

BUSINESS STREAM

Commerce

Degrees / Branches	Duration	Professions
B.Com.	3 Years	Accountant, Actuary, Auditor, Banker, Certified Finance Analyst,
B.Com.(Hons.)	3 Years	Certified Financial Planner, Certified Investment Analyst, Certified
B.Sc.(Finance)	3 Years	Investment Banker, Certified Stock Broker, Chartered Accountant,
BBA(Finance)	3 Years	Company Secretary, Cost and Works Accountant, Economist,
BFA(Financial Accounting)	3 Years	Finance Analyst, Finance Consultant, Finance Controller, Finance
B.Com. (Professional)	3 Years	Manager, Finance Planner, Investment Analyst, Portfolio Manager, Statistician, Stock Broker, Tax Auditor, Tax Consultant

Higher Certifications in Pure Commerce

Certification	Website	Certification	Website
CA (Chartered Accountant)	www.icai.org	CSB (Certified Stock Broker)	www.nism.ac.in
CS (Company Secretary)	www.icsi.edu	CIA (Certified Investment Analyst)	www.nism.ac.in
CWA (Cost and Works Accountant)	www.icwai.org	Certified Actuary	www.actuariesindia.org
CFA (Certified Finance Analyst)	www.cfainstitute.org	NSE Certifications	www.nseindia.com
CFP (Certified Financial Planner)	www.cfp.net	BSE Certifications	www.bsebt.com
CIB (Certified Investment Banker)	Various Private Institutions		

BANK MANAGEMENT

Introduction

Bank Management includes sectors such as Investment Banking, Corporate Finance Banking, Personal, Retail and Rural Banking, Treasury Management etc. The course structure is related to fund raising through bonds and securities in the capital market, giving financial advice, plans and raising the capital or fund.

Courses

1. Bachelor in Finance & Investment
2. B.Com/M.Com or BBA /MBA (Finance)
Financial Accounting
Financial Management
International Corporate Finance
Management
Accounting Portfolio Management
Risk Management

Eligibility

10+2 with accounts, maths and economics

Institutes/Universities

1. Alagappa University, Karaikudi, Tamil Nadu
2. Gulbarga University, Karnataka
3. University of Madras, Chennai
4. Bharathidasan University, Tiruchirappalli, Tamil Nadu
5. Annamalai University, Annamalai Nagar, Tamil Nadu
6. Bangalore University, Bengaluru, Karnataka

BUSINESS ADMINISTRATION

Introduction

The administration of a business is interchangeable with the performance or management of business operations, it includes the efficient organization of people and other resources so as to direct activities toward common goals and objectives.

Eligibility

10+2 or equivalent qualification

B.Com, B.A., B.Sc., BE/ B. Tech etc. However, subjects such as commerce, economics and mathematics would prepare a candidate better for pursuing business studies.

Courses

1. Bachelor of Business Administration (BBA),
2. Bachelor of Business Management (BBM),
3. Bachelor of Business Studies (BBS)
4. MBA: Post graduate degree in management
5. PGDM (Post Graduate Diploma in Management/ Business administration)
6. Post Graduate Diploma in Business Administration (PGDBA)
7. Diploma in Business Administration (DBA)
8. Advance Diploma in Business Administration (ADBA)
9. Advance Diploma in International Hotel and Business Administration

Institutes/Universities

1. All IIMs, including Ahmadabad, Bangalore, Calcutta, Kozhikode, Lucknow, Indore
2. Faculty of Management studies, Delhi
3. IIFT Delhi
4. Department of Management Studies, IIT Madras,
5. IIT Roorkee, Kanpur
6. Indian Institute of Management Shillong
7. Shailesh J Mehta School of Management, Indian Institute of Technology, Bombay
8. Smt. Indira Gandhi Government First Grade College for Women
9. Sir M V Govt Arts and Commerce College
10. Indira Gandhi National Open University, New Delhi (<http://www.ignou.ac.in/>)

BUSINESS MANAGEMENT

Introduction

Business management is the process of the planning, co-ordination and control of a business and to establish a value-creating organization.

Courses

1. BBA/MBA in Sales/Marketing/HR/Finance
2. BA (Economics)
3. B.Com/M.Com

Eligibility

10+2 pass with any discipline or equivalent

Graduation for Post-Graduation degree/diploma in management

CAT/CMAT/other entrance Tests organized by various institutes/Universities/Business Schools after graduation

Institutes/Universities

1. All Indian Institute of Management (IIMs)
2. Guru Gobind Singh Indraprastha University, Delhi
3. Birla Institute of Technology and Science, Pilani
4. Motilal Nehru National Institute of Technology Allahabad
5. Jamia Millia Islamia, New Delhi
6. Faculty of Management Studies, University of Delhi, Delhi
7. Banaras Hindu University, Varanasi
8. Birla Institute of Technology, Mesra

COSTS AND WORKS ACCOUNTS

Introduction

A course in Cost and Work Accounts work would cover structuring business policy of a company to give a forecast for projects on the basis of past and present financial performances.

Courses

1. Foundation Course
2. Intermediate Course (Part I)
3. Intermediate Course (Part II)
4. Final Course (Part III)
5. Final Course (Part IV)

Eligibility

For Foundation Course

10/10+2 pass as equivalent thereto or has passed NDC Examination held by AICTE or any State Board of Technical Education, or the Diploma in Rural Service Examination conducted by the National Council of Higher Education.

For Intermediate Course

Passed 10+2 and Foundation Course of the Institute of Cost Accountants of India/ Graduation in any discipline other than Fine Arts/ Foundation (Entry Level) Part I Examination of CAT of the Institute/ Foundation (Entry Level) Part I Examination and Competency Level Part II Examination of CAT of the Institute

Institutes/Universities

1. The Institute of Cost Accountants of India, Bangaluru, Karnataka
2. Jamal Mohamed College, Tiruchirappalli, Tamil Nadu
3. Tiruchirappalli Chapter of ICWAI, Tiruchirappalli, Tamil Nadu
4. Visakhapatnam Chapter of ICWAI, Visakhapatnam, Andhra Pradesh
5. Trivandrum Chapter of ICWAI, Thiruvananthapuram, Kerala
6. Mysore Chapter of ICWAI, Mysuru, Karnataka
7. Madurai Chapter of ICWAI, Madurai, Tamil Nadu

CHARTERED ACCOUNTANCY

Introduction

Chartered Accountancy plays key role in formulation of financial policies & investment plans of a company, and to make business plans for sustenance and growth of a company.

Admission Process

The applications are invited 1 year in advance for these courses. The examinations are held twice a year – May & November.

1. Enrolment for the CA Foundation course after 10+2.
2. Enrolment for Intermediate course (at this stage even graduates can join directly)
3. Register as an articled clerk with a practicing CA for undergoing practical training and as a student with Board of Studies – ICAI for theoretical education.
4. Intermediate exams after 12 months of training.
5. Final exams after completing Intermediate.
6. Membership of ICAI after Passing Final Exams
7. Professional Practicing CA.

Eligibility

Completion of Foundation Course and pass in Foundation Exam or, Commerce graduates with more than 50% or, Non-commerce graduates with mathematics as one of the subjects and 60% of total marks or, Non-commerce graduates other than mathematics with minimum 55%.

Duration: 12 months

Courses

1. CA - Foundation Course
2. Eligibility: 10+2
3. Duration: 10 months
4. CA - Intermediate Course

Institutes/Universities

1. The Institute of Chartered Accountants of India, New Delhi

CHARTERED FINANCIAL ANALYSIS

Introduction

CFA Program gives an insight in corporate finance, investment management and financial services. The Program is divided into three levels. Preliminary; inter and final level. It is recognized as a Postgraduate Diploma in Financial Analysis by AICTE. It is a self-study programme and the Institute supplies study material to the enrolled students. There are also courses like Diploma in Basic Finance (DBF) and Merchant Banking and Financial Services (MBFS).

Eligibility

Degree and Engineering college students (any discipline).

The candidates who are successful in the admission test and those who are exempted from passing the admission test are enrolled for the Programme. A student is allowed a maximum period of three years to complete the preliminary level of the programme and a maximum period of seven years to complete the entire programme.

Courses

1. Regular CFA Program, Duration

Graduates in any discipline. Students appearing for final year examinations are also eligible.

2. Accelerated CFA Program,

First Class Graduates, Postgraduates, Working Executives and Professionals like CA/CWA/CS/MBA/CAIIB.

3. CFA Foundation Course:

Degree college students interested in pursuing professional certification program such as CFA Program.

Exemption

The MBAs, Post Graduate Diploma Holders in Management, CAs, CWAs, CSs, CAIIBs, First class graduates/post- graduates and senior executives with ten years of service in the public sector or the private sector can seek exemption from the admission test.

Admission Test

The admission to both the programs is through a basic test. The admission test aims at testing the aptitude of the candidates for professional studies in financial analysis. Hence the quantitative reasoning ability of the candidate is tested. The admission test is held four times in a year in the months of January, April, July and October.

Other Programs

1. CPA Program (The Certified Public Accountant Program)
2. C-RIM Program (The Certified Risk & Insurance Manager Program)
3. The CTM Program (The Certified Treasury Manager Program)
4. The CIB Program (The Certified Investment Banker Program)
5. The CPM Program (The Certified Portfolio Manager Program) (International CIIA Qualification from ACIIA, London)
6. Global Strategic Management (GSM) Program

INSURANCE

Introduction

Insurance assures compensation or reimbursement of loss of ensured life and assets of individual or groups or companies covered under life insurance and general insurance. Life insurance relates to humans lives whereas general insurance covers all the living and non-living things.

Courses

1. Certificate course on "Compliance, Governance and Risk Management in Insurance"*
2. Executive Diploma in Insurance Management
3. B Com/M.Com/MBA
4. Post Graduate Certificate in Health Insurance
5. Post graduate diploma in insurance marketing.

Eligibility

For Graduation

10+2

For post-graduation/ PG Diploma

Three years Bachelor's Degree or equivalent in any discipline

*Associate/ Fellow Members of Institute of Company Secretaries of India or Associate/ Fellow Members of Insurance Institute of India

Institutes/Universities

1. The Insurance Institute of India , Mumbai
2. University of Bombay, Mumbai.
3. Indira Gandhi National Open University, New Delhi
4. Institute of Actuaries of India, Navi Mumbai
5. The college of Vocational Studies, Delhi University, New Delhi.

LOGISTICS & SUPPLY CHAIN MANAGEMENT

Introduction

Supply chain consists of various activities that take place between the production and distribution of materials. Logistics and supply chain management includes different sections of supply chain management like materials purchase, management of transport, warehousing, packaging and distribution, order processing, inventory management.

Eligibility

UG:

10+2.

PG:

BA/BBA.

Courses

Certificate, Diploma and PG Diploma courses:

1. Certificate course in logistics Management
2. Diploma in Cargo and Courier Management
3. Diploma in logistics Management
4. PG Diploma in logistics and supply chain management
5. These include both class room and distance education programs.

Institutes/Universities

1. National Institute of Export Management, Chennai.
2. Indian Institute of Material Management Bengaluru, Kolkata.
3. Confederation of Indian Industries Institute of logistics.
4. Indian Institute of Management – Indore (PG Diploma)
5. Centre for logistics & Integrated Material Systems, Hyderabad.

MANAGEMENT

Introduction

Management is a vital component of an organization which determines its success or failure to a great extent. There are courses available in Marketing research, Marketing Management, HR management, Finance Management and verticals such as advertising, Operations research analysis.

There are several other specialized areas like Information Technology, Hospitality, Tourism and Pharma Management and more.

Courses

1. BBA/MBA
2. Master of Marketing Research (MMR).
3. Post graduate diploma or degree after finishing graduation.
4. M .Tech, M. Sc and Graduate diploma, for which individual entrance examinations are conducted by the colleges/institutes offering the programmes.
5. Ph. D

Eligibility

10+2, can be entry level qualification for under graduate courses like BBA.

CAT/CMAT/ other entrance Tests organized by various institutes/Universities/Business Schools after graduation

Institutes/Universities

1. All IIM, Ahmedabad, Bangalore, Calcutta, Kozhikode, Lucknow, Indore
2. Faculty of Management studies, Delhi
3. IIFT Delhi
4. Department of Management Studies, IIT Madras,
5. IIT Roorkee, Kanpur
6. Indian Institute of Management Shillong
7. Shailesh J Mehta School of Management, Indian Institute of Technology, Bombay
8. Indira Gandhi National Open University, New Delhi (<http://www.ignou.ac.in/>)