



• One Stop Commerce Solution •

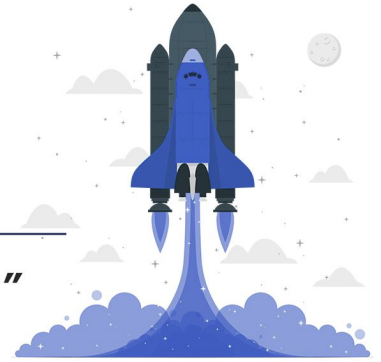


# ENTRANCE GUIDE

Commerce & Humanities

## SANKALP 23

**IPM | BMS | BFIA | BBE | BBA | BCA | CLAT | LAW  
MASS COMM | B.Com (H) | ECO (H) | HM**



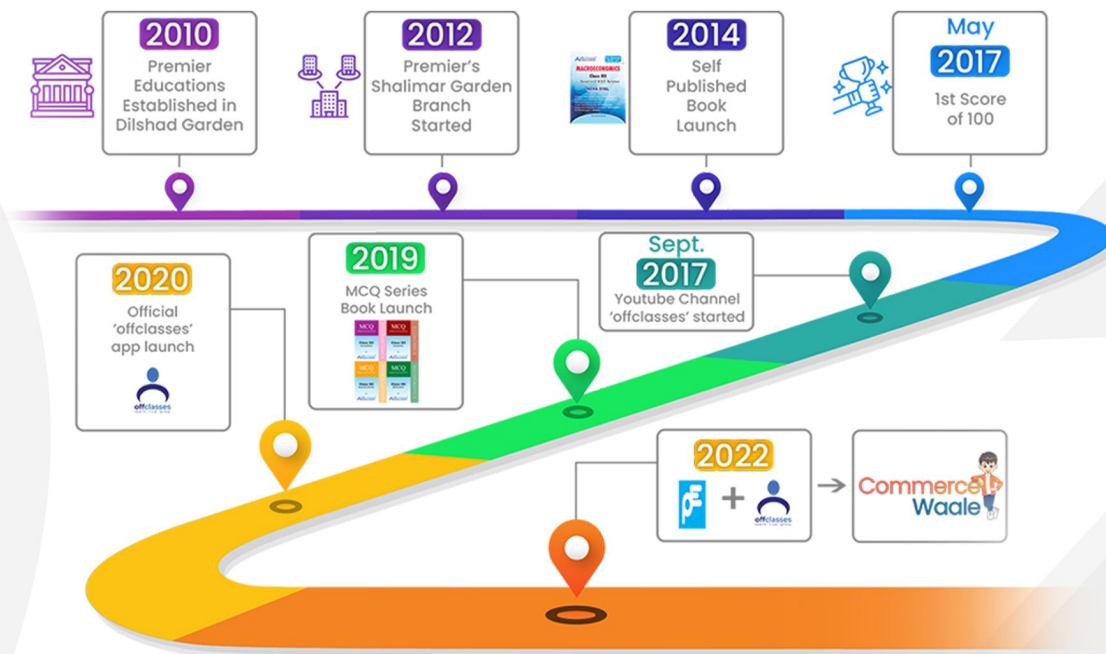
## Our Mission

*“Helping in achieving student’s goals”*

To understand How we are going to do this?  
We invite you to look into our journey

## Our Journey

Since our foundation in 2010, CommerceWaale (formerly Premier Educations) has taught more than 14000 + students in class XI & XII.



*After all these successful years and helping students in achieving their goals of getting into good college,*

We **“CommerceWaale”**, with your immense Support & Trust on us, are commencing **“Entrance Exam Preparation”** for the following courses:

IPM | BMS | BFIA | BBE | BBA | BCA | CLAT | LAW  
MASS COMM | B.Com (H) | ECO (H) | HM

## How "CommerceWaale" Works?

1

Exploring/ Determining your Interest



2

Recognizing your Aptitude



3

Choosing preferred Career



4

Preparation Starts



5

Achieved Goal



## Vision

nurture

Support & Nurture  
our Students



Improving the desire  
to excel in Life



Supporting &  
Encouraging  
Students and their  
families



Improving the Study  
Environment &  
Competitiveness

## Importance of CBSE



Class X & XII Scores are Important while getting into IIMs & other prestigious MBA Colleges.



CBSE Studies are the base that will be taught during your Graduation/ Post Graduation/ Professional Courses.



Domain subjects in CUET Entrances are based entirely on CBSE syllabus.



## Courses in Delhi University (DU), where students are admitted on the Basis of DOMAIN

Courses	Subject Required	No. of Colleges	Total No. of Seats
B.Com (H)	Eng + Accounts / Maths + 2 Domain Subjects	55	7854
B.Com Pass	Eng + 3 Domain Subjects <b>OR</b> Eng + 1 Domain Subject + General Test	44	7617
B.A. (H) Economics	Eng + Maths + 2 Domain Subjects	40	2595
B.A. (H) English	Eng + 3 Domain Subjects	48	2728
B.A. (H) Psychology	Eng + 3 Domain Subjects	12	592
B.A. (H) Geography	Eng + 3 Domain Subjects	13	847
B.A. (H) History	Eng + 3 Domain Subjects	45	2669
B.A. Program	Eng + 3 Domain Subjects <b>OR</b> Eng + 1 Domain Subject + General Test	45	8334
B.Sc. (H) Maths	Eng + Maths + 2 Domain Subjects	42	2734
B.Sc. (H) Statistics	Eng + Maths + 2 Domain Subjects	10	492
B.A. (H) Journalism	Eng + 3 Domain Subjects <b>OR</b> Eng + General Test	7	348
<b>Total Seats</b>			<b>36810</b>

### Top 15 Colleges in Delhi University (DU)

1. Sri Ram College of Commerce
2. Lady Sri Ram College (W)
3. Miranda House
4. Hindu College
5. Gargi College (W)
6. Hans Raj College
7. Jesus & Mary College (W)
8. Delhi College of Arts and Commerce
9. Sri Venkateswara College
10. Kamla Nehru College
11. Ramjas College
12. Shaheed Bhagat Singh College
13. Kirorimal College
14. Indraprastha College for Women (W)
15. Daulat Ram College





## Domain Topics not covered in Class XII

### Accountancy

- Not for Profit Organisation, meaning & examples.
- Receipts & Payments meaning and concept of fund based and non-fund based accounting.
- Preparation of Income & Expenditure account and Balance Sheet from receipt & Payments accounts with additional information
- Redemption of Debentures - out of proceeds of fresh issue, Accumulated profits and sinking funds
- Comparative Statements
- Three New Ratios

### Economics

- Introduction to Micro Economics
- Central Problems in micro Economics
- Consumer behavior and demand
- Consumer's equilibrium
- Utility approach
- One and two commodity cases
- Demand
- Determinants of Demand
- Demand Curve, Movement and shifts in demand curve
- Measurement of price elasticity of demand - percentage, total expenditure and geometric methods

### History

- Various Maps
- Historical and histo-graphical sources
- Chronological Data

### Business Studies

- Dimensions of Business environment
- Demonetization
- Economic environment in India
- Types of Plans - objectives, strategy, policy, procedure, method rule, budget, program
- Formal and informal organization
- Difference between delegation and decentralization
- Staffing as a part of Human Resource Management
- Barriers to effective Communication
- Relationship between Planning and Controlling
- Techniques of Controlling
- Importance of consumer protection
- Components & channels of distribution
- Entrepreneurship Development
- Concept, Functions and Need
- Characteristics and Competencies
- Process of Entrepreneurship Development
- Entrepreneurial Values, Attitudes and Motivation

### Geography

- Latest and updated Data related to demography both India and World.
- Latest and updated Mineral resources
- Latest and updated indices such as human development etc are not updated in NCERT and in CBSE.
- Latest and updated Maps

### Sociology

- Social reform movement and laws
- Constitution as an instrument of Social change
- Social change in the economy
- Arenas of social change

### Psychology

- Group processes
- Social cognition
- Psychology and life
- Developing psychological skills
- Psycho dynamic & biomedical Therapy

### Political Science

- From End of bipolarity to disintegration of second World and the collapse of bipolarity
- US Hegemony to US Dominance
- Alternative Centre of power to specifically alternative center of political and economic power
- Contemporary South Asia to specifically South Asia in Post- cold war era
- Critics of Globalization
- International Organization in specifically unipolar world.
- Crisis of democratic order to constitutional order
- All popular movements to specifically New Social Movements
- Regional Aspirations to democratic up-surge and coalition politics





# TARGET

**BMS | BFIA | BBE | IPM | CLAT  
HM | MASS COMM  
& MANY MORE**

**WITH OUR**

# ENTRANCE GURUS



**Rajeev Rai Sir**

**MBA (BHU)**

**UGC NET Qualified**

**99.98 Percentile in CAT**



**Praveen Tyagi Sir**

**Management Dev. Program**

**IIM Lucknow**

**99.97 Percentile in CAT**

**All our Entrance Faculties are having the following features:**

- ◆ IIT/ IIM Alumni
- ◆ 10 Years+ Experience
- ◆ Ex faculties of Recognised Institutes
- ◆ 98+ Percentile in CAT
- ◆ More than 5,000 students have qualified under than guidance.





# GAT (General Aptitude Test) Syllabus

## Quantitative Aptitude

### Basic

- Average & Percentages
- Ratio and Proportion
- Profit and Loss
- Mixtures and Alligations
- Simple interest and Compound Interest
- Time Speed and Distance, Time & Work
- Equations & Inequalities
- Number Systems
- Geometry & Mensuration

### Advance

- Sequences and Series
- Permutations, Combinations & Probability
- Trigonometry & Inverse Trigonometry
- Sets & Functions, Limits & Logarithms
- Differentiation and Integration
- Coordinate Geometry
- Vector and 3D
- Matrices and Determinants
- Statistics
- Straight Lines & Conic Sections
- Geometry & Mensuration
- Complex Numbers

## Logical Reasoning

- Coding & Decoding
- Directions & Series Completion
- Syllogisms & Logical Venn Diagrams
- Blood Relations

- Non-Verbal Reasoning
- Analogy
- Miscellaneous Reasoning
- Data Sufficiency

## Verbal Ability

- Passages based on various Topics-Scientific, Factual, Emotional, Historic, Social, Psychological & Political etc.
- Tone of Passage
- Inference, conclusion
- Critical Reasoning

- Tenses
- Para-Jumbles
- Vocabulary, Idioms and Phrases
- Errors in Sentences
- Sentence Completion

## General Knowledge

- History
- Geography
- Politics
- Science
- Sports
- Books and Authors
- Awards and Fields

- Shares and Stock Market
- CRAs
- Banking
- Taglines & Advertisement
- International Organizations
- Government Policies and Scheme
- Current Affairs of Last one year

## Importance of GAT



Improve Calculation  
& Logical Thinking



Improve Vocabulary  
& General Awareness



Improve  
Concentration &  
Sitting Power



Helps in Improving  
Academic Score



Creates a Base  
for CAT



Helps in cracking  
Banking & MNCs  
Entrances

## Let us Understand all the Courses in details

Courses	Page No.
IPM	9
BMS/ BFIA/ BBE	10-11
CLAT/ LAW	12
B.Com (H)	13
Economics (H)	13
BBA	14
BCA	15
HM	16
Journalism & Mass Comm	17





## 5 Year Integrated Programme in IIM (BBA+MBA) (INDORE, ROHTAK, RANCHI, JAMMU, BODHGAYA)

### IIM Integrated Programme

IPMAT is an aptitude test conducted by IIM for admission to its five-year IPM course (integrated programme in management). IPM course is a dual degree program (bachelor + masters) offered by IIM for candidates passing the 12th standard.

### Syllabus

#### GAT

### Colleges

COLLEGES	No. of Seats
1. Indore	150
2. Rohtak	160
3. Ranchi	120
4. Jammu	60
5. Bodhgaya	60
<b>Total</b>	<b>450</b>

### What you must do to Qualify



# BMS/BFIA/BBE

## BMS

- ◆ Bachelor of Management Studies or BMS is an undergraduate program for management studies.
- ◆ The course allows students to obtain the knowledge and skills needed to assume management positions in a wide range of organizations.
- ◆ The electives allow students to develop deeper knowledge in specific areas of interest finance, marketing, human resource management and management of the global business.

## BFIA

- ◆ This program will offer students develop skills and capabilities to understand the current business challenges and issues by providing an in-depth theoretical understanding.
- ◆ The program is focused on creating financial expertise to contribute to emerging India and provide skills to analyze any financial statement, value any organization or develop financial and risk models for their application.

## BBE

- ◆ The B.A(Hons.) Business Economics program is a perfect blend of practical, analytical and theoretical tools to imbibe proficient capabilities in students.
- ◆ The academic orientation of the course has been designed to create a strong orientation toward the seamless applicability of economics and related tools in the various functions of a business enterprise.
- ◆ The course equips students with tools and principles relating to subjects such as Statistics, Finance, Marketing, Economics, Econometrics.

## Syllabus

### GAT



## Colleges

### BMS COLLEGES

### No. of Seats

1. Shaheed Sukhdev College Business Studies	232
2. Deen Dayal Upadhyaya College	60
3. Keshav Mahavidyalaya	59
4. College Of Vocational Studies	58
5. Ram Lal Anand College	58
6. Ramanujan College	58
7. Shaheed Rajguru College	58
8. Aryabhatta College	58
9. Sri Guru Gobind Singh College Of Commerce	46

**Total Seats**

**687**

### BFIA COLLEGES

### No. of Seats

1. Shaheed Rajguru College	58
2. Shaheed Sukhdev College Business Studies	113

**Total Seats**

**171**

### BBE COLLEGES

### No. of Seats

1. Aryabhatta College	58
2. Dr. Bhim Rao Ambedkar College	77
3. College Of Vocational Studies	78
4. Gargi College	59
5. Lakshmi Bai College	38
6. Maharaja Agrasen College	58
7. Shivaji College	68
8. Sri Guru Gobind Singh College Of Commerce	40
9. Sri Guru Nanak Dev Khalsa College	40

**Total Seats**

**516**

## What you must do to Qualify



# LAW/ CLAT

## LAW/ CLAT

THE COMMON LAW TEST ( CLAT) is a centralized national level entrance test for admission to twenty two national law universities (NLU) in india. self - financed law schools in india also use these scores for law admissions.

## Syllabus

### GAT (QA: Only Basic) + Legal Aptitude

#### Syllabus of Legal Aptitude

- TORTS
- CONTRACTS
- CRIMINAL LAW
- CONSTITUTIONAL LAW
- INTERNATIONAL LAW
- INTELLECTUAL PROPERTY LAW
- FAMILY LAW
- GENERAL LEGAL LAW

## Colleges

COLLEGES	No. of Seats
1. National Law School/university	2500+
2. National Law University, Delhi	120
3. Ip University	2000+
4. Symbiosis University (pune, Noida, Hyderabad)	720
5. Bharti Vidyapeeth	360
6. Christ University ( Bangalore)	250+



# B.Com (H) / Eco (H) other than DU

## B.Com. (H)

B.COM. (HONS) or bachelor in commerce (honors) is among the most common undergraduate degree programmes in commerce. B.COM (HONS). Is a practical curriculum that centers on training students for careers in business and management sectors. This is a conventional marketing undergraduate education.

## Eco (H)

BA honors in economics takes into consideration the detailed study of macro and micro aspects of economics. The course covers the definitions, scope, limitations, concept, utility, production, market and other major / minor aspects of economics.

## Syllabus

### GAT

## Colleges

COLLEGES	Name of Exam	No. of Seats
1. IP University	CET	2000+
2. Jamia Milia University, Delhi	Jamia CET	55 & 53
3. Symbiosis - Pune	SET	130
4. Christ University, Bangalore	CET	100



# BBA

## BBA

BBA full form is Bachelor of Business Administration. BBA is one of the most popular and sought-after Bachelor's degree programmes pursued by students after Class 12. The BBA course is the gateway to a plethora of job opportunities in numerous sectors such as Sales, Marketing, Education, Finance, Sales, and Government to name a few.

## Syllabus

### GAT (QA: Only Basic)

## Colleges

COLLEGES	Name of Exam	No. of Seats
1. IP University	CET	4805
2. Symbiosis, Pune	SET	300 & 240
3. Christ University, Bangalore	CET	450+
4. Jamia Milia University, Delhi	Jamia CET	44
5. AIMA	UGAT	5000+
6. Bharti Vidyapeeth Delhi & Pune	BUMAT	360 & 240

## What you must do to Qualify





# BCA

## BCA

Bachelor in Computer Application (BCA) is an undergraduate degree course in computer applications. With the rapid growth of IT industry in India, the demand of computer professional is increasing day by day. This increasing growth of IT industry has created a lot of opportunities for the computer graduates.

## Syllabus

### GAT (QA: Only Basic) + Computer Awareness & IT

#### Syllabus of Computer Awareness & IT

- Fundamentals of Computer
- Computer networks and operating systems
- The architecture of the Computer systems
- Software Engineering
- Database Management systems
- C Analysis and Design
- Computer codes
- Structures of data

## Colleges

COLLEGES	Name of Exam	No. of Seats
1. IP University	CET	2635
2. Bharti Vidyapeeth Delhi & Pune	BUMAT	120 & 60
3. Symbiosis - Pune	SET	180

## What you must do to Qualify



# Hotel Management

## Hotel Management

The hospitality industry includes many career paths and options for those who enjoy interacting with people and providing them with the support they need. One of these options is a career in hotel management, which involves operating and overseeing a hotel location.

Hotel management is an area of the hospitality industry that involves overseeing the operations of a hotel location. When working as a hotel manager, you may manage the operations of a motel, resort or another similar establishment that provides lodging and other services for guests.

## Syllabus

**GAT (QA: Only Basic)**

## Colleges

COLLEGES	Name of Exam	No. of Seats
1. IP University	CET	240
2. NCHMCT [ALL IHMs]	JEE	11617
3. Jamia Milia University, Delhi	Jamia CET	30

## What you must do to Qualify



# BA (H) Journalism/ Mass Comm

## BA Journalism

Journalism course present a study of journalism feature , news, and sports writing. This course also emphasizes on basic news writing techniques and on related ethical and legal issues. In this course , students learn how to write ,feature, gather, edit, news, and write sports articles.

## 5 Year Integrated Program in Journalism

This program is offered by the Delhi School of Journalism (DSJ), in which you can do a bachelor's degree in journalism if you choose to leave the course at the end of the third year and can continue it for five years for a master's degree.

## Syllabus

**GAT (QA: Only Basic) OR English + 3 Domian**

## DU Colleges

BA JOURNALISM	No. of Seats
1. Kalindi College	58
2. Maharaja Agrasen	58
3. Institute of Home Economics	58
4. Bharati College	57
5. Kamala Nehru College	49
6. Delhi College of Arts & Com-	39
5 Year Integrated Program	No. of Seats
1. Delhi School of Journalism	60

## Other than DU

Colleges	No. of Seats
1. Christ	-
2. IPU	900+
3. Jamia	40+

## Parent Notes



## Counsellor Notes



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## What we Provide?

1. Offline/ Online Classes
2. Study Materials
3. Mock test
4. Speed Test
5. Sectional Test (Topic Wise)
6. Performance Evaluation
7. Backup Lectures

**Best and Most Prominent Team in  
Undergraduate Entrances in  
Delhi-NCR region.**

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