



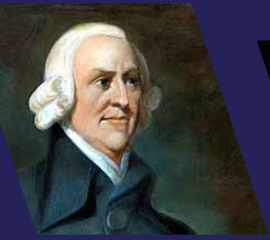
CA SANCHIT GROVER

Completed his CA Course securing place in Top 6 All India Ranks both at IPC and CPT level, Previously associated with Ernst & Young (one of the largest consultancy firms globally in the field of Tax Consultancy) Wide range of experience in handling tax related matters (both direct tax and indirect tax) for clients cutting across different sectors Successfully handled GST Implementation projects for various Multi National Clients, Experience in handling issues related to UAE VAT and Australian GST Speaker at various seminars on Taxation and Economics.

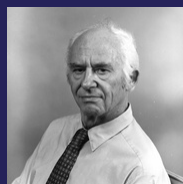
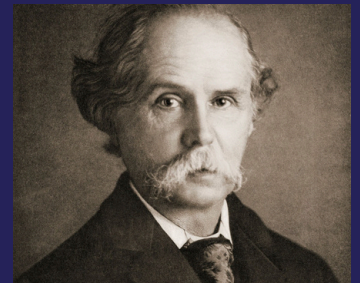
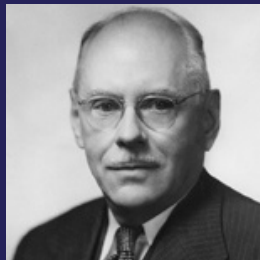
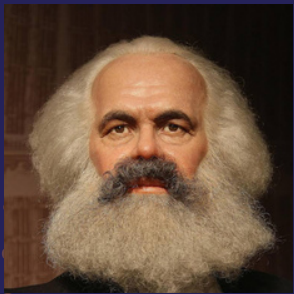
Faculty for
CA Foundation- Business Economics
CA Intermediate- Taxation



CA FOUNDATION BUSINESS ECONOMICS



IMPORTANT ECONOMISTS & THEIR CONTRIBUTIONS



Chapter 1 - Nature & Scope of Business Economics

S.No.	Economist Name	His Contribution & Saying
1	Adam Smith	<ul style="list-style-type: none">• Published the book "An Inquiry into the nature and causes of Wealth of Nations" in year 1776• Considered to be the "Father of Economics"
2	Joel Dean	Business Economics is essentially a component of <u>Applied Economics</u>
3	Evans Douglas	Business Economics is also <u>Managerial Economics</u> since it involves application of economic laws, principles and methodologies to the managerial decision making process
4	Karl Marx and Frederic Engels	Their Work "The Communist Manifesto" published in 1848 led to the concept of Socialism

Chapter 2 - Consumer Behaviour, Theory of Demand and Theory of Supply

S.No.	Economist Name	His Contribution & Saying
1	Alfred Marshall	<ul style="list-style-type: none">• Marginal Utility analysis & Law of Diminishing Marginal Utility• Explained Law of Demand through Law of Diminishing Marginal Utility• Demand Curve is ultimately derived from MU curve of the consumer
2	Hicks & Allen	<ul style="list-style-type: none">• Ordinal Approach or Indifference Curve Analysis• Also Explained Law of Demand through "Price Effect" which includes "Substitution Effect" and "Income Effect"
3	Thorstein Veblen	<ul style="list-style-type: none">• Gave the concept of Veblen Effect which affects Taste and Preference of the customers• Provided that Law of Demand fails in case of Prestigious goods or Conspicuous Goods or Veblen Goods

4	Robert Giffin	<ul style="list-style-type: none">• Gave the concept of Giffin Goods (i.e. those Inferior goods in case of which Law of Demand fails)• Originally Studied behaviour of British Workers (i.e. when price of Bread increased, they increased consumption of bread instead of decreasing their consumption)
5	James Duesenberry	<p>Gave the concept of "Demonstration Effect" i.e. desire of the people to emulate the consumption behaviour of others</p>

Chapter 3 - Theory of Production and Cost

S.No.	Economist Name	His Contribution & Saying
1	James Bates and J.R. Parkinson	Production is the organized activity of transforming resources into finished products in the form of goods and services; and the objective of production is to satisfy the demand of such transformed resources.
2	Ricardo	Land has certain original and indestructible powers and these properties of land cannot be destroyed
3	Frank Knight	<ul style="list-style-type: none">• Profit is the reward for bearing uncertainties• Risk bearing is the most important function of an entrepreneur since it cannot be delegated
4	Schumpeter	True function of an entrepreneur is to introduce innovations

5	R.L. Marris	<ul style="list-style-type: none"> • Gave the Growth Theory • Goal that managers of a corporate firm set for themselves is to maximise the firm's balanced growth rate • In short run, objectives of Manager and owners may be divergent or in conflict but in the long run, both can be satisfied through stead growth in size of firm
6	Baumol	<p>Sales revenue maximisation rather than profit maximisation is the ultimate goal of the business firms</p>
7	Samuelson	<p>Production Function can be defined as the maximum amount of output that can be produced with given quantities of inputs under a given state of technical knowledge</p>
8	Paul H. Douglas and C.W. Cobb (Cobb-Douglas)	<ul style="list-style-type: none"> • Studied whole of manufacturing Industry of US and gave a famous Production Function as $Q = K La Cb$ • If $a + b > 1$, then it means Increasing Returns to Scale • If $a + b = 1$, then it means Constant Returns to Scale • If $a + b < 1$, then it means Diminishing Returns to Scale • Concluded that in Long run, always Constant Returns to Scale would exist in economy

Chapter 4 - Different Type of Markets

S.No.	Economist Name	His Contribution & Saying
1	Paul A. Sweezy	<ul style="list-style-type: none">• Gave "Kinked Demand Curve Hypothesis" to explain Price Rigidity in case of Oligopoly Market• Assumed that segment of the demand curve above prevailing price is highly elastic and segment of the demand curve below the prevailing price is inelastic. Hence Demand Curve is has a 'kink' at the prevailing price
2	Pigou	<p>Classified Concept of "Price Discrimination" into 3 degrees:-</p> <ul style="list-style-type: none">• 1st Degree:- Where Monopolist fixes the price which take away the entire consumer's surplus• 2nd Degree:- Where Monopolist take away only some part of consumer's surplus. Here price changes according to the quantity sold• 3rd Degree:- Here, the price varies by attributes such as location or by customer segment.

Chapter 5 - Business Cycle

S.No.	Economist Name	His Contribution & Saying
1	Keynes	According to him, fluctuations in economic activities are due to fluctuations in aggregate effective demand
2	Hawtrey	According to him, trade cycle is a purely monetary phenomenon . Unplanned changes in supply of money may cause business fluctuation in an economy
3	Pigou	According to him, modern business activities are based on the anticipations of business community and are affected by waves of optimism or pessimism (Psychological Factors)
4	Schumpeter	He gave Innovation theory (trade cycles occur as a result of innovations which take place in the system from time to time)
5	Nicholas Kaldor	Business cycles result from the fact that present prices substantially influence the production at some future date

Chapter 6 - National Income Accounting & Keynesian Theory of Macro-economics

S.No.	Economist Name	His Contribution & Saying
1	Simon Kuznets and Richard Stone	Won Nobel Prize for giving the system of National System Accounting
2	Keynes	Author of the book ' The General Theory of Employment Interest and Money ' published in 1936.

Chapter 7 - Fiscal Functions, Market Failure, Budget, Fiscal Policy

S.No.	Economist Name	His Contribution & Saying
1	Adam Smith	<p>Bold advocate of free markets and minimal governmental activity. Believed that Gov. should have only 3 functions:-</p> <ul style="list-style-type: none">• National Defence• Maintenance of Justice• establishment and maintenance of highly beneficial public institutions and public works

S.No.	Economist Name	His Contribution & Saying
2	Richard Musgrave	<p>Wrote the book "The Theory of Public Finance" in which he introduced the Three Branch Taxonomy:-</p> <ul style="list-style-type: none"> • Resource Allocation Function • Income Redistribution Function • Macro-economic Stabilization Function
3	Pigou	<p>Gave the concept of Pigouvian taxes and Pigouvian Subsidies to correct Market Failure arising due to Externalities</p>
4	Paul A. Samuelson	<p>Introduced the concept of 'collective consumption good' or Public Goods in his path-breaking 1954 paper 'The Pure Theory of Public Expenditure'</p>

Chapter 8 - Money Demand, Money Supply and Monetary Policy

S.No.	Economist Name	His Contribution & Saying
1	Irving Fisher	<ul style="list-style-type: none">• Wrote the book 'The Purchasing Power of Money' published in 1911• Gave the Classical Approach to Money Demand or The Quantity Theory of Money (QTM). This theory said that changes in general price level (or purchasing power of money) are determined by changes in quantity of Money in Circulation• Gave the Equation $MV = PT$ which focussed on Money Demand due to Transaction Motive
2	Alfred Marshall, A.C. Pigou, D.H. Robertson and John Maynard Kenyes	<ul style="list-style-type: none">• Gave the Neo Classical Approach or Cambridge Approach (Also known as Cash Balance Approach)• Focusses on Transaction as well as Precautionary Motive of Money• $M_d = kPY$

<p>3</p>	<p>Keynesian Theory</p>	<p>Gave the Liquidity Preference Theory i.e. people's desire to hold money rather than securities or long term interest-bearing investments. It gave 3 main objectives for holding Money:-</p> <ul style="list-style-type: none"> • Transaction Motive • Precautionary Motive • Speculative Motive
<p>4</p>	<p>Baumol and Tobin</p>	<ul style="list-style-type: none"> • Gave the Inventory Theoretic Approach, in which money or 'real cash balance' was essentially viewed as an inventory held for transaction purposes • An individual combines his asset portfolio of cash and bond in such proportions that his overall cost (which includes Carrying cost & transaction cost) is minimized.
<p>5</p>	<p>Milton Friedman</p>	<ul style="list-style-type: none"> • He treats the demand for money as nothing more than the application of a more general theory of demand for capital assets • He maintains that it is permanent income- and not current income as in the Keynesian theory - that determines the demand for money

6	Tobin	Wrote the article 'Liquidity Preference as Behavior towards Risk' in which he gave the Risk Aversion Theory
7	Milton Friedman and Anna Schwartz	Gave the "Money multiplier approach" to money supply according to which there are 3 main determinants:- <ul style="list-style-type: none">• the stock of high-powered money• the ratio of reserves to deposits (Reserve Ratio) and• the ratio of currency to deposits (Currency Deposit Ratio)

Chapter 9 - International Trade

S.No.	Economist Name	His Contribution & Saying
1	Adam Smith	Gave the Theory of Absolute Advantage in which he proved that International Trade is not a Zero-Sum Game
2	David Ricardo	Gave the Theory of Comparative Advantage
3	Douglas Irwin	Comparative advantage is "good news" for economic development. Even if a developing country lacks an absolute advantage in any field, it will always have a comparative advantage in the production of some goods," and will trade profitably with advanced economies.
4	Eli Heckscher and Bertil Ohlin	<ul style="list-style-type: none">• Gave the Hechscher-Ohlin Theory• Difference in factor endowments (Availability of labour & capital) is the main reason for comparative advantage of any nation in International Trade

5

**Paul
Krugman**

- **Won the Nobel Prize in 2008 for **New Trade Theory (NTT)****
- **Gave the concept that **International Trade** happens due to 2 reasons:-**

- 1. Economies of Scale**
- 2. Network Effects**





AVJ ACADEMY 

CA FOUNDATION (BUSINESS ECONOMICS) **DEC.23**

Congratulations

NAME	MARKS	NAME	MARKS
SHIVANSH AGARWAL	97	SHUBHRANK AWASTHI	89
MUKUL GOYAL	94	SNEHA KESARWANI	87
MANAV GOYAL	93	AMIT AGARWAL	87
SUHANI AGGARWAL	93	AKSHITA JAIN	86
KHUSH GUPTA	93	AKSHITA SAMRIYA	86
KUNAL AGARWAL	92	AKASH KOLEY	86
PRAKSHI MANAKTALA	91	VAISHALI	85
CHITRAKSHI GARG	90	VIVAN SAREEN	85
KARAN	90	SAKSHYA	85
BHARTI	89	LAKSHAY JAIN	84
MANYA JAIN	89	AKSHAT JAIN	84
LAKSHAY RASTOGI	89	PRABHSHARAN SINGH	83

CA SANCHIT GROVER **for your Outstanding Result** Swipe next →

LIST 2

Contact Us:- 9310824912/712  AVJKNOWLEDGEPORTAL.COM

AVJ ACADEMY 

CA FOUNDATION (BUSINESS ECONOMICS) **DEC.23**

Congratulations

NAME	MARKS	NAME	MARKS
RISHABH KUMAR	83	YASHI JAIN	81
AYUSH GOYAL	83	SHRISHTI KASHYAP	81
MRIDUL GUPTA	82	BHAVYA RUSTOGI	81
PRIYA	82	HARSHITA PAHWAA	81
SHIVANSH GAUTAM	82	MISHTY RAWAT	80
KRITI MAHAJAN	82	HARDIK ARORA	80
KUNAL UPPAL	82	ADITYA ARORA	80
RHYTHM TANEJA	82	DIVYA RUSTOGI	80
VANSHIKA ARORA	82	VIBHOR AGARWAL	80
AANYA AGARWAL	82	AKSHAT GOVIL	79
PARUL SHARMA	82	HARSHITA	79
ADITYA	82	DAKSH MADAAN	79

CA SANCHIT GROVER **for your Outstanding Result** Swipe next →

LIST 3

Contact Us:- 9310824912/712  AVJKNOWLEDGEPORTAL.COM



AVJ ACADEMY 

CA FOUNDATION **DEC.23**
(BUSINESS ECONOMICS)

Congratulations

NAME	MARKS	NAME	MARKS
SIMRAN KALRA	79	YASHI JAIN	75
NIRJARA	79	SHRISHTI KASHYAP	75
ARYAN GOLA	78	BHAVYA RUSTOGI	75
JOHN MEHTA	78	HARSHITA PAHWA	75
SUDHANSHU JAIN	78	MISHTY RAWAT	75
TANU	78	HARDIK ARORA	74
RADHIKA	77	ADITYA ARORA	74
RAYNA JAIN	77	DIVYA RUSTOGI	74
KUNAL VERMA	76	VIBHOR AGARWAL	74
SUKHMAN KAUR	76	AKSHAT GOVIL	73
AYUSH	76	HARSHITA	73
TANISHA ARORA	75	DAKSH MADAAN	72

CA SANCHIT GROVER **for your Outstanding Result** 

LIST 4

Contact Us:- 9310824912/712  AVJKNOWLEDGEPORTAL.COM

AVJ ACADEMY 

CA FOUNDATION **DEC.23**
(BUSINESS ECONOMICS)

Congratulations

NAME	MARKS	NAME	MARKS
PARTH MITTAL	72	MOHD FAIZAN	69
ARPAN JAIN	72	DHRUV SHARMA	69
GANESH	72	RIYA GUPTA	68
YASH SHARMA	71	ARUN KUMAR	68
NIKITA	70	JANVI	67
YAGYA	70	AARNA MAKHIJA	66
MUSKAN SAPRA	69	VARNIKA GOYAL	65
RUDRA GOYAL	69	PRINCE SINHA	65
ANSH ANAND	69	KUNAL RANA	63
SHOURYA VERMA	69	PALAK JAIN	63
ARYAN GUPTA	69	SUDHANSHU	63
VANSHIKA JAIN	69		

CA SANCHIT GROVER **for your Outstanding Result**

LIST 5

Contact Us:- 9310824912/712  AVJKNOWLEDGEPORTAL.COM



**CA FOUNDATION
JUNE 24 RESULTS**

**84 MARKS
ECONOMICS**

Aditi Jain

CA Sanchit Grover

www.avjknowledgeportal.com

**CA FOUNDATION
JUNE 24 RESULTS**

**80 MARKS
ECONOMICS**

Ganesh

CA Sanchit Grover

www.avjknowledgeportal.com

**CA FOUNDATION
JUNE 24 RESULTS**

**80 MARKS
ECONOMICS**

Nupur

CA Sanchit Grover

www.avjknowledgeportal.com

**CA FOUNDATION
JUNE 24 RESULTS**

**76 MARKS
ECONOMICS**

Anshuman Raj

CA Sanchit Grover

www.avjknowledgeportal.com

**CA FOUNDATION
JUNE 24 RESULTS**

**75 MARKS
ECONOMICS**

Himanshi Miglani

CA Sanchit Grover

www.avjknowledgeportal.com

**CA FOUNDATION
JUNE 24 RESULTS**

**69 MARKS
ECONOMICS**

Supreet Arora

CA Sanchit Grover

www.avjknowledgeportal.com

**CA FOUNDATION
JUNE 24 RESULTS**

**64 MARKS
ECONOMICS**

Abhay Sharma

CA Sanchit Grover

www.avjknowledgeportal.com

**CA FOUNDATION
JUNE 24 RESULTS**

**64 MARKS
ECONOMICS**

Pragati Agrahari

CA Sanchit Grover

www.avjknowledgeportal.com

**CA FOUNDATION
JUNE 24 RESULTS**

**67 MARKS
ECONOMICS**

Namit Taneja

CA Sanchit Grover

www.avjknowledgeportal.com



AVJ ACADEMY 70+ IN TAXATION

Alfiya Akhtar	79	Megha Singh	71
Sanwari Gupta	77	Jyotika Arora	71
Yashika Jain	75	Sagar Gupta	71
Vatsal Ahuja	75	Ritu Agarwal	70
Pallavi Jain	74	Jyoti	70
Aryaman Singh	74		
Himanshu Sharma	73		
Mayank Bansal	72		
Puneet Kaushal	72		
Kavita Kaur	72		



CA Sanchit Grover

CA INTER MAY 24 RESULT

AVJ ACADEMY 60+ IN TAXATION

Abigail Mendes	64	Aagam Jain	61
Khushi Banka	63	Ridhik Arora	60
Kreeti Bansal	63	Ritesh Khandelwal	60
Om Gupta	62	Dolly Goyal	60
Shivam Jha	62	Sonali	60
Chirag Bisen	62	Ashish Agrahari	60
Archit Chawla	62	Tapan	60
Pandey Vishwas	62	Kashish Khatri	60
Abhishek Jain	61		
Owais Khan	61		



CA Sanchit Grover

CA INTER MAY 24 RESULT



AVJ ACADEMY 60+ IN TAXATION

Shubham Kumar Jha	69
Tarun Garg	69
Aditya Das	68
Ayush	68
Sahil	68
Yash Chhabra	67
Piyush Gujral	67
Vinay Kumar	67
Prem Sharma	67
Kartik Soni	66

Ishu	65
Piyush Jain	65
Asmit Kansal	65
Aditya Singh	65
Khushi Yogesh Tripathi	65



CA Sanchit Grover

CA INTER MAY 24 RESULT

AVJ ACADEMY CA INTER NOV.23 TAXATION

NAME	MARKS
DEVANSH GUPTA	75
AYUSH KUMAR	74
RAKSHIT SHARMA	72
JIYA DHAWAN	69
KANIKA	68
SIDHANT JAIN	67
VINAY ANEJA	65
KASHISH JAIN	62
HARSH	61
SHIVANI	61
NAND KISHOR	61
PRIYANSH	60

Congratulations

ON YOUR OUTSTANDING RESULT



Only faculty with more than
4.5 years of experience in
Tax consultancy at
Big 4

CA SANCHIT GROVER