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Practically speaking since last eight years I

have given SET-NET Exams, I have faced a big challenge of books for exams. There are very few books in the domain of Commerce and Management. These books are like guide format which consists question and answers without proper justification of answers. Exams are tough nowadays and relying on limited source of information is waste of time. By realizing this need we have designed this book “ COMMERCE SET-NET-JRF-A COMPREHENSIVE LOOK ” This book has taken into consideration every single aspect which aspirant think he should have in his hand while preparing for the exam. My expertise in this domain is since last eight years and I have qualified exams for record 17 times in the domain of Commerce and Management. We have carefully gone through all the state level exam papers, their level of difficulty and provided valuable justification at the end of the each question. Subject like Economics can be very well understood through diagrams. We have incorporated diagrams in the book wherever necessary. Most of the information provided in this book is taken from authentic and original source with due acknowledgement to them. All the subjects are very well incorporated in this book and it will be a must-read book for all the aspirants. And the Question of Silver with Special Reference to the Indian Valuation, and the International Monetary Congress at Paris
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Unit 1: Business Environment and International Business
Unit 2: Accounting and Auditing
Unit 3: Business Economics
Unit 4: Business Finance
Unit 5: Business Statistics and Research Methods
Unit 6: Business Management and Human Resource Management
Unit 7: Banking and Financial Institutions
Unit 8: Marketing Management
Unit 9: Legal Aspects of Business
Unit 10: Income-tax and Corporate Tax Planning
Unit 1: Business Environment and International Business
Concepts and elements of business environment: Economic environment- Economic systems, Economic policies (Monetary and fiscal

policies); Political environment- Role of government in business; Legal environment- Consumer Protection Act, FEMA; Socio-cultural factors and their influence on business; Corporate Social Responsibility (CSR) Scope and importance of international business; Globalization and its drivers; Modes of entry into international business Theories of international trade; Government intervention in international trade; Tariff and non-tariff barriers; India ' s foreign trade policy Foreign direct investment (FDI) and Foreign portfolio investment (FPI); Types of FDI, Costs and benefits of FDI to home and host countries; Trends in FDI; India ' s FDI policy Balance of payments (BOP): Importance and components of BOP Regional Economic Integration: Levels of Regional Economic Integration; Trade creation and diversion effects; Regional Trade Agreements: European Union (EU), ASEAN, SAARC, NAFTA International Economic institutions: IMF, World Bank, UNCTAD World Trade Organisation (WTO): Functions and objectives of WTO; Agriculture Agreement; GATS; TRIPS; TRIMS Unit 2: Accounting and Auditing Basic accounting principles; concepts and postulates Partnership Accounts: Admission, Retirement, Death, Dissolution and Insolvency of partnership firms Corporate Accounting: Issue, forfeiture and reissue of shares; Liquidation of companies; Acquisition, merger, amalgamation and reconstruction of companies Holding company accounts Cost and Management Accounting: Marginal costing and Break-even analysis; Standard costing; Budgetary control; Process costing; Activity Based Costing (ABC); Costing for decision-making; Life cycle costing, Target costing, Kaizen costing and JIT

Financial Statements Analysis: Ratio analysis; Funds flow Analysis; Cash flow analysis
Human Resources Accounting; Inflation Accounting; Environmental Accounting
Indian Accounting Standards and IFRS
Auditing: Independent financial audit; Vouching; Verification and valuation of assets and liabilities; Audit of financial statements and audit report; Cost audit
Recent Trends in Auditing: Management audit; Energy audit; Environment audit; Systems audit; Safety audit
Unit 3: Business Economics
Meaning and scope of business economics
Objectives of business firms
Demand analysis: Law of demand; Elasticity of demand and its measurement; Relationship between AR and MR
Consumer behavior: Utility analysis; Indifference curve analysis
Law of Variable Proportions: Law of Returns to Scale
Theory of cost: Short-run and long-run cost curves
Price determination under different market forms: Perfect competition; Monopolistic competition; Oligopoly- Price leadership model; Monopoly; Price discrimination
Pricing strategies: Price skimming; Price penetration; Peak load pricing
Unit 4: Business Finance
Scope and sources of finance; Lease financing
Cost of capital and time value of money
Capital structure
Capital budgeting decisions: Conventional and scientific techniques of capital budgeting analysis
Working capital management; Dividend decision: Theories and policies
Risk and return analysis; Asset securitization
International monetary system
Foreign exchange market; Exchange rate risk and hedging techniques
International financial markets and instruments: Euro currency; GDRs; ADRs
International arbitrage; Multinational capital budgeting
Unit 5: Business Statistics and

Research Methods Measures of central tendency Measures of dispersion Measures of skewness Correlation and regression of two variables Probability: Approaches to probability; Bayes' theorem Probability distributions: Binomial, poisson and normal distributions Research: Concept and types; Research designs Data: Collection and classification of data Sampling and estimation: Concepts; Methods of sampling - probability and non-probability methods; Sampling distribution; Central limit theorem; Standard error; Statistical estimation Hypothesis testing: z-test; t-test; ANOVA; Chi – square test; Mann-Whitney test (U-test); Kruskal-Wallis test (H-test); Rank correlation test Report writing Unit 6: Business Management and Human Resource Management Principles and functions of management Organization structure: Formal and informal organizations; Span of control Responsibility and authority: Delegation of authority and decentralization Motivation and leadership: Concept and theories Corporate governance and business ethics Human resource management: Concept, role and functions of HRM; Human resource planning; Recruitment and selection; Training and development; Succession planning Compensation management: Job evaluation; Incentives and fringe benefits Performance appraisal including 360 degree performance appraisal Collective bargaining and workers' participation in management Personality: Perception; Attitudes; Emotions; Group dynamics; Power and politics; Conflict and negotiation; Stress management Organizational Culture: Organizational development and organizational change Unit 7: Banking and Financial Institutions

Overview of Indian financial system Types of banks: Commercial banks; Regional Rural Banks (RRBs); Foreign banks; Cooperative banks
Reserve Bank of India: Functions; Role and monetary policy management Banking sector reforms in India: Basel norms; Risk management; NPA management Financial markets: Money market; Capital market; Government securities market Financial Institutions: Development Finance Institutions (DFIs); Non-Banking Financial Companies (NBFCs); Mutual Funds; Pension Funds Financial Regulators in India
Financial sector reforms including financial inclusion Digitisation of banking and other financial services: Internet banking; mobile banking; Digital payments systems Insurance: Types of insurance- Life and Non-life insurance; Risk classification and management; Factors limiting the insurability of risk; Re-insurance; Regulatory framework of insurance- IRDA and its role
Unit 8: Marketing Management
Marketing: Concept and approaches; Marketing channels; Marketing mix; Strategic marketing planning; Market segmentation, targeting and positioning Product decisions: Concept; Product line; Product mix decisions; Product life cycle; New product development Pricing decisions: Factors affecting price determination; Pricing policies and strategies Promotion decisions: Role of promotion in marketing; Promotion methods - Advertising; Personal selling; Publicity; Sales promotion tools and techniques; Promotion mix Distribution decisions: Channels of distribution; Channel management Consumer Behaviour; Consumer buying process; factors influencing consumer buying decisions Service marketing Trends in marketing: Social marketing; Online marketing;

Green marketing; Direct marketing; Rural marketing; CRM Logistics management Unit 9: Legal Aspects of Business Indian Contract Act, 1872: Elements of a valid contract; Capacity of parties; Free consent; Discharge of a contract; Breach of contract and remedies against breach; Quasi contracts; Special contracts: Contracts of indemnity and guarantee; contracts of bailment and pledge; Contracts of agency Sale of Goods Act, 1930: Sale and agreement to sell; Doctrine of Caveat Emptor; Rights of unpaid seller and rights of buyer Negotiable Instruments Act, 1881: Types of negotiable instruments; Negotiation and assignment; Dishonour and discharge of negotiable instruments The Companies Act, 2013: Nature and kinds of companies; Company formation; Management, meetings and winding up of a joint stock company Limited Liability Partnership: Structure and procedure of formation of LLP in India The Competition Act, 2002: Objectives and main provisions The Information Technology Act, 2000: Objectives and main provisions; Cyber crimes and penalties The RTI Act, 2005: Objectives and main provisions Intellectual Property Rights (IPRs) : Patents, trademarks and copyrights; Emerging issues in intellectual property Goods and Services Tax (GST): Objectives and main provisions; Benefits of GST; Implementation mechanism; Working of dual GST Unit 10: Income-tax and Corporate Tax Planning Income-tax: Basic concepts; Residential status and tax incidence; Exempted incomes; Agricultural income; Computation of taxable income under various heads; Deductions from Gross total income; Assessment of Individuals; Clubbing of incomes International Taxation: Double taxation and its avoidance mechanism; Transfer

pricing Corporate Tax Planning: Concepts and significance of corporate tax planning; Tax avoidance versus tax evasion; Techniques of corporate tax planning; Tax considerations in specific business situations: Make or buy decisions; Own or lease an asset; Retain; Renewal or replacement of asset; Shut down or continue operations Deduction and collection of tax at source; Advance payment of tax; E-filing of income-tax returns

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