can use it, while working in the organization

Banking Practices

Students will understand i.e, Banking Structure, Banking Polices, Banking Practices and also they will know the utilities of Banking.

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Choice Based Credit System (CBCS)-File

Mode of Skill Based Elective Papers Chosen

BATCH: 2020 - 2023

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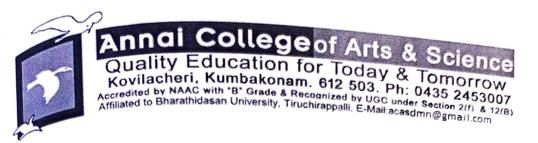
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Department of Commerce (Bank Management)

Academic Year: 2021-2022

Skill Based Elective Papers prescribed by the university (SBE)

No	Name of the Non Major Elective	Year II / III	Semester Odd/Even	No. of Students	Credit Hours
1	Introduction to Marketing Management	II	IV	41	. 02
2	Sales Management	III	V	41	02
3	Retail Management	III	V	41	02



DEPARTMENT OF COMMERCE (Bank Management)

Date: 06.12.2021

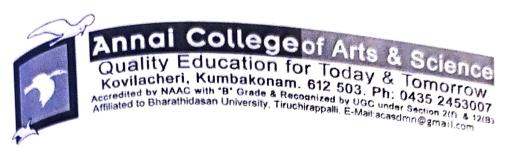
CIRCULAR

This is to inform you that our Department is planned to conduct meeting on 06.12.2021 regarding the selection of Skill Based Elective Papers(SBE) only for second year students (Batch: 2020-2023). The students are instructed to attend the meeting at 10.00 A.M in the Hall No. 308 without fail.

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COPY TO:

- 1. Department file.
- 2. Department Notice Board.
- 3. To be read in classroom.



DEPARTMENT OF COMMERCE (Bank Management) MINUTES OF MEETING

Date: 07.12.2021

AGENDA

The selection of Skill Based Elective Papers only for second year students (Batch: 2020-2023), HOD has arranged a meeting for class representatives through a circular dated on 07.12.2021.

The following points were discussed in the meeting.

- 1. Discussed the list of SBE papers with the students.
- 2. Student Cleared the doubts regarding the scope of each paper with staff members
- 3. Finally they selected the SBE papers.

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ANNEXURE II

SKILL BASED ELECTIVE PAPERS (2016 onwards)

Updated on 19.02.2018

Skill Based Paper Semester Title of the Paper	_
Clinical Mycology and Virology III V Clinical Mycology and Virology III V Clinical Parasitology I IV Hardware Troubleshooting Ruby on Rails Computer II V Ruby on Rails Customer II IV Web Services Customer Relationship III V CRM in Services Marketing & i III V Page Maker Desktop III V Corel Draw Publishing III V Corel Draw III V Dream weaver III V Ethno Medicine Herbal Medicine II V Pharmacognosy III V Pharmacognosy III V Reporting and Editing III V Reporting and Editing III V Reporting and Editing III V Office Management Tools Sales and Marketing III V Sales Management V Retail Management V Retail Management	_
Clinical Microbiology	_
Computer	_
Computer Application	_
2. Application III V Web Services Customer Relationship Management (CRM) Relationship Management III V CRM in Services Marketing & in Services Marke	_
Customer Relationship Management (CRM) III	_
Customer Relationship II V CRM in Services Marketing & i III V E - CRM (Virtual Marketing)	_
Relationship Management II	ts Tools
Management III V E - CRM (Virtual Marketing) I IV Page Maker II V Corel Draw III V Dream weaver III V Ethno Medicine III V Pharmacognosy III V Herbs and Drug Action I IV Journalism and Mass Media II V Reporting and Editing III V Public Relations I IV Introduction to Office Manager III V Communication & Interpersona Sales and Marketing III V Repail Management III V Office Management V Communication to Marketing Management III V Retail Management	
III V E - CRM (Virtual Marketing)	
4. Publishing III V Dream weaver III V Ethno Medicine III V Pharmacognosy III V Herbs and Drug Action Journalism and Public Relations III V Reporting and Editing III V Public Relations III V Public Relations III V Reporting and Editing III V Public Relations III V Office Management Tools Management III V Office Management Tools III V Communication & Interpersonation Sales and Marketing III V Reporting and Editing III V Public Relations III V Sales Management Tools III V Reporting and Editing III V Public Relations III V Reporting and Editing III V Sales Management Tools III V Reporting Annagement	
4. Publishing III V Dream weaver I V Ethno Medicine III V Pharmacognosy III V Herbs and Drug Action Journalism and Public Relations III V Reporting and Editing III V Public Relations III V Public Relations III V Office Management Tools Management III V Communication & Interpersons III V Sales Management III V Sales Management III V Retail Management	
I IV Ethno Medicine II V Pharmacognosy III V Herbs and Drug Action I IV Journalism and Mass Media II V Reporting and Editing III V Public Relations III V Public Relations III V Office Management III V Office Management Tools Sales and Marketing I IV Introduction to Marketing Management III V Reporting and Editing III V Public Relations I IV Introduction to Office Management III V Communication & Interpersonation Sales and I IV Introduction to Marketing Management Retail Management	
5. Herbal Medicine II V Pharmacognosy III V Herbs and Drug Action Journalism and Public Relations II V Reporting and Editing III V Public Relations III V Public Relations III V Office Management Tools Management III V Communication & Interpersonal Introduction to Marketing Management Sales and I IV Introduction to Marketing Management Name of the product of the produc	
5. Herbal Metherne III V Herbs and Drug Action III V Journalism and Mass Media II V Reporting and Editing Public Relations III V Public Relations III V Public Relations Office III V Office Management Tools Management III V Communication & Interpersons III V Sales Management Sales and I IV Introduction to Marketing Man Marketing III V Retail Management	
Journalism and Public Relations III V Herbs and Drug Action I V Journalism and Mass Media II V Reporting and Editing III V Public Relations I IV Introduction to Office Manager III V Office Management Tools III V Communication & Interperson III V Sales Management III V Sales Management III V Retail Management	
6. Journalism and Public Relations II V Reporting and Editing III V Public Relations I IV Introduction to Office Manager III V Office Management Tools III V Communication & Interperson III V Sales and III V Reporting and Editing III V Public Relations I IV Introduction to Marketing Management III V Sales Management III V Reporting and Editing III V Public Relations	
6. Public Relations III V Public Relations III V Public Relations I IV Introduction to Office Manager 7. Office III V Office Management Tools III V Communication & Interperson III V Introduction to Marketing Man 8. Marketing III V Sales Management III V Retail Management	
7. Office III V Introduction to Office Management V	
7. Office Management Tools Management	
Management III V Communication & Interperson. Sales and I IV Introduction to Marketing Man II V Sales Management W Retail Management	16111
Sales and 8. Marketing I IV Introduction to Marketing Man II V Sales Management Retail Management	al Skills
8. Marketing II V Sales Management W Retail Management	agement
8. Marketing V Retail Management	480
V Retail Management	
Management Travel Agency	
Tourism and Tourism in India	
9. Travel Tourism Product - 3	
Management III Francisco of Yogic Practice	s
Strong Management Inrough i	uga
10. Management V Asanas and Pranayamas - Flat	tical
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் ப V நாளிதழ் உருவாக்கமும் வடிவமைப்பும்)
11. அச்சு ஊடக்கின் படி V இலக்கிய இதழகள்	
I IV Aqua Culture	
12. Biotechnology II V Biofertilizer Mushroom Cultivation and Val	
12. Biotechnology III V Mushroom Cultivation and Val	
Addition Read and Nutrition	
Agricultural Chemistry	
13 Chemistry Dyeing Techniques and Water	
III V Treatment	

		73.7	Home Appliance Maintenance and				
	I	IV	Servicing				
ins	II	V	Computer Hardware and Networking				
Electronics	III	V	Mobile Servicing				
14.	I	IV	Hospitality Marketing				
	1	* 7	Information Technology in Hotel				
Hotel	II	V	Industry				
Hotel Management and Catering		7.7	Information Technology in Hotel				
ad Cate	III	V	Industry (P)				
Science	1	IV	Microbial Nanotechnology				
	II	V	Diagnostic Microbiology				
16. Microbiology	III	V	Antimicrobial agents				
10.	_	73.7	Apiculture				
	I	IV	Aquaculture				
		V	Sericulture				
17. zoology	II	V	Poultry Farming				
17.	777	V	Vermiculture				
	III	V	Dairy farming				

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22 PRASANNA L	CB20C 82317		V	1 1
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31 SWATHI M	CB20C 82325		$\sqrt{}$	
32 UMANA NASREEN H	CB20C 82326		√	12MA128191
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34 VIGNESWARI R	CB20C 82328			1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
35 VINOTHINI R	CB20C 82329		V/	1702
36 VISHNUPRIYA P	CB20C 82330		V	1
37 VISHVA S	CB20C 82331			Viask Pagu
38 VISHWA S	CB20C 82332		J/	vestva
39 YOGESHWARAN K	CB20C 82333	92		+ 2 =
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BHARATHIDASAN UNIVERSITY, TIRUCHIRAPPALLI 620 024

B.Com (Bank Management) Syllabus under CBCS

(Applicable to the candidates admitted Ir	om ti	ne acade	mic yea	r 2016 -2	017 onw	ards)	
Course		Ins.	Credit	Exam	Mai	rks	Total
APP		Hrs		Hours	Int.	Ext.	Total
I(IC)-		6	3	3	25	EXt.	
Language Course				3	23	75	100
Language Course - I (EC) Language Course - I (ELC) Tamil*/Other Language Course - I (ELC)		6	3	2			
Languages + Tamil*/Other Languages - I (ELC) English Language Course - I (ELC)	N. D.	6	5	3	25	75	100
English Language English Language Core Course – I (CC) Core Les of Accountancy		0	5	3	25	75	100
Core Course — I (CC) Principles of Accountancy Principles of I (CC)							
Principles of Metal		6	5	3	25	75	100
	6.4					,,,	100
Tourse -I (AC)	500	4	3	3	25	75	100
ausiness Management					23	/3	100
Value Education		2	2	3	25	7.5	100
V Value 222 Tota	al	30	21		23	75	100
Language Course – II (LC) - Tamil*/Other	_	6	3				600
Languages +#		0	3	3	25	75	100
English Language Course – II (ELC)	- 10 d						
Course III(CC)	-	6	3	3	25	75	100
Business Tools for decision making		6	5	3	25	75	100
Core Course – IV (CC)							
Banking Theory Law & Practice		6	5	3	25	75	100
Allied Course – II (AC)							
Business Economics		4	3	3	25	75	100
Environmental Studies							
		2	2	3	25	75	100
To	tal	30	21				600
I Language Course – III (LC)		6	3	3	25	75	100
Tamil*/Other Languages +#			8				
II English Language Course - III (ELC)		6	3	3	25	75	100
Core Course – V (CC)		6	5	3	25	75	100
Financial Accounting Core Course – VI (CC)							
Co-Operative Banking		6	5	3	25	75	100
Allied Course – III(AC)							
Business Law		4	3	3	25	75	100
IV Non Major Elective I – for those who			-				
studied Tamil under Part I		2	2	3	25	75	100
a) Basic Tamil for other language							
students							
b) Special Tamil for those who stud	died					-	
Tamil upto 10th +2 but opt for c	other						
languages in degree programme							
A) Banking Practices (or)							
B) Indian Banking System							
	Total	30	21			-	(00
							600

		6	2 1				
	anguage Course –IV (LC) [anguage Course –IV (ELC) [anguage Course – IV (ELC) [anguage Course – IV (ELC)	0	3	3	25	75	100
11	anguage Course anguage Standard Course ## fanil*/Other Language Standard Course IV (ELC) inglish Language Course VII (CC) - Course Course VII (CC) - The course Course VII (CC) - The co	6	3	3	25	75	
1 1	Tamil*/Ounguage Course 1, (2)	5	5	3	25	75	100
	4.0101				43	15.	100
1	Core Course - VIII (CC)-	5	5	3	25		
11	Credit Manager VIII (CC)-	2	5	3	25	75	100
	dare Court Ling						
	corvicts IV (AC)	4	3	3	25	75	100
	Allied Course - IV (XC) Allied Course - IV (XC) Business Communication Business Communication Non Major Elective II – for those who	2	2	3	25	75	100
	Non Major Elective II - 101 those who						
IV	Non Major Elective II Non Major Elective II studied Tamil under Part I studies Pasic Tamil for other language						
1, 1	a) Dasie						
	students						
	. 1 Tamil for those who studied						
	Tamil unfo (1) The but opt for other						
	languages in degree programme						
	A) Rural Banking (or)						
	B) Elements of Insurance				25	7.5	100
	Skill Based Elective I	2	2	3	25	75	100
V	Skill Based Electrical Total	30	23	-			700
	Core Course – IX (CC)	5	5	3	25	75	100
III	Core Course - IX (CC)						
	Corporate Accounting V (CC)	5	5	3	25	75	100
	Core Course – X (CC)				1		
	E – Banking	5	5	3	25	75	100
	Core Course - XI (CC)						
	Computer Applications and Banks	5	5	3	25	75	100
	Core Course – XII (CC)	3					
	Management Accounting	4	3	3	25	75	100
	Major Based Elective -I	•				1	
	A) International Marketing (or)						
	B) Entrepreneurial Development	2	2	3	25	75	100
IV	Skill Based Elective – II	2	2	3	25	75	100
IV	Skill Based Elective – III	2	2	3	25	75	100
	Soft Skills Development	30	29				800
	Total	6	5	3	25	75	100
III	Core Course – X III (CC)	U					
	Financial Management	6	5	3	25	75	100
	Core Course – XIV (CC)	0					
	Income Tax Theory Law & Practice	6	5	3	25	75	100
	Core Course – XV (CC)	0					
	Financial Services	5	4	3	25	75	100
	Major Based Elective II						
	A)Foreign Exchange Management (or)						
	B) Investment Banking	6	4	3	25	75	100
	Major Based Elective III Major Based Elective III						
	A) Development – Banking (or)						
	B) Insurance Management		1	-	-	-	-
V		-	1	3	25	75	10
	Gender Studies	1	1	٥	23	13	
	Total	30	25				60
	Grand Tota	180	140	-	-	-	39
	Grand Total	100	140				

Part - I Innglish Part - II English Part - II English Papers		4 4 15	
PAR papers	*	4	
Puglish Core Papers Allied Papers Allied Papers	*	2	
Allied Papers Allied Papers Elective Non-Major Elective	4	3	
Non-Major Elective Skill Based Elective		3	
Skill Based Elective Major Based Elective		1	
Environ	•	1	
Environment Value Education Soft Skill Development	-	1	
	-	1	
Gender Studies Extension Activities	-	1	(1 Credit only)
DAV			

- * for those who studied Tamil up to 10th +2 (Regular Stream)
- + Syllabus for other Languages should be on par with Tamil at Degree level
- # those who studied Tamil upto 10th +2 but opt for other languages in Degree level under Part I should study special Tamil in Part IV

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** Extension Activities shall be outside instruction hours

Non Major Elective I & II - for those who studied Tamil under Part I

- a) Basic Tamil I & II for other language students
- b) Special Tamil I & II for those who studied Tamil upto 10th or +2 but opt for other languages in degree programme

Note:

75 marks External 25 marks Internal 1. Theory

2. Theory & Practical:

Theory – 15 Marks; Practicals – 10 Marks. Internal Assessment: University Examination: Theory - 45 Marks; Practicals - 30 Marks

Separate passing minimum is prescribed for Internal and External

Passing Minimum

A candidate shall be declared to have passed in each course if he / she secures not less than 40 % marks out of 75 marks (i.e., 30 marks) in the University Examination (UE) and 40% out of 25 marks (i.e., 10 marks) in the Internal Assessment.(CIA)



Justification on Skill Based Elective Selection

Introduction to Marketing Management

Marketing is a fast-paced and exciting industry. It is perfect for people who have excellent communication skills, which you can learn by taking marketing courses, and you need to be able to relate to almost everyone around you.

Sales Management

An efficient sales management process will help you provide a better experience for your customers. These customers will be more inclined towards purchasing your product or services. Effective sales management also helps businesses create better goodwill for themselves.

Retail Management

A career in retail management can also give you the chance to be in charge of operating your own store, from behind the scenes functions to interaction on the sales floor.