



RKDF UNIVERSITY , BHOPAL
Bachelor of Commerce (B.COM) - Honours
SCHEME
Eighth Semester
Academic Session 2025-26

S.No	Subject Code	Subject Name	Marks Distribution					Credits
			CAA (Continuous Assessment & Assignment)	Theory Marks	Practical Marks		Total Marks	
					Max	Min		
1	BCOM-801/M1T Major (Core)	Advanced Statistical Analysis	40	60	-	-	100	06
2	BCOM-802/M2T	Functional Management	40	60	-	-	100	04
3	BCOM-803	Research Project	20	-	80	40	100	10
Grand Total			100	120	80	-	300	20



RKDF UNIVERSITY, BHOPAL

Bachelor of Commerce

Eighth Semester

Course	Category	Subject	Subject Code
B.Com	Major	Advanced Statistical Analysis	BCOM-801/M1T
Total Credit: 6		Max.Marks:100 (Internal:40+External:60)	

Course Learning Outcomes:

After completion of this course the student is able to:

1. To develop an understanding of the theory of probability, rules of probability and probability distributions.
2. To comprehend the decision making process under uncertainty using statistical tools.
3. To become aware of the concepts in sampling, sampling distributions and estimation.
4. To understand the meaning and process of hypothesis testing including one-sample and two-sample tests.
5. To appreciate the importance and application of non-parametric tests in hypothesis testing.
6. To apply correlation and regression analysis including both simple and multiple correlation and regression in the real life case situations using available software packages.

Syllabus

Unit	Topics	No. of Lectures
1	Theory of Probability and Probability Distributions: Approaches to calculation of probability. Marginal, joint and conditional probabilities; Probability rules; Bayes' theorem; Expected value and standard deviation of a probability distribution; Standard probability distributions - Binomial, Poisson, and Normal. संभाव्यता का सिद्धांत और संभाव्यता वितरण: संभाव्यता की गणना के दृष्टिकोण। सीमांत, संयुक्त और सशर्त संभावनाएँ संभाव्यता नियम; बेयस प्रमेय: संभाव्यता वितरण का अपेक्षित मान और मानक विचलन: मानक संभाव्यता वितरण द्विपद, पॉइसन और सामान्य	18
2	Statistical Decision Theory: Decision-making process. Payoff and Regret tables. Decision rules under risk and uncertainty; Expected value approach and EVPI; Marginal analysis; Decision-tree analysis. सांख्यिकीय निर्णय सिद्धांत: निर्णय लेने की प्रक्रिया। भुगतान और पछतावा तालिकाएँ। जोखिम और अनिश्चितता के तहत निर्णय नियम: अपेक्षित मूल्य दृष्टिकोण और EVPI, सीमांत विश्लेषण; निर्णय-वृक्ष विश्लेषण।	18
3	Sampling Distributions and Estimation: Sampling concepts; Types of sampling techniques; Sampling distribution of means and proportions; Central Limit Theorem. Point and interval estimation; Properties of a good estimator, Confidence intervals for means; Confidence intervals for proportions; Sample size determination. नमूना वितरण और अनुमान: नमूना अवधारणाएँ: नमूना तकनीक के प्रकार, माध्य और अनुपात का नमूना वितरण: केंद्रीय सीमा प्रमेय। बिंदु और अंतराल अनुमान, एक अच्छे अनुमानक के गुण: माध्य के लिए विश्वास अंतराल, अनुपात के लिए विश्वास अंतराल, नमूना आकार निर्धारण।	18
4	Hypothesis Testing: Steps of hypothesis testing. One and two-tailed tests. Type I and type II Errors; Power of a test; Calculation and use of p-value. One Sample Tests: Means and proportions. Two-sample Tests: Tests for difference between means Independent samples; Small samples; Dependent samples; Testing of difference between proportions. परिकल्पना परीक्षण: परिकल्पना परीक्षण के चरण। एक और दो-पूंछ वाले परीक्षण। टाइप I और टाइप II त्रुटियाँ, परीक्षण की शक्ति: पी-मान की गणना और उपयोग। एक नमूना परीक्षण: माध्य और अनुपात। दो-नमूना परीक्षण: माध्य के बीच अंतर के लिए परीक्षण स्वतंत्र नमूने छोटे नमूने, आश्रित नमूने: अनुपातों के बीच अंतर का परीक्षण।	18
5	Analysis of Variance and Non-Parametric Tests: F-test of equality of variances; One-factor ANOVA; Chi-square test for Independence and for Goodness-of-fit. Sign test, One-sample runs test. विचरण और गैर-पैरामीट्रिक परीक्षणों का विश्लेषण: विचरण की समानता का एफ-परीक्षण; एक-कारक एनोवा: स्वतंत्रता और गुडनेस ऑफ फिट के लिए कार्ई-स्क्वायर परीक्षण। साइन टेस्ट, वन-सैंपल रन टेस्ट।	18
Keywords/Tags: Regression, Interpolation, Association of Attributes, Probability, Sampling Quality Control, Research Methodology प्रतीपगमन, अन्तर्गणन एवं बाह्यगणन, गुण संबंध, प्रायिकता, प्रतिदर्श, गुणवत्ता नियंत्रण, रणनीति और। अनुसंधान पद्धति		

Recommended Reference Books:

1. Gupta & Gupta, Business Statistics, Himalaya Publication House
2. Dr. N.P. Agrawal, Advanced statistical Analysis, Ramesh book depot
3. S.P. Gupta, Statistical Methods, Sultan Chand & sons

4. Chakrabarty, S.K, Business Statistics, New Age International (P) Ltd., Publishers
5. Mc Clave, Benson Statistics for Business and Economics, Prentice Hall Publication.
6. Jack Levin, James Alan Fox, Elementary Statistics in Social Research, Pearson Education.
7. Sanjiv Jaggia, Alison Kelly, Business Statistics, McGraw Hill
8. D. P. Apte, Statistics for Managers, Excel Publication

Suggestive digital platforms, web links:

<https://www.ddegjust.ac.in/studymaterial/mcom/mc-106.pdf>

<https://ug.its.edu.in/sites/default/files/Business%20Statistics.pdf>

https://www.wbnsou.ac.in/online_services/SLM/PG/MCOM-14.pdf

[https://ddceutkal.ac.in/Downloads/UG_SLM/Commerce/Business Statistics.pdf](https://ddceutkal.ac.in/Downloads/UG_SLM/Commerce/Business_Statistics.pdf)

<https://mu.ac.in/wp-content/uploads/2021/08/MMS-Business-Statistics-1.pdf>

<https://www.ddegjust.ac.in/2022/2/mba-1st/MBA-102%20book.pdf>

<http://anucde.info/thirdsem/307BCO21.pdf>



RKDF UNIVERSITY, BHOPAL

Bachelor of Commerce

Eighth Semester

Course	Category	Subject	Subject Code
B.Com	Minor	Functional Management	BCOM-802/M2T
Total Credit: 4		Max.Marks:100 (Internal:40+External:60)	

Course Learning Outcomes:

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

- 1.The student will develop a basic understanding about, utility and working system of functional management in Indian Scenario.
2. Students will learn and gain a comprehensive understanding of financial management,, financial planning and financial planning and capitalization.
3. Students will acquire knowledge about various concepts of marketing management, marketing mix, advertising management, sales promotion and Modern Marketing Concepts.
4. The student will learn the process of recruitment, selection and training of employees.
5. Students will acquire knowledge about various concepts of marketing management, marketing mix, advertising management, sales promotion and Modern Marketing Concepts.
6. Students will learn and develop their skills and knowledge of personnel management, manpower planning, sources of recruitment, selection, training and development and formulation of effective personnel management methods.
7. The students will come to know about the concept of production management, production planning and process of new product development.

Syllabus

Unit	Topics	No. of Lectures
I	Functional Management: concept, nature, objectives, functions and scope of Functional Management. Need, utility and working system and Present Scenario of functional management in Indian industries. Strategic Management: Meaning, Need, Importance, Process and Role of C.E.O कार्यात्मक प्रबंधन: कार्यात्मक प्रबंधन की अवधारणा, प्रकृति, उद्देश्य, कार्य और क्षेत्र। भारतीय उद्योगों में कार्यात्मक प्रबंधन की आवश्यकता, उपयोगिता एवं कार्य प्रणाली एवं वर्तमान परिदृश्य। रणनीतिक प्रबंधन सी.ई.ओ. का अर्थ, आवश्यकता, महत्व, प्रक्रिया और भूमिका	12
II	Financial Management: Financial Management: Concept, Nature and Objectives, Functions of Financial Manager, Financial Planning characteristics of a sound financial plan. capitalization, source of capital, fixed capital and working capital. वित्तीय प्रबंधन: अवधारणा, प्रकृति और उद्देश्य, वित्तीय प्रबंधक के कार्य, वित्तीय योजना, एक सुदृढ़ वित्तीय योजना की विशेषताएं। पूंजीकरण, पूंजी का स्रोत, स्थिर पूंजी और कार्यशील पूंजी।	12
III	Marketing Management: Concept, Nature and scope of marketing management. Functions of marketing management. marketing mix, Advertising management meaning, objective, functions and scope, media of advertising, selection of an advertising media. Sales promotion-meaning, importance, limitation and methods of sales promotion. विपणन प्रबंधन: विपणन प्रबंधन की अवधारणा, प्रकृति और क्षेत्र। विपणन प्रबंधन के कार्य। विपणन मिश्रण, विज्ञापन प्रबंधन - अर्थ, उद्देश्य, कार्य और दायरा, विज्ञापन का मीडिया, विज्ञापन मीडिया का चयन। विक्रय संवर्धन- विक्रय संवर्धन का अर्थ, महत्व, सीमा एवं विधियाँ।	12
IV	Personnel Management: Concept, functions, scope and importance. Manpower planning- concept and significance, sources of recruitment of employees, recruitment policy. Selection procedure, importance of employees training, methods of training. कार्मिक प्रबंधन: अवधारणा, कार्य, क्षेत्र और महत्व। जनशक्ति नियोजन - अवधारणा एवं महत्व, कर्मचारियों की भर्ती के स्रोत, भर्ती नीति। चयन प्रक्रिया, कर्मचारियों के प्रशिक्षण का महत्व, प्रशिक्षण के तरीके।	12
V	Production management: concept importance scope and functions. Types of production system, concept of production planning, objectives, elements, and steps, procedure of production control, process of new product development, concept of product diversification, standardization, simplification and specialization. उत्पादन प्रबंधन: अवधारणा महत्व क्षेत्र और कार्य। उत्पादन प्रणाली के प्रकार, उत्पादन योजना की अवधारणा, उद्देश्य, तत्व और चरण, उत्पादन नियंत्रण की प्रक्रिया, नए उत्पाद विकास की प्रक्रिया, उत्पाद विविधीकरण की अवधारणा, मानकीकरण, सरलीकरण और विशेषज्ञता	12
Keywords/Tags : Functional Management, Financial Management, Marketing Management, Personnel Management, Production Management. निवेश, अटकले, प्रतिभूति विश्लेषण, पोर्टफोलियो प्रबंधन, बांड और मूल्यांकन		

Recommended Reference Books:

1. Aswathappa k. - Production and operation management, Himalaya publication House,
2. Arora Mukta-Functional management, University book house Pvt. Ltd, Jaipur.
3. Beach Dale S.- Personnel management, Himalaya publishing company, New Delhi.
4. Nigam Priti V. - Functional management, Himalaya publishing house, Mumbai.
5. Philip Kotler, Marketing Management, Prentice Hall, India, New Delhi
6. K. Aswathappa, Production and Operations Management, Himalaya Pub. House.
7. Sharma F.C, Smriti Khurasiya - functional management, S.B.P.D. Agra.
8. Subba Rao P. - Human resource management, Himalaya publishing company, New Delhi.

Suggestive digital platforms, web links:

<https://educatererindia.com/wp-content/uploads/2017/08/Functional-Management.pdf>

<https://www.msuniv.ac.in/Download/Pdf/bb645e46fd34422>

<https://www.distanceeducationju.in/pdf/mcom1.pdf>

<https://www.distanceeducationju.in/pdf/mcom2.pdf>

[https://www.vssut.ac.in/lecture notes/lecture1429900757.pdf](https://www.vssut.ac.in/lecture%20notes/lecture1429900757.pdf)

[https://mdu.ac.in/UpFiles/UpPdfFiles/2020/Jan/Financial Management.pdf](https://mdu.ac.in/UpFiles/UpPdfFiles/2020/Jan/Financial%20Management.pdf)

<https://www.slideshare.net/MargratCR/functions-of-management-71192292>

<https://egyankosh.ac.in/bitstream/123456789/53129/1/Block5%20FUNCTIONAL%20AREAS%20OF%20MANAGEMENT.pdf>