



RKDF UNIVERSITY , BHOPAL
Master of Commerce (M.COM)
SCHEME
Second 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	MCOM-201	Advanced Statistical Analysis	40	18	60	27	-	-	100	05
2	MCOM-202	Advances in Management	40	18	60	27	-	-	100	05
3	MCOM-203	Research Methodology	40	18	60	27	-	-	100	05
4	MCOM-204	Industrial Relation and Labour Laws	40	18	60	27	-	-	100	05
5	MCOM-205 VAC-1	Introduction to Intellectual Property Rights	20	09	-	-	80	40	100	02
	MCOM-205 VAC-2	E-business Fundamentals								
	MCOM-205 VAC-3	Human Values and Citizenship Behaviour								
Grand Total			180		240		80	-	500	22

Note: The student has to opt for any one Vocational Subject.



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Second Semester

Course	Category	Subject	Subject Code
M.Com	Core-I	Advanced Statistical Analysis	MCOM-201
Total Credit: 5		Max.Marks:100 (Internal:40+External:60)	

Course Learning Outcomes:

On Successful Completion of This Course, the Students will be able:

1. To develop understanding of the theory of probability and probability distributions.
2. To knowledge about this concept of sampling, sampling distributions and estimation.
3. To understand the concept and process of hypothesis testing including one sample and two Sample test.
4. To appreciate the importance and application of non-parametric test in hypothesis testing.
5. To understand correlation, regression, analysis of variance and non-parametric test.
6. To comprehend the decision-making process under uncertainty using statistical tools.

Syllabus

Unit	Topics	No. of Lectures
I	Indian Statistics:- History of statistics in India, Central Statistical Organisation (CSO), National Sample Survey Organisation (NSSO), General demerits of Indian statistics, remedies for eliminate demerits of Indian statistics. Probability- Theory of Probability and Probability Distributions: Concept and importance of probability, Approaches to calculation of probability, joint, and conditional probabilities, probability rules, Bayes theorem. Probability distributions - Binomial, Poisson, and normal.	15
II	Interpolation and Extrapolation, Association of attributes: Coefficient of Association of attributes.	15
III	Sampling and Sampling Distributions:- Concept, importance and types of sampling techniques, random sampling, large and small sample, sampling distribution of mean and proportions, central limit theorem, point and intervals for means, properties of a good estimator, confidence intervals for proportions, sample size and determination.	15
IV	Hypothesis Testing:- Concept, importance, types, and steps of hypothesis testing, chi-square test, One-Sample Tests: Means and proportions, two-Sample Tests, Tests for difference between, independent samples, small samples, dependent samples. Analysis of Variance and Non-Parametric Tests:- One-factor ANOVA (Completely Randomized Model) and two-factor ANOVA without replication (Randomized Block Model).	15
V	Statistical Decision Theory:- Decision-making process, payoff and regret tables, decision rules under risk and uncertainty, expected value approach, marginal analysis, decision-tree analysis, business forecasting and time series analysis.	15
Keywords/Tags: Probability distributions, Sampling distributions, Hypothesis testing, ANOVA Non-parametric tests, Decision theory		

Recommended Reference Books:

1. Chakrabarty, S.K., Business Statistics, New Age International (P) Ltd., Publishers
2. D. P. Apte, Statistics for Managers, Excel Publication
3. Dr. N.P. Agrawal, Advanced Statistical Analysis, Ramesh Book Depot
4. Gupta & Gupta, Business Statistics, Himalaya Publishing House
5. J.K. Sharma, Business Statistics, 5th edition, Vikas Publishing House Pvt. Ltd.
6. Jack Levin, James Alan Fox, Elementary Statistics in Social Research, Pearson Education
7. McClave, Benson Statistics for Business and Economics, Prentice Hall Publication
8. S. P. Gupta, Statistical Methods, Sultan Chand & Sons



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Second Semester

Course	Category	Subject	Subject Code
M.Com	Core-II	Advances in management	MCOM-202
Total Credit: 5		Max.Marks:100 (Internal:40+External:60)	

Course Learning Outcomes:

On Successful Completion of This Course, the Students will be able:

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.
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. 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: Philosophy of functional management in Indian religion. Concept, Nature, Objective, Function and scope of Functional Management, Evolution and Significance in Modern Organization, Need and Utility, Working system and Present Scenario of Functional Management in Indian Industries. Financial Decision: Financing Decision, Investment Decision, Dividend Decision	15
II	Financial Management: Concept, Nature and Objectives. Functions of Financial Manager, Financial Planning, Characteristics of a sound financial problem, Financial Plan in Indian Industries.	15
III	Marketing Management: Concept, Nature and Scope of marketing management, Function of Marketing Management, Marketing Mix. Advertising Management-Meaning, Objective, Function, and scope, Media of advertising, Selection of an advertising media. Sales promotion- Meaning, importance, limitation and methods of sale promotion.	15
IV	Personnel Management: Concept, Function, scope and importance Manpower Planning: Concept and significance, sources of recruitment, recruitment policy. Selection- Meaning, Importance and procedure, Training and its methods in India.	15
V	Production Management: Concept, Importance, scope and functions. Production Planning- concept, objective, elements and its steps, procedure of production control, process of new product development, Meaning and function of production manager.	15
Keywords/Tags: Management, Functional, Financial, Marketing, Personnel and Production Management.		

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. Sharma F.C, Smriti Khurasiya - functional management, S.B.P.D. Agra.
7. Subba Rao P. Human resource management, Himalaya publishing company, New Delhi.
8. सुधा, डॉ.जी. एस. क्रियात्मक प्रबंध, रमेश बुक डिपो, जयपुर।



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Second Semester

Course	Category	Subject	Subject Code
M.Com	Core-III	Research Methodology	MCOM-203
Total Credit: 5		Max.Marks:100 (Internal:40+External:60)	

Course Learning Outcomes:

On successful completion of this course, students will be able -

1. Understand the Basics in research methodology and applying them in the research/project work.
2. Select an appropriate research design.
3. Developed advance critical thinking skills
4. Demonstrate enhanced writing skills.
5. Demonstrate the ability to choose methods appropriate to Research objectives.

Syllabus

Unit	Topics	No. of Lectures
I	Introduction to Research: Ancient Research Traditions in India, Definition, nature, scope and significance of Research Types of research, Characteristics of a good research. Qualities of researchers, problems faced by researcher, introduction to review of literature,	15
II	Research Process: Definition of research problem, component of research problem, title formulation, hypothesis, types of hypothesis, procedure for hypothesis testing, important parametric and non-parametric test.	15
III	Research and Sampling design: Meaning, need, importance and features of research design, types of research design, developing a research plan. Sampling design, criteria of selecting a sampling procedure, characteristics of good sample design, sampling error, sampling methods.	15
IV	Measurement and scaling, method of collection of primary and secondary data, process of questionnaire design; processing of data-editing, coding, classification and tabulation.	15
V	Analysis and report writing: Analysis of data, preparation of synopsis, report writing, essentials, structure/layout, presentation of result, ethical norms in research, writing of research paper, plagiarism.	15
Keywords/Tags: Research, Research process, Research Design, Question, Hypothesis, Literature Review, Synopsis, Research paper.		

Recommended Reference Books:

1. Research Methodology-Panneerselvam R- Prentice Hall Pub.
2. Research methodology (Concepts, methods, Techniques & SPSS)- Dr. Priti R. Majhi, Dr. Prafull-Himalaya publishing house.
3. Essentials of research design & Methodology-Geoffrey R. Marezyk-Wiley Pub.
4. Research Methodology Kumar-Pearson Pub.
5. Fundamental of Research Methodology and statistics-Yogesh Singh - New Age Pub.
6. Kothari, C.R.- Research Methodology, New Age International Publications.
7. जैन, बी.एम.- अनुसंधानपद्धति ।
8. त्रिवेदी, आर. एल, शोधपद्धतिया, कोठारीयुक्डिपो, जयपुर।
9. कोठरी, सी. आर. शोधपद्धति, न्यूएजपब्लिकेशन ।



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Master of Commerce

Second Semester

Course	Category	Subject	Subject Code
M.Com	Core-IV	Industrial Relation and Labour Laws	MCOM-204
Total Credit: 5		Max.Marks:100 (Internal:40+External:60)	

Course Learning Outcomes:

On successful completion of this course, students will be able –

- 1.To introduce the concept of industrial relation concepts its theories and evolution and the trade union act 1926.
2. To inform student regarding grievance handling, Tripartite and bipartite bodies, anatomy of industrial disputes.
3. To provide in-depth knowledge regarding collective bargaining and related concepts.
4. To develop understanding regarding industrial relations in different countries and introduce industrial dispute act and Factories Act.
5. To imbibe how to interact, negotiate and transact with trade union balancing and improving the relation between employer and the employees.
6. To acquaint with the basic legal framework envisaged under the statues for compensation and welfare of employees in different modes.
7. To provide the insights about reforms in industrials relation in India and also providing knowledge about the latest amendment in compensation laws in India.

Syllabus

Unit	Topics	No. of Lectures
I	Industrial Relation: History of industrial relations in India, Industrial Relation before and after independence of India. Concept, nature, need and importance of Industrial Relations in India. Industrial Relations system in India- Structure and its evaluation, models of Industrial relations.	15
II	Indian factories act 1948: provision regarding working hours, working condition, maternity benefits, health, safety and labour welfare of employees, Compensation management process, form of pay, financial and non-financial compensation, compensation strategies, provision of workmen's compensation act.	15
III	Industrial dispute Resolution and Grievance Redressal: Nature Causes and types of industrial disputes. Industrial dispute act, 1947-authorities response of dispute to boards, courts, tribunals procedure and power of authorities, strike and lockouts, unfair labour practices, method of industrial dispute resolutions.	15
IV	Trade Unionism and Collective Bargaining: provisions of trade union act 1926, Definitions, legislation of trade unions, rights and liabilities of registered trade union, regulations, penalties and procedure; collective bargaining-Nature and function; types of bargaining in the Indian context: Emerging trends in union management relation ; Technology and industrial relations.	15
V	The workmen's compensation Act, 1923: Objectives, employers liability for compensations; amount of compensation; distribution of compensation; notice and claims, remedies of employers against stranger, procedure and in proceeding before Commissioner. The payment of wages act 1936 and the minimum wages act 1948.	15
Keywords/Tags: Industrial relation, Factories act, industrial dispute, compensation management, grievances, bargaining.		

Recommended Reference Books:

1. Monappa, Arun & Dunlop, J.T. - Industrial System, TATA McGraw Hill.
2. Patil, C.N. Collective Bargaining, University press.
3. verma, Pramod Industrial Relations, Tata McGraw Hill.
4. Srivastava, S.C. -Industrial Relation & Labor Laws, Vikas Publications.
5. Singh and Sinha- Labour Laws in Brief, Excel Books.
6. सक्सेना, डॉ. एस. सी. औद्योगिक सन्नियम साहित्य भवन, आगरा।
7. अग्रवाल डॉ. आर.सी. - औद्योगिक सन्नियम, साहित्यभवन पब्लिशर्स एंड डिस्ट्रीब्यूटर, आगरा।



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Second Semester

Course	Category	Subject	Subject Code
M.Com	Vocational	Introduction to Intellectual Property Rights	MCOM-205 VAC-1
Total Credit: 2		Max.Marks:100 (Internal:40+External:60)	

Course Learning Outcomes:

On successful completion of this course, students will be able -

1. To understand the fundamentals of various types of Intellectual Property Rights (IPRs) and their legal frameworks.
2. To analyze the strategic role of IPRs in modern commerce, innovation, and entrepreneurship.
3. To acquaint students with the conceptual and legal framework: of Intellectual Property Rights.
4. To explore the economic and commercial importance of IPR in business and industry.
5. To study the mechanisms for protecting. IPRs at national and international levels.
6. To assess the challenges and ethical considerations related to the use of IPRs in commerce.

Syllabus

Unit	Topics	No. of Lectures
I	Fundamentals of Intellectual Property Rights (IPRs): Definition and scope of IPR, Evolution and historical development of IPR, Types of IPR: Patents, Trademarks, Copyrights, Geographical Indications, Industrial Designs, Trade Secrets, International Treaties and Conventions: WIPO, TRIPS Agreement, Berne and Paris Conventions	10
II	IPR in Commerce and Trade: Role of IPR in business strategy and brand protection, IPR in digital commerce and e-commerce, Licensing and commercialization of IPR, Case studies on IPR-led business success, IP auditing and valuation	10
III	Legal and Institutional Framework of IPR in India: Indian IPR laws and regulatory bodies, Patent Act, Copyright Act, Trademark Act, GI Act, Design Act, Process for filing and protecting IPR in India, IPR and Startups, MSMEs, and academic institutions, Ethical issues and infringement cases.	10
Keywords/Tags: IPR Scope, Types of Intellectual Property, WIPO and TRIPS Historical Evolution of IPR, Berne and Paris Conventions, IPR Strategy, Digital Commerce, IP Licensing, Brand Protection, IP, Indian IP Laws, Patent Filing Process, Regulatory Bodies (IP India), IPR in Start-ups and MSMEs, Infringement and Ethic etc.		

Recommended Reference Books:

1. Ganguli, P. Intellectual Property Rights: Unleashing the Knowledge Economy. Tata McGraw-Hill
2. B. L. Wadchra-Law Relating to Intellectual Property. LexisNexis
3. T. Ramakrishna- Basic Principles and Acquisition of Intellectual Property Rights. Notion Press.
4. V. K. Ahuja-Law Relating to Intellectual Property Rights. LexisNexis.
5. Dr. G.B. Reddy Intellectual Property Rights and the Law, Gogia Law Agency.
6. P. Narayanan-IPR.



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Second Semester

Course	Category	Subject	Subject Code
M.Com	Vocational	E-Business Fundamentals	MCOM-205 VAC-2
Total Credit: 2		Max.Marks:100 (Internal:40+External:60)	

Course Learning Outcomes:

On successful completion of this course, students will be able -

1. Understand the business models used in online electronic business environment.
2. Develop basic understanding of various modes of electronic payment and its infrastructure.
3. Differentiate between Traditional Business and electronic Business

Syllabus

Unit	Topics	No. of Lectures
I	Basics of e-business: e-business, electronic commerce, types of e-commerce, e-business framework, application and network infrastructure, transaction type-B2B, B2C etc.	4
II	Business Models: Business model ingredients, B2C, B2B model with example, case study related to B2C and B2B EDI applications in e-business, Value added network, architecture and standards.	4
III	E-Markets und marketing: Electronic market for Buyers and Sellers, online marketing, online advertising and tools of advertising. Search Engine Optimization, social media, Search engine marketing. Email Marketing blogging, Inbound and Outbound Marketing. Affiliate Marketing, Influencer Marketing, Paid Ads on Search Engines, Paid Ads on Social Media. Paid Ads on e-commerce Platforms, Audio and Video Ads.	8
IV	Security in e-business: Security environment, security concept, dimension of security. Technology solutions, cryptography, encryption description, Cyber laws, Cybercrimes.	8
V	Digital payment Systems: Digital payments and its types and comparison, Token base payment, Smart card, Credit card, Debit Card, etc. design in one of payment system, Risk involved in e-payment system	6
Keywords/Tags: e-business, e-business Models, Digital payment Systems, E-Markets, Security		

Recommended Reference Books:

S.No.	Title	Author	Publisher
1	E-commerce	Kenneth C loudon	Pearson Publication
2	E-business and E-commerce management	Dave Chaffey	Pearson Publication
3	E-Marketing	Judy Strauss and Raymond Frost	Pearson Publication
4	The E-business evolution	Daniel Amor	New Delhi, Prentice Hall



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Course	Category	Subject	Subject Code
M.Com	Vocational	Human Values and Citizenship Behaviour	MCOM-205 VAC-3
Total Credit: 2		Max.Marks:100 (Internal:40+External:60)	

Course Learning Outcomes:

On successful completion of this course, students will be able -

1. Understand the role of Human Values in Business Activities.
2. Integrate the concept of Human Values and IKS in Business Activities.
3. Understand the parameters of constitution's preamble from the perspective of desired citizenship behavior.
4. Interpret the role of Human Values in development of Integrated Personality and Well-Being of Humans.

Syllabus

Unit	Topics	No. of Lectures
I	Human Values in Business: Meaning and Concept, Values, Value. System and Skills, Values, Norms, Beliefs and Standards, Value Crisis in Business Management, Values and Purity of mind, Guna Theory; Work ethics and ethics in Work.	6
II	Indian Knowledge Systems and Business: Representative-Sources of Moral Values from Indian Systems including Vedas, Shastras, Bhagwad Geeta, Ramayana/Ramcharit Manas, Mahabharata Arthshastra, panchtantra and Hitopradesha, and their Business Perspectives.	6
III	Constitutional Values and Citizenship: Values embedded in the Preamble of Indian Constitution, Integration of Human Rights and Duties. Directive Principles and Responsibilities as citizens of India. Philosophy of Vaisudaiv Katumbakam and Responsibilities as Global Citizen.	6
IV	Human Values and Integrated Personality: The Three Gunas; Qualities of sattva (purity and harmony), rajas (activity and passion), tamas (darkness and chaos). Meditated personality and Agitated personality versus stress management, Oneness, Non-duality and Equanimity: Being Assertive and Self-confident	6
V	Human Values and Well-being: Physical, Mental, Social and Spiritual well-being.	6
Keywords/Tags: Human Values, Constitutional Values, Civic Values, Citizenship Behaviour		

Recommended Reference Books:

S No	Title of Book/Resource	Author(s)	Publisher
1	Universal Human Values	Ramakrishnan and Krisnamacharyulu	Himalaya Publishing House
2	Universal Human Values and Professional Ethics	Dr. Ritu Soryan	Bookswagon.com
3	Human Values and Professional Ethics	Singh and Singh	Vallabh Publication
4	Universal Human Values	Sharma and Kaur	Flipkart.com