



# Opportunities in Commerce & Business Studies



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Delhi University



# Commerce is an interdisciplinary subject covering:

- ☛ Accounting
- ☛ Finance
- ☛ Marketing
- ☛ E-Commerce
- ☛ Taxation
- ☛ Auditing
- ☛ Management

# Where to go?

- Ambition v/s Reality
- Understand yourself
- Academic Records
- Liking and disliking
- Strengths, weaknesses and constraints
- Options available

Skills Required: Analysing Numerical Data, Good Communication and Problem Solving Ability







**BACHELORS IN  
COMMERCE  
(B.COM)**

# What all is covered in the curriculum of B.Com? What are the future prospects?



- 3 Years (Annual Mode) Full Time Course
  - Build competence in business studies and provides a basic training in managerial skills
  - Focus on the learning that includes the knowledge of basic theories, principles, methods, and procedures of commerce and accounting
- The curriculum is **rigorous and progressive**, and prepares for careers in commerce and accountancy as well as for other professional roles such as economic and business.
  - Opens up opportunities in higher education to pursue Master's-level courses such as **M. Com and MBA**; professional courses in commerce and accountancy such as **CA, CS, ICWA, CFA**, etc.





## B.Com Foundation Degree or Terminal Degree?

- Stepping stone for higher education or jobs after B.Com or **Mid Path** Job and then higher degree
- Career Opportunities:
  - Job – Bank, Insurance, Capital Market, Accounting Taxation, Start-Ups, expanding own business
  - Government Jobs
  - Private Sector Jobs



# B.Com Admissions



- One of the premier universities of the country
- Founded in 1965
- About **900 colleges** affiliated to the University which offer courses in Commerce and Business Studies
- Few courses – B.Com (Programme), B.Com (Hons.), BBA, etc.



- Almost all the colleges offer B.Com
- Hostel facilities for boys and girls is available in a few colleges only
- Admission in Ch. Charan Singh University through merit only (i.e 12<sup>th</sup> class result) and for those who register on online platform



- Maths/Business Maths compulsory with at least 45% marks for B.Com(H) and at least 45% aggregate marks.
- Formerly, the University was called Meerut University

## Why B.Com from Ch. Charan Singh University? Is it the best course?

- New Curriculum is designed with 20 core subjects, 2 compulsory papers in first year of B.Com.
- Papers such as e-Commerce, E-filing, Computerised Accounting give **adequate practical insights** to the students.
- The **corporate frauds** such as Enron, Satyam, King Fisher, Neerav Modi are adequately covered to give practical insights.
- The course is presently under revision to be modelled on '**outcome-based approach**' and incorporating latest developments in the field of commerce



## Career options after B.Com/ with B.Com

- MBA (Masters of Business Administration)
- CA (Chartered Accountant)
- CS (Company Secretary)
- ICWA (Institute of Cost Accountants of India)
- LLB (Bachelor of Law)
- CFA (Chartered Financial Analyst)
- RBI Officers, Bank Probationary, Insurance Co.,  
Income Tax/Excise Inspector, SEBI Exam, etc.
- Other Skills Based Courses

Few of the above courses could be integrated  
with B.Com or can be done after completion



A photograph of three students sitting at a table in a library, looking at a laptop and papers. The background shows bookshelves filled with books. A dark blue semi-transparent overlay covers the left side of the image, containing text.

## A few renowned colleges for B.Com in DU

- Shri Ram College of Commerce
- Lady Shri Ram College
- Hans Raj College
- Hindu College
- Ramjas College
- SGTB Khalsa College
- PG DAV College
- Daulat Ram College
- IP College
- Sri Venkateshwar College
- Dayal Singh College



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## A few renowned colleges for B.Com in Ch. Charan Singh University, Meerut (Formerly Meerut University)

- IIF College of Commerce and Management Studies (IIF CCMS)
- SD College Hindu College
- VMLG College
- KD College
- Janta Degree College
- MM Degree College
- Ginni Devi Modi Girls (PG) College
- LR College
- Manayawar Kanshi Ram Government Degree College





**BACHELOR OF  
BUSINESS  
ADMINISTRATION  
(BBA)**

# What all is covered in the curriculum of BBA? What are the future prospects?



- 3 Years (6 Semesters) Full Time Course
- Build competence in management studies to equip students with the knowledge of management and its various aspects
- Focus on providing skills required to assume management positions through a practical approach
- The curriculum is **rigorous and progressive**, and prepares for careers in management as well as for other professional roles
- Admission is on the basis of entrance test – DU JAT (65% weightage) and 12<sup>th</sup> Class Marks (35% weightage) and in Ch. Charan Singh University on the basis of Aggregate Percentage
- **Eligibility:** An aggregate of 60% marks or more in – English, Maths and any two subjects in List B/ In CCS university only 45% aggregate is required



## Entrance Exam\* and Eligible Colleges for BBA



- The entrance exam is of two hours duration based on **Multiple Choice Questions (MCQs)** designed to evaluate the aptitude of the applicants. The following areas are included in the entrance test:
  - *Quantitative Ability*
  - *Reasoning and Analytical Ability*
  - *General English*
  - *Business and General Awareness*
- There are total **100 questions** – Each correct answer will get you **(+4) marks**, each wrong answer will get you **(-1) mark** and a question not answered will get you **zero marks**
- **Exam Date: To be announced**
- **Colleges offering BMS:** Shaheed Sukhdev College of Business Studies, Deen Dyal Upadhyay College, Keshav Mahavidalaya, College of Vocational Studies, Sri Guru Gobind Singh College of Commerce, Ram Lal Anand College, Ramanujan College, Shaheed Rajguru College of Applied Sciences for Women, Aryabhata College

\*No such entrance exam requirement in many State Universities like Ch. Charan Singh University. Students can get admission on the basis of Merit list which is based on Aggregate Percentage in 12<sup>th</sup>.





**OTHER  
ENTRANCES/  
COURSES AFTER  
GRADUATION**

## MBA (Masters of Business Administration)



- One of the most coveted courses in India
  - Applicable for graduates from any discipline
  - Admission through **Entrance Tests, Group Discussions & Personal Interview**
  - Test: CAT, GMAT, XAT (XLRI), INMAT, NMAT, SNAP, CMAT, etc.
  - Top Ranking Institutions:
    - IIM
    - FMS
    - XLRI
    - SP Jain Institute of Management
    - IIF - Indian Institute of Finance
    - ISB - Indian School of Business
- ✓ imparts a strong theoretical foundation in business concepts
  - ✓ provides practical opportunities
  - ✓ builds hard-skills in the areas of management and leadership
  - ✓ polishes a range of soft-skills like communication, motivation and negotiation
  - ✓ opens up global opportunities for career growth

The core courses in an MBA program cover various areas of business such as accounting, finance, marketing, human resources, operations, and statistics and many.

## CAT (Common Admission Test)



- Most popular MBA entrance test
- **Held annually for admission to postgraduate management courses** in all the Indian Institute of Management (IIMs) and various other management institutes. IIMs offer around 3,335 seats in various management programmes & other than the IIMs, 165-odd institutes admit students based on CAT scores.
- The entrance examination is of **170 minutes** having objective questions from the following sections:
  - English Comprehension
  - Logical Reasoning
  - Quantitative Analysis
  - Decision-Making Ability
  - General Knowledge & Awareness/Data Interpretation and Analysis

The candidates are shortlisted on the basis of their scores in the entrance examination. The shortlisted candidates are called for Group Discussion, Interviews and Essay Writing for final selection.



## CA (Chartered Accountant)



- Combines theoretical knowledge with practical training.
- One of the **most rigorous professional course**
- Three Levels of Examination:
  - Foundation - CPT (4 subjects)
  - Intermediate - IPCC (Two groups of 4 papers each)
  - Final - Two Groups 8 Papers (**one of the toughest**)

*Accounting, Business Law,  
Business Mathematics,  
and Business Economics*

*Accounting, Cost,  
Corporate Law, Taxation,  
Auditing, Assurance,  
Financial Management*

*Financial Reporting,  
Management, Auditing,  
Risk, Global Financial,  
Direct/Indirect Tax*

- Article ship of 3 years (on the job training)

The CA Course is difficult as the syllabus is vast and clearing all the levels requires intelligence along with substantial hard work. CA becomes tough because aspirants get stuck in the later stage of the exams.

## CS (Company Secretary)



- As per the latest norms, it is **compulsory** for all listed companies and other companies with paid-up capital of Rs.5 crore or more to have a Company Secretary (CS)
- Ensures Compliance with Company legislation and other statutory requirements.
- 3-stages:
  - Foundation (4 Papers)
  - Executive (2 Modules – 8 Papers)
  - Professional Programme (3 Modules)

*Business Environment, Law, Management, Ethics, Entrepreneurship, Economics, Accounting and Auditing*

*Jurisprudence, Law, Tax, Corporate Accounting, Securities Law, Financial, Strategic Management*

*Company Law, Audit, Due Diligence, IT, Forex, Treasury, Taxation, Banking, Insurance, International Business, Valuation, Insolvency*

- 15 months of training

The CS Programme can be pursued by 10+2 pass or equivalent students of Arts, Science or Commerce stream (excluding Fine Arts).

## CWA (Cost and Work Accountant)



- ICWA degree provides the knowledge on how to manage cost & finance competently and [CA](#) degree gives you the knowledge of **taxation, auditing, and accounting**.
- You can apply for CA course **after passing 12th** while for the ICWA foundation course you have to pass a 10th or equivalent exam from any recognized board.
- CAs are involved in the core accounting work of a company while Cost Accountants are **involved in the costing part of a financial transaction**.
- 5 Stages:
  - ICWAI Foundation Exam
  - ICWAI Group I
  - ICWAI Group II
  - ICWAI Final Group III
  - ICWAI Final Group IV

*Economics, Management,  
Accounting, Laws, Ethics,  
Business Mathematics,  
Statistics, Taxation, Costing,  
Operations, Strategy*

*Corporate Law, Cost  
Management, International  
Taxation, Corporate Finance,  
Management Audit, Business  
Valuation, Direct/ Indirect Tax*

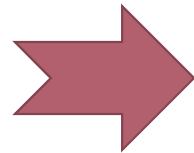
There are plenty of employment opportunities available for the ICWA qualified people. Once you have completed the ICWA course, you can start up your career as a Cost Accountant



## CFA (Chartered Financial Analyst)



- In-depth focus on financial modelling, portfolio management, and other investment related areas.
- Top investment firms, asset management, hedge funds value this knowledge base and give more preference to charter holders than other candidates from related fields.
- 3 Stages:
  - Level I (twice every year)
  - Level II (once every year)
  - Level III (once every year)




**CFA Designation** = All levels cleared + 4 years of relevant work experience

*Equity, Fixed Income, Alternatives, Financial Reporting, Economics, Ethics, Time Value, Reporting*

*Valuation of Assets, Fixed Income, Derivatives, Financial Statement Analysis, Equity Investments*

*Portfolio Management, Fixed Income, Equity Investments, Ethical and Professional Standards*

The CFA is considered to be the most difficult test on Wall Street with fewer than 20% of candidates passing all three levels on the first try. The total cost for a CFA (all levels) costs around USD 2,400

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## Other skill based courses that could be pursued

- Advertising
- Computer Programming
- Marketing
- Taxation
- Retailing
- Import and Export Procedures
- Tours and Travel
- Communication



## Pursue your area of interest

- What?
- When?
- How?
- **B.Com is a basic degree which builds a strong foundation to pursue higher courses in Finance, Management, and Accountancy**
- May be Terminal Degree
- Don't lose sight of your goal, interest, hobby or whatever you want to do
- Be focused **A1**



## Slide 23

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**A1**

Author, 09-06-2019



# Q&A

A group of people are seated around a long wooden table in a meeting room. The foreground shows a person's hands writing in a notebook with a pen. Other people are visible in the background, some looking towards the camera and others looking down. The scene is dimly lit, with a soft glow from the left. A semi-transparent red graphic element is on the right side of the image.

THANK YOU  
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