

NALLAMUTHU GOUNDER MAHALINGAM COLLEGE (AUTONOMOUS)-POLLACHI

248	B.Com (E-Commerce)	Modern Banking	20UEC4A4	2020
249	B.Com (E-Commerce)	Investment Management	20UEC620	2020
250	B.COM(FINANCE)	Allied –I Business Economics	20UCF1A1	2020
251	B.COM(FINANCE)	CoreVII:Banking Law and Practice	20UCF307	2020
252	B.COM(FINANCE)	Core XIV - Principles of Insurance	20UCF514	2020
253	B.Com PA	Core XVI : Financial Services	20UPA516	2020
254	B.Com (BPS)	Supply Chain Management for Business Process Services	20UBP308	2020
255	B.COM IB	Sourcing & Procurement for International Business	20UIB6E5	2020
256	M.A Tamil	Ikkala illakiyam	20PTM101	2020
257	M.A Tamil	Bhakthi ilakkamum sitrilakkiamum	20PTM205	2020
258	M.A Tamil	Kaappiangal	20PTM205	2020
259	M.A Tamil	Thonmailakkiam	20PTM414	2020
260	M.Sc. Botany	Enterpreneurship Botany	20PBY2N1	2020
261	M.Sc. Botany	Plant ecology, tissue culture and Phytochemical techniques	20PBY315	2020
262	M.Sc Computer Science	Advanced Database Management System	20PCS103	2020
263	M.Sc Computer Science	Advanced Java Programming	20PCS207	2020
264	M.Sc Computer Science	Cloud and Big Data Analytics	20PCS209	2020
265	M.Sc Computer Science	Programming Lab -III : Advanced Java Programming	20PCS210	2020
266	M.Sc Computer Science	R Lab	20PCS314	2020
267	M.Sc Computer Science	Network Security and Cryptography	20PCS314	2020
268	M.Sc. Physics	Non Conventional Energy Sources	20PPS2N1	2020
269	M.Sc. Chemistry	Organic Chemistry I: Reactions and Mechanism	20PCY102	2020
270	M.Sc. Chemistry	Inorganic Chemistry III-Bioinorganic and Inner Transition Elements	20PCY412	2020
271	M.Sc. Chemistry	Phytochemical Techniques and health chemistry	20PCY414	2020
272	M.Com (CA)	Higher Corporate Accounting	20PCC101	2020
273	M.Com (CA)	Basics of Income Tax	20PCC2N1	2020

BOS Highlighted



Metric : 1.2.1



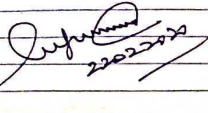
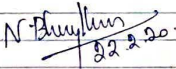
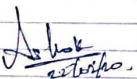
New Course Introduced

Dr. R. MUTHUKUMARAN,
M.A., M.Phil., B.Ed., Ph.D.,
PRINCIPAL,
N.G.M. College, Pollachi - 642 001
Coimbatore District

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BOARD OF
22.02.2020

STUDIES - B.COM [IB]
SATURDAY

S.No	MEMBERS	SIGNATURE	MINUTES
1.	Dr. G. VIGNESH Chairman - Board of Studies Commerce with International Business Nallamuthu Gounder Mahalingam College Pollachi, Coimbatore District - 642 001	 22/2/20	The BOS Meeting started by 10.15 a.m after prayer. The chairman Dr. G. Vignesh Introduced and welcomed the internal and the external Members.
2.	Dr. T. BALAMURUGAN University Nominee - Board of Studies Commerce with International Business Nallamuthu Gounder Mahalingam College Pollachi, Coimbatore District - 642 001	 22/2/20	The External Members consist of Dr. T. Balamurugan as University Nominee, Dr. N. Bharathi as Subject Expert, Dr. C. Mugunthan as Academic Auditor, Mr. S. Ashok as Industrial Expert and Mr. S. Arunkumar as Alumni Member.
3.	Dr. N. BHARATHI External Subject Expert - Board of Studies Commerce with International Business Nallamuthu Gounder Mahalingam College Pollachi, Coimbatore District - 642 001	 22/2/20	The ratification of the syllabi for 2019-2022 from III rd Semester Onwards was the first discussed agenda and the board unanimously suggested to have the same syllabi that is to be given for 2020-2023 batch except for the first 2 semesters, Since it has 8 new papers. Further the board appreciated the efforts taken by all the faculty members for such revamping.
4.	Dr. C. MUGUNTHAN  Dr. C. MUGUNTHAN M.Com, M.Phil, M.A., B.A. Assistant Professor, Department of Commerce, Punjab University PG Extension Centre, Channarayana - 636709	 22/2/20	The University Nominee suggested to add factors affecting Decision making in 20VIB1A1 - Management concepts for International Business. He also viewed to replace WTO, Objective & Functions instead of TRIPS, TRIMS & IITS in 20VIB204 - Export Marketing.
5.	Mr. ASHOK INDUSTRIAL EXPERT	 22/2/20	The Subject Expert suggested to remove Approach of Logistics in 20VIB102, NATO, APEC in 20VIB 307 respectively. Except for the above the papers Modern Marketing & Global Business Environment seemed to be perfect. 20VIB306 Banking Law & Foreign Exchange requires an addition of NOSTRO & LORO Accounts.
6.	Mr. S. ARUNKUMAR ALUMNI MEMBER	 22/2/20	The Industrial Expert suggested to add reverse supply chain, SDF Form in papers 20VIB517 - Fundamentals of Supply chain and 20VIB621 - EXIM Documentation Practical II. In 20VIB620 - International Finance, the concept of pre shipment Finance and requirements with procedures are to be added.

S.No	MEMBERS	SIGNATURE
7.	Dr. N. BHUVANESH KUMAR	N. B. Kumar 22/02/2020
8.	Ms. T. BHAVANI	T. Bhavani 22/02/2020
9.	Mr. B. MADHAN KUMAR	B. Madhan Kumar 22/02/2020
10.	Mr. M. PREM	M. Prem 22/02/2020
11.	Ms. P. NANDHINI	P. Nandhini 22/02/2020
12.	Mr. K. CHANDRABOSE	K. Chandrabose 22/02/2020

MINUTES
The Alumni Members requested to remove Air freight Exports & Imports from 20U1B6E6 - Air Cargo Management
The Academic Auditor & the Subject Experts mutually agreed for introducing the following courses for 2020-23 batch
20U1B101 - Principles of Accounting
20U1B203 - Cost & Management Accounting
20U1B2A2 - Business Statistics
20U1B305 - Human Resource Development
20U1B3A3 - Computing Skills for International Business
20U1B4A4 - Commercial Law
20U1B413 - Logistics Management
20U1B514 - Organization Behaviour
20U1B515 - Internship
20U1B619 - International Sales Promotion & Branding
20U1B6E5 - Skills on Sourcing & Procurement
20U1B409 - Case Analysis

The above changes have been made through Benchmarking from various universities & institutions.

The Member Secretary Dr. N. Bhuvanesh Kumar suggested the board the pattern & scheme for assessment as 70:30 where 30 is Internal and the board unanimously agreed the Examination reform.

All the stakeholders suggested that every course is skill focused and employable. Certain courses also caters Entrepreneurship and one such course is value added course - Basics of Logistics Support Services and it has to be given approval. All the members are approving for the same & the Member Secretary proposed formal vote of thanks. Meeting ended by 2.30pm.

Chairman - Board of Studies
Commerce with International Business
Nallamuthu Gounder Mahalingam College
Pollachi, Coimbatore District - 642 001

22 FEB 2020

SCHEME OF EXAMINATIONS – B. COM INTERNATIONAL BUSINESS

(With effect from 2020-2023 Batch)

Part	Subject Code	Title	Ins. Hours Per Week	Exam				Credit
				Hours	CIA	ESE	Total	
Semester – I								
I	20UTL101/ 20UHN101	Tamil / Hindi / French Paper – I	6	3	30	70	100	3
II	20UEN101	English for Enrichment – I	5	3	30	70	100	3
III	20UIB101	CORE I: Principles of Accounting	6	3	30	70	100	3
	20UIB102	CORE II: Modern Marketing	5	3	30	70	100	4
	20UIB1A1	ALLIED I: Management Concept for International Business	6	3	30	70	100	4
IV	20UHR101	Human Rights in India	1	2	-	50	50	2
	20HEC101	Human Excellence: Personal Values & Sky Yoga Practice-I	1	2	25	25	50	1
V		Extension Activities (NSS, NCC, Sports & Games)	-	-	-	-	-	-
Total			30	-	175	425	600	20
Semester – II								
I	20UTL202/ 20UHN202	Tamil / Hindi / French Paper – II	6	3	30	70	100	3
II	20UEN202	English for Enrichment – II	5	3	30	70	100	3
III	20UIB203	CORE III: Cost and Management Accounting	6	3	30	70	100	3
	20UIB204	CORE IV: Export Marketing	5	3	30	70	100	5
	20UIB2A2	ALLIED II: Business Statistics	5	3	30	70	100	3
IV	20EVS201	Environmental Studies	2	2	-	50	50	2
	20HEC202	Human Excellence: Family Values & Sky Yoga Practice-II	1	2	25	25	50	1
V		Extension Activities (NSS, NCC, Sports & Games)	-	-	-	-	-	-
Total			30	-	175	425	600	20
	20UIB2AL	Basics of Stock Market (For Advanced Learners)	-	2	-	-	-	1

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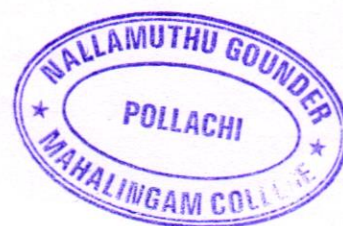
Semester – III

III	20UIB305	CORE V: Human Resource Development	6	3	30	70	100	4
	20UIB306	CORE VI: Banking Law & Foreign Exchange	6	3	30	70	100	5
	20UIB307	CORE VII: Global Business Environment	6	3	30	70	100	4
	20UIB308	CORE VIII: Practical Banking for International Business	5	3	40	60	100	3
	20UIB3A3	ALLIED III: Computing Skills for International Business	5	3	40	60	100	4
IV	20HEC303	Human Excellence: Professional Values & Sky Yoga Practice-III	1	2	25	25	50	1
	20UIB3N1 / 20UIB3N2	NME: Introduction to International Business / Tourism Marketing	1	2	-	50	50	2
V	-	Extension Activities (NSS, NCC, Sports & Games)	-	-	-	-	-	-
Total			30	-	195	405	600	23

Semester – IV

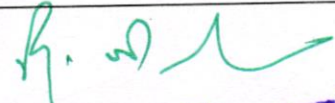
III	20UIB409	CORE IX: Case Analysis	4	3	40	60	100	3
	20UIB410	CORE X: International Trade Procedures & Documentation	5	3	30	70	100	5
	20UIB411	CORE XI: Indirect Taxation	5	3	30	70	100	5
	20UIB412	CORE XII: Virtual Banking Practical's	4	3	40	60	100	3
	20UIB4A4	ALLIED IV: Commercial Law	5	3	30	70	100	4
	20UIB413	Core XIII: Logistics Management	5	3	30	70	100	3
IV	20HEC404	Human Excellence: Social Values: Sky Yoga Practice-IV	1	2	25	25	50	1
	20UIB4N3/ 20UIB4N4	NME: Global Logistics / Tour Operation Management	1	2	-	50	50	2
V	20UNC401/ 20UNS402/ 20USG403	Extension Activities (NSS, NCC, Sports & Games)	-	-	-	50	50	1
Total			30	-	225	525	750	27
	20UIB4AL	Basics of Brand Management (For Advanced Learners)	-	2	-	-	-	1


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Semester – V

III	20UIB514	CORE XIV: Organisation Behaviour	5	3	30	70	100	3
	20UIB515	CORE XV: Internship	-	3	40	60	100	3
	20UIB516	CORE XVI: Information Security and Executive Communication	6	3	30	70	100	4
	20UIB517	CORE XVII: Fundamentals of Supply Chain	6	3	30	70	100	4
	20UIB518	CORE XVIII: EXIM Documentation Practical's– I	6	3	40	60	100	4
	20UIB5E1/ 20UIB5E2	Major Elective-I Economic Analysis / Global Sourcing Management	5	3	30	70	100	3
IV	20HEC505	Human Excellence: National Values: Sky Yoga Practice-V	1	2	25	25	50	1
	20UIB5S1 / 20UIB5S2	SBE (Major): Personality Building / Garment costing	1	2	-	50	50	2
	20GKL501	General Knowledge and General Awareness (SBE)	*SS	2	-	50	50	2
Total			30	-	225	525	750	26
Semester – VI								
III	20UIB619	CORE XIX: International Sales Promotion & Branding (100%)	5	3	30	70	100	4
	20UIB620	CORE XX: International Finance	6	3	30	70	100	5
	20UIB621	CORE XXI: EXIM Documentation Practical's– II	6	3	40	60	100	4
	20UIB6E3/ 20UIB6E4	Major Elective-II: EXIM Management / Retail Banking	6	3	30	70	100	5
	20UIB6E5/ 20UIB6E6	Major Elective-III: Skills on Sourcing & Procurement (100%)/ Air Cargo Management (15%)	5	3	30	70	100	3
IV	20HEC606	Human Excellence: Global Values & Yoga Practice-VI	1	2	25	25	50	1
	20UIB 6S3 / 20UIB 6S4	SBE (Major) : Intellectual Property Rights / Garment Merchandising	1	2	-	50	50	2
Total			30	-	185	415	600	24
Grand Total			180	-	1180	2720	3900	140


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Programme Code	B.Com - IB	Programme Title	Bachelor of Commerce – International Business	
Course Code	20UIB6E5	Title	Batch	2020-2023
		Skills on Sourcing & Procurement	Semester	VI
Hrs/Week:	5		Credits	3

Course Objective

<i>To impart knowledge to the students to act as procurement managers of industry</i>

Course Outcomes

K1	CO1	To recollect the basic concepts, ideas, methods and techniques underlying the sourcing practices.
K2	CO2	To get the idea for preparing and presenting purchase orders in accordance with generally accepted commercial market.
K3	CO3	To apply skills in critical-thinking and problem-solving on selecting the supplier
K4	CO4	To evaluate conceptual knowledge of the sourcing and procurement with the skills for recording various kinds of business transactions.

Unit	Content	Hours
I	Introduction – Sourcing and Procurement - Sourcing and Procurement Services – Strategic (Front Office) – Tactical (Middle Office) –Transactional (Back Office) – Technology (Digital Office) – Dependency on Capacity - Dependency on Knowledge – Buy side Predictability is important – Sell Side <i>Quality, Genuinity and Cost are important</i> - Sourcing – Buy Diamond @ Gold Price, Buy Gold @ Silver Price – Cost Efficient @ Right Quality Procurement – Transaction Part of It, Research on Cost Effectiveness, Mass requirement @ Cheaper Price Consumer sentiment in India has gone down – Make Vs Buy – Negotiate more, Sourcing Happens	11
II	Procurement – Procure to Pay - Work flow in ERP System – SLA and Expediting takes place – Requisitioned – Purchase Requisition – Purchase Order – Electronically Transferred to Supplier – Procurement Process – Transmit Needs – Review Requisition – Select Supplier – Create PO – Release PO – Follow up with the supplier for acknowledgement and Acceptance – Expedite PO – Receive Goods and Services – Check for Quality – Create GRN or Reject Goods – Receive Invoice – <i>3way or 2way Match</i> – make payment for suppliers – account payable with procurement @ some cases.	12
III	Selecting a supplier - Milk Run Model - Existing Contracts – Supplier List – Prior purchases of the product or services in the last one year – PO Transmission Methods – Post Mail, E Mail, Fax, Bank Networks, EDI, Web based orders, supplier networks – Logistics and warehousing – Supplier due diligence – supplier risk management - Point to point – <i>market place mode</i> – usage of e-commerce – drop shipment – central location hub – split to different locations – Geo political and societal events – importance of logistics partner to know all.	12

IV	Source to Contract - Request for Proposal – Two ways Bid – Definition of Sourcing – Requirement definition – purchase and plan float enquiries –supplier selection and negotiation – contracting – performance measurement – Procurement – Transmit needs – approvals – review PR – Supplier selection – Create PO – Follow UP and Expedite – Goods Receipt – Invoice Receipt and Payment. Process of Procurement - <i>Day in a life of a Buyer</i> - Request Creation (Assisted buying, Catalog setup, contract setup) – Approve PR (Review PR and approve as per policy) - Creation of PO – Manual PO (Creation and Release) – Follow up (Supplier PO Acceptance) – Expedite (Call up with the supplier for delivery) – Receiving (Return Management) – Matching (Resolving blocked invoice, PO Amendments) – Pay (suppliers queries for payments)	13
V	Market Approach Alternatives - Commodity Factors – Spend value and expected savings - Market Factors – Number of current and alternative suppliers – stage of industry circle – potential for changing suppliers and cost associated. Client Factors – how quickly the benefits are required – client resourcing levels – client budget – client willingness to change. Do nothing –Roll over existing strategies – Request for information – Request for Proposal – Request for Qualification – E Auctions – Direct Negotiations – Floating enquiries through RFP's – Occupational Health and Safety devices – Negotiations – <i>Phases of Negotiations</i> – Contract Management (Drafting a contract, Reviewing the contract, executing and repository management) – Sourcing report – Governance – Performance Measurement – New Product Introduction Programme – Regency Buyers – Acquisition Costs – Lifecycle Costs – Case Studies – Telecom – FTE's (full time employees) BIC (Best in Class) and OCR (optic character reader)	12

*** Italic denotes self-study topic

Seminar, Quiz, Assignment, Experience Discussion

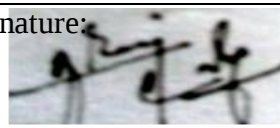
Books for Reference:

1. Paul Myerson (2019), Lean Demand-Driven Procurement, Rutledge Publications
2. Walter L Wallace (2018), Delivering Customer Value through Procurement and Strategic Sourcing.

Mapping

CO	PSO	PSO1	PSO2	PSO3	PSO4	PSO5
CO1		H	H	M	M	H
CO2		H	M	M	M	H
CO3		M	H	M	H	M
CO4		H	H	H	H	M

H-High; M-Medium; L-Low

Course Designed by	Verified by HoD	Checked by CDC	Approved by COE
Dr. G. Vignesh	Dr. G. Vignesh	Mr. K. Srinivasan	Dr. R. Muthukumaran
Signature: 	Signature: 	Signature: 	Signature: 