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NOVEMBER-2017 COMMERCE - II SOLVED PAPER 4. UGC CBSE NET EXAM NOVEMBER-2017 COMMERCE - III SOLVED PAPER 5. UGC CBSE NET EXAM JANUARY-2017 COMMERCE - II SOLVED PAPER 6. UGC CBSE NET EXAM JANUARY-2017 COMMERCE - III SOLVED PAPER 7. UGC CBSE NET EXAM JULY-2016 COMMERCE - II SOLVED PAPER 8. UGC CBSE NET EXAM JULY-2016 COMMERCE - III SOLVED PAPER 9. UGC CBSE NET EXAM DECEMBER -2015 COMMERCE - II SOLVED PAPER 10. UGC CBSE NET EXAM DECEMBER -2015 COMMERCE - III SOLVED PAPER 11. UGC CBSE NET EXAM JUNE-2015 COMMERCE - II SOLVED PAPER 12. UGC CBSE NET EXAM JUNE-2015 COMMERCE - III SOLVED PAPER 13. UGC CBSE NET EXAM DECEMBER -2014 COMMERCE - II SOLVED PAPER 14. UGC CBSE NET EXAM DECEMBER -2014 COMMERCE - III SOLVED PAPER 15. UGC NET EXAM JUNE-2014 COMMERCE - II SOLVED PAPER 16. UGC NET EXAM JUNE-2014 COMMERCE - III SOLVED PAPER 17. UGC NET EXAM DECEMBER -2013 COMMERCE - II SOLVED PAPER 18. UGC NET EXAM DECEMBER -2013 COMMERCE - III SOLVED PAPER 19. UGC NET EXAM JUNE-2013 COMMERCE - II SOLVED PAPER 20. UGC NET EXAM JUNE-2013 COMMERCE - III SOLVED PAPER 21. UGC NET EXAM DECEMBER -2012 COMMERCE - II SOLVED PAPER 22. UGC NET EXAM DECEMBER -2012 COMMERCE - III SOLVED PAPER 23. UGC NET EXAM JUNE-2012 COMMERCE - II SOLVED PAPER 24. UGC NET EXAM JUNE-2012 COMMERCE - III SOLVED PAPER 25. UGC NET EXAM DECEMBER -2011 COMMERCE - II SOLVED PAPER 26. UGC NET EXAM JUNE-2011 COMMERCE - II SOLVED PAPER UNIVERSITY GRANTS COMMISSION NET BUREAU NET SYLLABUS Subject: Commerce Code No. : 08 Unit 1: Business Environment and International Business Unit 2: Accounting and Auditing Unit 3: Business Economics Unit 4: Business Finance Unit 5: Business Statistics and Research Methods Unit 6: Business Management and Human Resource Management Unit 7: Banking and Financial Institutions Unit 8: Marketing Management Unit 9: Legal Aspects of Business Unit 10: Income-tax and Corporate Tax Planning Unit 1: Business Environment and International Business □ Concepts and elements of business environment: Economic environment- Economic systems, Economic policies (Monetary and fiscal policies); Political environment- Role of government in business; Legal environment- Consumer Protection Act, FEMA; Socio-cultural factors and their influence on business; Corporate Social Responsibility (CSR) □ Scope and importance of international business; Globalization and its drivers; Modes of entry into international business □ Theories of international trade; Government intervention in international trade; Tariff and non-tariff barriers; India's foreign trade policy □ Foreign direct investment (FDI) and Foreign portfolio investment (FPI); Types of FDI, Costs and benefits of FDI to home and host countries; Trends in FDI; India's FDI policy □ Balance of payments (BOP): Importance and components of BOP □ Regional Economic Integration: Levels of Regional Economic Integration; Trade creation and diversion effects; Regional Trade Agreements: European Union (EU), ASEAN, SAARC, NAFTA □ International Economic institutions: IMF, World Bank, UNCTAD □ World Trade Organisation (WTO): Functions and objectives of WTO; Agriculture Agreement; GATS; TRIPS; TRIMS Unit 2: Accounting and Auditing □ Basic accounting principles; concepts and postulates □ Partnership Accounts: Admission, Retirement, Death, Dissolution and Insolvency of partnership firms □ Corporate Accounting: Issue, forfeiture and reissue of shares; Liquidation of companies; Acquisition, merger, amalgamation and reconstruction of companies □ Holding company accounts □ Cost and Management Accounting: Marginal costing and Break-even analysis; Standard costing; Budgetary control; Process costing; Activity Based Costing (ABC); Costing for decision-making; Life cycle costing, Target costing, Kaizen costing and JIT □ Financial Statements

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inclusion □ Digitisation of banking and other financial services: Internet banking; mobile banking; Digital payments systems □ Insurance: Types of insurance- Life and Non-life insurance; Risk classification and management; Factors limiting the insurability of risk; Re-insurance; Regulatory framework of insurance- IRDA and its role Unit 8: Marketing Management □ Marketing: Concept and approaches; Marketing channels; Marketing mix; Strategic marketing planning; Market segmentation, targeting and positioning □ Product decisions: Concept; Product line; Product mix decisions; Product life cycle; New product development □ Pricing decisions: Factors affecting price determination; Pricing policies and strategies □ Promotion decisions: Role of promotion in marketing; Promotion methods - Advertising; Personal selling; Publicity; Sales promotion tools and techniques; Promotion mix □ Distribution decisions: Channels of distribution; Channel management □ Consumer Behaviour; Consumer buying process; factors influencing consumer buying decisions □ Service marketing □ Trends in marketing: Social marketing; Online marketing; Green marketing; Direct marketing; Rural marketing; CRM □ Logistics management Unit 9: Legal Aspects of Business □ Indian Contract Act, 1872: Elements of a valid contract; Capacity of parties; Free consent; Discharge of a contract; Breach of contract and remedies against breach; Quasi contracts; □ Special contracts: Contracts of indemnity and guarantee; contracts of bailment and pledge; Contracts of agency □ Sale of Goods Act, 1930: Sale and agreement to sell; Doctrine of Caveat Emptor; Rights of unpaid seller and rights of buyer □ Negotiable Instruments Act, 1881: Types of negotiable instruments; Negotiation and assignment; Dishonour and discharge of negotiable instruments □ The Companies Act, 2013: Nature and kinds of companies; Company formation; Management, meetings and winding up of a joint stock company □ Limited Liability Partnership: Structure and procedure of formation of LLP in India □ The Competition Act, 2002: Objectives and main provisions □ The Information Technology Act, 2000: Objectives and main provisions; Cyber crimes and penalties □ The RTI Act, 2005: Objectives and main provisions □ Intellectual Property Rights (IPRs) : Patents, trademarks and copyrights; Emerging issues in intellectual property □ Goods and Services Tax (GST): Objectives and main provisions; Benefits of GST; Implementation mechanism; Working of dual GST Unit 10: Income-tax and Corporate Tax Planning □ Income-tax: Basic concepts; Residential status and tax incidence; Exempted incomes; Agricultural income; Computation of taxable income under various heads; Deductions from Gross total income; Assessment of Individuals; Clubbing of incomes □ International Taxation: Double taxation and its avoidance mechanism; Transfer pricing □ Corporate Tax Planning: Concepts and significance of corporate tax planning; Tax avoidance versus tax evasion; Techniques of corporate tax planning; Tax considerations in specific business situations: Make or buy decisions; Own or lease an asset; Retain; Renewal or replacement of asset; Shut down or continue operations □ Deduction and collection of tax at source; Advance payment of tax; E-filing of income-tax returns

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