



# Sanjay Khemka Classes

Moulding Lives...

## CA INTER EISSM Important Topics For May'23

Hello Students,

I hope your preparations are going well and you are taking care of your health. At this stage it is more important to be focused and to manage stress. Believe in yourself and your efforts.

Remember that the institute is only going to check what you know, not what you don't know. So, please remain confident and do well in all papers. As for EISSM, I hope our classes and class discussions have been helpful in retaining and managing this subject. This subject often creates stress among students as retention often seems an issue. Revise well and that will be the key to scoring well! How well you revise in last 1.5 days will decide your ultimate performance!

I have herewith included certain more important topics which must not be missed by anyone. It, however, in no ways means that the others are less important. This list will cover about 75 - 80% of the syllabus and hence it is simply a ABC Analysis of topics that we consider Important, based upon our analysis. The topics have been properly classified into categories of importance to make you understand which topics to put greater stress!

Since there are certain Important Amendments that came from Nov 21 to May 22 but were not covered in the May 22 & Nov 22 paper, it goes without saying that they will be important for our exams and hence must be done well.

Refer to the Class Discussions to connect the topics and their relevance. The topics have been classified as per their importance for May 23. However, students are advised to cover the entire syllabus as per class discussions and pay more stress on the topics as per their importance below.

Feel free to contact us for any doubts and queries.

And remember, "EFFORT ALONE BRINGS SUCCESS"

My best wishes are always with you!!

God Bless!!

CA SANJAY KHEMKA

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## CHAPTERWISE IMPORTANT TOPICS

**Enterprise Information System (EIS)** - The EIS Part is of 50 marks of which the MCQs will be 15 marks and the Descriptive Paper will be 35 Marks. The Descriptive Questions (including Options) will be of 49 Marks. We have given the Marks Weightage and Important Topics for the 49 Marks below:

### Chap 1- 2 Questions (Around 10 Marks)

- 1) **V.IMP- 1 Question on 5<sup>th</sup> Part (SPDI, Advantages of Cyber Laws, IT Act provisions specially 66F, 43A, 43, 67A, 67B, Computer Related Offences, Concept of Privacy), Levels at which controls need to be checked, Flowchart (Sum), Technology Risk, Data Risk, Asynchronous Attacks, ITGCs**
- 2) **IMP- Business Risk, List of Generic Reasons for BPA, Risk Management Strategies, ERM Benefits, Indicators of Effective IC, Sec 134 & 143 of Companies Act, Factors Affecting BPA, SMART, Control Activities short note, Benefits of IC System, ICAI Guidance Note, Components of IC**
- 3) **Must See-** Process of Budgeting, Configuration | Masters | Transaction Risks and Controls for processes, Steps of BPA, Risk Management Terms, OTC Cycle & P2P
- 4) **Could Be There-** 3E's of BPM, Business Process Definitions & Categories, BPA – Benefits, Challenges & Processes which can be automated, Justification for BPA, ERM Components, Limitations of IC, Flowchart Adv & Disadv, DFD Definition, HR Process-Cycle, Risk & Controls, Corporate Governance Requirements, Fixed Assets Process

### Chap 2- 2 Questions (Around 8 Marks)

- 1) **V.IMP- CRM Benefits, ERP Risks Category wise (specially People & Implementation), Auditing aspects of ERP, RBAC Types, Process in Quality Management vs Quality Management Process, ERP Modules with Special Focus on Financial Accounting, Sales & Distribution, Plant Maintenance, Data Analytics- Types, Advanced Types, Process & Applications, XBRL Types of Users & Regulators**
- 2) **IMP-** Why separate front end and back end, **3-Tier Application Architecture**, Single vs Separate Software for Tax and Accounting, XBRL - Features & Testable Rules, what does it do, Questions to be asked in ERP Audit, BI Reasons
- 3) **Must See-** Types of Master Data, HR, Production & Supply Chain Module, Sale Process, Purchase Process, Reporting System & Business Reporting, Benefits of BI
- 4) **Could Be There-** Basic Defns, why do we need Master Data, Types of Vouchers (specially inventory), Voucher Peculiarities, Ledger Grouping, Accounting Flow, Technology Risk, Requirements of BPM, Accounting Process, Integration of ERP Modules (especially MM), MIS Characteristics, Cloud vs Installed Applications, ERP Benefits

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## Chap 3- 3 Questions (Around 12 Marks)

- 1) **V.IMP- Data Resource Management & Database Controls, Access Control Mechanism**, Application Controls (mainly Boundary, **Output, Database**), **Environmental Controls-Fire, Life Cycle of PIN**, Big Data and Big Data Benefits, Issues while modelling a business network, Datawarehouse- Designing Criteria & Benefits, Managerial Controls- **SDLC**, Top Management, Operations, Data Coding Errors
- 2) **IMP- Types of Registers**, RAM vs ROM, Types of Output, Database Models (especially Relational and OODMBS), Benefits of Network, IS Audit Tools (specially SCARF, CIS), SOD- E.g. and Definitions, Characteristics & Examples of Preventive/Corrective, Environmental Controls-, Water, Electrical, Physical Controls, Types of Locks, Characteristics & Examples of Detective Controls
- 3) **Must See-** Cache Memory, Primary Memory vs Secondary Memory, Database Hierarchy, Disadvantages of DBMS, Concept of Datawarehouse & ETL, 2 Primary Schools for Datawarehouse Designing, Audit Trail & its objectives, **Auditing Application Controls**, Auditing Environmental & Physical Controls, Logical Access Controls (mainly Network Access, Operating System, Application), Processor Controls, Managerial Controls- Programming, Quality, Security, Types of SDLC Audit
- 4) **Could Be There-** Functions of IS, IS Basic Concepts, Components of IS, Parts of a Processor, Register vs Cache, Activities of OS, Virtual memory, Data Concepts, Advantages of DBMS, Data Mining Concept and Steps, Network Concept & Types, Need for Controls & Audit, Critical Controls lacking in a computerised environment, IS Audit Objectives, Auditing Logical Access Controls (Categorywise) & Managerial Controls, Reasons for Change in Organisational Structure, Categorywise Job Titles

## Chap 4- 2 Questions (10 Marks)

- 1) **V.IMP- Blockchain- Defn, Applications, Forces behind E-commerce Revolution**, AI & Machine Learning - Applications and Risks, **Cryptocurrency, E-rupee**, SAAS Instances, Cloud Computing Others Instances, **Pertinent Issues with Cloud Computing**, Risks of E-commerce, Controls by entities in e-business, Benefits of Ecommerce – (Individual & Business), E-Marketing
- 2) **IMP- Blockchain – Risks & Controls**, Grid- Benefits & Application Areas, Virtualization Applications, Web 3.0 & its Components, Web 5.0, Cloud Computing Disadv, Types of Clouds (specially community, private), Adv of Digital Payment, Commercial Laws Governing E-commerce, Objectives of IT Act, Steps in E-commerce, E-business Models, E-commerce Components
- 3) **Must See-** Grid Computing- Resources that can be shared & Security Issues, Types of Virtualization, Mobile Computing – Benefits & Limitations, Cloud Service Models, Digital Payments (Traditional, New, Disadv), Work Flow Diagram of E-commerce, E-commerce via Internet & Mobile App, Disadv of E-commerce, E-commerce Vendor needs to ensure, Components of Technology Infrastructure
- 4) **Could Be There-** BYOD Adv & Risks, Mobile Computing - Components & Working Process, Green Computing Best Practices, IOT Applications and Risks, Cloud Computing Characteristics & Adv, Instances and Characteristics of IAAS, Guidelines for e-commerce, Basic Provisions of IT Act, IT Risks as per SA 315 and the Controls for cyber risks, Persons who have to put controls in E-commerce, 2-tier & 3-tier Architecture- adv & disadv, E-commerce via mobile app, E-commerce Defn and difference with Traditional E-commerce, Mobile App modules, Characteristics of E-commerce Technology

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## Chap 5- 2 Questions (9 Marks)

- 1) **V.IMP- Information Security Sub Processes & its Risks and Controls, Network Security & Application Security as a part of Cyber Security (Key Features for CIA),** Risks Associated with Banks (Operational) & CBS, **Types of Servers**, CBS Core Processes & Risk & Controls- CASA (6), Treasury (3), **Credit Card** (5-5-3), **PMLA Sections (especially Sec 12,63)**, UN Computer Crime Classification
- 2) **IMP- ECS Credit & Debit, CBS Features, IT Risks relating to CBS, Internal Controls & IT Controls in Banks, Risks & IT Controls in Applications, Basel III, 3 Layers of money laundering, Mortgage Loan Process**
- 3) **Must See- Key Features of Banking, Major Products of Banks, LC & Bank Guarantee, CBS Examples, CBS Components (Modules), Internet Banking Process, Classification of credit facilities, Terrorism Financing, RBI Key Functions, Defn of Money Laundering**
- 4) **Could Be There- CBS- Core Characteristics, Key Aspects In-built in Architecture, Banking and NI Act, Types of Loans, CBS Core Processes- Short Term Facility (8,3a, b, c), Banking & NI Act, SPDI & Privacy Policy for Banks, Methods of Money Transfer, CBS implementation Steps**

**Strategic Management (SM)** - The SM Part is of 50 marks of which the MCQs will be 15 marks and the Descriptive Paper will be 35 Marks. The Descriptive Questions (including Options) will be of 50 Marks. As per the paper pattern, there is 1 question from each chapter of approx. 5 marks and 2 additional questions. We have given the Marks Weightage and Important Topics for the 50 Marks below:

## Chap 1- 5 Marks

- 1) **V.IMP- Challenges for Strategic Management in Govt Organisations, Role of Corporate Manager Case Study, Functions of CEO,** Strategy is partly proactive & partly reactive
- 2) **IMP- Strategic Management in Non- Profit Org (especially educational/ Charitable), 3 Levels of Strategy**
- 3) **Must See-Strategy is no substitute of sound management, Benefits of SM**
- 4) **Could Be There- Limitations of Strategic Management, 2-Fold Objectives of Strategic Management, Strategy & Strategic Management Concepts, Concept of - Business Policy/ Management**

## Chap 2 - 5 Marks/10 Marks

- 1) **V.IMP- Question on any 1 model- Explain ADL or Ansoff Concept, GE Model- Concept & factors for Business Strength & Market Attractiveness, BCG- Concept, Metaphors, Strategies**
- 2) **IMP- Concepts of – Experience Curve, Driving Forces, KSFs, PLC, 3 Important Concepts of Portfolio Analysis, Different levels of Strategies, Value Creation**
- 3) **Must See- 3 Issues to consider is Strategic Analysis, Value Chain Analysis- Concept, Primary & Secondary Activities, Managing Internal & External Linkages, Use of Value chain for identifying core competencies, Characteristics of Global Company, Globalization Concept, Why cos go global**
- 4) **Could Be There- Strategic Group Mapping and its procedure, Industry Analysis (7 Issues), Core Competence- Concept, 3 areas/conditions, 4 criteria for sustaining competitive advantage from core competencies, Competitive Landscape- Concept and Steps to understand, Dominant Factors of Industry, 4 characteristics of resources and capabilities for sustaining competitive advantage, Examples of SWOT, Competitive Advantage- Concept, Role of resources and capabilities, TOWS- Concept & Difference with SWOT, SWOT Concept and Significance**

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## Chap 3 - 5 Marks

- 1) **V.IMP- Strategic Planning & Operational Planning**, Vision & Mission - Concept, Examples, Reasons why a mission statement is required, Objectives Characteristics
- 2) **IMP- Strategic Decisions & its Dimensions, Need for Short term & long-term objectives**, Strategic uncertainty, Mission Points for Writing, Understanding Mission & Purpose, Strategy Execution aspects
- 3) **Must See-** Environment Scanning, Strategic Management Model, Essential Elements for drafting Vision
- 4) **Could Be There-** 5 Stages of Strategic Management, Strategic Intent & its Elements

## Chap 4 - 5 / 10 Marks

- 1) **V.IMP- Merger and Acquisitions- Difference & Types of Mergers & Acquisitions**
- 2) **IMP- Case Study or Types of Intensification & Diversification**, Characteristics and Reasons for Expansion Strategy, Turnaround Strategy- Action Plan & Danger Signals, Liquidation Strategy. Expansion & Retrenchment both involve redefinition-difference
- 3) **Must See-** Grand Strategies, Elements of Turnaround, Stability is the opposite of Expansion, Major Reasons for Retrenchment & Combination Strategy, Strategic Alliances & its Adv & Disadv
- 4) **Could Be There-** Characteristics & Reasons for Stability & Divestment, Difference between Divestment and Liquidation, Stability is not a do-nothing strategy

## Chap 5 - 5 Marks

- 1) **V.IMP- Bargaining Power of Buyers, Best Cost Provider, Basis of differentiation**
- 2) **IMP- Difference between Cost leadership and Differentiation**, Barriers to New Entrants, 3 Steps of Porter's Forces
- 3) **Must See-** Porter's 5 Forces, Competition tends to be cutthroat when, Adv & Disadv of all 3 strategies (Cost Leadership, Differentiation & Focus), Achieving - Focus Strategy & Differentiation Strategy
- 4) **Could Be There-** Who is customer, Bargaining power of Suppliers, Achieving Cost Leadership

## Chap 6 - 5 / 10 Marks

- 1) **V.IMP- Various Promotional Techniques**, New Product Pricing, **R&D Approaches to implement strategic decisions, Strategic Marketing Techniques**, Financial Strategy Key Components
- 2) **IMP-** Short Note on Production Strategy, Supply Chain Implementation Steps, Whether R&D should be done Inhouse or Outsource, Examples of R&D decisions, Examples of Financial Decisions, Marketing Mix- 4Ps/4Cs, Price Skimming & Price Penetration, 7Ps of Marketing
- 3) **Must See-** Logistics & Supply Chain- Concepts & Difference, Marketing Strategy Inclusions, Marketing Process, Approaches to Evaluating the Worth, Short note on Projected Financial Statements, Strategic Role of HR Manager, Role of HR (Factors that affect employee competence)
- 4) **Could Be There-** Examples of Marketing decisions, Why Functional Strategies are required, Major Concerns Relating to HR Management, Strategic HR Management

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## Chap 7 – 5 Marks

- 1) **V.IMP- How to resolve Strategy Culture Conflict, Multi Divisional Structure- Adv & Disadv, Culture - Ally & Obstacle, Leadership Styles**
- 2) **IMP- 3 Phases of Matrix as per Davis & Lawrence, Entrepreneur & Intrapreneur, Functional Structure- Adv & Disadv, Responsibilities of a Strategic Leader, Hourglass Structure- Adv & Disadv**
- 3) **Must See- Why change in Strategy requires change in structure (Chandler), Simple Structure & Divisional Structure, - Adv & Disadv**
- 4) **Could Be There- SBU Structure, Network Structure & Matrix Structure - Adv & Disadv, 5 Roles of a Manager, 3 Important Characteristics & Various Attributes of SBU**

## Chap 8 - 5 / 10 Marks

- 1) **V.IMP- Strategic Change Process and Kurt Levin's Strategic Change, 3 methods of reassigning new pattern behavior proposed by H.C. Kellman, 4 Types of Strategic Control**
- 2) **IMP- 3 Categories of Processes that can be reengineered, Strategy Formulation & Implementation Matrix, Efficiency & Effectiveness Matrix (Jeena, Marna), Types of Implementation Control, BPR- Steps, Problems, Difference with Other Drives, Strategy Formulation & Implementation Differences**
- 3) **Must See- 3 Types of Organizational Control, Strategy Implementation Concept, Issues in Strategy Implementation, BPR- Need, Elements, Central Thrust, Role of IT**
- 4) **Could Be There- Elements of Strategic Control, Defn of Business Process & BPR, Forward Linkage and Backward Linkage, Strategy Audit-Concept, Need, Richard Rumelt's Criteria for Strategy Audit, Why is Strategy Evaluation Difficult today, Benchmarking Concept & Steps**

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