



Estd. 1972

Sunbeam
Women's College Varuna
Towards Women Empowerment ...
Post Graduate College
(Affiliated to Mahatma Gandhi Kashi Vidyapith, Varanasi)
(Accredited by NAAC)

SYLLABUS

2025-26

BA V & VI Semester

Economics

Name of Student:.....

Class:..... Section:

Add: 904/1 Central Jail Road, Sikraul, Varanasi-221002

Sunbeam Women's College Varuna

Affiliated to M.G.K. Vidyapith

VISION

Sunbeam College envisions to develop culturally rooted, globally oriented, self-reliant women committed to achieve excellence through duty, devotion & discipline.

MISSION

- To reinforce duty, devotion towards the society and the Nation, thereafter keeping with the essence of discipline in one's life.
- To make students sensitive about social concerns, human rights and thus help them being an eco-conscious individual.
- To educate the women of tomorrow, through teaching- learning exchange programmes, researches and extension activities.
- To pursue student-centric learning for self-development & skill development.
- To equip and empower students with relevant knowledge, competence, value and creativity to face global challenges.
- To facilitate young women to come up with leadership, self-pride and identity in order to become the change makers of the society.
- To inculcate skills and practices that help students become culturally rooted, globally oriented and self-reliant.

Faculty of Arts

Vision

The Faculty of Arts envisions achieving overall excellence in education by continuously upgrading the teaching-learning methodology. While incorporating latest scientific aptitude ,it aims to foster the development of students as knowledgeable citizens and leaders.

Mission

FM1 - To provide progressive environment for faculties and students.

FM2 - To design and implement curriculum that will empower the students with knowledge, professional and life skills.

FM3- To collaborate with academia to meet the changing needs of society.

FM4 - To foster innovation and cultivate the spirit of scientific aptitude amongst students.

FM5 - To value teaching that will lead our students to participate in society as informed, responsible citizens.

FM6 - To help students see themselves as professionals, as part of a discipline with skills and abilities valuable in the business, teaching, publishing, or post-graduate work.

*FM: Faculty's Mission

BACHELOR OF ARTS

Program Outcomes (POs)

The Programme outcome of BA is designed to attain the following outcomes:

- PO1:** Students will develop intellectual flexibility, creativity and cultural literacy which can be engaged in life- long learning.
- PO2:** Students will be able to facilitate effective written and oral communication skills essential for team coherence, group dynamics, and public relation.
- PO3:** Students will be able to inculcate the significance of their cultural and traditional roots.
- PO4:** Students will be able to search jobs in competitive exams/Public services in the fields of teaching, travel, hospitality, media, telecommunications and other related areas.
- PO5:** Students will be able to assess opportunities in higher education in all the related fields of their subjects.
- PO6:** Students will be able to adapt critical thinking skills and comprehend life skills through the study of literature and develop their own creativity by enhancing their writing skills.

PROGRAM SPECIFIC OUTCOMES (PSOs):

- PSO1:** Students will be integrating communication skill required for professional industries.
- PSO2:** Students will have presentations, soft skills and personality grooming classes for their holistic development.
- PSO3:** Students will be able to evaluate issues and public policy by using data analysis methods and its limitations.
- PSO4:** Students will be able to formulate informed opinions on policy issues and recognize the validity of opposing viewpoints.

Academic Calendar for the Session 2025- 26

Date sheet for Internal Assessment (Mid Term Examination)

Bachelor of Arts (BA – SEM V & VI)

Odd Semester

Date	Shift 1	Shift 2
17/11/2025	Co-Curricular	Hindi / History/Sociology (Paper 1)
18/11/2025	Hindi / History/Sociology (Paper 2)	English/ Eco/Pol. Sci. /Psycho. (Paper 1)
19/11/2025	English/ Eco/Pol. Sci. /Psycho. (Paper 1)	Pol/Psycho Practical
20/11/2025	Survey/Project/Practical	---

Even Semester

Date	Shift 1	Shift 2
23/03/2026	Co-Curricular	Hindi / History/Sociology (Paper 1)
24/03/2026	Hindi / History/Sociology (Paper 2)	English/ Eco/Pol. Sci. /Psycho. (Paper 1)
25/03/2026	English/ Eco/Pol. Sci. /Psycho. (Paper 1)	Pol/Psycho Practical
26/03/2026	Survey/Project/Practical	---

Important Dates: Odd Semester

- 17.11.25: Mid Term Examination begins.
- 29.11.25: Parents- Professor Meet (PPM) & Report Card Distribution.

Important Dates: Even Semester

- 23.03.26: Mid Term Examination begins.
- 04.04.26- Parents- Professor Meet (PPM) & Report Card Distribution.

“All the Best”

BA V SEM

Sunbeam Women's College Varuna

SUB- Economics (COURSE I) THEORY

COURSE CODE: A080501T

COURSE TITLE: Environmental Economics, Economic Growth and Development

Credits – 5

Course Outcomes:

- Basic concepts of ecology environment and economy
- Public good, Market failure, externalities and internalization of externalities
- Solution to environmental problems- the command-and-control approach, market-based methods, tax tradable pollution permit, etc, carbon trading
- Sustainable development, environmental impact assessment CO5: Global and local environmental concerns.
- It will be focused on Local Issues of Economic Bearing.
- Realize the importance and influence of environment on the economy including the quality of manpower.
- Arouse their feelings to make cleaner environment so as to achieve harmonious development.
- Understand that environmental problem is not the problem of a single country or region but a global problem/issue.
- To understand specific contributions on themes of economic analysis and concerning figures of economists still important in the international economic debate at the international level, through selected readings of their texts and linking the different positions of economic thought to philosophical foundations and political implications. Demonstrate theoretical and empirical analysis of economic growth process.
- Demonstrate an understanding of economic growth theory, development and policy implications.
- Demonstrate an awareness of economic growth problems, issues in globalisation, and provide grounding in major growth strategies and development.
- Apply empirical analysis of growth models to developing countries and/or regions, and draw appropriate policy recommendations”

MONTHS	WORKING DAYS	TOPICS TO BE COVERED
July'25	22	<p>Unit I: Introduction: Key environmental issues and problems, economic way of thinking about these problems, basic concepts from economics; Pareto optimality and market failure in the presence of externalities; property rights and other approaches.</p> <p>Unit II: The Design and Implementation of Environmental Policy: Overview, Pigouvian taxes and effluent fees, tradable permits, implementation of environmental policies in India and international experience; transboundary environmental problems; economics of climate change.</p>

Activity: Written Assignment on topic: Sustainable Development: Concepts; measurement; perspectives from Indian experience”.

Objective: Students will able to explain theme of sustainable development in current context.

Methodology: Individual written assignment will submit by student.

MONTHS	WORKING DAYS	TOPICS TO BE COVERED
August'25	24	<p>Unit III: Environmental Valuation Methods and Applications: Valuation of non-market goods and services--theory and practice; measurement methods; cost-benefit analysis of environmental policies and regulations.</p> <p>Unit IV: Sustainable Development: Concepts; measurement; perspectives from Indian experience.</p>
September'25	22	<p>Unit V: Meaning and Measurement of Economic Growth and Development- Measuring Development and Development Gap, GDP, GNP, Per Capita Income, Factors affecting Economic growth and Development.</p> <p>Unit VI: Concept of Poverty and Inequality, Vicious cycle of poverty, Lorenz Curve, Gini Coefficient Concept of Human Development, Human Development Index, Physical Quality of Life Index, Quality of Life Indices. Hunger Index, Happiness Index, Development and Sustainability.</p>

October'25	18	Unit VII: Lewis model of labour surplus economy, Rosentein Rodan's theory of Big Push, Nelson's Level equilibrium trap, balanced vs Un-balanced growth, Rostow's stages of growth, Harrod and Domar Growth models.
November'25	24	Unit VIII: International aspects of economic development; International trade, FDI, FII, Regional cooperation (SAPTA, NAFTA, SAARC, BRICS etc.), WTO and developing countries.
November'25		Revision and University Examination

Activity: Presentation by students on any topic from this course syllabus.

Objective: To understand the concepts related to ecology, environment and economy.

Methodology: Individual Student present with the help of power point slides.

Suggested Readings:

1. Pal, Rajesh: Issues and Concepts of Economics. Adhyayan Publishers and Distributors, New Delhi.
2. Bharucha, Erach: Paryavaran Adhyann, Orient Blackswan.
3. Bhattacharya, Rabindra Nath: Environmental Economics – An Indian Perspective, Oxford University Press.
4. Jhingan, M.L & Sharma, C.K: Environmental Economics Theory Mgt & Policy, Vrinda publications, Delhi.
5. Kolstad, Charles. D: Intermediate Environmental Economics, Oxford University Press.
6. Singh, S.R: Environmental Economics, APH Publishing Corporation, Delhi.
7. Smith, Stephen: Environmental Economics: A Very Short Introduction, Oxford University Press.
8. Barro, Robert J and Xavier Sala-i- Martin, Economic Growth, The MIT Press, Cambridge, Latest Edition.

SUB- Economics (Course II) (Theory) (Optional)

COURSE CODE: A080502T

COURSE TITLE: Elementary Statistics

Credits - 5

Course Outcome:

- Demonstrate the role of quantitative techniques in the field of business/industry.
- Illustrate different types of equations, solve equations and system of equations, understand the concept of sets.
- Illustrate and apply basic set operations.
- If taken by the student then he can apply the basic concept learned in this paper to qualitatively enhance Dissertation/Project.

MONTHS	WORKING DAYS	TOPICS TO BE COVERED
July'25	22	Unit I: Introduction to Basic Concepts in Statistics: Population, Sample, Parameter, Data-Meaning & types. Questionnaire, Schedule & Interview Schedule (meaning, concept & types) Unit II: Frequency Distribution, Cumulative frequency; Graphic and Diagrammatic representation of data.

Activity: Written Assignment on topic" Correlation: Meaning, Concept, Types & Properties"

Objective: Students will able to explain Correlation Concept.

Methodology: Individual written assignment will submit by student.

MONTHS	WORKING DAYS	TOPICS TO BE COVERED
August'25	24	Unit III: Measures of Central Tendency - Mean, Median, Mode, Geometric mean and Harmonic mean. (Meaning, concept, properties & methods of measurement-in brief) Unit IV: Measure of Dispersion: Range, Mean Deviation, Standard deviation, Coefficient of Variation, Quartile deviation, Skewness and Kurtosis (Meaning, concept, properties & methods of measurement-in brief)

September'25	22	Unit V: Correlation: Meaning, Concept, Types & Properties Methods of measurement of Correlation: Karl Pearson and Spearman. Coefficient of Correlation Unit VI: Regression: Meaning and Concept. Least squares method, Interpretation of Regression
October'25	18	Unit VII: Series: Concept, Meaning & Components - Determination of Regular, Trend and Seasonal Indices.
November'25	24	Unit VIII: Index Number: Concept, Classification of Index Numbers- price relative, quantity relative, value relative & special purpose (in brief). Consumer Price Index (CPI), Whole Sale Price Index (WPI), Methods of Construction of Index Numbers- i Unweighted & ii Weighted indices (in brief). Test of Adequacy of Index Number Formulae (in brief)
December'25		Revision and University Examination

Activity: Presentation by students on any topic from this course syllabus.

Objective: To understand the concepts of Elementary Statistics.

Methodology: Individual Student present with the help of power point slides.

Suggested Readings:

- Elhance, D.L: Sankhiki Ke Siddhant (Hindi), Kitab Mahal.
- Gupta S C Fundamentals of Statistics Himalaya Publishing House
- Gupta, S.P: Statistical Methods, Sultan Chand & Sons, Delhi.
- Hazarika, Padmalochan: Essential Statistics for Economics and Commerce, Akansha Publishing House.
- K.L Nagar, Elements of Statistics

SUB- Economics (Project work)
COURSE CODE: A080504R
COURSE TITLE: Computer Application in Economics

Credits – 3

MONTHS	WORKING DAYS	TOPICS TO BE COVERED
August 25	24	The project has to be developed using Computer Application in Economics with special reference to Rural Development

Suggested Readings:

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1. Research Methodology By C R Kothari
2. Dr Vinay Mohan Sharma, Sodh Pravidhi
3. Dr Neha Paliwal Surendra Khatri, Sodh Pravidhi

Co- Curricular
Course Code: Z050501

Course Title: Analytic Ability and Digital Awareness

Course outcomes:

CO 1: Familiarize with analogy, number system, set theory and its applications, number system and puzzles.

CO 2: To understand the basics of Syllogism, figure problems, critical and analytical reasoning. CO 3: Familiarize with word processing application and worksheet.

CO 4: To understand the basics of web surfing and cyber security.

Month	W. Days	Topics to be covered
July'25	22	<p>Unit I Alphabet test, Analogy, Arithmetic Reasoning, Blood relations, Coding and Decoding, Inequalities, Logical Venn diagram, Seating Arrangements, Puzzles and Missing numbers</p> <p>Unit II Syllogism, Pattern completion and figure series, Embedded Figure and counting of figures, Cube & Dice, Paper cutting and folding, Data sufficiency, Course of Action, Critical Reasoning, Analytical and decision making</p>
August' 25	24	<p>Unit III Computer Basics: Block diagram of Digital Computer, Classification of Computers, Memory System, Primary storage, Auxiliary memory, Cache memory, Computer Software (System/Application Software),</p> <p>MS Word Basics: The word screen, Getting to word documents, typing and Revising text, Finding and Replacing, Editing and Proofing tools, Formatting text characters, Formatting Paragraph, Document templates., Page set up, tables, Mail Merge, Macros, protecting documents, printing a document.</p>
September' 25	22	<p>MS-Excel Introduction, Worksheet basics, Creating worksheet, Heading information, Data & Text, Date & Time, Alphanumeric values, Saving & quitting worksheet, Opening and moving around in an existing worksheet, Toolbars and Menus, Excel shortcut and function keys, Working with single and multiple workbook, Working with formulae & cell referencing, Auto sum, coping formulae, Absolute & relative addressing, Worksheet with ranges, Formatting of worksheet, Previewing & Printing worksheet, Graphs and charts, Database, Creating and using macros, Multiple worksheets- concepts Introduction of Open Source Applications: LibreOffice, OpenOffice and Google Docs etc</p>

October' 25	18	Unit IV Web Surfing: An Overview: working of Internet, Browsing the Internet, E-Mail, Components of E-Mail, Address Book, Troubleshooting in E-Mail, Browsers: Netscape Navigator, Microsoft Internet Explorer, Google Chrome, Mozilla Firefox, Tor, Search Engines lik Google, DuckDuckGo etc, Visiting web sites: Downloading.
November' 25	24	Cyber Security: Introduction to Information System, Type of information system, CIA model of Information Characteristics, Introduction to Information Security, Need of Information Security, Cyber Security, phishing, spamming, fake news, general issues related to cyber security, Business need, Ethical and Professional issues of security.
December'25		Revision & University Examination
Activity: Implementation of ANOVA Analysis, Z-Test & T-Test of data through Data Analysis Module in Advance Excel		
Objective: Student will learn Real-time implementation of data manipulation & calculations		
Methodology: Presentation		

Suggested readings:

1. Sharma, A., "How to prepare for Data Interpretation and Logical Reasoning for the CAT" McGraw Hill Education Pvt. Ltd., New Delhi, India, Ed. 5, ISBN 978 2007 070 481
2. Aggarwal, R.S., "A Modern Approach to Verbal and Non-verbal Reasoning" S. Chand Publishers New Delhi, India, ISBN 10: 8121905516
3. Madan, Sushila, Introduction to Essential tools, Jain Book Agency, New Delhi/India, 5th ed..
4. Goel, Anita, Computer Fundamentals, Pearson Education, India
Michael E. Whitman and Herbert J. Mattord, "Principles of Information Security," Sixth Edition, Cengage Learning

BA VI SEM
SUB- Economics (Course I) (Theory)
COURSE CODE: A080601T
COURSE TITLE: Indian Economy & Economy of Uttar Pradesh

Credits - 5

Course Outcome:

- Develop ideas of the basic characteristics of Indian economy,
- Its potential on natural resources.
- Understand the importance, causes and impact of population growth and its distribution, translate and relate them with economic development.
- Natural resource, population, urbanization and occupational distribution of Uttar Pradesh
- Agriculture sector of UP.
- Infrastructure of UP including social infrastructure
- Human resource development, unemployment, immigration, flood and erosion, problems of agriculture labourers, border area development.

MONTHS	WORKING DAYS	TOPICS TO BE COVERED
January'26	19	<p>Unit I: Structure and Features of Indian Economy: Indian economy as a Developing Economy. Comparative Development of Indian States.</p> <p>Unit II: Agricultural Sector: Institutional Reforms, Technological change in Agriculture, Terms of Trade between Agriculture and Industry; Agricultural Policy, Policies for Sustainable Agriculture. Agrarian Crisis and Agricultural Labour</p> <p>Unit III: The Industrial Sector: Industrial Policy; Public Sector Enterprises and their Performance, Privatization and Disinvestment debate, Small, Medium and Large-scale Sector, Industrial Labour, trade Union Movement</p>
February'26	23	<p>Unit IV: Planning in India: Objectives and Strategy of Planning; Success story of Indian Plans; Strategy of Inclusive Growth, Resource mobilization for Development.</p> <p>Unit V: Nature, Features, Demographic Profile, Status of Natural Resources, Major Factors affecting growth and development in Uttar Pradesh: economic and non-economic factors in economic development of Uttar Pradesh.</p> <p>Unit VI: Sectoral growth pattern of in Uttar Pradesh; Economic growth in Uttar Pradesh and Indian economy: A comparison; Infrastructural development of Uttar Pradesh.</p>

Activity: Written Assignment on topic " Objectives and Strategy of Planning"

Objective: Students will able to explain Planning in India.

Methodology: Individual written assignment will submit by student.

MONTHS	WORKING DAYS	TOPICS TO BE COVERED
March'26	20	<p>Unit VII: Pattern of land-holding and irrigation; production and productivity in agriculture, Farm mechanization, Crop diversification, agricultural credit, Agricultural policy and strategies in Uttar Pradesh, Rural Development.</p> <p>Unit VIII: Problems and Policies. Major industries in Uttar Pradesh, Pattern of Industrial Development in Uttar Pradesh, Industrial Policy in Uttar Pradesh, Growth pattern of Services sector and Its linkages of other sectors of UP Economy. One Product One District (OPOD)</p>
April'26	24	Revision & University Examination

Activity: Presentation by students on any topic from this course syllabus.

Objective: To understand the concepts of policies related to economy.

Methodology: Individual Student present with the help of power point slides.

Suggested Readings:

1. Annual Financial Statement (Budget) various years & Latest published by the Government of India.
2. Economic Surveys, Government of India (Hindi/English)
3. Indian Economy by Mishra & Puri. Himalaya Publishing House (Hindi /English)
4. Indian Economy by Uma Kapila, Academic Foundation
5. Indian Economy. Rudra Dutt & Sundaram. S. Chand & Company (Hindi /English)
6. Agarwal, M K: Uttar Pradesh ka Arthik Vikas. New Royal Book Company
7. Annual Financial Statement (Budget) of the Government of Uttar Pradesh published in different years & the latest.
8. Mishra, Arvind Narayan & Atul Chandra: The Economy of Uttar Pradesh. Gutenberg Publication .

BA VI SEM
SUB- Economics (Course III) (Optional)
COURSE CODE: A080602T
COURSE TITLE: Ethics and Economics

Credits - 5

Course Outcome:

- To help the students to recognize legal and ethical issues when making business decisions.
- To gain an enhanced understanding of following ethical rules and ethical constraints.
- To improve analytical problem solving and ethical decision-making skills.
- .Have a good command of the conceptual vocabulary of policy-making and policy-analysis.
- Distinguish between ethical, economic and political dimensions of public policy.

MONTHS	WORKING DAYS	TOPICS TO BE COVERED
January'26	19	Unit I: Introduction to Ethics, importance of Ethics to Economics Unit II: Overview of Ethical idea of Indian and Western Philosophers: Deendayal Dayal Upadhyay, Kant, Bentham. Unit III: Doctrine of Equality, Theories of Justice: Plato Aristotle, Rawls.
February'26	23	Unit IV: Economic Importance of Morality, Self interest and Greed, Morality and Economic Rationality Economic Behaviour Unit V: Adaptive Preference, Market and Ethical Standards, Economics of Uncertainty: Asymmetric Information and Moral hazards, Business and Social Responsibility Unit VI: Self Interest vs. Social Goods. Efficiency and Ethical Concept: Allocative Efficiency.

Activity: Written Assignment on topic “Overview of Ethical idea of Indian and Western Philosophers: Deendayal Dayal Upadhyay, Kant, Bentham.”.

Objective: Students will able to elaborate Ethical idea of Indian and Western Philosophers.

Methodology: Individual written assignment will be submitted by the students.

MONTHS	WORKING DAYS	TOPICS TO BE COVERED
March'26	20	Unit VII: Markets and Welfare: Pareto Principle Unit VIII: Measurement of Standard of Living and Quality of life . Gross National Happiness Index. Ethics and Good Governance: “Achieving Happiness”
April'26	24	Revision & University Examination

Activity: Presentation by students on any topic from this course syllabus.

Objective: To understand the concepts related to Ethics in economics.

Methodology: Individual Student present with the help of power point slides.

Suggested Readings:

1. Backerman, Wilfred: Economics as Applied Ethics: Value Judgements in Welfare Economics, Palgrave MacMillan.
2. Dutt. Amitava Krishna & Wiber, Charles.K: Economics and Ethics: An Introduction, Palgrave MacMillan.
3. Graafland, Johan.J: Economics, Ethics and the Market: Introduction and Applications, Routledge.
4. Hirata, Johannes, Happiness, Ethics and Economics, Routledge Canada an USA
5. Rawls, John: Theory of Justice, Harward University Press.
6. Roemer, John: Free To Lose, Harward University Press
7. Samuelson, Paul.A & Nordhaus, WilliamD. Tata McGraw Hill Education Private Limited, New Delhi.
8. Sen, A.K&Williams,B: Utilitarianism And Beyond, Cambridge University Press.

BA VI SEM
SUB- Economics (Course IV)
COURSE CODE: A080604R
COURSE TITLE: PROJECT/DISSERTATION

Credits - 3

Course Outcome-

- • The objective of introducing Dissertation/Project at the graduation level is to familiarise, acquaint and experience the local issues of economic implication or focused on economic wellbeing and behaviour of consumers/citizens.
- It aims at enabling the students to use and apply the learned economic principles vis-a-vis local economic issues.
- To enable them to learn preparation of questionnaire/interview schedule.
- The Template/Format of the Dissertation/Project shall be developed by the respective Department.
- The idea behind this is to develop economic thinking in the students through direct experience to real life.

MONTHS	WORKING DAYS	TOPICS TO BE COVERED
February'26	23	Dissertation Topic on the Local/Current Issues with Economic Focus plus Presentation using Ppt. Dissertation Report will be prepared using Research Techniques. Surveys, questionnaire/interview schedule, etc. should be attached.

Format of Dissertation

B.A. III Year, Semester VI
Course IV Project/Dissertation

Title of the Dissertation
A Dissertation Presented in Partial Fulfilment of the Requirements for the Degree of B.A. III
Year Semester VI

Name of Student

Name of Supervisor

Registration/Roll Number
Designation

Department of Economics
Mahatma Gandhi Kashi Vidyapith
Varanasi

Year
Approved By

Acknowledgements

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Start from Chapter one to Chapter five followed by References and Appendices

Co- Curricular

Course Code: **Z060601**

Course Title: **Communication Skills and Personality Development**

Course outcomes:

- To understand the concept of Personality.
- To learn what personal grooming pertains.
- To learn to make good resume and prepare effectively for interview.
- To learn to perform effectively in group discussions.
- To explore communication beyond language.
- To learn to manage oneself while communicating.
- To acquire good communication skills and develop confidence.

Month	W. Days	Topics to be covered
January'26	19	Unit I Understanding Personality <ul style="list-style-type: none">• Definition and Meaning of Personality• Types of Personality• Components of Personality• Determinants of Personality• Assessment of Personality Grooming Self• Dress for success• Make up & skin care• Hair care & styles for formal look• Art of accessorizing• Oral Hygiene
February' 26	23	Unit II INTERVIEW PREPARATION AND GROUP DISCUSSION <ul style="list-style-type: none">• Meaning and Types of Interview [Face to Face, Telephonic, Video]• Interview procedure [Opening, Listening, Closure]• Preparation for Interview• Resume Writing• LinkedIn Etiquette• Meaning and methods of Group Discussion Procedure of Group Discussion.• Group Discussion simulation• Group discussion common error
March' 26	20	Unit III BODY LANGUAGE AND BEHAVIOUR <ul style="list-style-type: none">• Concept of human behavior• Individual and group behavior• Developing Self-Awareness• Behaviour and body language• Dimensions of body language: Proxemics Haptics Oculesics

		Paralanguage Kinesics Sign Language Chromatics Chronemics Olfactics <ul style="list-style-type: none"> • Cultural differences in Body Language • Business Etiquette & Body language • Body Language in the Post Corona Era • Virtual Meeting Etiquette • Social Media Etiquette Unit IV ART OF GOOD COMMUNICATION <ul style="list-style-type: none"> • Communication Process • Verbal and Non-verbal communication 7 C's of effective communication • Barriers to communication • Paralinguistics Pitch Tone Volume Vocabulary Word stress Pause • Types of communication Assertive Aggressive Passive Aggressive • Listening Skills • Questioning Skills • Art of Small Talk • Email Writing
April' 26	24	Revision & University Examination
<p>Activity: Implementation of ANOVA Analysis, Z-Test & T-Test of data through Data Analysis Module in Advance Excel</p> <p>Objective: Student will learn Real-time implementation of data manipulation & calculations</p> <p>Methodology: Presentation</p>		

Suggested readings:

1. Cloninger, S.C., "Theories of Personality : Understanding Person", Pearson, New York, 5th edition.
2. Luthans F, "Organizational Behaviour", McGraw Hill, New York, 12th edition.
3. Barron, R.A. & Brian D, "Social Psychology", Prentice Hall of India, 8th edition.
4. Adler R.B., Rodman G. & Hutchinson C.C, "Understanding Human Communication", Oxford University Press : New York.
5. Suggestive digital platforms web links

ECONOMICS Activities and Fieldworks						
Teacher Incharge: Dr. Piyush Kumar Pathak						
S.No.	Month	Activities/Field Works	Objective	Methodology	Class	Outcome
1	August 2025	Fieldwork to NSO	To understand Data Collection	NSO visit	BA V Sem	Students will be able to understand data collection and prepare report
2	August 2025	Shopping Center Fieldwork	To understand consumer behaviour	Shopping centre visit	BA I & III sem	Students will be able to understand consumer behaviour which is in their syllabus too
3	September 2025	Guest Lecture	To understand mercantilism	Guest lecture	BA III sem	Students will be able to understand mercantilism
4	October 2025	Guest Lecture	To understand economic importance of pollution	Guest lecture in collaboration with the department of Botany	BA V sem	Students will be able to understand economic value of pollution
5	December 2025	Bank Fieldwork	To understand banking functions & operations, accounts and role in the economy	Field visit	BA II, IV & VI sem	To Illustrate how bank create credit and suggest the instrument to control. Identify types of bank and it's function.
6	January 2026	Lecture-cum-workshop	Workshop: "The Economics of Clean Air Initiatives"	Workshop	BA II, IV & VI sem	Students engaged workshop and lectures of experts.