

GLOBAL BUSINESS OPERATIONS PROGRAMME

Admissions 2013-2015



SHRI RAM COLLEGE OF COMMERCE



Founder of the College
SIR SHRI RAM
1884-1963

The Founder of Shri Ram College of Commerce was born on April 27, 1884. First son of Madan Mohan Lal and Chando Devi, Shri Ram completed his school and college education in Delhi and joined the family business DCM in 1900. In 1920 he established the Commercial Education Trust to promote business education and in 1926 the Commercial College came into being.

On its silver jubilee in 1951, this college was renamed after the founder as Shri Ram College of Commerce. SRCC remains an institution founded with a vision of fostering meaningful education in the fields of business and economics.

The then Union Minister for Finance, and now President of India, Shri Pranab Mukherjee, releasing the college publications on the occasion of the 86th Annual Day of the College, held on Monday, March 19, 2012.



CONTENTS

	Page
Chairman's Message	1
Vice Chancellor's Message	2
Principal's Message	3
The College	4
GBO Programme	5
Course Description	7
Facilities	23
Events and Activities	25
Career Resource Centre	34
Faculty	35
Attendance Requirements & Examination Scheme	36
Admission	37
Eligibility	38
How to Apply	40
List of Enclosures	
Admission Tickets	
Application Form	

Vice Chancellor's Message



Shri Ram College of Commerce is one of the leading institutions associated with the University of Delhi. The college was established 86 years back and over the years has imparted quality education in the areas of commerce and economics. In 1999, the college started a Post Graduate Programme in Global Business Operations. The introduction of this course was very timely and over the years, this course has contributed significantly to the development of human resources for the corporate world.

The college is encouraging students to actively seek placements through their own efforts. Given the excellent academic achievements of the students and all the training they have received, I hope that the industry would show greater enthusiasm in providing the students employment opportunities that commensurate with their abilities and training. I also hope that the students of the course will emerge as leaders of tomorrow and serve both the society at large as well as their institutions.

Dinesh Singh
Vice Chancellor
University of Delhi



Chairman's Message



The Global Business Operations (GBO) programme provides post-graduate students learning and exposure to succeed in the tough business world.

India's economy is growing rapidly and so is India's competitiveness. However, opening up of the economy creates many challenges and opportunities for business managers. Today, virtually every company in the world is interested in the Indian market, and the biggest issue for corporates is to get good effective people. Indians, with their sharp mind and intelligent hardworking capability, are excelling wherever they are. SRCC, as a leading educational

institution in the country, is assisting the brightest students to make a successful career.

The GBO programme attracts outstanding students and provides them knowledge and technical expertise to succeed and be the best. This year too, we welcome the incoming batch to SRCC, to experience the excitement and education of the GBO programme.

Ajay S. Shriram
Chairman

Principal's Message

The emergence of a globalised world order has offered new challenges that require new responses to business practices and operations. The Global Business Operations (GBO) Programme offers a course keeping in mind the global perspective of business where a multi-dimensional approach is a necessity. The GBO Programme is meant to enhance the potentialities of management professionals to work both within and across national boundaries, cultures, organisational structures and legal systems.



Shri Ram College of Commerce is a pioneer institute for the study of business and economics in India. Rated as topmost business college, it attracts some of the best students from across the country. The GBO Programme was introduced as a post-graduate course in the University of Delhi, exclusively at SRCC, in 1999. It is a specialised course designed for professionals involved in the administration of international business operations. Theory sessions in the classroom are appropriately complemented by actual industry exposure. Interaction with industry is an important part of this programme and the college organises several events including the National Colloquium, an academia-industry interface, every year at Vigyan Bhawan. Seminars, special lectures, talks and other events are also organised to maximise the students' exposure to the global business scenario and the changes that constantly come about across the world.

The SRCC Alumni are important contributors to industry and are an inseparable part of the SRCC legacy. Quite a few of our students occupy prominent positions in business, academics, and industry. The inputs received from them provide enormous advantage to our students. Needless to say, placements offered to our students are some of the best in the country.

It is a pleasure to present to you this Admission Prospectus for the GBO Programme 2013-15. It is a brief account of the course, its objectives, academic requirements and the admission process. Let me also thank you for your interest in this programme and hope that you will feel motivated to take up the challenges of this course.

P. C. Jain
Principal

The College

Shri Ram College of Commerce, a premier and prestigious institution in the field of commerce and economics education in the country, was founded in 1926 by Sir Shri Ram, a leading educationist, philanthropist and industrialist, to prepare young men and women for careers in business. The College celebrated its Platinum Jubilee in 2000-2001.

A constituent college of the University of Delhi, the Shri Ram College of Commerce is located on its main Campus. It imparts instruction in Commerce and Economics, both at the Undergraduate and Postgraduate levels, leading to the B.Com. (Hons), B.A. (Hons), Economics, M.Com and M.A. (Economics) Degrees of the University of Delhi. In addition, the College offers a two-year, full-time, post-graduate Diploma in Global Business Operations for bright and ambitious students who wish to take up a career in the field of international business.

SRCC attracts some of the most talented young people every year, not only from India but from across the world because of its reputation for excellent academic performance, infrastructure, and dedicated faculty. Many amongst its faculty are renowned authors and are read with considerable interest by scholars and researchers.

Over the years, students graduating from SRCC have performed well in the University of Delhi, securing the topmost positions. Quite a few students have been readily admitted in renowned universities on prestigious scholarships. Even in matters of employment, students enjoy a distinct advantage. Some are offered positions through campus recruitment even before the University results are declared.

The College has come to be known for its achievements in extracurricular activities alongside its academic performance. A range of cultural and sports activities throughout the year add a dimension of team effort and collective enterprise in the all round development of the personalities of SRCC students.

National Centre for Corporate Governance

The college has been accorded the status of National Centre of Corporate Governance by the National Foundation for Corporate Governance, New Delhi. SRCC is the only College of Delhi University which has been conferred with the status. The Centre conducts research, workshops and conferences to build and disseminate knowledge of corporate governance.

The College organised an International Conference on March 27-28, 2012. The Conference was inaugurated by Sh. U. K. Sinha, Chairman, Securities and Exchange Board of India.



Global Business Operations Programme

A Programme for International Business

The movement towards a market-oriented economy with expansive business frontiers creates new challenges. Management strategies must address themselves to the twin phenomenon of managing diversity and convergence of business operations across the world. These contemporary requirements of world trade and commerce need able human resource inputs that can understand and relate to the contemporary business environment. It is within the scenario of a new and dynamic business environment that Shri Ram College of Commerce has introduced the two-year, Post-Graduate Programme in Global Business Operations. The aim of the course is to deliver quality management education for excellence in international business.

Global Business Operations (GBO) Programme's main objective is to provide students with advanced practical expertise in areas such as Human Resources Management, Accounting and Finance, Trade, Transnational Marketing and Information Technology. The GBO Programme endeavours to combine insights from a number of different academic disciplines and functional areas. The course adopts a multi-organisational objective and in the process motivates students to appreciate the complex and rapidly changing environment. The seminars, case studies, role-play, management games, quizzes and projects undertaken also emphasise this perspective.

The course has a contemporary curriculum which has been designed keeping in mind the requirements of industry and includes subjects such as industrial



organisation and game theory, international investment management, international financial system, transnational marketing, taxation and business policy, procedures and logistics for global trade, social and ethical issues in business, international trade blocks and agreements etc. The GBO Programme is spread over four semesters of course work. Students are also required to undergo summer training for two months at the end of the first year. Additionally, each student has to do a winter project with some organisation. On successful completion of the programme, the University of Delhi awards a Post Graduate Diploma in Global Business Operations.

The GBO Programme is a unique one that serves as an effective stepping stone for achievers who dream of competitive excellence in a globalised world. It is a challenge meant for a handful and assuredly promises to be a rewarding value-addition to their potentialities.



Course Description

With economic liberalization and globalization, India has emerged as an integral part of the world economy. Many Indian corporations now operate abroad and several MNCs have Indian set-ups. This has created a strong demand for well-educated professionals who can go beyond managing needs of domestic business and work effectively and efficiently in differing and continually changing international environment. As a consequence, knowledge of international business operations is now an essential component in the corporate sector.

The Global Business Operations (GBO) Programme is designed to provide a thorough knowledge of global business with emphasis on the implications of international business and the specialisation required in carrying out business activities across national frontiers.

The restructured version of this course will be further strengthened with the establishment of Global Business Lab, introduction of pre and post-semester proficiency courses, global professional development seminars, study abroad opportunities (global exchange programs, global business coop programs, SRCC volunteer abroad programs and global community outreach program), foreign language proficiency, industry linkages (reciprocal visits, research projects, consultancy and knowledge transfer, design and development of new programs and work-based learning) and global accreditation.



SEMESTER I

July, 2013 –
November, 2013

- 1.1 Indian Business Environment
- 1.2 Economics for Managers
- 1.3 Financial Management
- 1.4 Principles of Marketing
- 1.5 Quantitative Techniques-I
- 1.6 Organisational Psychology
- 1.7 Computer Applications in Business-I

The existing course is under re-structuring process. The re-structure proposed includes introduction of global operations specific papers, upgradation and strengthening of the existing papers. Some of the new areas proposed to be covered are: Business Issues and Practices of East Europe / South Asia / China / MENA Countries; Global Supply Chain Management; Managing Risk in Global Business and Global Strategic Management. The re-structured course would be implemented after its approval from the competent authority.

1.1 Indian Business Environment

The impact of economic and social environment of a country on its business activity is undeniable. The aim of the paper is to acquaint the participants with changes in the environmental forces and in government policy in India, and their impact on business activity in the country.

1. Business Environment in India : The International Economic Environment; The Domestic Economic Environment; The Legal Environment; Ecological concerns.
2. Government and Business in India; Structural features of the Indian economy.
3. Monetary and Fiscal system in India : The Banking and Credit Structure; Financial Institutions; The Fiscal System
4. Inward-looking vs. Outward-looking strategy of industrialisation; Economic Planning in India (with special reference to resource mobilisation).
5. Economic Reforms : Fiscal Reforms; Industrial Policy and Labour Policy Reforms; Trade Policy Reforms, Financial Sector Reforms.
6. Infrastructure : Energy, Transport and Telecommunications.
7. The Indian Macroeconomic Scene : Assessment and Outlook.

1.2 Economics for Managers

The aim of the paper is to expose the participants to latest developments in economics relevant to managerial decision-making, and acquaint them with a set of analytical methods to solve business problems within the thought-frame of economics.

1. Demand, Supply and Price : Law of demand and supply, strategies and surpluses, interfering with law of supply and demand and supply curves, sensitivity to price changes - price elasticity and revenues, consensus on determination of prices, tax policy and law of demand and supply, demand forecasting.
2. Cost : Short-run vs long-run cost and average cost curves total, average and marginal cost functions, cost minimization, marginal costs and sales tax, sunk costs, productive reorganization for cost reduction and cost recovery, importance of labour costs, least cost combination of inputs, marginal cost pricing and social welfare.



3. Production : Production function, theory of production, isoquant maps, law of diminishing, marginal returns, increasing returns to scale. Basic conditions of competitive supply, entry, exit and market supply. Objective of profit maximization and revenue maximization, accounting profit and economic profit, sunk costs, entry and competition.
4. Price Output Relations under Different Market Structures : Theory of competitive firm, basic model and looking beyond the basic model of competition, market failures and role of government.

Monopoly: Monopoly profits, price discrimination, natural monopolies, monopolistic competition, number of firms in the industry, product differentiation, barriers to entry, government policies.

Oligopoly, problem of self enforcement, problem of coordination, problem of entry, price fixing, price and output competition, cournot competition, Bertrand competition, kinked demand curves.
5. Market Power and Domination: A cartel model and its pricing strategy. Why do most cartels fail?

Dominating firm - a model of passive reaction. Dominating firm - a model of active reaction. Large firms vs potential new competitors, entry deterrence, pricing to deter entry, concentration measures, mergers, entry barriers.
6. Advertising : Advertising cost, theory of advertising, persuasive advertising, information advertising, targeted advertising, comparison advertising, advertising regulations, advertising and competition.
7. Factor Pricing : Labour market environment, employment, labour, costs, skills, industrial relations, interest-market for loanable funds, profit-market for risk, risk incentive trade-off, entrepreneurship.
8. Non Co-operative Game Theory : Normal form games, Nash equilibrium, integrated elimination of strictly dominated strategies, mixed strategies, extensive form games, repeated games, games with imperfect competition, games theory and collusion, quality signalling games.

1.3 Financial Management

The aim of this paper is to provide basic knowledge about financial management . The paper is structured around decision making in the three-related financial areas: investment - short term as well as long term, financing, and dividend policy.

Introduction : Meaning, scope and objectives. Liquidity and profitability. Time value. Financial Planning.

Financial forecasting : Techniques - FF analysis, Cash Flow Analysis, Ratio Analysis and projected Profit and loss statement.

Capital Budgeting : Concepts, types, importance. Cash Flows. Investment evaluation



methods. Decision-criterion. Cost of capital-specific and weighted. Risk analysis in capital budgeting.

Financial Decisions. Concept of valuation, financial leverage, theories of capital structure. Optimal capital structure. Determinants of capital structure in practice.

Dividend and Retention Policies : Importance and relevance of dividend policy. Theories of dividend decision. Determinants of dividend policy in practice.

Working Capital Management : Concept and importance. Operating cycle, Working capital needs and their determinants. Management of cash, receivables and inventory.

Sources of Finance : Sources of long term finance, new-issue markets, regularity framework, revenue capital. Sources of short term finance-bank credit, trade credit, bill of exchange.

Financial Services and Capital Market : Stock-exchange and scripless trading, SEBI, Depositories, merchant banking, mutual funds, credit rating, leasing.

Mergers, Take-overs and acquisitions-strategies. Share valuation, Regulatory framework-take-over code, financial restructuring, BIFR.



1.4 Principles of Marketing

The objective of the paper is to acquaint the students with the modern concepts and principles of marketing management and to develop their conceptual and analytical skills in this area.

Introduction to marketing function : Evolution of the marketing Concept. Nature and scope of marketing. The management process in marketing . Importance of marketing. Marketing mix.

Marketing Environment. Marketing research. Marketing information system. Market segmentation. Consumer Behaviour : Organisational buyer behaviour. Product policy: Meaning, Classification. Product Mix . Product life cycle. Product Planning and development. Adoption and diffusion process. Branding, Packaging and labelling.

Pricing: Objectives and factors affecting Price-determination. Methods of setting prices and pricing strategies. Price discrimination.

Distribution : Importance. Channel functions. Channel selection. " Physical distribution. Whole saling and retailing Nature and importance. Classification .

Promotion : Meaning and Importance. Communication Process. Promotion-mix and its determinants. Personal selling-nature, process and management. Advertising-nature and objectives. Sales promotion. Public relations. Marketing of services and marketing in non-profit organisations : Institutional marketing.

Higher marketing : Morph marketing. Pace marketing.



Evert marketing. Multi-level marketing. Role of electronic media in marketing (including internet). Marketing set-up in prominent business houses (including MNC's).

1.5 Quantitative Techniques: I

The paper aims at acquainting the participants with the scientific methodology of solving complex managerial decisions-making problems through statistical techniques.

Calculus : Functional Relationships, Differentiation, Integration, Partial differentiation. Applications to Business.

Time Discounting : Interest and Depreciation. Present value and Investment Appraisal. Annuities. Cash Flows.

Matrices : Definition of a matrix. Types of matrices. Operations on matrices. The Inverse Matrix. Matrix Equations. Input-Output Analysis.

Statistical Data Presentation.

Statistical Measures : Measures of Average, Dispersion and skewness.

Correlation and Regression : Correlation, Product-Moments Coefficient of correlation. Regression. Bivariate Frequency Distributions. Rank Correlation.

Index Numbers : Price and Quantity Relatives. Methods of construction. Weighted Index Numbers. Chain Index.

Time Series : Components of Time series. Moving Averages, Linear and Quadratic Trend. Seasonal Adjustment. Forecasting.

Linear Programming Techniques : Allocation. Linear Inequalities. Formulation of LP Problems. Graphical Solution. Simplex Method. Transportation Problems. Assignment Problems. Game Theory.

1.6 Organizational Psychology

The objective of this paper is to provide broad understanding about basic concepts and techniques related to the study of human behavior in work-environment so as to equip the participants to manage behavioral aspects of international business.

Concept and Nature of Psychology in behavior in Organizations. Psychological Foundations of Organizational Behavior . Personality, Perceptual processes,

Learning Values and Attitudes. Work Motivation, Stress, Leadership and Influence Process.

Systems Approach to understanding organizations.

Organizational Culture & Climate

Group Dynamics. Organizational Change. Organizational Development Conflict Management. Team Building. Stress Management.



Organizational Creativity and Innovations.
Power and Politics in Global Corporations.
Behavioral issues in managing across
cultures and countries.



1.7 Computer Applications in Business: I

The objective of this paper is to develop a basic understanding of computers and their use in the business organizations using latest software.

Introduction to Computers : Components of computer-system, mass storage devices, input-output devices, Data Processing Cycle.

Modes of Processing : Batch Processing, Multiprogramming, multiprocessing, Time Sharing, Online and real-time processing.

Electronic Data Processing Environment : Hardware, Software (system software, operating system, application software) peopleware, firmware.

Computer languages : Assembly Language, High Level Languages, 4GLs.

Software Packages for Data Analysis : Investment Analysis Packages. Accounting Packages, Statistical Analysis Packages, Mindware Packages.

Word Processing, Data-base Management Systems and Spreadsheet, using latest industry-used packages.

Computer Communications. Communication Channel.

Network Topologies.

LAN, WAN, TCP/IP, Internet, Email, Internet Web, Web Browser etc.

Acquiring hardware and software.



2.1 Global Business Environment

This paper aims at familiarizing the participants with business environment at the international level including institutions and agreements.

1. The Phenomenon of Globalization : Forces of globalization; Trade investment and enterprises linkages in the global economy; internationalization trends; The evolution of international business enterprise; The Multinational Corporations (MNCs); Competitive strategy and international businesses.
2. Theories of International Trade: Microeconomic theory of gains from trade; Open economy macroeconomics; Alternative approaches to the explanation of international production; International trade and competition; Tariffs and commercial policy in international trade; Balance of payments policy in international trade; Balance of payments policy and exchange rate systems.
3. The Environment of Global Business : The economic, technological, legal, political and cultural environment of international business; The ethical and social responsibility of international business.
4. Financial Environment of Global Business : Foreign exchange market mechanism; Euro-currency market; International banks; Non-bank financial service firms; stock markets; Financial derivatives.
5. Policy Regimes for Global Business : Global regimes : The UN system; Regional and associative regimes: The European Union, NAFTA, APEC, CMEA, Latin American and the Caribbean, Africa and the Middle East, ASEAN; Trade Regimes : GATT and WTO; Monetary Regimes: The gold standard, The Bretton Woods Institutions: IMF and the World Bank; Proposals for an international investment regime; Policy regimes for monitoring and regulating international services; Environmental regimes.

2.2 Quantitative Techniques: II

The paper aims at acquainting the participants with the scientific methodology of solving complex managerial decision-making problems through the techniques of Operations Research.

Probability : Set Theory and Enumeration. Introduction to Conditional Probability Permutation and Combination.

Probability : Binomial, Poisson and Normal.

SEMESTER II

December, 2013 –
April, 2014

- 2.1 Global Business Environment
- 2.2 Quantitative Techniques-II
- 2.3 Accounting for Business-I
- 2.4 Legal Environment for Global Business
- 2.5 Computer Applications in Business-II
- 2.6 India's Foreign Trade and Policies
- 2.7 Cross-cultural Buying Behaviour



Decision Theory. Decision Trees.

Sampling and Significance Tests: Types of sampling. Sampling distribution and Standard Error . Significance tests based on Mean and Proportion. Chi-square Test. Non-parametric Tests.

Network Analysis : Networks - PERT & CPM. critical path analysis. PERT Cost. Resource Allocation.

Inventory Control : Economic Order Quantity. Quantity Discaent Models. Use of safety stock. ABC Analysis Safety Stock.

O.R. Techniques : Introduction to Integer Programming, Dynamic Programming, Goal Programming, Queuing Theory, Simulation and Replacement Decisions.

2.3 Accounting for Business: I

The objective of this paper is to acquaint the participants with the basics of financial and cost accounting.

Definition and scope of accounting. Objectives of accounting. Users accounting information. Limitations of accounting

Generally accepted accounting principles. Accounting equation.

Preparation of journal, cash book and other subsidiary books.
Preparation of ledger accounts from subsidiary books.
Trial balance.

Bank reconciliation statement.

Rectification of errors.

Fiscal accounts.

Accounting policy regarding depreciation and inventory valuation.

Partnership accounts : Profit and loss appropriation account, past adjustments of divisible profits, guarantee of profits to a partner, change in profit sharing ratio, treatment of goodwill on reconstruction of firm, concept of revaluation account.

Company accounts : Types of share capital. Recording for issue of shares, redemption of preference shares, and issue and redemption of debentures.

Underwriting.

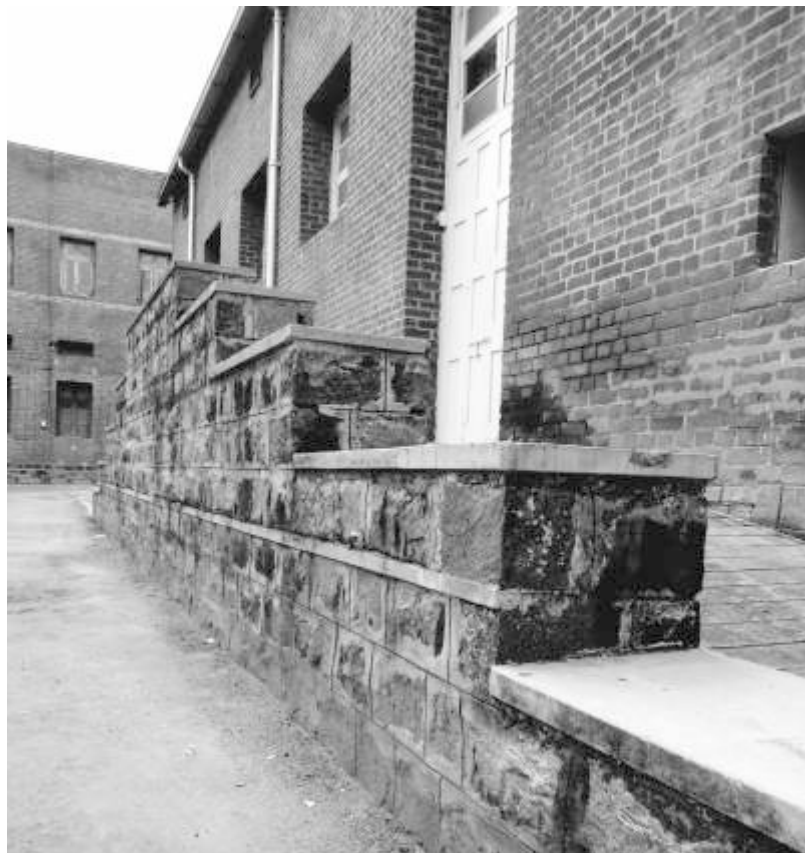
Familiarity with company final accounts.

Insurance claims.

General principles of cost accounting:

Concept of cost, elements of cost, classification of costs, cost sheet.

Overheads: Allocation and apportionment of overheads, absorption of manufacturing overheads.



2.4 Legal Environment for Global Business

This paper seeks to acquaint the participants with the legal environment specially relevant for international business operations.

Legal and policy environment for India's international trade. Trade and payment agreements.

Making international business contracts - types, formation, elements. Procedures for international payments and credits. Regulatory aspects of foreign exchange transactions.

Legal provisions regarding patents and trade mark rights, licensing and technology transfers.

Procedures for settlement of international disputes.

International commercial arbitration and reconciliation.

Regulatory aspects of international trade institutions.

2.5 Computer Applications in Business: II (Management Information systems)

The objective of this paper is to develop an in-depth understanding of high-end jobs of computer-systems in business organisations, such as Management Information Systems which require complex data manipulations, and data communication, particularly, over large networks.

Concept of Information System and information flow. Role and importance of information systems in management process.

Strategic role of information technology in management information systems.

Components of Management Information System. Design and Maintenance of Management Information Systems and Decision Support systems. Development and implementation of management information systems.

Role of users in the design, use and implementation of management information systems.

2.6 India's Foreign Trade and Policy

This paper seeks to familiarise the students with India's position as a partner in world-trade and the problems and policies related thereto.

1. The Trends in India's Foreign Trade : Overall trends; Commodity composition of India's exports; commodity composition of India's imports; Destination of India's exports; sources of India's imports; Flows of invisibles.
2. The Balance of Payments Crises and its Solutions: Trends in the trade and current account deficits; Trends in the capital-



flows and the foreign exchange reserves; India's external debt.

3. Exchange Rate Policy : Fixed and flexible exchange rates; Devaluation and its effects; Managing the exchange rate; Convertibility of Rupee - Current and Capital account convertibility.
4. Trade Policy : The import control regime of the sixties and seventies; import liberalisation in the eighties; The organisational structure for promotion of exports; Export promotion policies; The abandonment of the protectionist trade policy after the eighties.
5. The New Trade Policy (i.e., the trade policy after the year 1990-91) : Decanalisation; Rationalisation of the tariff structure; Export oriented units (EOUs); Export processing zone (EPZs); Duty exemption scheme for exports; Rupee depreciation and convertibility; EXIM policy 1997-2002.
6. Government Policy Towards Foreign Capital : Policies for Direct Foreign Investment (DFI) and Foreign Institutional Investors (FII); Foreign collaboration and Multinational corporations (MNSs).

2.7 Cross-cultural Buying Behaviour

The objective of this paper is to provide a deep insight into behavioural patterns among buyers, including a broad understanding of the impact of the cultural variations among different nations.

Consumer behaviour and marketing strategy.

Cross-Cultural variation in consumer behaviour. The intermediate influences on consumer decision making-culture, sub-culture, values, demographics, social status, learning, perception, motives, personality, emotions, households, references groups.

Models of consumer behaviour.

Consumerism and regulatory issues, and cause marketing

Diffusion of innovation across nations.

Consumer satisfaction, brand-loyalty and brand-switching in international markets.

3.1 Summer Training and Project

The participants will be expected to complete a project the work on which shall begin during the summer vacations after the second semester.

3.2 International Financial System

The paper aims at familiarizing the students with the existing international financial institutions and the capital markets in major developed countries.

Scope, changing scenario, MNC's

Fundamentals of foreign exchange, organisation of foreign exchange market, exchange-rate, interest rate parity. Currency future and option market.

Financing of international trade: Special financial arrangements, import-export draft, foreign exchange, risk and credit risk and trade-off.

International Monetary System: Fixed and fluctuating exchange rate, equilibrium spot rate, American exchange rate system, European exchange rate system, Central bank intervention. Exchange-rate arrangement and convertibility in India.

Balance of payment: Principles, surplus and deficit. International flow of goods and services, capital flows-long-term and short-term, correction to balance of payment problems.

International Financial Institutions: IBRD, IMF, IFC, Regional Development Banks.

International Capital Market and Instruments: Euro-currency market, international debt and bond market, euro-bonds.

International Banking: Trends and strategies, value creation. International debt crises. Country risk analysis.

3.3 Transnational Marketing

This paper seeks to impart to the participants necessary knowledge of different issues related to international marketing, and develop their decisional skills required in marketing at the international level.

Aspects of transnational marketing: Framework and entry strategies. Marketing planning and strategy for international business. Environmental factors influencing transnational marketing (Economic environment, e/cultural environment, political environment, legal environment).

Perspectives of international markets. International marketing research. Segmenting the international markets.

International marketing decisions: International product policy and planning. International pricing strategy. Multinational sales management and foreign sales promotion, International advertising.

Organization and control in international markets.

SEMESTER III

July, 2014 –

November, 2014

- 3.1 Summer Training
May- June, 2009
- 3.2 International Financial
System
- 3.3 Transnational Marketing
- 3.4 Documentation for
Global Trade
- 3.5 Human Resource
Management
- 3.6 Accounting for Business-II



3.4 Documentation for Global Trade

This paper aims to acquaint the students with the important import-export procedures and the systems involved in actual carrying out of international trade transactions.

Export-import documentation requirements. Registration of exports. Export quotations. Payment Terms-Instruments and methods of financing including documentary credits and collection- Uniform Customs and Practices (UCP)

Export Finance-Facilities, Incentives and Procedures for pre and post shipment finance.

Procedures and documentation for custom clearance by sea, air, road, rail and post parcel for exports and imports.

Negotiation of Documents with Banks.

Procedures and documentation for availing Export Incentives. Duty drawbacks, Import Licensing and other incentives.

Foreign Exchange Regulations and Formalities.



3.5 Human Resource Management

This paper aims at providing a broad understanding of the concepts and techniques used in management of human resources with special reference to international business operations.

Basic perspectives on HRM: Concept and nature, Trends in thinking on HRM, Role and responsibilities of HRM.

Manpower Planning for Global business: Approaches to planning for human resources. Job analysis and position specifications. Manpower inventory. Long term growth plan. Promotion policy.

Selection process: Methods of selection. Induction and placement procedures. Productivity, morale and commitment. Job satisfaction and job enrichment.

Training and Development: The concept of training and development. Steps in training and development. Identification of training needs. Methods and techniques of training. Evaluation of training and development.

Performance Appraisal: Objectives and importance of performance and potential appraisal system. Mechanism of performance appraisal. Problems in implementing appraisal system. MBO as a technique of appraisal.

Compensation and Rewards: Concept of wage and salary administration. Factors influencing wages/salaries. Types of wage payment systems. Managerial remuneration. Incentive schemes. Promotion and transfers across cultures and countries.



Recent Trends in HRM: TQM, Kaizen Quality Circles.

Trade Union Dynamics. Trends in trade unions movement. Industrial relations in India. Problems of discipline in industry. Grievance handling. Industrial conflicts. Approaches to conflict resolution. Participative management.

Work environment : Occupational safety and health. Programmes to improve employee safety and welfare.

3.6 Accounting for Business: II

This paper seeks to help the participants acquire knowledge for the analysis of financial statements and the use of accounting information for decision making, and also the issues relevant to international accounting.

Analysis of Financial Statements: Ratio analysis, Statement of changes in financial position-working capital basis and cash basis. Projected Balance-sheet.

Marginal costing and Cost-volume-Profit Analysis for decision-making

Standard Costing and Variance Analysis

Budgetary Control

Responsibility Accounting

Introduction to International Accounting



SEMESTER IV

December, 2014 –
April, 2015

- 4.1 Business Policy and strategic Management
- 4.2 International Financial Management
- 4.3 International Trade-Blocks and Agreements
- 4.4 Procedures and Logistics for Global Trade
- 4.5 International Investment Management
- 4.6 Social and Ethical Issues in Business

4.1 Business Policy and Strategic Management

The opening-up of economies and the increasingly integrated business world due to growing information technology, make the global business extremely competitive, thus, requiring a fresh approach to strategy formulation. The objective of this paper is to expose the participants to the major dimensions of business strategy formulation. The objective of this paper is to expose the participants to the major dimensions of business strategy formulation.

An Overview of Business Policy Formulation: Nature and significance of strategic decisions, levels of strategic decisions organizational framework for strategic management.

Strategic Management Process: Components of a strategic decision. Corporate vision, internal and external analysis.

Strategic Considerations for Global Operations: Complexity of global environment, planning for global operations, control problems in global operations.

Strategy implementation: Organizational aspects, resource management, monitoring mechanism, managing change in strategy.

4.2 International Financial Management

This paper seeks to familiarize the participants with the problems of international finance such as foreign exchange markets, foreign-exchange exposure management; project financing (including international debt instruments), international capital budgeting, working capital management, transfer pricing etc.

Concept, Importance, Finance Function in MNCs. Exchange risk & MNCs. Exchange risk management. Direct & Indirect quotation, Cross rate, Arbitrage, Spot contract Forward contract. Hedging technique-swaps options.

International Working Capital Management-Short term forecasting, financing options, Current Asset Management, Financial Mechanism.

Foreign Direct Investment: Evaluation of foreign project, global expansion. Appropriate Cash Flows and Discount rate. Portfolio Investment. International Capital Asset Pricing, Bond Investment.

Growth & special problems of MNCs-Transfer pricing, country risk. political risk, Benefits from growth of MNC

International Tax Management-Framework & objective Tax Havens & MNC.





4.3 International Trade-blocks and Agreements

The objective of this paper is to impart to the students the basic understanding of the theoretical framework for international trade and also of the international organizational framework for such trade to be carried out.

The Global Market Place. Composition of world-trade. Patterns of world-trade. International-trade Theory. Production-sharing. The Geo-business Model. Trade barriers and trade liberalization.

Institutions in the Wared Economy: WTO, UNCTAD, East-West Trade, Regional Economic Integration. (ANCOM, ASEAN, CACM, CMFA, ECOWAS, Ee, EFTA, SAPTA, CAIA)

Effects of Regional Market Agreements. Types of Market Agreements.

4.4 Procedures & Logistics for Global Trade

This paper aims to acquaint the students with the important import-export procedures and the systems involved in actual carrying out of international trade transactions.

Processing of an Export Order

Role of Clearing and forwarding Agents

Excise clearance of export Cargo

Shipment of Export Cargo Movements of Goods by road and rail to port of shipment, overseas by road, rail, air and sea.

Business Risk Coverage-Cargo, credit and foreign exchange risk coverage. Cargo insurance. Role and schemes of ECGS and commercial banks.

Quality Control and Pre-shipment Inspection - Concept, scheme and procedures.

World Shipping : Structure, Linnars and Tramps, Conference system. Freight and structure. Containerisation and other developments. International Agreement and Conferences on Sea Transport.

Indian Shipping : Trends, structure, concept of dry port, containerisation,

International machinery for consultation.

Air transport : International set-up, freight rate structure.

4.5 International Investment Management

This paper aims to expose the participants to the diversities of opportunities, problems and policy implications of investment at the global level.



Basics of Investment Management : Risk and Return analysis. Investment alternatives. Valuation Theories of fixed and variable income securities. Term Structure. Options and Future Markets.

An Overview of investment in foreign securities.

Legal aspects of investments in foreign securities.

Risk factor in foreign investments.

Financial product-development and risk management.

Theoretical and practical aspects of foreign investment decisions.

International Financial market. Capital flows and financial systems.

International investment and Indian financial sector reforms.

4.6 Social and Ethical Issues in Business

Objective of this course is to present the theories that serve as the background to ethical behaviour in business and provide opportunities for practical applications of those theories to current business situations.

The focus is on learning to identify and act on ethical problems in the work organizations.

1. Introduction to Business Ethics. Analysis of the contemporary economic, political, social and business environment.
2. Theories of moral reasoning, specially, teleological, deontological and justice approach.
3. Corporate social responsibility.
4. The ethical organization and corporate codes of ethics.
5. Ethics and Management : Ethical Issues and Strategic Management, Operations Management, Marketing Management, Financial Management and Human Resource Management.
6. Ethical dilemmas at work.



Medals & Prizes

Punj Lloyd Gold Medal is awarded to a student for overall academic merit for the entire course.

Other academic prizes are awarded to two toppers from each of the years of the programme.

Prem Pandhi Gold Medal is awarded to a best student on the basis of his/her performance in academics, attendance, conduct, participation and credits/awards in extra curricular and sports activities in first two semesters.



Facilities



Library

The air-conditioned library is well-stocked and presently has a collection of nearly 70 thousand volumes. Latest publications in the fields of business studies, economics, humanities and social sciences are continuously added to the collection to equip students with a wide

range of resources. The library subscribes to 80 international and national journals. It also provides Internet and E-mail facilities for intensive Online search..

Computer Center

The College has a well-equipped Computer Centre with the latest updates in software and hardware. Fresh set of Dell Computers have been acquired in the recent past. The new set of Dell PCs is equipped with latest configuration, 17" LCD monitors to enhance ergonomics and multimedia to listen/view educational material. The Computer Centre now with its 160 terminals complements class room study. Two new Computer Lab has been set up with 80 terminals, provided by the University of Delhi. The University's optical fiber lease line is also available in all labs and connects the college to the University's main campus. Wi-fi facility is available for the whole college campus including hostel. The SRCC Computer Centre is among the best in the University and caters to both students and faculty members.



23

Seminar Room

A state-of the-art Platinum Jubilee Seminar Room is an addition to existing infrastructure, constructed on the occasion of the College's Platinum Jubilee in 2000-2001.



Sports, Accommodation, Others



Sports

The College has extensive playing grounds, a swimming pool, tennis court, gym, indoor badminton court, basketball court etc with all modern facilities of international quality. The College has been excelling in sports for over two decades. A new sports complex was built in 2010 on the occasion of the Commonwealth Games.

Accommodation

The College provides limited accommodation to GBO students in the Boys' and Girls' Hostels in the College campus. Separate application for the Hostels have to be made on the prescribed form available at the Hostel counter of the College Office. Hostel accommodation is based on the availability of seats and admission to the College does not imply admission to the hostels. A few seats are also available in some of the University Hostels. Separate applications

have to be filled in at the respective hostels. Hostel seats are few and applicants should be prepared for making their own arrangements.



Others

The College Cooperative Store provides on-campus facility for books and stationery. The Canteen is a popular meeting place for students. Photocopying facility is also available on campus. A branch of the State Bank of India also operates from the College.



Events and Activities

IndustryAcademic Interaction

Shri Ram College of Commerce has always encouraged close interaction between what is taught in class and how that knowledge applies in real-life situations in trade, industry and professions. This meeting-ground of theory and practice is made possible by our students being exposed to industry personalities with whom they can interact and understand for themselves the application of theoretical knowledge.

National Colloquium

The College has been organising the annual National Colloquium for the past several years at the Vigyan Bhawan, New Delhi, where top industrialists and academicians, economists and representatives of the government have delivered lectures on a range of aspects about business, economics and industry. Speakers have included Mr. Kumar Mangalam Birla, Chairman, Aditya Birla Group, Mr. N.R. Narayana Murthy, Chairman, Infosys, Mr. Mukesh Ambani, Chairman & Managing Director, Reliance Industries Ltd., Mr. Y.C. Deveswar, CMD, ITC; Mr. Sunil Bharti Mittal, CMD, Bharti Airtel Ltd.; Mr. Rahul Bajaj, CMD, Bajaj Auto; Mr. Arun Jaitley, the then Minister for Law, Justice & Company Affairs, Mr. Abhishek Manu Singhvi, senior Supreme Court lawyer, Prof. Bibek Debroy, Mr. K.V. Kamath, Managing Director & CEO, ICICI Bank, Mr. Anshu Jain, Head of Global Markets, Deutsche Bank, among others.

Mr. Deepak Parekh, Chairman, HDFC Limited delivered the Keynote Address at the National Colloquium on "Transformational Leadership & Business Growth" on April 2, 2012 at the Hall Gulmohar, India Habitat Centre, New Delhi.

The prominent luminaries who delivered their talks on transformational leadership & business growth were as follows:

Dr. Girdhar J. Gyani
Secretary General,
Quality Council of India

Mr. Sanjay Modi
Managing Director,
Monster.com India Pvt. Ltd.

Mr. Bharat Wakhlu
Resident Director,
TATA Services Ltd.

SHRI RAM
COLLEGE OF
COMMERCE



NATIONAL
COLLOQUIUM

Transformational Leadership
& Business Growth

April 2, 2012
India Habitat Centre
New Delhi

Mr. Nitin Razdan
Operations Head,
Hay Consultants India Pvt. Ltd.

Mr. S. K. Roongta
Managing Director,
Vedanta Aluminium Ltd.

Mr. P. Rejendran
Co-Founder & COO,
NIIT Limited

Dr. Leena Srivastava
Vice Chancellor & Professor of Energy Policy,
TERI University

Mr. Ramesh Narayanan
CEO,
BSES Yamuna Power Ltd.

Mr. Partha Sarathi Guha Patra
VP & Head-Corporate Affairs,
Wipro Limited



Keynote Speakers at the Colloquium over the years

Marketing Summit, HR Summit

Marketing Summit

Navyam- Annual Marketing Summit 2012 was organised on November 3, 2012.
Topic- Innovative Marketing Strategies

Marketing is dynamic, innovation is inevitable. Marketing has evolved over times to match up with the fast moving times and it continues to do so at even faster pace in accordance with the changing times today.

Marketing is both strategic and tactical. From creation of interest to triggering the purchasing decisions, all takes place against a backcloth of various factors that condition the market. From beating drums by the king's court men in ancient India to make important announcements to Internet Marketing, innovation has done wonders to marketing, but its role doesn't stop here as innovation is perpetual, it has no destination, just some milestones along the way.

The questions that arise are: What are the latest innovative marketing strategies being implemented in companies in different sectors across the country? Is it really important to implement innovative marketing strategies, why not the conventional strategies? How is a new marketing strategy devised and implemented? What if it fails?

To address all these issues, we had dignitaries from the corporate world, who graced the panel and became part of Navyam-2012:

Harpreet Kaur- CEO-Founder, GICF, Andrea Stone-Marketing Head, Comviva, Rajesh Lagani- VP Sales, Arise India Ltd., Kashmira Chadha-Marketing Consultant, Alok Sud- VP, RIL, Mayank Meen Ketan- Area Manager, Asian Paints Home Solutions, Ruchi Chauhan- Marketing Head, Wolter Kluwers, Dan Stefels- Director, Grant Thornton, Rashmi Dhingra- Marketing Head, IOCL, Sanjeev Mago- Managing Director, Kohpal Consultancy, Tinku Singh- President, SRS Cinemas, Kamal Oberoi- Chairman, QUO, Mahinder Singh- VP, RIL, Surrender Saini- Independent Marketing Consultant, Ravi Bhaskar- Director, Zen Mobiles

HR Summit

Topic: GENYWORKFORCE (Opportunities and Challenges)

HR summit was organized on September 8, 2012 at Le Meridian by Agarta (the HR society at Global Business Operations SRCC). The event was divided into three technical sessions or panels. The first panel consisted of five panelists and the other two consisted of six speakers each.

The sessions were divided such that the topic 'GENYWORKFORCE' was covered in every aspect of the term. The sub topic for the first panel was "Change in corporate paradigm: how millennial are changing the workplace".



Finance Summit

The panelists under this panel were:

Mr.Nirmal Singh Raghav,Head HR,Idea cellular, Mrs.Richa Pant,GM HR, Steria India Ltd.(MODERATOR), Mr.Ganesh V Chandan, Head HR-Admin and IT Avantha group, Mr.Dr.JS Chauhan, Manager(HRD), Power grid, Mrs. Reema Garg, Director,SMC Group of companies.



The sub topic for this panel was "Hiring and retaining the gen y-ers". In the second session, the speakers gave a general overview of the process of recruitments and also the skills they look for in employees at the time of recruitment.

The speakers under this panel were:

Mr.Omar Farooq,CEO,AceproHR(Moderator), Mr.Andleeb Jain,VP HR, Lanco India Ltd., Mr.Vivek Tripathi,CHRO, LAVA, Mr.D.Bhattacharya, Advisor-learning and development, IFFCO, Mr.Nitin Thakur, Manager, L&D, Rockwell automation, Mr. Madhur Mehta(MakeMyTrip.com)

The sub topic for the last panel was 'the do's and don'ts that the corporate world should practice when it comes to gen y '. In the third panel there was a turn of events where in all the panel members opposed the very idea of 'GEN Y' stating that there is no such thing as gen y and that it is all in the perception

The speakers in this panel were:

Mr.Rajeev Bhadauria,Director group HR,JSPL(Moderator), Mr.Pradyumna Pandey,AVP and HR head,Mawana sugars India Ltd., Capt. Manish Singh,Sr. HR Manager,Chimes group, Mr.Naveen Coomar, Director HR,Nuereth group, Mr.Sourabh Bali, Solution Consultant, Manpower group of companies, Mrs.Sujeeta Khemka- Sr.HR Manager,Hero Moto Corp.

Finance Summit

The Annual Finance Summit 2012 was based on "Enhancing Global Financial Stability: Challenges & Opportunities for Indian Corporates". The Finance Summit saw dignitaries from different corporate spheres and was held at SRCC lawns on February 5,2012.

The speakers present on the occasion were:

Mr. Deepak Gaddhyan
Senior President & Country Head,Yes Bank
Mr. Sunil Sayal
Vice President,
Finance & Company Secretary, Ericsson India
Mr. Naveen Rishi Kumar
Head of Finance & Company Secretary,
YKK India Private Limited
Mr.Amit Sachdeva
Partner & Leader,
TCE Advisory Services,
Ernst & Young Pvt. Ltd.



The panel discussion was being moderated by Dr. Anand Sharma (Professor Finance & Accounting,MDI Gurgaon).

Corporate Interaction

Google

A team from Google has visited the SRCC campus to have an interaction on the upcoming Google Products with SRCC students. The discussion was full of fun where the students have given focused insights about the use of social media in their lives. The prominent speakers were:

Dr. Deepak Tandon
Professor, Accounting and Finance
MSc.LLB CAIIB, MBA(Finance) FMS Delhi University, Dipl. Intl

Dr. Harsh Verma
Professor, FMS



Eminent Alumni

Eminent Alumni

SRCC Alumni have gained eminence across the world and occupy important positions in business, industry, media and governance. They are the ambassadors of SRCC's excellence even as they carry with them the experience of their alma mater.

Our eminent alumni include:

Abhishek Dalmia, Renaissance; Akhil Gupta, Joint Managing Director, Bharti Airtel Ltd.; Amithabh Jhunjhunwala, Group Managing Director, Reliance ADAG; Analjit Singh, Chairman, Max India Ltd.; Anita Khanna, Partner, A&G Chartered Accountants; Anshu Jain, Head, Global Markets, Deutsche Bank; Arjan Sikri, Justice, Delhi High Court; Arun Jaitley, former Union Cabinet Minister & M.P. Rajya Sabha; Atul Punj, Chairman, Punj Lloyd Ltd.; C.K. Jaipuria, CMD, Pearl Drinks Ltd.; Girish Ahuja, President, SRCC Alumni Association; Gulshan Grover, actor; Jitin Prasada, Union Minister of State for Steel; K.K. Kumar, Shakti Bhog Foods Ltd.; Lokesh Sharma, MD, 21st Century Media Ltd.; Manoj Kohli, President & CEO, Bharti Airtel; Navtej Singh Sarna, Diplomat & Novelist; Pramod Bhasin, CEO, Genpact; R.F. Nariman, Senior Advocate, Supreme Court; R.N. Karanjawala, Managing Partner, Karanjawala & Co.; Rajat Sharma, India TV; Rajesh Pratap Singh, fashion designer; Rajiv Memani, Ernst & Young; Rajnish Aggarwal, Chartered Accountant; Rakeysh Omprakash Mehra, film director; S.N.P. Punj, Chairman Emeritus, Punj Lloyd Ltd.; Sanjeev Kaura, Social Activist; Shiv Khera, Management guru & motivational speaker; Vijay Goel, former Union Cabinet Minister; Vikas Nath; Vinod K. Singhania, Tax Management Consultant; Yadu Hari Dalmia, CMD, Dalmia Cement (Bharat) Ltd.

College alumni have been a great motivational strength for the college with their participation in college activities, their suggestions and concern to see their college retain its pre-eminence. In the recent past, several amongst them have contributed generously towards the development of college infrastructure and more and more are joining in this noble venture.



Eminent SRCC Alumni



Publications, Festivals

Publications

BusinessAnalyst

BusinessAnalyst is the College's bi-annual research journal circulated widely within academia and industry, seeking to promote research in the fields of business and economics and encourage empirical and inductive writings.

Yamuna

The College magazine Yamuna is brought out annually. With an inheritance of 84 years, it continues to provide students with an excellent platform for the expression of their creativity both in Hindi and English.

Students' Festival

Winter Festival

"Crossroads", the winter festival, is one of the most popular students' festivals in the University. Spread over a few days in January-February, enthusiastic students come from all over and participate in a variety of events. The festival not only provides a sense of togetherness but also tests organizational skills of the students.



En Masse - The Annual Management Fest :

The Management Fest of Global Business Operations Shri Ram College of Commerce,

En masse began with a vision to provide an opportunity for the finest minds from top management schools in the country, industry and academia to come together on a common forum; voice their opinions, exchange ideas and forge the course of the road that lies ahead.

En Masse provides a platform for the coming together of young and dynamic minds and broadening their horizons. The major events were Clash of the Titans (Panel Discussion by Renowned Speakers), Plan B (Business Plan Event), Whiz Quizote(Business Quiz), Cruc-i-Fix (Management Antakshari), Obliquation (Finance Game), Shepherd's Shibboleth (HR Game), etc

En Masse heralds the coming together of the Kautilyas and Sun Tzuses from all over the country to showcase the zeal that drives the human intellect. The 13th edition of En masse, which was held from 22th-24th March 2012 involved phenomenal participation from some of the best minds in the country; college students from



across the top B schools In India and abroad.

This major cultural attractions at En Masse 2012 were Red Bull Bed Room Jam and Groovon-Western dance Competition.

En Masse 2012 received patronage from renowned corporate groups such as Maruti Suzuki India Ltd. RG Group, HT Edge, Woodland & Jolen India to name a few.

En Masse 2012 was indeed a successful event and received accolades from nooks & corners of India.

COLLABORATIVE PROGRAMMES

UKIERI Study India Programme 2011

September 6-8, 2011

Shri Ram College of Commerce, Delhi University hosted a delegation of 20 students from the United Kingdom from various universities on a three day cultural exchange programme under the United Kingdom India Education and Research Initiative (UKIERI) under the aegis of the British Council.

Indo-Dutch Collaborative Programme 2012

"Management and Cultural Contexts"

October 13 -19, 2012

Select students from Hogeschool, Utrecht Business School, University of Applied Sciences, Netherlands, Shri Ram College of Commerce and Miranda House, University of Delhi participated in the 5th Indo-Dutch Collaborative Programme to discuss the management & cultural contexts.

Indo-US Collaborative Programme 2012

January 2 - 17, 2012

The event which was organized by the Higher Education Cell from January 2 to 17, 2012 was a maiden collaboration of Shri Ram College of Commerce and the University of Wisconsin - Eau Claire (UWEC), USA. The collaborative programme hosted by SRCC aimed to build a long lasting relationship with the American counterparts and in the process offered an interactive line up to the visiting students and faculty encompassing the knowledge of cultural, political and business perspective of India.

Pennsylvania State University - SRCC Collaborative Programme

July 23 - 28, 2012



Career Resource Centre

Career management at SRCC is a vital component of the GBO programme. It is designed to provide a smooth transition from a student's life to a full-fledged career in entrepreneurship or in the corporate world.

Special workshops are conducted which are relevant to developing overall social effectiveness in the business world. These include topics such as self-assessment, interviewing skills, project management, building corporate and interpersonal relations, vital for both entrepreneurs and executives.

The Placement Cell ensures an efficient and effective means to arrange for interactions on campus with potential employers.

Companies where GBO students have been placed and/or did their summer training

Ac Nielsen
Adani Port Ltd.
Aero Group of Companies
American Express
Amul
Amway
Arving Mills Limited
Ascent Forex Consultants
Bank of America
Berger
Birla International Marketing Corp.
Bisleri Ltd.
Blackstone
BNP Paribas
Capital IQ
CII
Copal Partners
DCM Technologies
Dharamphal Satyapal Group
Discovery Channel
Drewery Maritime Service
DSCL
Dupont
Ernst & Young
Escorts Ltd.

Escorts Mutual Funds
Essel Shyam Communication Ltd.
E-Valueserve
FCB Ulka
Flex
Ford Ltd.
Fortis Finance Max New Your life
Franklin Templeton
GE Money
GH Financials
Gillette India
Godfrey Philips India
Greenfields Online
Group 4 Securitas
Haldiram Exports
HCL Infosystems
HCL Technologies
HDFC Bank
Hero Corporation Services
Hewitt Associates
HFCL
HLL
Honda Siel Power Products

HSBC
Schneider Electric
IDBI Bank
IFCI
IMRB
India Bulls
Indica Research
ING Vysya Bank
JK White Cement Works
Johnson & Johnson
Jones Lang LaSalle
Kotak Securities
KSA – Technopak
Leo Burnett
Mata Securities India Pvt. Ltd.
Max New York Life Insurance
Mckinsey
Merino Products Ltd.
MMTC
NABARD
Nestle
ONGC
Oriental Bank of Commerce
Pepsi Co.
Perot Systems

Pipal Reserch
Price Waterhouse-Coopers
Prudential ICICI
Punj Lloyd
Punjab & Sink Bank
Ranbaxy
RBI
Reliance Infocomm
Schneider Electric
Shri Ram Honda Ltd.
SPA Capital Services
Spectranet Ltd.
SRF Ltd.
Standard Chartered Bank
State bank of India
Stellar Search Pvt. Ltd.
Taj Group of Hotels
Tata International
Taurus Mutual Funds
TCS
TERI
TISCO
Trident Group
Triton Advertising
Videocon

Wipro
Wockhardt



Faculty

Mr. Abhinav Pasricha
BCA (GGIPU), PGDCA, MCA (IGNOU)

Mr. Amit Sachdeva
M.Com., M.Phil. (Delhi), MBA (IIT, Delhi)

Dr. Anil Kumar
M.Com. (Delhi), Ph.D. (Delhi)

Mr. Ashwani Kumar
M.A. (Eco)

Mr. B. K. Goyal
M.Com., LL.B. (Delhi)
Course Co-Ordinator (Batch 2010-12)

Prof. C. P. Gupta
B.Com., M.Com., M.Phil., Ph.D (Delhi)

Dr. Deepashree
M.B.E., M.Phil., Ph.D. (Delhi)

Dr. G.L. Tayal
B.Com., M.Com., LLB., Ph.D (Delhi)

Dr. Gauri Shankar
M.Com., Ph.D. (Delhi)
Course Co-Ordinator (Batch 2011-13)

Dr. H. L. Bhatia
M.A. Eco. DSE, Ph.D. Eco. DSE

Dr. J. K. Thukral
M.A., M.Phil., Ph.D (Delhi)
Post-Doctorate (USA)

Dr. Monica Bansal
B.Sc (Delhi), MBA (IP Uni.), Ph.D (Delhi)

Dr. R. P Rustagi
M.Com., M.Phil. (Delhi), F.C.S., Ph.D. (Gwalior)

Mr. Rahul Chandan
Dy. Manager, Spat Reading
Corporation of India

Mr. Rishi Mehra
CEO, Corporate Partner

Dr. Ritu Ranjan
M.A., M.Phil., Ph.D. (Delhi)

Mr. S. C. Malhotra
M.Com. LL.B. (Delhi)

Mr. S. C. Nirwani
Former Director, Indian Council of Arbitration

Mr. S. K. Choudhury
M.A. (JNU), M.Phil. (Delhi)

Mr. Vivek Bhatia
B.Com, M.Sc., AICWA, CSA,
LIFA (UK), CMA (Australia)

PRINCIPAL

Dr. P.C. Jain

BURSAR

Mr. R.S. Aggarwal

LIBRARIAN

Mr. D.V. Singh

ADMINISTRATIVE OFFICER

Mr. B.M. Bansal

SECTION OFFICER (ADMINISTRATION)

Mr. M.S. Kansal

SECTION OFFICER (ACCOUNTS)

Mr. P.K. Jain

SR. PA TO PRINCIPAL

Mr. Shiv Nandan



Attendance Requirements & Examination Scheme

Attendance Requirements

Candidates admitted to the GBO Programme will have to attend at least 75% of the classes, to be eligible for appearing in each of the University Semester examinations.

Examination Scheme

The examination in each paper in every semester carries 100 marks divided as follows:

Written examination (3 hours)	: 70 marks
Internal Assessment	: 30 marks

- » The students who obtain in each of the papers of the four semesters at least 40% marks, and in the aggregate of the two semesters of each of the years, at least 50% marks, shall be eligible for the award of the Diploma.
- » The students shall be deemed to have cleared year one of the course on obtaining a minimum of 40% marks each in at least ten of the papers in the examinations comprising Semesters One and Two.
- » The students shall be deemed to have cleared year two of the course on obtaining a minimum of 40% marks each in at least nine of the papers in the examinations comprising Semesters Three and Four.
- » On not clearing a year, a student shall be permitted to reappear in the concerned examinations in the subsequent year as an ex-student or join the course as a regular student.
- » On not passing some of the papers of a cleared year, the student would have to pass such papers within a maximum period of two years. A student not obtaining 50% marks in the aggregate of the two semesters of a year would be permitted to reappear in any of the papers of his choice within a maximum period of two years.
- » A student would be required to complete the entire course in a maximum of four years from the year of admission to the course.



ADMISSIONS 2013

Application and Entrance Details



Eligibility Seats Available

Eligibility

The eligibility for admission is minimum 50 % marks in the degree examination (10+2+3) of a recognized University. Candidates who are appearing for their qualifying examination are also eligible to apply. A relaxation of 5 % in total aggregate marks is admissible to candidates belonging to reserved categories of SC, ST and PwD.

Seats Available

The total number of seats available are 62 including reservation. 27 % (17) seats are reserved for OBC category, 15 % (9) for SC category, 7.5 % (5) for ST category and 3 % (2-Supernumerary) for Persons with Disability (PwD) category candidates.



Selection Criteria

Written Test Date and Test Centres

Group Discussion and Personal Interview

Selection Criteria

A candidate has to qualify a written admission test of two hours duration consisting of four parts – Verbal Ability, Quantitative Ability, Logical Ability and Data Interpretation. Each part shall consist of 40 questions carrying 4 marks each. There is negative marking of 1 mark for every wrong answer.

A limited number of candidates will be called for Group Discussion and Personal Interview (GDPI) on the basis of merit order of written test.

Appearance in GDPI is must for selection.

The weightage for Written Test and GDPI will be 75 % and 25 % respectively.

A final selection will be made in order of merit under respective category on the basis of total marks obtained by candidates in Written Test and GDPI.

All components of the admission process must be completed for consideration of final selection,

Written Test Date and Test Centres

The written test will be held on Sunday, January 27, 2013 from 10.00 a.m. to 12.00 noon at Amritsar, Chandigarh, Dehradun, Delhi, Jaipur, Lucknow, Patna, Guwahati, Kolkata, Ahmedabad, Mumbai, Nagpur, Bhopal, Bhubaneswar, Bengaluru, Hyderabad, Chennai & Trivandrum.

The college reserves right to change/cancel any test centre.

Group Discussion and Personal Interview (GDPI)

Successful candidates will be intimated about the GDPI by registered post. The GDPI will be held in Delhi only. The distribution of weightage between GD and PI is 10% and 15 % respectively.

Course Fee

The fee per semester is ₹ 10,000/-. In addition, annual charges of ₹ 79,600/- will also be payable (including ₹ 1000/- refundable for library security). The fee will be payable half yearly for two semesters and subject to revision. The different work-groups of the programme also contribute to various activities such as seminar,



How to Apply

placement, industrial visits, internet, etc. for which separate fees will be charged. All students have to become members of these work-groups.

Cancellation of Admission and Refund of Fee

A student is required to apply in writing for cancellation of admission. In case a student gets his / her admission cancelled on or before the start of the session, only ₹ 1,000/- towards processing charges will be deducted. After start of the session, the first term fee will be deducted on proportionate basis till 16.08.2013 in addition to processing charges; thereafter only the library security will be refunded from the first term fees.

Writer for candidates under PwD category

Candidates belonging to the category of Persons with Disability (PwD) must attach with the Application Form a request letter, in case they require the help of writer for taking the written test citing the reasons thereof and certificate from the competent authority of Government Hospital. Such candidates would be required to pay for the writer. No extra time will be given to candidates belonging to PwD category for taking written test as there will be a separate merit list for them.

Before filling the application form the candidate should ensure his/her eligibility for admission.

How to Apply

The application form along with other required enclosures, duly filled in, should be submitted w.e.f. November 23, 2012 to December 31, 2012 with the College Office either personally or by post/courier. Attested copies of certificates for educational qualifications and other documents would be required at the time of finalizing admission; however, self attested photocopy of caste/category certificate in respect of candidates belonging to OBC, SC, ST, PwD category should be attached with the application form. In case of OBC candidates, their caste should not only be in state list, but in central list also. Further they must satisfy the non-creamy layer criteria. Income proof of the parents' income should also be provided by them where applicable at the time of admission.

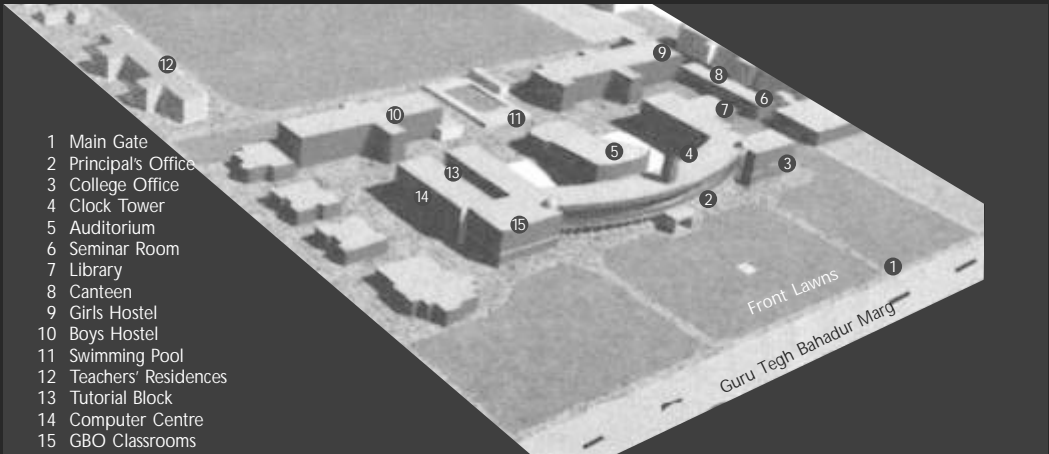
Reference letter & undertaking

Candidates are advised to follow instructions for filling and submitting application form given in the back inside cover page.



ELEVATION MAP OF SRCC

SRCC is situated in the North Delhi Campus of the University of Delhi. It is approximately 25 kms from the Airport, about 10 kms from the New Delhi Railway Station and 5 kms from Old Delhi Railway Station.





Shri Ram College of Commerce

University of Delhi, Maurice Nagar, Delhi-110 007

Phone: (011) 27667905 • Fax: 27666510

Website: www.srcc.edu



Price of Prospectus: ` 1,000/- (General Category) • ` 600/- (Reserved Categories: OBC/SC/ST/PwD)