



ଓଡ଼ିଶା ରାଜ୍ୟ ମୁକ୍ତ ବିଶ୍ୱବିଦ୍ୟାଳୟ, ସମ୍ବଲପୁର, ଓଡ଼ିଶା
Odisha State Open University, Sambalpur, Odisha
Established by an Act of Government of Odisha.

MASTER OF COMMERCE (MCOM)

Programme Objectives:

- To equip the learners with knowledge, skills and attitude to meet the requirements of the job market and/or to become self-sufficient.
- To develop critical appreciation regarding the concepts, principles and theories related to finance and accounting.
- To acquaint the learners with the emerging trends, contemporary issues and practices of the business houses in India and abroad.
- To provide the foundation for advanced studies and research in related domain.

Programme Outcomes:

After successful completion of this programme the learners should be able to:

- State the general concepts, principles and theories related to finance and accounting.
- Demonstrate skillful application of the learnt concepts, principles and theories.
- Develop integrated strategies using wide variety of tools and techniques to meet the emerging opportunities and challenges.

Highlights of the Programme:

Duration of the Course: Minimum: 2 years, Maximum: 5 years.

Conduct of Classes: Weekend for 4 hours (preferably on Sundays)

Course Fees: Rs. 6000 per year

Eligibility Criteria: Graduation or +3 PASS in any discipline

Evaluation: Based on Assignments and Term End Examinations

Target Group:

- Learners interested to pursue a career in commerce stream and to gain professional advantage.
- Learners interested to enhance their knowledge, understanding, acquire skills.
- Learners interested for a career in accounting and commerce domain.

Pedagogy:

The Course shall be taught through the interactive, Self-guided Learning Materials, OERs as reference materials, Week-end Counseling Classes, Audio/Video Lectures, Project Works.

Programme Structure:**Total Semesters: 4****Total Credits: 72****Total No. of Courses: 12**

SEMESTER-1	
MCO-1 Organisation Theory and Behaviour	6 Credits
MCO-2 Business Environment	6 Credits
MCO-3 Accounting For Managerial Decisions	6 Credits
TOTAL	18 CREDITS
SEMESTER-2	
MCO-4 Computer Applications in Accounting	6 Credits
MCO-5 Marketing Management	6 Credits
MCO-6 Financial Management	6 Credits
TOTAL	18 CREDITS
SEMESTER-3	
IBO-1 International Business Environment	6 Credits
IBO-2 International Marketing Management	6 Credits
IBO-3 India's Foreign Trade	6 Credits
TOTAL	18 CREDITS
SEMESTER-4	
IBO-4 Export Import Procedures and Documentation	6 Credits
IBO-5 International Marketing Logistics	6 Credits
IBO-6 International Business Finance	6 Credits
TOTAL	18 CREDITS

Block and Unit wise break-up of the Programme:

SEMESTER-1	
MCO-1 Organisation Theory and Behaviour	6 Credits
Block-1 Organisation Theory Unit-1 Introduction to Organisation Unit-2 Organisation Theory Unit-3 Organisation Structure and Effectiveness	
Block-2 Organisational Behaviour and Individual Perspective-I Unit-4 Overview of Organisational Behaviour Unit-5 Individual Behaviour and Learning Unit-6 Perception Unit-7 Attitudes and Values	
Block-3 Organisational Behaviour and Individual Perspective-II Unit-8 Personality and Emotions Unit-9 Stress Management Unit-10 Motivation Unit-11 Job Design and Job Satisfaction	
Block-4 Group Behaviour Unit-12 Group Formation and Structure Unit-13 Communication Unit-14 Conflict Management Unit-15 Team Building and Leadership Unit-16 Power and Politics	
Block-5 Organisational Culture and Development Unit-17 Organisational Culture and Climate Unit-18 Organisational Change Unit-19 Organisational Development Unit-20 Emerging Trends in OB	
MCO-2 Business Environment	6 Credits
Block-1 Socio-Political Environment Unit-1 Dimensions of Business Environment Unit-2 Socio-Cultural Environment Unit-3 Social Responsibilities of Business Unit-4 Political Environment	
Block-2 Legal Environment Unit-5 Regulatory Policies and Framework Unit-6 Corporate Laws – I Unit-7 Corporate Laws – II Unit-8 Labour Legislation	
Block-3 Regulations of Financial Markets Unit-9 Financial Markets Unit-10 Capital Market Unit-11 Regulation of Capital Market Unit-12 Investors Protection and Corporate Governance	
Block-4 Economic Environment Unit-13 Structure Of Indian Economy Unit-14 Economic Planning Unit-15 Economic Policies	

Unit-16 Small Scale Industries Unit-17 Economic Reforms	
Block-5 International and Technological Environment Unit-18 Balance of Payments and EXIM Policy Unit-19 Globalisation and WTO Unit-20 Foreign Investment and Collaboration Unit-21 Technological Environment	
MCO-3 Accounting For Managerial Decisions	6 Credits
Block-1 Fundamentals of Accounting Unit-1 Accounting An Overview Unit-2 Basic Cost Concepts Unit-3 Financial Statements Unit-4 Understanding Financial Statements	
Block-2 Analysis of Financial Statements Unit-5 Techniques of Financial Analysis Unit-6 Statement of Changes in Financial Position Unit-7 Cash Flow Analysis	
Block-3 Budgeting and Budgetary Control Unit-8 Basic Concepts of Budgeting Unit-9 Preparation and Review of Budgets Unit-10 Approaches to Budgeting	
Block-4 Standard Costing Unit-11 Standard Costing Unit-12 Variance Analysis – I Unit-13 Variance Analysis – II Unit-14 Responsibility Accounting	
Block-5 Cost Volume Profit Analysis Unit-15 Marginal Costing Unit-16 Break Even Analysis Unit-17 Relevant Costs for Decision Making Unit-18 Reporting to Management Unit-19 Recent Developments in Accounting	
TOTAL	18 CREDITS
SEMESTER-2	
MCO-4 Computer Applications in Accounting	6 Credits
Block-1: Computer Fundamentals Unit -1 Introduction to Computer Unit -2 Windows Operating System Unit -3 MS Word, MS PowerPoint and MS Excel	
Block-2: Computerised Accounting Unit-1 Computer and Computerised Accounting System Unit-2 Electronics Spreadsheet Unit-3 Use of Spreadsheet in Business Application	
Block-3: Application of Computer in Financial Accounting Unit-1 Graphs and Chart -I Unit-2 Graphs and Chart –II Unit-3 Graphs and Chart –III	

Block-4: Management Information System Unit -1 Management Information System: Basic Concepts Unit -2 MIS Applications in Organisation Unit -3 MIS Issues and Challenges	
Block-5: Database Management System in Accounting Unit-1 Introduction of Database Management Unit-2 Introduction to Accounting Unit-3 Accounting System using Database Management System	
MCO-5 Marketing Management	6 Credits
Block-1 Nature and Scope of Marketing Unit-1 Introduction To Marketing Unit-2 Marketing Environment Unit-3 Marketing Information and Research	
Block-2 Understanding Consumers and Selecting Target Markets Unit-4 Buyer Behaviour Unit-5 Markets and Market Segmentation Unit-6 Market Targeting and Positioning	
Block-3 Product Decisions Unit-7 Product Concepts and Classification Unit-8 Product Development and Product Life Cycle Unit-9 Branding, Packaging and Servicing	
Block-4 Pricing Decisions Unit-10 Objectives and Methods of Pricing Unit-11 Price Adjustment Strategies Unit-12 Regulation of Prices	
Block-5 Distribution Decisions Unit-13 Distribution Channels Unit-14 Marketing Intermediaries Unit-15 Marketing Logistics	
Block-6 Promotion Decisions and Emerging Issues Unit-16 Marketing Communication Unit-17 Personal Selling and Sales Promotion Unit-18 Advertising and Publicity Unit-19 Emerging Issues in Marketing	
MCO-6 Financial Management	6 Credits
Block-1 Foundations of Finance Unit-1 Financial Management An Overview Unit-2 Time Value of Money Unit-3 Valuation of Securities Unit-4 Risk and Return	
Block-2 Investment Decisions Unit-5 Cost of Capital Unit-6 Capital Budgeting I Unit-7 Capital Budgeting II	
Block-3 Long Term Financing Unit-8 Sources of Long Term Finance Unit-9 Capital Market Unit-10 Lease Financing	

Unit-11 Project Financing Unit-12 International Business Finance	
Block-4 Financing and Dividend Decisions Unit-13 Leverage Operating, Financial and Total Unit-14 Capital Structure Decision Unit-15 Dividend Policy Decision	
Block-5 Management of Working Capital Unit-16 Working Capital Unit-17 Cash Management Unit-18 Inventory Management Unit-19 Receivables Management	
TOTAL	18 CREDITS
SEMESTER-3	
IBO-1 International Business Environment	6 Credits
Block-1 Concepts and Dimension Unit-1 Introduction to International Business Environment Unit-2 Theories of International Trade Unit-3 Balance of Payments Unit-4 Instruments of Trade Policy	
Block-2 Globalization Process and Forces Unit-5 Globalization An Overview Unit-6 International Investment Unit-7 Transnational Corporation Unit-8 Technology Transfer	
Block-3 World Trading Systems and Institution Unit-9 World Trade Unit-10 Multilateral Trading System Unit-11 Regional Economic Groupings Unit-12 International Commodity Agreements Unit-13 International Financial Institutions	
Block-4 Legal Environment Unit-14 Legal Framework of Foreign Trade Unit-15 The Proper Law of the Contract or the Lex Causae Unit-16 Settlement of International Trade Disputes	
Block-5 Contemporary Developments and Issues Unit-17 International Trade and Environment Unit-18 International Trade in Services Unit-19 International Business Ethics Unit-20 Electronic Commerce	
IBO-2 International Marketing Management	6 Credits
Block-1 Introduction to International Marketing Unit-1 International Marketing Basic Concepts Unit-2 International Marketing Orientation and Involvement Unit-3 Analysing International Marketing Environment	
Block-2 International Market Selection and Entry Unit-4 International Market Segmentation Unit-5 Foreign Market Selection Unit-6 International Marketing Entry Decisions	

Block-3 International Product and Pricing Decisions	
Unit-7 International Product Planning	
Unit-8 International Branding, Packaging and Other Decisions	
Unit-9 International Pricing	
Block-4 International Distribution and Promotion	
Unit-10 International Distribution	
Unit-11 International Marketing Communication	
Unit-12 International Advertising	
Unit-13 Personal Selling, Publicity and Sales Promotion	
Block-5 Managing International Marketing Operations	
Unit-14 International Marketing Planning, Organising and Control	
Unit-15 International Marketing of Services	
Unit-16 Emerging Trends and Issues in International Marketing	
Block-6 International Marketing Research	
Unit-17 Introduction to International Marketing Research	
Unit-18 Data Collection	
Unit-19 Data Analysis and Report Writing	
IBO-3 India's Foreign Trade	6 Credits
Block-1 Foreign Trade An Overview	
Unit-1 India's Foreign Trade	
Unit-2 India's Balance of Payments	
Unit-3 India and World Trade	
Block-2 Institutional Framework Policies	
Unit-4 Export Promotion in India	
Unit-5 Trade Policy	
Unit-6 Industrial and Investment Policy	
Unit-7 Export Processing Zones, Export Oriented Units and Export House	
Block-3 Trade Prospects of Select Product-I	
Unit-8 Agricultural Products	
Unit-9 Textiles and Garments	
Unit-10 Gems and Jewellery and Handicrafts	
Unit-11 Leather Products	
Block-4 Trade Prospects with Select Product-II	
Unit-12 Electronics Commodities	
Unit-13 Engineering Goods	
Unit-14 Chemical Goods	
Unit-15 Services	
Block-5 Trade Prospects of Select Markets	
Unit-16 United States of America	
Unit-17 European Union and CIS Countries	
Unit-18 Japan	
Unit-19 Asean and Saarc	
Unit-20 West Asia	
TOTAL	18 CREDITS
SEMESTER-4	
IBO-4 Export Import Procedures and	6 Credits

Documentation	
Block-1 Export Import Documentation & Policies Unit-1 Export Import Trade Regulatory Framework Unit-2 Export Sales Contract Unit-3 Export Import Documents An Overview Unit-4 Electronic Data Interchange System Unit-5 Processing of an Export Order	
Block-2 Terms of Payment and Financing Practices Unit-6 Terms of Payment Unit-7 Exchange Control Regulations and Facilities Concerning Export Unit-8 Export Financing Unit-9 Export Credit Insurance Unit-10 Import Finance	
Block-3 Export Import Trade Operations Unit-11 Preparing for Shipment Unit-12 Cargo Insurance Unit-13 Shipment of Export Cargo Unit-14 Custom Clearance of Import Cargo	
Block-4 Export Assistance and Support Measures Unit-15 Institutional Set Up for Export Promotion in India Unit-16 Export Assistance in India Unit-17 Procedures for Claiming Export Incentives	
IBO-5 International Marketing Logistics	6 Credits
Block-1 International Marketing, Logistic System Unit-1 Introduction to Marketing Logistics System Unit-2 International Marketing Strategies and Logistics Unit-3 Inland Transport in Overseas Trade Logistics Unit-4 Warehousing Unit-5 Inventory Management and Order Handling	
Block-2 International Transport System Unit-6 Air Transport Unit-7 Ocean Transport Unit-8 Multi-Modalisation Unit-9 World Seaborne Trade and World Shipping Unit-10 Indian Shipping	
Block-3 International Freight Practices Unit-11 Liner Freight Practices Unit-12 Tramp Chartering Practices Unit-13 Legal Aspects of Carriage of Goods	
Block-4 Port Systems and Institutional Arrangement Unit-14 Port Systems Unit-15 Maritime Frauds and Unethical Practices Unit-16 Institutional Arrangements For Resolving Shippers' Problems	
IBO-6 International Business Finance	6 Credits
Block-1 International Financial System Unit-1 International Monetary System and Institutions	

Unit-2 International Financial Markets	
Unit-3 International Banking	
Unit-4 International Transactions and Balance of Payments	
Block-2 Foreign Exchange Risk Management	
Unit-5 Foreign Exchange Markets	
Unit-6 Determination and Forecasting of Exchange Rates	
Unit-7 Currency Risk Management	
Unit-8 Measuring and Managing Transaction Exposure	
Unit-9 Measuring and Managing Translation and Economic Exposures	
Block-3 Investing in Foreign Operations	
Unit-10 Corporate Strategy Aid Foreign Direct Investment	
Unit-11 International Project Appraisal	
Unit-12 Cost of Capital for Foreign Investments	
Unit-13 Political Risk and Tax Aspects	
Block-4 Financing International Operations	
Unit-14 Designing Global Capital Structure	
Unit-15 International Cash Management	
Unit-16 Foreign Trade Financing	
Unit-17 Project Export Financing	
TOTAL	18 CREDITS