



# **GONDWANA UNIVERSITY, GADCHIROLI.**

## **DIRECTION NO. 29 OF 2017**

**EXAMINATIONS LEADING TO THE DEGREE OF (विज्ञान स्नातक) BACHELOR OF SCIENCE (B.SC.) (SIX SEMESTER DEGREE COURSE) BASED ON CHOICE BASED CREDIT SYSTEM (CBCS) IN THE FACULTY OF SCIENCE AND TECHNOLOGY DIRECTION, 2017.**

(Issued under Provision of Section 12(8) of the Maharashtra Public Universities Act, 2016.)

Whereas, The Maharashtra Public Universities Act, 2016 has come into force with effect from 1<sup>st</sup> March 2017 (Maharashtra Act No. VI of 2017) (hereinafter referred to as the Act);

AND

Whereas, the above mentioned Act is applicable to the Gondwana University, Gadchiroli from 1<sup>st</sup> March, 2017;

AND

Whereas, the chairman, U.G.C. New Delhi has directed the Vice-Chancellor of the university to initiate steps for successful implementation of the choice based credit system(CBCS) from the Academic Session 2015-16 vide letter D.O.No.F-1-1/2015(CM) dated 8/01/2015 ;

AND

Whereas, the U.G.C. has formulated and issued guidelines on adoption of choice based credit system in all the universities;

AND

Whereas, the Vice-Chancellor has directed, on the basis of the resolution of the authorities of the university, to formulate and introduce choice based

credit system at U.G. and P.G. level programme in all the faculties in the university;

AND

Whereas, the matter to introduce choice based credit system is required to be regulated by an ordinance to be made in this behalf;

AND

Whereas, no Ordinance is in existence in the university for introducing choice based credit system in the faculty of Science and Technology;

AND

Whereas, making of an Ordinance for introducing choice based credit system in the faculty of Science and Technology is a time consuming process;

AND

Whereas, the choice based credit system is to be introduced at the Bachelor of Science (B.Sc.) Degree level in the faculty of Science and Technology from the Academic year 2017-18.

Now, therefore, I, Dr. N.V. Kalyankar, Vice-Chancellor, Gondwana University, Gadchiroli in exercise of the powers vested in me under provision of section 12 (8) of the Maharashtra Public Universities Act, 2016 do hereby issue following Directions :-

1. This Direction shall be called "Examinations leading to the Degree of (विज्ञान स्नातक) Bachelor of Science (B.Sc.) (Six Semester Degree Course) based on Choice Based Credit System (CBCS) in the Faculty of Science and Technology Direction, 2017.
2. This Direction shall come into force with effect from the date of its issuance.

### 3. Need for academic reforms in Indian Higher Education :

a) In the knowledge based society, quality of higher education is of prime importance. There are many concerns about the quality of education imparted to the learners and its overall impact on the development of the nation. In the existing system lack of flexibility in the curriculum and absence of comprehensive national framework for facilitating mutual give & take of the academic programs offered by different higher education providers is the main lacuna. It is the need of time to give serious re-look at the existing systems & introduce reforms wherever possible.

b) **Recommendations of National Regulating authority:**

The University Grants commission(UGC)NAAC, Distance Education council(DEC) & National knowledge commission(NKC) have suggested the recommendations to improve upon the quality & effectiveness of higher education in the country. It is the need to develop a choice Based credit system(CBCS) in tune with global trends & adaption of grading system for learner performance. Today, there is a need for fully convertible credit based system, acceptable to other universities.

All the major higher education providers across the globe are operating the systems of credits.

c) **The concept of CBCS in brief :** CBCS essentially redefines the curriculum into smaller measurable entities of modules/units with the hours required for studying/learning. The mechanism is to be developed to combine these modules in different ways so as to quality for a given Programme. The learner is at the center of all academic transactions.

d) **Need for Introduction of CBCS :** The features highlighted by UGC are: Enhanced learning opportunities, ability to match learners' scholastic needs and aspirations, inter university transferability of learners (after completion of semester) allows part completion of an academic Programme in the Institution of enrolment & part completion in other (recognized) institution. This scheme provides improvement in educational quality and excellence, flexibility for working learners to complete the programme over an extended period of time, standardization and compatibility of educational programmes across the country.

e) **Advantages of Credit System:**

- Shift in focus from teacher-centric to student- centric education, since the workload is calculated on the time spent in learning, and not in teaching.
- Helps to record work and document learner workload.
- Helps self-paced learning.
- Allows more flexibility to the learners to choose the programs.
- Respects "Learner Autonomy". Allows learners to choose according to their own learning needs, interests and aptitudes.

- Makes education more broad-based. One can take credits by combining unique combinations.
- Facilitates learner mobility. Offers the opportunity to sliding at different times and in different institutions. Credits earned at one institution can be transferred to another.
- Is beneficial for achieving more transparency and compatibility between different educational structures.
- A credit system can facilitate recognition procedures as well as access to higher education for non-traditional learners.

**f) Scientific approach to implementation:**

To implement the credit system, a scientific approach has to be adopted for the benefit of the learner.

**4. In this Direction, unless the context otherwise requires:-**

- 1) Academic Year :** Two consecutive (one odd + one even ) semester constitutes one Academic year.
- 2) Choice Based Credit Systems (CBCS) :**The CBCS provides choice for students to select from the prescribed courses (core, elective or soft skill courses).
- 3) Course -** A course is essentially a constituent of a *Programme*. The course should define learning objectives and learning outcome. A course may be designed to comprise lectures / tutorials / laboratory work/ field work/ outreach activities/ project work/ seminars / term papers/ assignments/presentations / self-study etc. or a combination of some of these.
- 4) Credit –** A unit by which the course work is measured. It determines the Number of hours of Instructions required per week. One credit is equivalent to minimum of 30 to 40 hours of learning.
- 5) Credit point –** It is the product of grade points & number of credits for a course.
- 6) Grade point –** It is numerical weight allotted in each letter grade on 10 point scale.
- 7) Letter grade –** It is an index of performance of students in a said course. Grades are denoted by letters.

5. (i) The following shall be the examination leading to the Degree of Bachelor of Science in the Faculty of Science and Technology.

- a. विज्ञान स्नातक B.Sc Part-I, (semester I and II examinations.)
- b. विज्ञान स्नातक B.Sc. Part II, semester III and IV examinations); and
- c. विज्ञान स्नातक B.Sc. Part III, semester V and VI examinations.)

(ii) The Duration of the program: The duration of undergraduate (U.G.) program (B.Sc.) in the Faculty of Science and Technology shall be of three Academic years consisting of six semesters.

6. Admission and Eligibility criteria: Subject to their compliance with the provisions of this direction and of other ordinance in force from time to time, an applicant for admission to semester I of CBCS, B.Sc. I, must have passed higher secondary (10+ 2) or an equivalent course recognized from M.S. Board/ CBSE/or recognized body.

7. (I) The student passing H.S.C examination with Physics, Chemistry and Mathematics shall offer the following subjects at B.Sc. I examination.

- i) Ability Enhancement Compulsory Course: English and any one of the following languages Marathi, Hindi, and supplementary English.
- ii) Three core subjects from the following subjects available in the university- Physics, Chemistry, Electronics, Mathematics, Computer Science, Geology .

(II) The student passing H.S.S. Examination with Chemistry and Biology shall offer following subjects:

- i) Ability Enhancement Compulsory Course: English and any one of the following languages :- Marathi, Hindi, and supplementary English.
- ii) Three core subjects from the following subjects available in the university :- Botany, Zoology, Biochemistry, Environmental Science, Microbiology, Biotechnology, Industrial fish and fisheries and Geology.

(III) The students passing H.S.C. examination (M.C.V.C. stream) with technical trades shall be eligible for the admission to CBCS, semester pattern B.Sc. I course as follow:

- i) Paramedical/Agricultural/Fisheries group :- can take any allowed combination of three from the following subjects :- Zoology, Botany, Microbiology, Biochemistry, Biotechnology, Environmental science, Industrial fish and fisheries, Chemistry, Geology.
- ii) Engineering and technology, Computer Science group :- can take any allowed combination of three from the following :- Physics, Chemistry, Computer Science, Mathematics and Electronics, Geology

8. Every examinee for the B.Sc. Part I (Semester I &II) Examinations shall be examined in:

- a) AECC-English
- b) AECC-Any one of the following languages: Marathi, Hindi, Supplementary English
- c) Any one combination allowed/available at the concerned college or Institute as shown in **Appendix E**.

9. In the case of B.Sc. Part-II, (Sem. III & IV Examinations) : - The student shall have passed not less than one academic year previously the (B.Sc. Part-I, Sem. I & II Examinations) of the University or an examination recognized as equivalent thereto, and
10. In the case of the B.Sc. Final, (Sem. V & VI Examinations) :- The student shall have passed not less than one Academic year previously the (B.Sc. Part-II) (Sem. III & IV) Examinations of the University or an examination recognized as equivalent thereto:

**11. Norms of A.T.K.T:---**

The admission to the program shall be subjected to ATKT rules as given below:

- a) A student shall be allowed to keep term for semester II irrespective of grades obtained in each course of semester I
- b) A student shall be allowed to keep term for semester III if he/she passes (grade E or above in each course) each of semester I & semester II Or He/ She passes two courses in each semester.
- c) A student shall be allowed to keep term for semester IV irrespective of grades obtained in each course of semester III & can appear for Semester IV examination.
- d) A student shall be allowed to keep term for semester V, if he / She passes semester I,II, III & IV. Or He / She has passed Semester I & Semester II and Pass in at least 1 courses each of Semester III & IV .
- e) A student shall be allowed to keep term for Sem VI irrespective of grades obtained in each course of Semester V.

There will be supplementary examination conducted for external evaluation (Semester end) by the university.

12. There shall be total six semester, in U.G. level B.Sc. program
13. Each semester shall comprise minimum 90 (Ninety) actual teaching days.
14. Every subject ( Except languages and Mathematics) in each semester will comprises of –
  - a) Two theory papers – 50 marks each
  - b) One internal assessment, based on two theory papers – 10 marks each.
  - c) One practical/Laboratory work- Total 30 marks
15. For Mathematics-
  - a) Two theory papers- 60 marks each
  - b) One internal assessment based on two theory papers for 15 marks each
16. In addition to above, Semester I & II will have
  - a) One AECC English paper of 80 marks and 20 marks for internal assessment.
  - b) One second language paper of 80 marks and 20 marks for internal assessment.
17. All theory papers shall be divided into four units.
18. The scope and limitations of the subjects of all semester opted by the students shall be indicated in the respective syllabi from time to time. The medium of instruction and examination shall be English, except for the courses in languages.
19. The fees for the tuition, examination, Laboratory and other fees shall be as prescribed by the University from time to time.
20. The theory question paper will be as per CBCS examination pattern as decided by respective B.O.S.

21. All theory examinations shall be conducted by Gondwana University Gadchiroli at the end of each Semester.
22. Practical examination for all odd semesters shall be conducted at the college level and all even semester, by Gondwana University, Gadchiroli.
23. Duration of practical examinations shall be 6 to 8 hrs, for one or two day, depending upon subject and number of students.
24. The number of papers, practicals, teaching hours, the maximum marks allotted and minimum marks which an examinee must obtain in order to pass the examination, all details are shown in Appendices A, B1 & B2 appended to this Direction.
25. The scheme of awarding marks for internal assessment with every detail shall be as per appendix C appended with this Direction.
26. Notwithstanding anything to the contrary of this Direction, no candidates shall be admitted to B.Sc. part I, (semester I and II), B.Sc. II- (Sem. III and IV) and B.Sc. final (semester V and VI) examinations under this Direction, if he/she has already passed the corresponding or an equivalent examination of any other statutory University.
27. As soon as possible after the examinations the Board of Examination shall publish a list of successful examinees at the B.Sc. Part-I, (Sem. I & II) B.Sc. Part-II, (Sem. III & IV) and B.Sc. Final (Sem. V & VI) Examinations. The result of all examinations shall be classified on the basis of semester Grade point Average 'SGPA' evaluated as specified in the adopted model CBCS ( Appendix D).
28. The examinees who have secured pass grade in all subjects prescribed for all the examinations shall be eligible for the award of Degree of Bachelor of Science. The classification of division of examinees for the award of Degree of Bachelor of Science shall be on the basis of Cumulative Grade Point Average 'CGPA' evaluated by accounting SGPA of all semesters as demonstrated in the Appendix D.
29. Successful Examinees at the final examination shall be on payment of the prescribed fees, will be entitled for the award of the degree in the prescribed form signed by the Vice Chancellor.
30. Absorption scheme to switch over from yearly to semester pattern  
(From other University to Gondwana University)
  - a) The candidates who have cleared first year annual pattern examination in the subject shall get admission to third semester directly by matchable scheme. However, candidates who are allowed to keep term will not be eligible for admission to third semester unless they clear all the papers and practicals of first year annual pattern examination.
  - b) Admission to 5<sup>th</sup> semester, student should clear second year annual pattern examination in all subjects.

Gadchiroli

Date: 22/08/2017

(Dr. N. V. Kalyankar)  
Vice Chancellor

Appendix-A

**Bachelor of Science**  
Teaching and Examination scheme  
Three year (Six SEMESTERS) CBCS Degree Programme  
B.Sc. I (Semester I and II)

Sr. No	Subjects	Teaching scheme		Examination Scheme												
				Theory									Practical			
				Th+Tu Periods	Pr(Periods)	Total periods	Credits	Duration Hrs.	Max. mark Th paper	Min Passing Marks Th	Max marks IA	Min. passing IA	Total	Min. passing Marks	Duration hrs.	Max. mark practical
1.	AECC-English	4	--	4	4	3	80	32	20	08	100	40	--	--	--	100
2.	AECC-Second Language	3	--	3	4	3	80	32	20	08	100	40	--	--	--	100
3.	Science Core I Paper I,II and Practical, excluding Mathematics	3+ @	--	6+ @	6	3	40	40	10	08	120	48	--	--	--	150
4.	Science Core II, Paper I,II and Practical, excluding Mathematics	3+ @	--		6	3	40		10				--	--	--	
5.	Science Core III, Paper I,II and Practical, excluding Mathematics For Core III Mathematics refer to row No 6&7.	--	--	6	6	--	--	--	--	--	--	--	6 - 8*	30	11	--
6.	Mathematics (Paper I)	4+1	--	8+	3	3	60	48	15	12	150	60	--	--	--	150
7.	Mathematics (Paper II)	4+1	--		2	3	3		60				15	--	--	



Note: Th=theory, Pr=practical, Tu=tutorial, IA=Internal Assessment, @ = Tutorials wherever applicable, \* = If required for two days.

Minimum marks for passing will be 40% of the total marks allotted to theory and internal assessment together. A candidate has to pass in practical separately. Provided the candidate has appeared in all the papers of concerned subjects.

Appendix-B1

**Bachelor of Science**  
Teaching and Examination scheme  
Three year (SIX SEMESTERS) CBCS Degree Programme  
B.Sc. Part II (Semester III and IV)

Sr.No	Subjects	Teaching scheme		Examination Scheme													
				Theory										Practical			
				Th+Tu Periods	Pr(Periods)	Total periods	Credits	Duration hrs	Maxi.mark Th paper	Min Passing Marks Th	Max marks IA	Min.passing IA	Total	Min. passing Marks	Duration hrs.	Max.marks practical	Min.passing marks
1.	Science Core I Paper I,II and Practical, excluding Mathematics	3+ @	--	6 + @	6	3	50	40	10	08	120	48	--	--	--	150	
2.	Science Core II Paper I,II and Practical, excluding Mathematics	3+ @	--	6	6	3	50	--	10	--	--	--	--	--	--		
3.	Science Core III, Paper I,II and Practical, excluding Mathematics. If Core III is Mathematics then refer to row no. 4,5.	--	--	6	6	--	--	--	--	--	--	--	6 8 *	30	11		
4.	Mathematics (Paper I)	4+1	--	8	3	3	60	--	15	12	150	60	--	--	--	150	
5.	Mathematics (Paper II)	4+1	--	2	3	3	60	48	15	--	--	--	--	--	--		

Note: Th=theory, Pr=practical, Tu=tutorial, IA=Internal Assessment, @ = Tutorials wherever applicable, \* = If required for two days.

Minimum marks for passing will be 40% of the total marks allotted to theory and internal assessment together. A candidate has to pass in practical separately. Provided the candidate has appeared in all the papers of concerned subjects.

Appendix-B2

Bachelor of Science  
Teaching and Examination scheme  
Three year (SIX SEMESTERS) CBCS Degree Programme  
B.Sc. Final (Semester V and VI)

Sr.No	Subjects	Teaching scheme				Examination Scheme										
						Theory						Practical				
		Th+Tu Periods	Pr(Periods)	Total periods	Credits	Duration hrs	Maxi.mark Th paper	Min Passing Marks Th	Max marks IA	Min.passing IA	Total	Min. passing Marks	Duration hrs.	Max.marks practical	Min.passing marks	Total marks
1.	Science DSE I Paper I,II and Practical, excluding Mathematics	3+ @	--	6 +	6	3	50	40	10	08	120	48	--	--	--	150
2.	Science DSE II Paper I,II and Practical, excluding Mathematics	3+ @	--	6 @	6	3	50		10				--	--	--	
3.	Science DSE III Paper I,II and Practical, excluding Mathematics If DSE III is Maathematics then refer row no.4,5	--	--	6	6	--	--	--	--	--	--	--	6 - 8 *	30	11	
4.	Mathematics (Paper I)	4+1	--	8	3	3	60		15	12	150	60	--	--	--	150
5.	Mathematics (Paper II)	4+1	--	2	3	3	60	48	15				--	--	--	

Note: Th=theory, Pr=practical, Tu=tutorial, IA=Internal Assessment, @ = Tutorials wherever applicable, \* = If required for two days.

Minimum marks for passing will be 40% of the total marks allotted to theory and internal assessment together. A candidate has to pass in practical separately. Provided the candidate has appeared in all the papers of concerned subjects.

Note: 1) The strength of a batch of practical and Tutorial for Under-Graduate classes shall be 16 with an addition of 10% with the permission of Vice-Chancellor.

(2) A period will be counted of 48 minutes duration at Under-graduate level

**Scheme for choice based credit system for B.Sc. Programme (Example is given for PCM group)**

Sr No.	Core Course (12) of 6 credits each. Two papers for each core course. Total credits 72	Ability Enhancement Compulsory Course (4+4= 8 credits)	Skill Enhancement Courses SEC (2 credits). One paper from pool of papers. Total credits 4x2 = 8 credits	Discipline Specific Elective DSE (6) of 6 credits each. Two papers of each discipline from pool of papers. Total credits 6x6 = 36 credits
1	Core Course e.g. Course I Physics ( Th+Pr) Course II Chemistry ( Th+Pr) Course III Maths ( Th)	AECC I (English) AECC II ( Marathi/Supl. English/Hindi/ Other Language)		
2	Course IV Physics ( Th+Pr) Course V Chemistry ( Th+Pr) Course VI Maths ( Th)	AECC III (English) AECC IV ( Marathi/Supl. English/Hindi/ Other Language)		
3	Course VII Physics ( Th+Pr) Course VIII Chemistry ( Th+Pr) Course IX Maths ( Th)		SEC I Environmental Studies Compulsory	
4	Course X Physics ( Th+Pr) Course XI Chemistry ( Th+Pr) Course XII Maths ( Th)		Democracy, Elections and Good Governance Compulsory	
5			SEC III Foundation Course To be chosen by student	DSE I ( Phy. Elective) Th. + Pr. DSE II ( Chem. Elective) Th. + Pr. DSE III ( Maths Elective) Th.
6			SEC IV Foundation Course To be chosen by student	DSE IV ( Phy. Elective) Th. + Pr. DSE V ( Chem. Elective) Th. + Pr. DSE VI ( Maths Elective) Th.

**Details of courses under Undergraduate programme B.Sc.**

1)	(i) Core courses (12) with practical			
		Theory	12x4 =	48
		<u>Practical</u>	<u>12x2 =</u>	<u>24</u>
				72
	(ii) Core courses without practical		12x6 =	72
2)	(i) Elective courses (6) with practical			
		Theory	6x4 =	24
		<u>Practical</u>	<u>6x2 =</u>	<u>12</u>
				36
	(ii) Elective courses (6) without practical		6x6 =	36
3)	Ability enhancement courses(4)			
		Compulsory	4x4 =	16
4)	Skill enhancement Courses (04)		4x2 =	08

**Total 132 credits for complete B.Sc. Programme.**

Sem. I	Core (18) + AECC (08)	=	26
Sem. II	Core (18) + AECC (08)	=	26
Sem. III	Core (18) + SEC (02)	=	20
Sem. IV	Core (18) + SEC (02)	=	20
Sem. V	DSE (18) + SEC (02)	=	20
Sem. VI	DSE (18) + SEC (02)	=	20
	<b>Total</b>		<b>132 credits</b>

### Scheme for Choice Based Credit System

Semester	Course Opted	Credits
I	Core Course I Paper I (Th) Phy	02
	Core Course I Paper II (Th) Phy	02
	Core Course I (Pr) Phy	02
	Core Course II Paper I (Th) Che	02
	Core Course II Paper II (Th) Che	02
	Core Course II (Pr) Che	02
	Core Course III Paper I (Th) Maths	03
	Core Course III Paper II (Th) Maths	03
	AECC I (English)	04
	AECCII(Marathi/Supl. English/Hindi etc)	04
	Total	26
II	Core Course IV Paper I (Th) Phy	02
	Core Course IV Paper II (Th) Phy	02
	Core Course I V(Pr) Phy	02
	Core Course V Paper I (Th) Che	02
	Core Course V Paper II (Th) Che	02
	Core Course V (Pr) Che	02
	Core Course VI Paper I (Th) Maths	03
	Core Course VI Paper II (Th) Maths	03
	AECC I (English)	04
	AECCII(Marathi/Supl. English/Hindi etc)	04
	Total	26



III	Core Course VII Paper I (Th) Phy	02
	Core Course VII Paper II (Th) Phy	02
	Core Course VII (Pr) Phy	02
	Core Course VIII Paper I (Th) Che	02
	Core Course VIII Paper II (Th) Che	02
	Core Course VIII (Pr) Che	02
	Core Course IX Paper I (Th) Maths	03
	Core Course IX Paper II (Th) Maths	03
	SEC I (Environmental Studies)	02
	Total	20
IV	Core Course X Paper I (Th) Phy	02
	Core Course X Paper II (Th) Phy	02
	Core Course X (Pr) Phy	02
	Core Course XI Paper I (Th) Che	02
	Core Course XI Paper II (Th) Che	02
	Core Course XI (Pr) Che	02
	Core Course XII Paper I (Th) Maths	03
	Core Course XII Paper II (Th) Maths	03
	SEC II (chosen by student)	02
	Total	20
V	DSE I Paper I (Th) Phy	02
	DSE I Paper II (Th) Phy	02
	DSE I (Pr) Phy	02
	DSE II Paper I (Th) Che	02
	DSE II Paper II (Th) Che	02
	DSE II (Pr) Che	02
	DSE III Paper I (Th) Maths	03
	DSE III Paper II (Th) Maths	03
SEC III	02	

		Total
		20
VI	DSE IV Paper I (Th) Phy	02
	DSE IV Paper II (Th) Phy	02
	DSE IV (Pr) Phy	02
	DSE V Paper I (Th) Che	02
	DSE V Paper II (Th) Che	02
	DSE V (Pr) Che	02
	DSE VI Paper I (Th) Maths	03
	DSE VI Paper II (Th) Maths	03
	SEC IV	02
		Total
		20

**Total Credit for all the Semesters will be 132 for B.Sc. programme**

**Note: Non Practical Courses (Subjects) credit will be calculated on theory only**

### **Assigning course-wise credits: Steps for implementation:**

#### **1. General Overview :-**

The value of a particular course can be measured in number of credit points. The value of one credit may be equal to 30 to 40 hours of learning.

The scheme of examination is divided into 2 parts: internal assessment and external assessments (Semester End Examination).

Internal assessment includes: Assessment, Seminars, Case studies, Quizzes, Viva, Unit test etc.

The semester wise credit points earned by learner for under graduate Programme shall be of 132 credits.

Programme	Sem I	Sem II	Sem III	Sem IV	Sem V	Sem VI	TotalCredits
Under Graduate	26	26	20	20	20	20	132

## 2. Credit based evaluation system:

### Scheme of examination:-

It is divided into two points: Internal assessment & external assessment (semester end examination conducted by university). Internal assessment includes: Assessment, Seminars, case studies, Quizzes, Viva, Unit test etc.

### The Semester End Examination for each course with practical will be as follows

One theory course of two papers: 100 marks (External assessment- University examination)

20 marks (Internal assessment)

Total 120

One practical course: 30 marks

( Practical Examination for Odd Semester will be at college level and for Even semester at university level with external examiner )

### Passing standard and performance Grading --

The term 'Pass' means minimum 'D' grade or above in point grade scale 'Fails' means grade 'F' in the grade scale.

The learners to 'pass' a course shall have to obtain minimum of 40% marks in each course (external evaluation + internal evaluation together)

### Grades and Grade points.

Letter Grade	Grade Point	Percentage of Marks
O (Outstanding)	10	91-100
A+ (Excellent)	9	81-90
A (Very good)	8	71-80
B+ (Good)	7	55-70
B (above average)	6	50-54
C (Average)	5	40-49
D (Pass)	4	40
F (Fail)	0	0 to 39

### Calculations of CGPA & SGPA

Semester Grade Point Average (SGPA) – each semester grade point average is calculated by dividing the total of product of grade point and course credit by sum of all course credits in a semester.

$$\text{SGPA} = \frac{\sum CG}{\sum C} \quad \text{for a given semester}$$

G – Grade, C is credit for paper / course

Cumulative Grade Point Average (CGPA) for entire course

$$\text{CGPA} = \frac{\sum CG}{\sum C} \quad \text{for all semesters taken together}$$

## Appendix-E

Student shall offer any combination allowed/available at the concerned college or Institute as shown below:

1. CPM - Physics, Chemistry, Mathematics
  2. CZB - Chemistry, Zoology, Botany
  3. CZG - Chemistry, Zoology, Geology
  4. CPG - Chemistry, Physics, Geology
  5. CBG - Chemistry, Botany, Geology
  6. CMG - Chemistry, Mathematics, Geology
  7. CZM - Chemistry, Zoology, Microbiology
  8. CBM - Chemistry, Botany, Microbiology
  9. CBB - Chemistry, Biochemistry, Botany
  10. CBZ - Chemistry, Biochemistry, Zoology
  11. CBM - Chemistry, Biochemistry, Microbiology
  12. PME - Physics, Mathematics, Electronics
  13. PCE - Physics, Chemistry, Electronics
  14. CZE - Chemistry, Zoology, Environmental Science
  15. CBE - Chemistry, Botany, Environmental Science
  16. CME - Chemistry, Microbiology, Environmental Science
  17. CZI - Chemistry, Zoology, Industrial fish and fisheries
  18. PMC - Physics, Mathematics, Computer Science
  19. BCB - Chemistry, Biochemistry, Biotechnology
  20. BBB - Biochemistry, Botany, Biotechnology
  21. BZB - Biochemistry, Zoology, Biotechnology
  22. BMB - Biochemistry, Microbiology, Biotechnology
  23. BMZ - Biotechnology, Microbiology, Zoology
  24. BMC - Biotechnology, Microbiology, Chemistry
  25. BMB - Biotechnology, Microbiology, Botany
  26. ECM - Electronics, Computer science, Mathematics
  27. PCC - Physics, Chemistry, Computer Science
  28. MCC - Mathematics, Chemistry, Computer Science
  29. BBC - Biotechnology, Botany, Chemistry
  30. BCZ - Biotechnology, Chemistry, Zoology
  31. CBM - Chemistry, Biochemistry, Mathematics
  32. CBG - Chemistry, Biochemistry, Geology
  33. CGE - Chemistry, Geology, Environmental Science
  34. CPE - Chemistry, Physics, Environmental Science
  35. CME - Chemistry, Mathematics, Environmental Science
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# **GONDWANA UNIVERSITY, GADCHIROLI.**

**DIRECTION NO. 16 of 2017.**

**EXAMINATION LEADING TO AWARD OF THE THREE YEARS BACHELOR OF COMMERCE (B.COM.) (SIX SEMESTER DEGREE COURSE) BASED ON CHOICE BASED CREDIT SYSTEM IN THE FACULTY OF COMMERCE AND MANAGEMENT, DIRECTION, 2017.**

(Issued under Provision of Section 12(8) of the Maharashtra Public Universities Act, 2016.)

**Whereas,** The Maharashtra Public Universities Act, 2016 has come into force with effect from 1<sup>st</sup> March 2017(Maharashtra Act No. VI of 2017)(hereinafter referred to as the Act);

**AND**

**Whereas,** the above mentioned Act is applicable to the Gondwana University, Gadchiroli from 1<sup>st</sup> March, 2017;

**AND**

**Whereas,** the chairman, U.G.C. New Delhi has directed the Vice-Chancellor of the university to initiate steps for successful implementation of the choice based credit system(CBCS) from the Academic Session 2015-16 vide letter D.O.No.F-1-1/2015(CM) dated 8/01/2015 ;

**AND**

**Whereas,** the U.G.C. has formulated and issued guidelines on adoption of choice based credit system in all the universities;

**AND**

**Whereas,** the Vice-Chancellor has directed, on the basis of the resolution of the authorities of the university, to formulate and introduce choice based credit system at U.G. and P.G. level programme in all the faculties in the university;

**AND**

Whereas, the matter to introduce choice based credit system is required to be regulated by an ordinance to be made in this behalf;

**AND**

Whereas, no Ordinance is in existence in the university for introducing choice based credit system in the faculty of Commerce and Management;

AND

Whereas, making of an Ordinance for introducing choice based credit system in the faculty of Commerce and Management is a time consuming process;

AND

Whereas, the choice based credit system is to be introduced at the Bachelor of Commerce Degree level in the faculty of Commerce and Management from the Academic year 2017-18.

Now, therefore, I, Dr. N.V. Kalyankar, Vice-chancellor, Gondwana University, Gadchiroli in exercise of the powers vested in me under provision of section 12(8) of the Maharashtra Public Universities Act, 2016 do hereby issue following Directions:-

1. This Direction shall be called "Examinations leading to the Degree of Bachelor of Commerce (B.Com.) (Six semester Degree Course) based on Choice based credit system in the faculty of Commerce and Management, Direction, 2017."
2. This Direction shall come into force with effect from the Academic year 2017-18 for I<sup>st</sup> and II<sup>nd</sup> semester of the Bachelor degree course and onwards i.e. Bachelor of Commerce Degree.

### TYPES OF COURSES

3. **Types of Courses:** - Courses in a Program may be of three kinds: Core, Elective & Foundation.

1) **Core course:** This is the course which is to be studied compulsorily by a student as a core requirement of a Program in a said discipline of study.

2) **Elective Courses:**

Elective course is a course which is to be chosen from a pool of papers, it may be

- Supportive to the discipline of study.
- Providing an expanded scope.
- Enabling learner to get an exposure to some other discipline / domain
- Nurturing students' proficiency / skill.

**An Elective** may be generic elective, focusing on those courses, which add generic proficiency. **An elective** may be discipline centric (Discipline Specific Electives, DSE) or may be chosen from an unrelated discipline. It may be called Generic Elective/Open Elective.

### 3) Foundation Course:

May be of two kinds: **Compulsory Foundation** (*Ability Enhancement Compulsory Course*) & **Elective Foundation** (*Skill Enhancement Course*). Compulsory foundation is those courses based upon a content that leads to knowledge enhancement. They are mandatory for all disciplines. Elective foundation courses are value-based & aimed at man-making education.

### 4) Salient features of Course:

- (I) i) Each semester up to semester 4<sup>th</sup>, shall consists of 7 papers whereas semester 5<sup>th</sup> and 6<sup>th</sup> shall consist of 6 papers each.
- ii) Total credits for B.Com. would be 136 whereas total credits for BBA would be 132.
- iii) Each regular student will have to appear for all the credits of each semester mentioned in the scheme.

(II) The duration of the B.Com. and BBA shall be of three academic years consisting of six semesters with the University examinations at the end of each semester namely:

- i) B.Com. Part I : Semester I & Semester II Examinations
- ii) B.Com. Part II : Semester III & Semester IV Examinations
- iii) B.Com. Part III : Semester V & Semester VI Examinations

**Examination will be held as per the time-table schedule decided during Academic year by University**

Sr. No.	Name of the Examination	Main Examination	Supplementary Examination
1	B.Com. – Semester I, III, V	Winter	Summer
2	B.Com. – Semester II, IV, VI	Summer	Winter

### ELIGIBILITY

5. Subject to compliance with the provisions of this Direction and of other Ordinances in force from time to time, an applicant for admission to the **Semester I examination** of the degree courses offered with this Direction shall have the eligibility as mentioned below:-



The 12<sup>th</sup> Standard Examination of the Maharashtra State Board of Secondary/Higher secondary Education or/and examination recognized as equivalent there to with English as one of the subject of passing and in such subject and with such standard of attainments as may be prescribed ;

OR

The XII Standard Examination of Maharashtra State Board of Secondary and Higher Secondary Education in Vocational of MCVC Stream with one Language only;

OR

Passed the— Diploma in Education with English as one of the passing subjects, conducted by the Education Institute, Pune.

### **EXAMINATION AND EVALUATION SCHEME**

#### **1) Evaluation Scheme**

Assessment procedure incorporates a suitable evaluation system supported by model\_ Credit Grade System involving letter grades as per the suggested guide lines by, UGC for undergraduate programs in the Faculty of Commerce and Management.

The evaluation of students in a course is a continuous process and is based on their performance in different methodological tests/examinations as mentioned below:

#### **Theory Subject with or without Practical component:**

It is broken into various components as mentioned below;

- i) **Internal Assessment (IA)**—It will be carrying 20% weightage and shall be monitored based on parameters like, assignments, class tests, seminars, project, oral examination etc. and that the break-up of weightage to these parameters are as specified in the syllabus of the given subject.
- ii) **End Semester Examination (ESE)**—This parameter shall carry weightage of 80% for theory subjects without practical component and the examination will be conducted by the Affiliating University at the end of the Semester.
- iii) **Passing in Course:** There will be a combined head of passing with 40% of marks combinedly in IA and ESE and separate passing with 40% marks in practical.

The **Table 1** given below summarizes weightage in percent to the individual components of proposed Evaluation System to be adapted for the theory subjects with and without practical component of UG programs in the Faculty of Commerce and Management.

Table 1: Evaluation System						
For Theory Subject			For Theory Subject having Practical Component			
ESE	Internal Assessme	Total	ESE	Internal Assessme	Practical	Total
80	20	100	60	15	25	100
60	15	75				

### Pattern of End Semester Examination:

- 2) (1) There will be **four** units in each paper  
 (2) Question paper will consist of five questions and all questions shall be compulsory.  
 (3) First four questions will be based on four units as Specified in the Syllabi of the given subject with internal choice only.  
 (4) Fifth question will be compulsory having subject questions from each of the four units with equal weightage and there will be no internal choice.  
 (5) Each paper will be of 3 hours duration.  
 (6) Minimum passing marks in each head ESE+IA and Practical will be 40%.

### 3) Promotion/Absorption Scheme

The admission to the given Degree Course shall be subject to ATKT rules as given below.

Admission to Semester	Candidate Should have passed in following	Eligibility for admission
Semester- I	*	--
Semester-II	--	Candidate should have appeared in at least 01 Theory paper of Semester I
Semester-III	----	Candidate should have passed 40% subjects each of Semester-I & Semester II
Semester--IV	----	Candidate should have passed 40% subjects each of Semester-I & Semester II & appeared in at least 01 Theory paper of Semester III
Semester-V	Semester I&II	Candidate should have passed Sem.I&II&40%subjectseach of Semester-III&IV

Semester-VI	---	Candidate should have passed 40% subjects each of Semester-III & Semester IV & appeared in atleast 01 Theory paper of Semester V
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\* -as mentioned above in para 5.

- 4) That an examinee who have passed in any subject/s shall, this option, be exempted from appearing in that subject at the subsequent examination.
- 5) The fees for the examination shall be as prescribed by the university from time to time and when ever any change is made in the fees prescribed for the examination that shall be notified through a notification for information of the examinees concerned.
- 6) The subjects of examination shall be as mentioned in CBCS structure mentioned under Appendices – I,II,III,IV,V and VI appended to this direction.
- 7) The Scope of the subject shall be as indicated in the Syllabi.

#### **Model Credit-Grade System**

7. As per the guide lines suggested by UGC, all the central, state and deemed universities in India, it is now mandatory to adopt credit system in place of conventional system comprising of marks and grades for all the under graduate programs. The central idea of the system is that a student has to earn prescribed minimum number of credits to fulfill there quirements of graduation. The credit system has to be design ed uniformly together with a suitable continuous evaluation and a well-articulated system of grading.
  - i) All evaluations of different components of a course specified in the course plani. e. scheme shall be done in marks for each student.
  - ii) The marks of various components of Internal Assessment and university conducted examination i.e. ESE shall be added to get total marks secured for the given course. For example, out of a total of 100 marks for theory subjects.
  - iii) These letter grades are as signed numerical equivalentents called Grade Points, **GP** on a 07-point scale and are correlated with percentages core of the student in the given course as shown in the **Table 2** given below.
  - iv) For the given course, the adopted criteria of percentage marks given below shall then be used for the computation of grades and grade points.
  - v) **F**- grade stands for failure in that course examination. The course(s)in which a student has earned F-grade will be term ed as back-logi. e. course(s)under ATKT.

Such a student will be required to reappear in the given course examination as per the specified provision.

- vi) "X" grade is awarded to a student who is absent in the examination or is not allowed to appear or could not appear in end semester examination (ESE) in a particular subject due to any reason, though he might have undergone other components of Internal Assessment, Practical etc. Such a student will be required to reappear in the given subject in which he/she has secured X-grade.

**Table 2: Criteria for Award of Grades**

Grade	Percentage score	Grade Points
O	75 -100	10
A	60-74	09
B	55-59	08
C	45-54	07
D	40-44	06
F	0-39	00
X	Absent in Examination	---

**Credit Points (CP)**

Credit points stand for performance of student in a particular subject. They are product of total credits of a subject and grade point secured by the student in the given subject.

**Semester Grade Point Average (SGPA)**

It is indicative of performance of a student in the given semester. The Grade Point Average for a semester is obtained by adding the products of Actual Grade Points and relative weightages for different subjects as shown in the course scheme for respective semester and dividing the total by the total credit hours for that semester as illustrated below.

$$SGPA = \frac{C_1G_1 + C_{ii}G_{ii} + \dots + C_nG_n}{C_1 + C_{ii} + \dots + C_n}$$

Where, C – No of Credits of individual subject.

G – Corresponding grade point obtained in the respective subject.

**Cumulative Grade Point Average (CGPA)**

The Cumulative Grade Point Average (CGPA) is indicative of the overall academic performance of a student in all the subjects registered up to and including the latest completed semester. It is the cumulative total of the products of actual grade point and its weightage up to last semester divided by total credits of all the semesters.

$$CGPA = \frac{\sum_{i=1}^n C_i E_i}{\sum_{i=1}^n C_i}$$

- (1) A student who PASSES in the each head of passing shall be granted exemption in that paper. But, if he passes in practical and fails in combined head of ESE+IA of a subject, shall reappear for the ESE of the given subject. However, his/her marks of the IA and P shall be carried over and he/she shall be entitled for grade obtained by him/her on passing of the end semester examination of the given subject.
- (2) A student who FAILS in the Practical /Project but PASSES in the ESE+IA of a subject shall submit and reappear for the Practical/Project for that subject. However, his/her marks of the ESE+IA shall be entitled for grade obtained by him/her on qualifying in the Practical/Project evaluation.
- (3) The marks for the IA or Practical /Project shall be forwarded by Principal/Head of the Institution to the Affiliate University as per the schedule.
- (4) If a student is permitted to repeat any semester/course, the new letter grade will replace the old letter grade in the computation of the SGPA and further that every student will have only one grade-sheet for every semester and the last semester grade-sheet to indicate CGPA based on the adapted criteria for the Award of the Degree.

► **ABBREVIATIONSUSED**

- a. **C** : Credits
- b. **G** : Grade
- c. **GP** : GradePoints
- d. **CP** : CreditPoints
- e. **ΣC** : SumofCredits points
- f. **CG** : Credits X Grades(Product of Credits &Grades)
- g. **ΣCG** : SumofProduct of Credits&Grades points

- (5) The medium of instruction and examination shall be English/Marathi/Hind if or B.Com. only & English for B.B.A. Courses specified in this Direction. However the Gondwana University, Gadchiroli permits student to write examinations in either English or Hindi or Marathi for B.Com. only & English for B.B.A.
- (6) The number of paper and maximum marks assigned to each paper and minimum marks an examinee must obtain in order to pass the given examination are as prescribed in there spective course and examination Schemes attached with Appendix A in this Direction.

- (7) The examinee at each of the examination shall have option of not being declared successful at the examination in case he/she does not secure a minimum of 40% marks at the examination. Once this option is exercised, the option shall be bind in gon the examinee for that Semester examination only and it shall not be revoked under any circumstances.

An unsuccessful examinee, at any of the above examination shall have an option to carry his/her Internal Assessment and Practical marks for theory with or without having practical part to his/her successive attempt at the examination.

The examinee, however can forego his/her Internal Assessment marks for the subjects, in which case he/she shall be examined for a total of marks comprising the Internal Assessment & ESE or Internal Assessment, Practical and ESE together to for the min. passing marks of 40% a this/her successive attempts of the examination. Such an option may be availed by the examinee by indicating the same in his/her Application form for Examination and this option once exercised ,it shall be—Final and Binding  on the concerned examinee.

- (8) The external(Private) Candidates are not allowed for this programme
- (9) The provisions of Ordinance to provide grace marks for passing in a particular head and regarding improvement of Division(Higher class)and Condonation of Deficiency of marks in a subject shall apply to each examination under this Direction.
- (10) Every student have right to challenge the evaluation, if he/she failed in such paper of any doubt in his/her scoring as per the provisions made in respective Direction by the Affiliating University.

The provision regarding Revaluation /Challenge to valuation for the given subject of a particular End Semester Examination shall be applicable as specified in there levant Direction.

- (11) The candidate may take all the examinations as per the provisions of ATKT Rules simultaneously but his result offinal Semester shall not be declared unless he is declared successful at all lower semester examinations.
- (12) If an examinee failed to pass the under graduate programme with in six successive years from the date of his/her first admission to particular programme, he/she shall be declared as—Not Fit for the Course  (NFC)and he/she will not be allowed to appear further for any previous examination of the course. Anex-student for any Examination under this Direction shall be eligible for readmission to the subsequent Examination on payment offers hand any such other fees as may be prescribed on this behalf.

- (13) As soon as possible after the Semester End examination, the Board of Examination and evaluation shall publish a list of successful examinees at the

Semester I,II,III,IV,V, and VI Examinations respectively.

(14) Notwithstanding any thing to the contrary in this Direction, no person shall be admitted to an examination under this Direction, if he has already passed that examination or an equivalent examination of any other Statutory University.

a.

- (i) The examinee who have secured pass grade—D in all the subjects prescribed for all the examinations shall be eligible for the award of(3 year-6 Semester)Degree in the Faculty of Commerce and Management.
- (ii) The Classification of Division of Examinees for the award of the Degree courses specified in this Direction shall be on the basis of Cumulative Grade Point Average—CGPA evaluated by accounting **SGPA of Semester of V&VI Semesters.**
- (iii) The Degree, in the prescribed form shall be signed by the Hon'ble Vice-Chancellor.

Date: 20/07/2017  
Gadchiroli

  
(Dr. N. V. Kalyankar)  
Vice Chancellor

**B. com. Part II**  
**Semester – IV**  
**CORPORATE ACCOUNTING- PAPER II**

**Theory - 60 Marks**  
**Internal Assessment - 15 Marks**

**Unit I**

1. Final Accounts of Banking Companies: Preparation of Profit & Loss Account and Balance Sheet in the current latest form, preparation of schedules as per legal requirements.

**Unit II**

1. Final Accounts of General Insurance Companies in the latest prescribed form:
  - Revenue Accounts of fire, Marine and Accident insurance business.
  - Profit & Loss Account
  - Profit & Loss Appropriation Account
  - Balance Sheet

**Unit III**

1. Profit Prior to Incorporation of Joint stock company.

**Unit IV**

1. Winding up of Companies –Types of winding up, preparation of liquidators final statement of accounts

*(Kamdar)*  
*(Dr. M.T. Kamdar)*  
*Kamode (Dr. S.S. Kamode)*  
*Muj. Cor. V.V. Tonge*  
*(Dr. P. Umant)*  
*(Dr. S.S. Mohitkar)*  
*Rueginwar*  
*(Dr. S.R. Weginwar)*  
*(Dr. M.S. Meshram)*  
*Prabhu*  
*(Dr. U.P. Kamble)*  
*Dr. P.M. Jadhav*  
*Prerna*  
*(Dr. P. Venkatesh)*



## Books Recommended

1. Advanced Accounts- M.C.Shukla, T.S.Grewal; M.P.Gupta; S. Chand & Co.

2. Corporate Accounting - प्रा. अब्दुल बारी, डॉ. अरविंद शेडे, प्रा. माधव हाते, डॉ.सुभाष जाधव  
अनुराधा प्रकाशन नागपूर

3. Corporate Accounting – Dr. S. M. Shukla, Dr. S. P. Gupta, Sahitya Bhawan  
Publication.

4. Company Accounts – प्रा. ए. एस. उखळकर, विद्या प्रकाशन, नागपूर.

5. Corporate Accounting – S. Anil Kumar, V. Rajesh Kumar, B. Mariyappa,  
Himalaya Publication  
House.

6. Financial Accounting – डॉ. एस. एम. शुक्ल, साहित्य भवन, आग्रा.

7. Financial Accounting – S. M. Somani, J. M. Ranade, Sheth Publication.

8. Financial Accounting – S. P. Jain, K. L. Narang, Kalyani Publication.

9. Financial Accounting – N. Vinayakam, B. Charumati, S. Chand and  
Company.

10. Financial Accounting -2- प्रा. प्रदीप वाठ, पायल प्रकाशन, नागपूर

11. Financial Accounting – Dr. K. B. Moharir, Dr. Pradip Ghorpade, Dr Jaydev  
Lanjewar, Prof.

Kedar, Payal Prakashan Nagpur.

12. Corporate Accounting – Dr H. M. Kamde, Das, Ganu Prakashan, Nagpur  
(Kamde) (Dr. M. T. Kamde) (Dr. S. R. Weginwar) (Dr. P. V. Chakraborty)

(Kamde) (Dr. S. S. Kamde)

(Dr. P. V. Sonje)

(Dr. S. P. Umkar)

(Dr. S. B. Mohitkar)

(Dr. M. J. Meshram)

(Dr. Y. T. Kumbhar)

(Dr. R. S. Jadhav)

(Dr. R. S. Jadhav)

(Dr. P. V. Chakraborty)

B.com-Part II  
Semester – IV

CORPORATE ACCOUNTING- PAPER II

Theory - 60 Marks

Internal Assessment - 15 Marks

Que.1	On unit I		
	A)	Practical problem	6 marks
	B)	Practical problem	6 marks
	OR		
	C)	Practical problem	12 marks
Que 2	On unit II		
	A)	Practical problem	6 marks
	B)	Practical problem	6 marks
	OR		
	C)	Practical problem	12 marks
Que 3	On unit III		
	A)	Practical problem	6 marks
	B)	Practical problem	6 marks
	OR		
	C)	Practical problem	12 marks
Que 4	On unit IV		
	A)	Practical problem	6 marks
	B)	Practical problem	6 marks
	OR		
	C)	Practical problem	12 marks
Que 5	A)	Theory on unit I	3 marks
	B)	Theory on unit II	3 marks
	C)	Theory on unit III	3 marks
	D)	Theory on unit IV	3 marks

*Kanode*  
(Dr. M.T. Kanode)  
*Kanode* (Dr. S.B. Kanode)  
*Kanode* (Dr. V.V. Tonge)

*Umar*  
(Dr. S.P. Umar)  
*Barohitew*  
(Dr. S. Barohitew)

*Rwesinwan*  
(Dr. S.R. Wesinwan)  
*Wesinwan*  
(Dr. P.V. Wesinwan)  
*Mohammed*  
(Dr. M.J. Mohammed)  
*Kimbley*  
(Dr. U.T. Kimbley)  
*R.M. Kanode*  
(Dr. R.M. Kanode)

## Sales and Distribution Management

### Unit I

#### Sales management :

- 1) Concepts of sales, sales management , meaning and functions, selling process,
- 2) Sales planning :- importance, types, process, costumers & products in selling process ,
- 3) Personal selling:- meaning, merit and limitation

### Unit II

#### Sales force management:

- 1) Rate of sales force turnover:- Estimating Man power, requirement sources of sales force recruits, selection of salesman.
- 2) Sales man training :- objectives , contents of training program, organization of training, remuneration of training
- 3) Remuneration of sales man :- requirements of ideal compensation plan, methods of Remuneration, salesman expenses & allowances. Motivation for sales man,

### Unit III

#### Organization ~~meaning~~ of sales department

- 1) Sales organization : concepts, meaning, characteristics, objectives, important setting of sales organization planning process , limitations of sales organization.
- 2) Sales Department : organization of sales department, relation of sales organization win other department, sales manager quality & qualification of sales manager, selling policy of sales manager function and responsibility of sales departmental manager.

### Unit IV

#### Physical distribution

- 1) Methods of distributions :- major contents of distribution methods, nature of physical distribution, function limitations of physical distributions, physical distributions & limitations of physical distributions
- 2) Chanel of distributions :- definition, objectives, function & types various intermediates of distribution channel, factors affecting distribution channel.
- 3) Selection process of distribution channel :- steps of selection process sales, distributors, wholesalers and retailers.

#### Reference Book:

- 1) Dr.P.N. Somalkar , sales & distribution management <sup>or</sup> publisher Nagpur
- 2) Principle of marketing, Dr. Fudke.

*[Handwritten signatures and initials are present at the bottom of the page, including a large signature on the left and several smaller ones on the right.]*

## REFERENCE BOOKS

1. R.Still, W.Cundiff,A.P.Govoni, Sales Management Decisions Strategies and Cases,5th Edition, P.H.I, New Delhi 2001.
2. M.Johnson, L.Kurtz, E.Scheuing, Sales Management Concepts Practice and Cases,2nd Edition, McGraw Hill International, New York 1994.
3. W.Stern, El-Ansary, T.Coughlan, Marketing Channels, 5th Edition, P.H.I., New Delhi 2001
4. Guptha.S.L.,Sales and Distribution Management 1st Edition,ExcellBooks,New Delhi 1999
- 5.Luick,John F. and Siegler William lee, Sales Promotion and Modern Merchandising, McGraw Hill Book Company, New York 1968.
6. Stanton William, J. and Buskrik, Management of the Sales Force, Richard D.Irwin, Inc.Homewood 1987
7. Rusell Frederic, A. Beach, Frank H. and Buskrik Richard H.,Selling Principles and Practice, McGraw Hill, International Book Company, 1982.

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