

Indian Business Scenarios-population density, crowd behavior, role of the unorganized sector in trade and commerce, cultural issues in India, infrastructure development, public private partnerships and regulation, how taxation drives business behavior, logistics management, saving habits of Indians. Indian Business Practices-community-based business management (Chettias of Tamil Nadu, Marwaris of Rajasthan, Angadias of Gujrat), Indian Family Business Management, Community level success stories-Gupta Empire, Gujrati, Marwari, Punjabi traders. Studying Indian Business Success Stories such as dabbawallas, Amul, Swachh Bharat, Atmanirbhar Bharat, PLI Scheme Initiatives, Indian Corporates working abroad, success of Indians as individuals abroad- in domains such as IT, Merchant Navy, Higher Education, Medicine. Indian perspectives on sustainability, creativity, inter-personal skills, business ethics, environment.

**Practical component (if any) - NIL**

**Essential/recommended readings**

1. Stephen P. Robbins & Mary Coulter, *Management*. 13th Ed. Pearson
2. Stoner, Freeman, Gilbert Jr. (2014). *Management* (6th edition), New Delhi: Prentice Hall India.
3. Koontz, H., & Weihrich, H. *Essentials of Management*, McGraw Hill Publishers.
4. Mahadevan, B., Bhat, V. R., Pavana, N. (2022) *Introduction to Indian Knowledge System Concepts and Applications*. PHI Learning

Note: Latest edition of the readings may be used.

**Note:** Examination scheme and mode shall be as prescribed by the Examination Branch, University of Delhi, from time to time.

**DISCIPLINE SPECIFIC CORE COURSE – 2 (DSC-2):  
STATISTICS FOR BUSINESS DECISIONS**

**Credit distribution, Eligibility and Prerequisites of the Course**

Course title & Code	Credits	Credit distribution of the course			Eligibility criteria	Pre-requisite of the course (if any)
		Lecture	Tutorial	Practical/ Practice		
DSC-2 STATISTICS FOR BUSINESS DECISIONS	4	3	1	NIL	CLASS XII WITH MATHEMATICS	NIL

**Learning Objectives**

The Learning Objectives of this course are as follows:

- To familiarize the students with various Statistical Data Analysis tools that can be used for effective decision making.
- To learn the application of the statistical concepts to various financial and managerial situations.
- The course will enhance students' critical thinking and problem solving that rests on Statistical Methods and Data Analysis approaches.

### **Learning outcomes**

On completion of the course students will be able to:

- Summarize data sets using Descriptive statistics
- Analyze the relationship between two variables of various managerial situations and geometrically Interpret Correlation and Regression
- Develop managerial decision problems using Probability Density Functions and Cumulative Density Functions

### **SYLLABUS OF DSC- 2**

#### **UNIT- 1: Data and its Descriptive Analysis (12 hours)**

Quantitative and Qualitative Data, Attributes and variables, Scales of measurement: nominal, ordinal, interval and ratio, Measures of Central Value: Mean, Median, Mode, Measures of Dispersion: Absolute and Relative measures of dispersion – Range, Quartile Deviation, Mean Deviation, Standard Deviation, Moments, Skewness, Kurtosis. Visualization of Data: Histograms, Stem and Leaf Plots, Five Number Summary and Box Plots. Introduction to Big Data: Characteristics and Stages.

#### **UNIT- 2: Correlation and Regression Analysis (20 hours)**

Correlation Analysis: Meaning and significance. Correlation and Causation, Types of Correlation, Methods of studying Simple correlation - Scatter diagram, Karl Pearson's coefficient of correlation, Spearman's Rank correlation coefficient.

Regression Analysis: Meaning and significance, Regression vs. Correlation, Simple Regression model: Linear Regression, Assumptions for simple linear regression model, Violations of the assumptions of the model, R-square and MSE in Regression, Geometric Interpretation of Regression.

#### **UNIT- 3: Random Variable Analysis (16 hours)**

Probability: Meaning and need, Conditional probability, Bayes' theorem, Random Variable- discrete and continuous. Probability Distribution: Meaning, characteristics (Expectation and variance) of Binomial, Poisson, Exponential and Normal distribution, z-score, Chebyshev and empirical rule, Central limit theorem.

#### **UNIT-4: Introduction to Estimation and Hypothesis Testing (12 hours)**

Estimation: Point and Interval estimation of population mean, Confidence intervals for the parameters of a normal distribution (one sample only), Hypothesis Testing: Level of Significance; Type I and Type II error, Test of hypothesis concerning Mean: z-test & t-test.

**Practical component (if any) - NIL**

**Essential/recommended readings**

1. Gupta, S.P., Statistical Methods, Sultan Chand & Sons
2. Levine, D., Stephan, D., & Szabat, K., Statistics for Managers using MS Excel, Pearson India
3. Keller, G., Statistics for Management and Economics, Cengage Learning, New Delhi
4. Stine, R. and Foster, D., Statistics for Business (Decision making and Analysis). Pearson India
5. Evans, J., Business Analytics, Pearson India

Note: Latest edition of the readings may be used.

**Note:** Examination scheme and mode shall be as prescribed by the Examination Branch, University of Delhi, from time to time.

**DISCIPLINE SPECIFIC CORE COURSE– 3 (DSC-3) FINANCIAL ACCOUNTING AND ANALYSIS**

**Credit distribution, Eligibility and Pre-requisites of the Course**

Course title & Code	Credits	Credit distribution of the course			Eligibility criteria	Pre-requisite of the course (if any)
		Lecture	Tutorial	Practical/ Practice		
DSC-3 FINANCIAL ACCOUNTING AND ANALYSIS	4	3	1	NIL	CLASS XII PASS	NIL

**Learning Objectives**

The Learning Objectives of this course are as follows:

- To familiarize students with the mechanics of preparation of Financial Statements
- To enable understanding of Corporate Financial Statements in the light of IFRS or Indian Accounting Standards, their analysis and interpretation
- Equip students with understanding of beyond Balance Sheet indicators to project corporate performance; prediction of financial crisis of a business enterprise.