# Programme Project Report

**Bachelor of Arts(Business Economics)-Distance Mode** 



# Department of Sociology School of Social Science TAMIL NADU OPEN UNIVERSITY

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Chennai - 600 015

# **Tamil Nadu Open University**

**School of Continuing Education** 

# Bachelor of Arts(Business Economics)-Distance Mode Programme Project Report(PPR)

- **1. Objectives:** Bachelor of Arts(Business Economics) Programme has been designed to satisfy needs of students who wish learn about Business Economics. The main objective of this Programme is to provide opportunity for the persons who are in the business sector to acquire a degree Programme for career development and also:
  - Provides basic understanding about the Business Economics and its importance.
  - Explores the need and need of Business Economics in industry sector and society.
  - Helps to understand the challenges in Business Economics from digital perspectives and also provides knowledge about the e-business.
- **2. Target clientele Profile:** Bachelor of Arts (Business Economics) is meant for students who have completed 10+2 or persons who are already employed in the Business Economics related industries. Women and Housewives who are wish to acquire a degree for commanding the respect in work place and within family.
- **3. Duration of the Programme and Support System:** It is an Undergraduate Programme of three years of minimum duration. The Programme is offered both in English and Tamil Medium and only in Tamil Nadu.

S.No	Course	ourse Course Title Credi	Credits	Marks Distribution		
	Code	Course True	Creats	Internal	External	Total
First Y	<i>Y</i> ear					
1	BFTM-11	Tamil	6	25	75	100
2	BFEG-11	Foundation in English	6	25	75	100
3	BBE-11	Micro Economics	8	25	75	100
4	BBE-12	Monetary Economics	6	25	75	100
5	BBEAL-11	Principles of Management	6	25	75	100
Total-I-Year			32	125	375	500
Second Year						
6	BFTM-21	Tamil	6	25	75	100
7	BFEG-21	Foundation in English	6	25	75	100
8	BBE-21	Macro Economics	6	25	75	100
9	BBE-22	Human Resource Management	8	25	75	100
10	BBEAL-21	Economic Statistics	6	25	75	100
11	CCE	Environmental Studies	6	25	75	100
Total-II-Year		38	150	450	600	

Third Year						
12	BBE-31	International Economics	8	25	75	100
13	BBE-32	Fiscal Economics	6	25	75	100
14	BBE-33	Indian Economy	6	25	75	100
15	BBE-34	Entrepreneurial Development	6	25	75	100
16	BBE-35	Managerial Economics	6	25	75	100
Total-III-Year		32	125	375	500	
Total:I+II+III		102	400	1200	1600	

- **i. Evaluation System**: Examination to Bachelors Degree Programme in Business Economics is designed to maintain quality of standard. Theory will be conducted by the University in the identified Examination Centres. For the Assignment students may be permitted to write with the help of books/materials for each Course, which will be evaluated by the Evaluators appointed by the University.
- **ii. Assignment:** Assignment carries 25 marks, consists of Short Answer Questions (150 words) and Long Answer Questions (350 words) for each Course.

Section-A	Three Short-Answer Questions [Each 5- Marks]	3 X 5 = 15 Marks
Section-B	One Long Answer Question[10-Marks]	1 X I0 = 10 Marks
	Total	25 Marks

**iii. Theory Examination:** Students shall normally be allowed to appear for theory examination by completing Practical and Assignment. The Term -End Examination shall Carry Section: A and Section: B and will be of duration 3 hours.

Section-A	Five out of Eight Short-Answer Questions [Each 5- Marks]	5 X 5 = 25 Marks
Section-B	Five out of Eight Short-Answer Questions [Each 10- Marks]	5 X10 = 50 Marks
	Total	75 Marks

- **iv. Passing Minimum:** The Passing minimum is 35 percent in the External Theory for successful completion of each Course.
- **v.** Classification of Successful Candidate: Candidates who pass all the Courses and who secure 60 per cent and above in the aggregate of marks will be placed in the First Class. Those securing 50 per cent and above but below 60 per cent in the aggregate will be placed in the Second Class.
- **5.** Availability of Lab facility: The Programme will be offered through the Learner Support Centre(LSC) maintained by Tamil Nadu Open University. The LSC has the required infrastructural facilities to conduct the Counselling for the students who wish

clear their doubts. There is no lab component in Bachelors Degree Programme in Business Economics

**6. Library Resources:** A well equipped Library is available in the University Head quarters with about 24,000 books and lot of research journals. The Learners Support Centre through which the Degree Programme is to be offered is also equipped will a full fledged library having books and journals related Business Economics.

#### 7. Budget Allocation:

S.No.	Details	Amount in Rs.
1	Programme development and launching cost (Expenditure)	12,27,864
2	Programme Fee charged for 3 years per student (Income)	6,600
3	Examination Fee charged for 3 years (Income) per student	1500
4	Examination expenses per student for 3 years per student (Expenditure)	- 3,600

- **8. Programme Outcomes:** Bachelors Degree Programme in Business Economics has lot of scope in the Business Industries. As outcome Programme students may gain knowledge about the Micro, Micro, Fiscal, International and Monetary Economics aspects. Students further obtain ideas of the Principles of Management ,Human Resource Management and Entrepreneurial Development which will help the students to become entrepreneurs.
- **9. Quality Assurance:** The Quality of the Bachelors Degree Programme in Business Economics is maintained by adopting the curriculum suggested by the UGC. As per UGC guidelines the core courses, three elective courses, three subject specific elective courses, two skill enhancement courses are included in the Programme. The Curriculum of Bachelors Degree Programme in Business Economics was approved by the Board of Studies held on 12<sup>th</sup> August, 2016. As a part of Quality assurance the curriculum for the Programme will be updated once in three years. Necessary steps will be taken to obtain feedback from the students and the Academic Counsellors who are part of the Programme for effective delivery of the Programme.

#### **Detailed Syllabus**

#### **FIRST YEAR**

#### **BBE-11:Micro Economics**

**Blcok-1:Introduction and Scope of Economics-** Distinction between Micro Economics and Macro Economics-Definitions of Economics-Deductive and Inductive Methods-Partial Equilibrium and General Equilibrium-Economics Static and Dynamic.

**Block-2:Theories of Consumption-** Cardinal Utility Theory-Basic Assumptions-Law of diminishing Marginal Utility-Law of Equi- Marginal Utility-Concept of Consumer Surplus and its measurement-Elasticity of Demand and its measurement-Types of Elasticity – Law of Demand-Exceptional Demand Curve-Ordinal Utility Theory-Comparisons between Cardinal and ordinal utility theories-Indifference Curve Theory-Properties-Consumers Equilibrium in term of Indifference Curve Analysis-Price Effect-Income effect and substitutions effect-Griffin Paradox.

- **Block-3: Production and Cost Analysis-** Factors of Production-Laws of Returns-Laws of Returns to Scale-Increasing Return-Diminishing Returns and Constant Returns-Malthusian and Optimum of Theories of Population-Capital Formation-Functions of Entrepreneur- Economics of Scale-Equal Product Curves-Producers Equilibrium in terms of Isoquants- Law of Supply-Average Cost-Marginal Cost-Fixed and Variable Cost-Short run and long run cost curves and their relationship —Concept of Opportunity cost.
- **Block-4: Value Theories-** Marshall's theory of Time Period Analysis-Pricing under Perfect Competition-Monopoly-Monopolistic Competition-Discriminating Monopoly-Duopoly and Oligopoly-Features.
- **Block-5: Distribution Theories-** Marginal Productivity Theories of Distribution-Rent-Ricardian Theory-Modern Theory-Quasi Rent-Wage differentials-Real wage and money wage-Demand and Supply theory of wages-Interest-Classical Theory of Interest-Lonable Funds Theory-Liquidity Preference Theory of Interest-Profit-Gross Profit and Net Profit-Innovation, risk and uncertainty bearing theory of profit.

# **BBE-12:Monetary Economics**

- **Block-1: Introduction, Value of Money and Monetary Standard :**Definition of Money –Evolution of Money-Functions of Money-Forms of Money-Qualities of good money materials-Fisheries quantity theory of Money-Cambridge equation-Savings Investment Theory-Paper Currency Standard-Systems of note issue-Graham's Law- Indian Currency System.
- Block-2: Trade Cycle and Money Supply, Inflation and Deflation: Meaning Causes, effects and control of Trade Cycles-Theories of trade Cycle-Hicks, Hansen, Hawtrey and Keynes-Components of Money Supply-Determinants of Money Supply-Velocity of circulation of money-Demand for Money-Classical View-Keynesian View-Liquidity of Money-Neutrality of Money-Meaning of Inflation-Causes, Types, Effects and Inflationary Measures-Inflationary Gap-Meaning of Deflation-Causes, Types, Effects-Deflationary Gap.
- **Block-3: Commercial Banking:** Functions and Types of Commercial Banks-Role of Commercial Banks in Economic Development-Credit Creation- Nationalisation of Commercial banks-Objectives and performance.
- **Block-4: Central Banking:** Functions of Central Bank-Role of a Central bank in a developing Economy-Objectives and Methods of Credit Control-Limitation-Meaning and Objectives of Monetary Policy.
- Block-5: Reserve Bank of India and Money Market and Capital Market: Recent Trends in the Monetary of Policy of RBI-Promotional Functions towards Agricultural and Industrial Development in India-Meaning of Money Market-Features-Constituents-Features of a Developed Money Market-Status of Indian Money Market-Capital Market-Meaning and Features-Importance-Capital Market and Money market

### **BBEAL-11: Principles of Management**

**Block-1: Management:** Management-Meaning, Features, Functions and Importance-Management Process-Management and Administration-Levels of Management-Evolution of Management Theory-Taylor's Scientific Management Theory, Fayols's Administrative Management Theory, Weber's Bureaucracy Theory, Behavioural Theory and Modern Management Theory- Quantitative Theory, Systems Theory, Contingency Theory and Operational Theory.

- **Block-2: Planning:** Planning- Nature, Characteristics, importance and types-Objectives-Concept of MBO-Planning Premises-Steps in Planning-Approaches to Planning-Forecasting-Decision Making.
- **Block-3: Organisation:** Organisation-Nature and Importance-Theories of Organisation-Types-Line, Staff, Line and Staff, Functional and Committee Organisation-Authority and Responsibility-Delegation- Departmentation -Decentralisation-Group in Organisation-Formal and Informal.
- **Block-4: Staffing:** Staffing-Selection and Training-Motivation and Behaviour-Theories of Motivation-Leadership Theories and Styles-Communication Process-Communication Network-Barrier to Communication.
- **Block-5: Directing:** Directing-Significance-Supervision-Control-Span of Control-Traditional and Modern Devices of Control-Coordination-Need and importance-Principles and Techniques of Coordination.

#### SECOND YEAR

#### **BBE-21: Macro Economics**

- **Block-1: Introduction and national Income Accounts:** Meaning-Definitions-Nature and Scope-Importance-Micro and macro Economics-National Income accounting-Meaning-Concepts-Measurement-Importance of National Income Data-Difficulties in its Measurement
- **Block-2: Employment Theories:** Concept of Employment-Full Employment-Unemployment and underemployment-Types of unemployment-Say's Law of Market and Classical theory of Employment-Keynes Objections and Criticism -Keynesian Theory of Employment-Determinants of Equilibrium level of employment-Aggregate Demand and Aggregate supply function-Principles of Effective demand-Role of Investment.
- **Block-3: Consumption Function and Investment Function:** Meaning-Attributes of Consumption Function-Average and Marginal Propensity to Consume-Factors determining Consumption Function-Objective and Subjective factors-InvestmentFunction-Meaning-Autonomous and Induced Investment-Marginal Efficiency of Capital- Factors determining Marginal Efficiency of Capital- Savings and Investment-rate of Interest.
- Block-4: Trade Cycle, Multiplier, Accelerator and Super Multiplier: Meaning-Characteristics-Phases of Trade Cycle-Effects and Controls of Trade Cycle-Theories of Trade Cycle-Hawbey's Monetary Theory-Hayek's over Investment Theory-Keynesian Theory-Multiplier and Accelerator-Keynes Income Multiplier-Assumptions-Working of Multiplier-Forward and backward-Importance-Keynes's concept of Accelerator-Meaning Assumptions-Factors determining the co efficient of Accelerator-Super Multiplier-Multiplier and Accelerator and their Interaction.
- **Block-5: Economic Growth:** Sources and Features of Economic Growth-Obstacles to Economic Growth-Economic Growth and Technical Progress-Post Keynesian Macro Analysis-Hicks-Hanson Approach-IS & LM Curves and their Application.

# **BBE-22: Human Resource Management**

- **Block-1: Human Resource Management:** Definition, Objectives, Scope and Functions of HRM-Evolution and Development of HRM-Environment of HRM-Strategic HRM-Human resource Planning and Developing Manpower Strategies.
- **Block-2: Recruitment:** Recruitment and Selection Process-Placement, Induction and Socialisation-Staff Training and Development-Career Planning.

**Blcok-3: Motivation:** Motivation and Productivity Theories of Motivation, Tools of Motivation-Job Description, Analysis and Evaluation-Motivation and Job Enrichment-Performance Monitoring and appraisal.

**Blcok-4: Wage:** Wage and Salary Administration-Incentives and Benefits-Employee health and Safety-Employee Discipline-Employee Grievance Landing.

**Blosk-5: Industrial Relations:** Industrial Relations-Trade Union-Collective Bargaining-Employee Empowerment-Industrial Democracy and Worker's Participation in Management.

#### **BBEAL-21: Economic Statistics**

**Block-1: Introduction and Presentation of Data:** Definition-Nature-Scope-Role and Importance of Statistics in various discipline-Singular and Plural characteristics of Statistics-Limitations-Types of Classification-Qualitative and Quantitative classification-Frequency classification-Problems in the construction of a frequency distribution table-Types of Tables-Uses and Limitation of Tabular Presentation-Diagrammatic Presentation-Various Forms-Bar Diagrams- Various Types-Pie Diagram-Pictograms-Graphical Presentations-Histogram-Its Uses.

Block-2: Averages and Measures of Dispersion: Averages and Measures of Central Tendency- Various Types of Statistical Averages-Arithmetic Mean-Geometric Mean-Harmonic Mean-Weighted Average-Median-Mode-Merits and Demerits of all these Averages-Characteristics of a Good Average-Uses of the Averages- Averages not being capable of use for certain problems-Need for the study of the averages of the second order-Range-Quartiles-Deciles-Percentile-Quartile Deviation-Mean Deviation-Standard Deviation-Lorenz Curve-Standard Deviation shown as the best measure-Practical utility of these measure.

**Block-3:** Skewness and Kurtosis and Time Series Analysis: Meaning and Description of Skewness-Need for the Study of Skewness-Absolute and Relative measures of Skewness as given in Pearson and Bowleg-Diagram showing Skewness-Uses, Kurtosis-Meaning and need for the study of the concept-Diagram illustrating Kurtosis-Uses-Time series Analysis-Meaning-Components of Time Series-Trend-Seasonal variation-Cyclical Fluctuations-Irregular Fluctuations-Measurements of these components.

Block-4: Index Numbers, Correlations and Association of Attributes: Meaning and Imperatives-Various Kinds of Index Numbers-Construction of Index Numbers-Problem involved in the constructions-Time Reversal and Factor Reversal Testes-Fisher's Index Number satisfying these test-Use and importance of index numbers-Cost of living-Index Numbers-Uses-Fixed and Chain base Indices-Correlation-Meaning-Coefficient degrees of Correlation and their significance-Measurement of Correlation-Various Methods-Pearson's Co efficient of Correlation-Rank Correlation-Regression-Meaning-Difference between Correlation and Regression Analysis-Uses of Correlation and Regression analysis-Association of Attributes- Meaning and Uses-Class Frequencies-Consistency of Data- Association of Independence of attributes-Association and Disassociation-Y Coefficient of Association-Coefficient of Colligation-Contingency Table.

**Block-5: Elementary Theory of Probability:** Definition of Probability-Addition Theorem-Multiplication Theorem-Normal Distribution-Probable Error-Importance and Uses of normal distribution-Binomial distribution.

#### THIRD YEAR

# **BBE-31:International Economics**

- **Block-1:** Introduction and Theories of International Trade: Features and Importance of International Trade-Internal and International Trade-Comparative cost Theory-Absolute Cost Differences-Equal Cost Differences-Heckscher-Ohlin Theory-Factor Prize Equalization Theory-Role of International Trade in Economics Development-Direct and Indirect Benefits or Gains-Measures and distributions of Gains-The contribution of Trade to Growth and Development.
- **Block-2: Terms of Trade and Commercial Policy:** Meaning and Importance of Terms of Trade -Types of Terms of Trade- Factors influencing Terms of Trade- Free Trade vs Protection-Arguments for and against Protection-Tariffs-Types- Quatos-Types.
- **Block-3: Balance of Trade and Balance of Payments:** Balance of Trade and Balance of Payments-Balance of Payment always balances-Equilibrium and disequilibrium in Balance of Payments-Measures to correct deficit in Balance of Payments.
- **Block-4: Foreign Exchange Market and Exchange Control:** Functions and Transactions-Meaning of Exchange Rate-Determination of Exchange Rate-Purchasing Power Parity Theory- Fixed Exchange Rate-Flexible or Floating Exchange rate-Causes for fluctuations in exchange rate-Exchange Control-Meaning-Objectives-Direct and Indirect Methods-Merits and demerits.
- **Block-5: International Financial Institutions and Trade Agreements :** IBRD or World Bank-Functions-Objectives and its working- India and World Bank-IMF-Functions-Objectives and its working- India and IMF-GATT-WTO-Their Impact on India-Direction and composition of India's Foreign Trade- Role of MNCs in India-Recent Trends in Foreign Trade.

#### **BBE-32:Fiscal Economics**

- **Block-1: Introduction to Public Finance:** Meaning Nature and Scope of Public Finance Private Finance vs Public Finance-Principles of Public Finance The Principles of Maximum Social advantage.
- Block-2: Public Revenue and Public Expenditure: Source of Public Finance- Central and State Government- Cannons of Taxations-Objectives of Taxation –Direct and Indirect Taxes-Proportional, Progressive and Regressive System of Taxation-Incidence of Taxation-Import, Shifting and incidence of specific taxes-Taxable Capacity-Specific Taxes-Income Tax—Personal and Corporate-Excise Duty-Capital gains Tax-Custom Duties-Value Added Tax-Modified Value Added Tax-Sales Tax-Agricultural Income Tax-Property Tax-Wealth Tax-Expenditure Tax-Estate Duty-Gift Tax-Meaning of Public Expenditure, Importance and Its Objectives-Cannons of Public expenditure-Effects of Public Expenditure-Growth of Public Expenditure-Control of Public Expenditure.
- **Block-3: Public Dept:** Meaning-Forms-Need-Classification and Burden of Public Debt-Methods of Redeeming Public Debt-Role of Public Debt in Developing Country-Causes of growth of Public Debt in Indian.
- **Block-4: Fiscal Policy and Financial Administration:** Meaning, Objectives and Instruments of Fiscal Policy-Fiscal Policy in a Developing Economy-Meaning of Financial Administration, Instruments, importance and Principles of Budgeting-Characteristics of a good budget-Preparation of Budget- Budgeting in India-Meaning of Deficit Finance-Objectives-Need-Effects-Limitations-Deficit Financing in India.

**Block-5:** Federal Finance and Local Finance: Meaning-Principles of Federal Finance, Financial relations between Centre and States in India-Centre and state Financial relationship and its conflict-Recommendation of the recent Finance Commissions-Local finance-Meaning, Functions and Sources of Finance to local Governments in India-Problem of local finance-Suggestion for its improvement.

#### **BBE-33: Indian Economy**

Block-1: Introduction, Human Resources and National Income: Characteristics of developing or underdeveloped economy-Basic features of Indian Economy- India as a Mixed Economy since Independence-Human Resources-Demographic features of India-Population and Economic Development-Population Policy of the Government of India-Human Capital Formation and Economic Development-National Income-Measurement-Trends-Composition and Structure-Problems in Measurement-Recent Trends in National Income.

Block-2: Agriculture and History: Importance-Contribution to Economic Development-Agriculture Production and Productivity-Land Reforms-Green Revolution- New Agricultural Strategy in the context of Economic Reforms-Evaluation of recent Agricultural Policy of the Government of India- Industrial development in India-Industrial Policy of 1948, 1956, 1977 and 1991-Role of Industries in Economic Development-Cottage Industries, Small Scale Industries and Large Scale Industries-Evaluation Industrial Policy since 1991-Role of Public Sector Enterprises in India-Liberalisation-Privatisation and Globalisation.

Block-3: Labour, Employment and Planning in India: Agricultural Labour and Industrial Labour-Industrial Relations-Social Security Measures-Unemployment Problem-Magnitude-Causes-Remedies-Government Policy towards Unemployment-Planning in India-Objectives-Strategy-Achievements and Failures-Agricultural and Industrial Development during Plan period.

**Block-4: Foreign Trade and Foreign Capital:** Importance of Foreign Trade- Recent Trends in Exports and Imports -Composition and direction of India's Foreign Trade -India and WTO -Role of Foreign Capital in India's Economic Development -Foreign Direct Investment-Multinational Corporation-Foreign exchange reserves and its trends in recent years.

**Block-5: Poverty and Human Rights:** Meaning of Policy-Magnitude-Poverty Line-Causes-Remedial Measures-Poverty Alleviation Programme in recent Years-Regional Disparities in Economic Development-Meaning of Human Rights -Philosophy of Human Rights-Constitutional Framework- Nature of Human Rights-Civil, Political, Economic ,Social and Cultural Rights-Human Rights in India-Protection of Human Rights Act 1993-Role of Judiciary in the protection of Human Rights.

# **BBE-34: Entrepreneurial Development**

**Block-1:** Meaning, Importance and Functions of Entrepreneurs: Meaning of Entrepreneur-Theories-Classical-Schumpeter's Innovation Theory-Other Modern Theories-Role and Importance of Entrepreneurship-Characteristics of an Entrepreneur-Relationship between Entrepreneurs, Entrepreneurial, Entrepreneurship-Functions of Entrepreneur-Types of Entrepreneur-Classification of Entrepreneur.

**Block-2: Policies and Programmes on Entrepreneur Development:** Evolution of Indian Entrepreneurship-Role of Entrepreneurship in Economic Development-Role of Government and Non Government Organisation-Policies and Programmes on Entrepreneur Development-Industry Policy-Small Scale Entrepreneurs-Small Scale Industry and Indian Economic Development-Concessions-Incentives and subsidies of

small scale industries-SIDBI-Problem of SSE in the content of Multi National Corporation.

Block-3: Project Appraisal and Women Entrepreneurs: Project Appraisal-Classification of Projects-Appraisal-Formation of Business Idea-Contents of Project Report-Women Entrepreneurs-Definition-Problems of Women Entrepreneurs-Opportunities of Women Entrepreneurs-Future of Women Entrepreneurs-Rural Entrepreneurship-Definition- Problems-Remedies-Marketing of Association of Lady Entrepreneurs-Future of Rural Enterprises.

**Block-4: Source of Finance and Market Structure:** Management-Business Analysis-Evaluation of Marketing-Forecasting Techniques-Market Structure-Classification of Goods and Services- Inventory Management- Financial Analyses- break Even Analyses-Sources of Finance- Financial Institutions-Problems and Remedies-Role of Commercial Bank.

Block-5: Entrepreneurial Development Programme in India: Entrepreneurial Development Programme in India-EDP Cell, DICs, KVIC, DRPA, TRYSEM, JRY, SISI, SIDCs-Other National, State and District Level Developmental Programmes-Entrepreneurial Development in Tamil Nadu- State Financial Corporation-SIPCOT-ITCOT-SIDC-SIET Etc-Industrial Policy and Entrepreneur Development-Tamil Nadu Economic Development-Various Programme.

## **BBE-35:Managerial Economics**

**Block-1: Introduction:** Definition-Nature-Scope of Managerial Economics-Economics and Managerial Economics-Role and Responsibilities of a Managerial Economist-Relationship with Other Subjects.

Block-2: Consumer Behaviour and Demand Forecasting: Approaches to Consumer Behaviour-Law of Diminishing Marginal Utility-Law of Equi Marginal Utility-Law of demand-Demand Distractions-Derived Demand-Autonomous Demand-Industry Demand-Company Demand-Short run and Long run demand-Elasticity of Demand-Types-Income-Price-Advertising-Cross-Measurement of Elasticity of demand-Factors determining Elasticity of demand-Uses of the concept of Elasticity of Demand-Demand or Sales Forecasting-Meaning-Factors involved in Forecasting-Importance-Methods of Forecasting for an established product and new product.

**Block-3: Theories of Modern Firm:** Objectives of a Modern Firm-Baumol's Sales maximisation-Principles-Profit Maximization -Utility Maximization - Growth Maximization- Long run Survival-Satisfying Behaviour.

**Blcok-4:** Cost: Cost Analysis-Cost Concepts-Classification-Cost-Out put Relationship-Pricing Methods-Pioneer Pricing-Skimming Pricing-Penetration Pricing-Full Cost Pricing-Marginal Pricing-Differential Pricing-Price Lining-Product Line Pricing-Pricing for multi product firms-Price Forecasting.

**Block-5: Profit, Business Cycle and National Income:** Nature of Profit-Profit Planning and Control-Profit Budget-Break Even Analysis-Uses and Limitations of Break Even Analysis-Rate of Return on Investment-Profit Forecasting-Business Cycle Phases-Evil Effects-Preventive Measures-Relief Measures-National Income-Methods of Calculating National Income Analysis to Business People.

**Note:** The Syllabus for Foundation Course in Tamil and English are adopted from School of Humanities and School of Tamil and Cultural Studies.