	MANONMANIAMSUNDARANARUNIVERSITY-TIRUNELVELI UG **PROGRAMMES**
	OPENANDDISTANCELEARNING(ODL)PROGRAMMES
	(FORTHOSEWHOJOINEDTHEPROGRAMMESFROMTHEACADEMICYEAR2023-2024 ONWARDS)

B.A. ECONOMICS

Semester	Course	Title of the Course	Course Code	Credits
VI	Core–XIII	International Economics	JMEC61	5
	Core–XIV	Development Economics	JMEC62	5
	Core–XV	Agricultural Economics	JMEC63	5
	Elective-VII	Basic Econometrics	JEEC61	3
	Elective-VIII	Urban Economics	JEEC62	3
	NMC/Substitute Paper	Salesmanship	JNEC61	3

INTERNATIONAL ECONOMICS	
UNIT	**Contents**
I	**Introduction** Nature and Scope of International Economics -The Globalization of the World Economy - International Trade and the Nation's Standard of Living-International Trade Policy - Current International Economic Problems and Challenges.
II	**International Trade Theories** Absolute Advantage: Adam Smith – Comparative Advantage: David Ricardo - Opportunity Cost: Haberler - Reciprocal Demand: Mill - Offer Curves: Marshall - Factor Endowments: Heckscher-Ohlin-Leontief Paradox-Economic Growth and International Trade.
III	**Foreign Exchange Market** Foreign Exchange Market: Function and structures - Exchange Rates: Fixed, Flexible, Floating, Pegged, Nominal and Real Exchange Rates-Theories of Exchange Rates:Mint Parity Theory, Purchasing Power Parity Theory, and Balance of Payments Theory.
IV	**Balance of Payments** The Balance of Payments Account- Equilibrium and Disequilibrium in BOP-Surplus and Deficit in BOP-Adjustment Mechanism: Direct and Indirect Mechanisms–Export Promotion and Import Substitution.
V	**Terms of Trade and Trade Policy** Terms of Trade: Concept and Determinants - Terms of trade and Economic Development-Tariff and Non- Tariff Barriers –Effects–Quotas-Import Quotas Vs Tariffs-Free Trade And Economic Development-Free Trade Vs Protection.
Textbooks	
1	Mithani D. M (2002), Introduction to International Economics, Vora & Co Publishers, Bombay.
2	Dwivedi, D. N. (2013). International Economics: Theory and Policy. Vikas Publishing House, New Delhi.
3	Cherunilam, Francis (2006). International Economics, Tata McGraw-Hill Publishing Co. Ltd., New Delhi
4	M.L Jhingan, "International Economics", Vrinda publications, 2016
5	K. R. Gupta, International Economics, Atlantic Publishers, 2017

DEVELOPMENT ECONOMICS

UNIT	Contents
I	**Introduction** Meaning and Nature of Development Economics – Core values of Development-Amartya Sen's Approach – Economic Growth Vs. Development – Progress and Economic Welfare – Comparative Economic Development.
II	**Theories of Economic Growth and Development– I** Rostow's stages of Growth – Big Push Theory - Theory of Critical Minimum Effort - Utilisation of Surplus Manpower – Lewis Theory, Nurkse Theory - Rural Urban Migration – Harris-Todaro Model.
III	**Theories of Economic Growth and Development– II** Harrod-Domar Model (Critical Expansion and Growth) - Solow Model of Growth -Technical Progress and Growth -Human Capital and Growth-Myrdal Model (Cumulative Causation Thesis)-Kaldor Model (Model of Distribution).
IV	**Development Planning** Development Planning – Concept and Rationale- Basic Models of Development Planning process – Government Failure and Market Economy – Role of NGOs in Economic Development – Trends in Governance and Reforms.
V	**Financing Economic Development** Role of Financial System in Economic Development–Formal Versus Informal Finance–Micro Finance–Foreign Finance– Foreign Aid - Development Assistance Debate.

Textbooks	
1	Ahuja H. L. (2016), Development Economics, S. Chand and Company Ltd.
2	Jhingan M.L. (2016), Economics of Development Planning, Himalaya PublicationHouse,41st Edition.
3	Dutt, A. (2003). Development Economics and Structuralist Macroeconomics. Edward Elgar Publishing.
4	Debraj Ray, "Development Economics", Oxford Indian Paperbacks,1998
5	Alaindejanvry, Elisabeth Sadoulet, "Development Economics: Theory and Practice", Talyor & Francis, 2021.

AGRICULTURAL ECONOMICS	
UNIT	**Contents**
I	**Introduction** Scope and significance of Agriculture- Role of Agriculture in India's Development- Inter- sectoral Linkages –Farm Management: Definition and Principles-Management of Risks in Agriculture.
II	**Agricultural Labour** Agricultural labour: Definition – Types – Supply of Labour – Problems – Rural Unemployment: Types, Consequences and Remedial Measures- Minimum Wages for Agricultural Workers– Recent Wage and Self-Employment Programmes
III	**Agricultural Finance** Agricultural Finance: Meaning, Nature, Types, Sources and Problems of Agricultural Finance- Cooperatives in Rural Finance- Role of Commercial Banks and NABARD – Farm Capital –Meaning, Types and Marginal Efficiency of Farm– Agricultural Capital Formation
IV	**Agricultural Price Policy** Objectives and need of Agricultural Price Policy – Stability and Trends in Agricultural Prices – Evaluation of Agricultural Price Policy in India–Agricultural Exports- Current Issues in Indian Agriculture.
V	**Sustainable Agriculture and Food Security** Development issues: Poverty, Inequality, Unemployment and Environmental Degradation – Green Revolution: Recent Developments– Methods and Issues – Population and Food Supply- Food Security and Public Distribution System in India.

Textbooks	
1	Lekhi R. K. and Joginder Singh, (2015), Agricultural Economics: An Indian Perspective, Kalyani Publishers, Ludhiana.
2	Sadhu An, Singh Amarjit and Singh Jasbir, (2014), Fundamentals of Agricultural Economics, Himalaya Publishing House, Delhi
3	Mridula Mishra, (2010), Agriculture and Food Economics, Serials Publication, New Delhi.
4	John B. Penson, Jr, Oral Capps, Jr, C. Parr Rosson III, Richard.T. Woodward, "Introduction to Agricultural Economics", Pearson Publications,2017.
5.	Dr. B.P. Tyagi, "Agricultural Economics & Rural Development", Jai Prakashnath& Co. 2017.

BASIC ECONOMETRICS

UNIT	Contents
I	**Introduction** Definition –Scope – Divisions – Objectives – Use of Econometrics – Econometrics and Mathematical Economics – Econometrics and Statistics – Methodology of Econometrics - Basic ideas of Linear Regression Model–Two variable Model, Population regression Function (PRF), Sample Regression Function (SRF) – Error term U – Significance - Stochastic form of PRF and SRF.
II	**Estimation** Classical Linear Regression Model – Assumptions – Method of Ordinary Least Squares (OLS) – Derivation of OLS Estimators-Derivation of variance and Standard error of OLS estimators (Simple Linear Regression) – Properties of OLS estimators-Gauss–MarkovTheorem–Proof–Three Variable Model estimation (Basic Idea only) – Hypothesis Testing (t and F test)–Test of Goodness of Fit R^2 and Adjusted R^2.
III	**Violation of Assumptions** Multi- collinearity: Nature, Consequences, detection and Remedial Measures-Heteroscedasticity: Nature- Consequences Detection and Remedial Measures- Auto correlation: Nature, Consequences, Detection and Remedial Measures.
IV	**Functional Forms and Dummy Variables** Regression through the origin - Double Log Model – Measurement of Elasticity – Semi log model – Measurement of Growth. Dummy Variables – ANOVA and ANCOVA Models – Dummy Variable Trap – Uses – Interaction Effects – Structural Changes – Seasonal Variations – Piecewise Linear Regression. Autoregressive and Distributed Lag Model – Ad Hoc Method of Estimation – Koyck Transformation – Mean and Median Lag.
V	**Simultaneous Equation Model** Simultaneous Equation Model: Definition and Examples – Simultaneous Equation Bias – Structural and Reduced Form Equations –Identification–Rank and Order Condition–Indirect Least Square Estimation–Two Stage Least Square Estimation.

Text Book	
1	Gujarathi, D.M. (2022). Gujarati: Basic Econometrics. Mc Graw-hill.
2	Ramanathan, R. (1992). Introductory econometrics with applications. Dryden Press.
3	Maddalla G.S. (2001) Introduction to Econometrics, Third Edition, Wiley India
4	Koutsoyiannis. "A, Theory of Econometrics", Palgrave, Delhi.
5.	M. Wooldridge, " Introductory Econometrics: A Modern Approach ", Jeffery 5th Edition 2013.

URBAN ECONOMICS	
UNIT	**Contents**
I	**Introduction** Definition of Urban Economics-Nature and Scope of Urban Economics - Density, Urbanization - Definition of a City and Metropolitan area- Urban structure and Urban growth.
II	**Concept, Causes and Problems of Urbanisation** Urbanization–Concept– Urban Morphology- Causes and Issues of Urbanization- Sustainable Urbanization.
III	**Urban Infrastructure** Urban Infrastructure- Transportation – Electricity - Water Supply - Slums, Housing and Urban Renewal -Public Health.
IV	**Migration Theories** Theories of Rural Urban Migration –Ravenstein's Law of Migration- Stouffer's theory of Mobility- Lee's theory- Reasons for Migration: Push and Pull factors.
V	**Policies for Urban Development** Policies and Programmes for Urban development- Measures to Control Urban Growth - Integrated Development of Small and Medium Towns- Smart Cities in India

Textbooks	
1	Ahluwahalia, I.J., Kanbur, R., & Mohanty, P.K. Urbanization in India, Sage Publications, New Delhi. (2014)
2	Hartwick, John M (2015), Urban Economics, Routledge.
3	ArthurO' Sullivan, Urban Economics, Tata Mc Graw Hill, 2009.
4	Douglas. M. Brown, "Introduction to Urban Economics", 2013
5	John F. Mc Donald, Daniel P. Mc Millen, "Urban Economics and Real Estate: Theory and Policy", Wiley, 2011

SALESMANSHIP	
UNIT	**Contents**
I	**Introduction** Salesmanship - Definition –Is salesmanship a Science, an Art or a Profession? - Creative Salesmanship and Competitive Salesmanship - Sales Organization – Organisation of Sales Department.
II	**Sales Manager** Duties of sales manager–Sales supervision–Salesman's report- Selection and Training of Salesmen.
III	**Sales** Sales territories – Sales Quotas – Sales personality -Important personality Traits.
IV	**Product Knowledge** Knowledge of goods–Methods of acquiring product knowledge– Need for product knowledge - Important Buying motives.
V	**Effective sales** Effective presentation-Demonstration-Overcoming the objections- Closing the sales.

Textbooks	
1	Dr. Rajan Nair (2020), Marketing, Sultan Chand and Sons.
2	Philip Kotler, (2016), Marketing: An Introduction, Asia Pacific Holding Private Limited
3	Chandorkar Rajendra, Basic Salesmanship, NotionPress
4	Brian Tracy, "Sales Management", Kindle Edition, 2018
5	Gary M. Armstrong, Stewart Adam, Sara Marion Denize, Michael Volkov, Philip Kotler, "Principles of Marketing", Pearson, 2017