

Karnataka Sangha's  
Manjunatha College of Commerce and Junior College of Commerce, Kanchangaon, Khambalpada,  
Thakurli, Dombivli - 421201. Thane District. Maharashtra.

**Criterion I: Teaching Plan (For the Academic Year 2023-2024)**

Name of the Teacher: Asst. Prof Aarti Bagul

Class: F.Y.B.B.I

SEM - II

Subject: Organizational Behaviour

Month/s	Modules/Units/Topics to be covered	Estimated no. of lectures
Dec 2023	Introduction of organizational Behaviour Meaning, Nature and scope of OB, Models of OB, Theories of Motivation : • Maslow, Herzberg, McGregor Theory X and Theory Y, William Ouchi's Theory Z, Victor Vroom . ERG theory	08
Jan 2024	• Application of the Theories • Motivational techniques in Banking and Insurance Industry 2 Group Dynamics • Individual Behavior ( IQ, EQ, SQ) • Group Formation, Team Building, Team Development. • Goal Setting • Soft Skills, Interpersonal Skills, Multicultural Skills, Cross Cultural Skills.	16
Feb	• Johari Window 3 Organizational Culture and Change Management • Work Culture, Ways for Making Work Culture Effective and Lively, Work Conflicts. • Organizational Change, effects of Resistance to Change, ways to overcome resistance to change.	16
Mar	• Time and Stress Management. 4 Organizational Development • Meaning and Nature of OD. • Techniques of OD. • Importance of OD.	14



Signature of the Teacher



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**Criterion I: Teaching Plan (For the Academic Year 2023-2024)**

**Name of the Teacher: Prof. Shamika Bhagat    Class: TYBBI    Subject: Marketing Banking & Insurance**

Month/s	Modules/Units/Topics to be covered	Estimated no. of lectures
December	Introduction to Marketing Meaning, Definition, Importance, Marketing Mix, Market Segmentation, Marketing Strategy, Channels of Marketing, Marketing of Banking and Insurance Products, Marketing Research, Introduction, Process and Types.	15
January	Introduction to Service Marketing Meaning, Concept, Evolution and Characteristics of Service Marketing. Need and Importance of Service Marketing, 7 P's of Services Marketing Mix, Service Marketing Mix Strategies for Banking and Insurance and Marketing Logistics Consumer Behaviour Introduction to Consumer Behaviour, Consumer Expectations, Consumer Buying Behavior, Role of Consumer in Service Delivery, Consumer Responses, Consumer Delight – Concept and Importance.	15
February	Consumer Behaviour and Marketing Communications: Introduction, Marketing Communication Flow, Communication Process, Interpersonal Communication, Persuasive Communication, Source, Message, Message Appeals, Communication Feedback. Rural Marketing -Concept and Scope ,Nature of Rural Markets , Attractiveness of Rural Markets ,Rural Vs Urban Marketing ,Characteristics of Rural Consumers ,Buying Decision Process ,Rural Marketing Information System ,Potential And Size of Rural Markets	15
March	Pricing Strategy, Pricing Policies, Innovative Pricing Methods for Rural Markets, Promotion Strategy, Appropriate Media, Designing Right Promotion Mix, Promotional Campaigns. Distribution- Logistics Management, Problems Encountered, Selection of Appropriate Channels, New Approaches to Reach Out Rural Markets – Electronic Choupal Applications. 5 E- Marketing E-marketing: Scope, Benefits and Problems, E-marketing Techniques, Internet Marketing, Digital Marketing and E-marketing Mix Strategy , Introduction, Objectives, the 4Ps in E-Marketing, Additional 3Ps in E-Marketing of Services, the 2P+2C+3S Formula in E-Marketing	15
April	REVISION	



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**Teaching Plan (For the Academic Year 2023-2024)**

**Name of the Teacher: Asst. Prof. Mrs. Nisha R. Deodhar**

**Class: FYBCOM -[Sem2]**

**Subject: Environmental Studies.**

Month/s	Modules/Units/Topics to be covered	Estimated no. of lectures
December 23 6th Jun Dec.	<b>Introduction to Sem-2 Syllabus</b> <b><u>Unit1- Waste and Sustainability-</u></b> Types- and Sources of its generation Impacts of Waste-Physical, social, Economical. Methods of Waste management. ( Winter vacation from 25 <sup>th</sup> Dec. 22 till 1 <sup>st</sup> Jan 23.)	01 lect.  06 lect
January 2024	Initiatives by MCGM& role of citizens in Waste Management from urban and Rural areas <b><u>Unit-2- Agricultural &amp; Industrial Development.</u></b> Environmental problems associated to agriculture. Uneven food production. Problem of Hunger and Malnutrition. Need for Food Security & Sustainable agricultural practices Industrial Location and its impact on surroundings. Concept of Global warming & Acid Rain-causes and solutions Concept of Green Marketing and Business	04 lect.  11 lect.
February 24	Mumbai and Konkan map filling <b><u>Unit-3- Tourism and Environment.</u></b> Scope & typology of Tourism. Tourism potentials in India and challenges. New tourism Policy Positive & Negative impacts	04 lect.  07 lect
March 24	Concept of Ecotourism and its benefits. <b><u>.Unit-4 Environment Movement and Management-</u></b> Save Narmada and Chipko Movement, Environmental Management concepts- Geo-spatial technologies & it's applications Carbon trading & carbon Bank.	04 lect.  12 lect
2 <sup>nd</sup> April 24 onwards.	Sem 2 Exam and paper correction and result work	

*Nisha R. Deodhar*

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*Nisha R. Deodhar*

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## Teaching Plan (For the Academic Year 2023- 2024 )

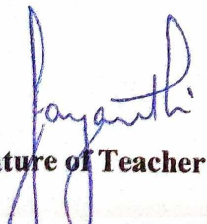
**Name of the Teacher: Assoc. Prof. Ms. Jayanthi Vaikunth**

**Class: TY BCOM**

**Semester: VI**

**Subject: Commerce -VI ( HRM )**

Months	Weeks	Topics to be covered	Estimated no. of Lectures
Nov		Introduction of Syllabus	
Dec	I	Module-1- HRM- Concept, Functions, importance, Traditional v/s Strategic HRM	03
	II	HRP- concept & Steps, Job Analysis, Job Design	03
	III	Recruitment & Selection	03
Jan	I	Module-2 HRD- concept & Functions Training – Process of identifying training & development needs	03
	II	Methods of Training & Development Methods of evaluating Training Effectiveness	03
	III	Performance Appraisal- benefits, limitations, Methods- Traditional	03
	IV	Methods of Performance appraisal- Modern Potential Appraisal & importance	03
Feb	I	Career Planning, Succession Planning, Mentoring	03
	II	Counselling and techniques Module3- Human Relation	03
	III	Employee Morale , Employee Grievance, EQ& SQ	03
	IV	Employee Health and Safety measures, Motivation – Maslow's Theory, Theory X and Y	03
	V	Vroom Theory , Pink Theory, Leadership	03
Mar	I	Module 4- Competences, Innovative organisation, HRIS	03
	II	Changing pattern of employment, Employee engagement, Challenges in HRM, Domestic and International HR Practices. Gen Y.	03
	III	Preliminary Exam	
	IV		

  
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Criterion I: Teaching Plan (A.Y. 2023-2024)

Name of the Teacher: Yogini A. Dastane

Class: F.Y.BAF

Subject: Business Mathematics

Month/s	Modules/Units/Topics to be covered	Estimated no. of lectures
Dec'23	<b>Unit I: Ratio, Proportion and Percentage</b> Ratio, Proportion and Percentage Ratio- Definition, continued ratio, Inverse Ratio, Proportion - Continued proportion, Direct proportion, Inverse proportion, Variation - Inverse variation, Joint variation Percentage- Meaning and computation of percentage	12
Jan'24	<b>Unit II: Profit and Loss</b> Terms and formulae, Trade discount, Cash discount, problems involving cost price, selling price, trade discount, cash discount. Introduction to Commission and brokerage – problems on commission and brokerage	12
Feb'24	<b>Unit III: Interest and Annuity</b> Simple interest, compound interest, equated monthly instalments, reducing balance and flat rate of interest Annuity immediate- present value and future value Stated annual rate and effective annual rate	12
March'24	<b>Unit IV: Shares and Mutual Fund</b> Shares- Concept, face value, market value, dividend, Equity shares, preference shares, bonus shares, Mutual Fund- Simple problems on calculation of net income after considering entry load, exit load, dividend, change in net asset value.	15

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**Maharashtra.**

Criterion I: Teaching Plan (For the Academic Year 2023-2024)

Name of the Teacher: Priya shetty

Class :FYBAF

Sub: Business Law

Months	Modules/ Topics to be covered	Estimated no. of lectures
Dec	<b>Law of Contract 1872</b> (a) Nature of Contract (b) Classification of Contracts (c) Offer and Acceptance (d) Capacity of Parties to Contract (e) Free Consents (f) Consideration (g) Legality of Object	10
	(i) Performance of Contract (j) Discharge of Contract (k) Remedies for Breach of Contract Indemnity (m)Guarantee (n) Bailment and Pledge (o) Agency .	10
Jan	<b>Sale of Goods Act 1930</b> Formation of Contract of Sale (b) Goods and their Classifications (c) Price, Conditions and Warranties	10
Jan/ Feb	Transfer of Properties in Goods (e) Performance of Contract of Sales (f) Unpaid Seller and his Rights (g) Sale by Auction (h) Hire Purchase Agreement.	10
Feb	<b>Negotiable Instrument Act 1881</b> (a) Definition of Negotiable Instruments (b) Features of Negotiable Instruments (c) Promissory Note (d) Bill of Exchange and Cheque	10
Mar	(e) Holder and Holder in due Course (f) Crossing of a Cheque (g) Types of Crossing (h) Dishonour and Discharge of Negotiable Instruments	10
Mar	<b>Consumer Protection Act 1986</b> (a) Salient Features (b) Definition of Consumers (c) Deficiency in Service (d) Defects in Goods	10

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*P. Shetty*



*P. Shetty*

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**Criterion I: Teaching Plan (For the Academic Year 2023-2024)**

Name of the Teacher: Vinayak Chakrawarti

Class:SYBBI

Sem :IV

Subject:Financial Management

Month/s	Modules/Units/Topics to be covered	Estimated lectures
Nov	1. Working Capital Management <ul style="list-style-type: none"> <li>• Management of Working Capital in India</li> <li>• Estimating working capital needs</li> <li>• Operating or working capital cycle</li> <li>• Working Capital Financing: Trade Credit; Bank Credit; Commercial Papers; Certificate of Deposits (CDs); Financing.</li> </ul> 2 Management of Components of Working Capital	15
Nov-Dec	2. Management of Components of Working Capital <ul style="list-style-type: none"> <li>• Management of Cash and Marketable Securities: Motives for Holding Cash; Objectives of Cash Management; Factors Determining Cash Needs; Basic Strategies of Cash Management; Cash Management Techniques / Processes; Marketable Securities; and Cash Management Practices in India.</li> <li>• Receivables Management: Objectives; Credit Policies; Credit Terms; and Collection Policies.</li> <li>• Inventory Management: Objectives; and Techniques.</li> </ul>	15
Jan-feb	3. Financial Planning <ul style="list-style-type: none"> <li>• Introduction • Meaning and Essentials of Budget</li> <li>• Types of Budget • Advantages of Budgeting</li> <li>• Zero Based Budgeting • Master Budget</li> <li>• Sales Budget, Production Budget, Material Budget, Cash Budget and Flexible Budget.</li> </ul>	15
Feb-Mar	4. Financial Policy and Corporate Strategy <ul style="list-style-type: none"> <li>• Meaning of Strategic Financial Management</li> <li>• Strategic financial decision making framework</li> <li>• Functions of Strategic financial management Business Risk and Financial Risk</li> <li>• Introduction • Debt v/s Equity Financing</li> <li>• Types of Leverage • Investment Objective/Criteria for Individuals/Non-Business Purpose.</li> </ul>	15
March	Examination	

*Vinayak Chakrawarti*

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**Criterion I: Teaching Plan (For the Academic Year 2021-2022)**


Name of the Teacher: Pawan Ahuja

Class: TYBAF


Sem : VI

Subject: Financial Accounting-VII

Month/s	Modules/Units/Topics to be covered	Estimated lectures
Jan	<b>1. Final Account for Electricity Company</b> Final Accounts as per Double Account System • Final Accounts as per Electricity Rules • Receipt & Expenditure on Capital Account • General Balance Sheet • Contingency Reserve Disposal of Surplus (As per Electricity Rules): Norms regarding Disposal of Surplus Replacement of Assets Simple practical problems	15
Feb	<b>2. Final Accounts for Co-Operative Society</b> (Co-Operative Housing Society and Consumer Co-Operative Society) Provisions of Maharashtra State Co-Operative Societies Act and rules. Accounting provisions including appropriation to various funds Format of Final Accounts – Form N Simple practical problems on preparation of final accounts of a Co-Operative housing society & Consumer Co-Operative Society.	15
Mar	<b>3. Investment Accounting</b> (w.r.t. Accounting Standard- 13) For shares (variable income bearing securities) For debentures/Preference. shares (fixed income bearing securities) Accounting for transactions of purchase and sale of investments with ex and cum interest prices and finding cost of investment sold and carrying cost as per weighted average method (Excl. brokerage). Columnar format for investment account.	10
Mar-Apr	<b>4. Mutual Fund</b> Introduction, Historical Background SEBI Guidelines, Organisation, NAC Scheme, Types of Mutual Fund Schemes, , FOF Scheme, Load or No-Load Scheme, Investment Valuation norms, Pricing of units, Contents of Balance sheet and revenue Account, Evaluation of mutual funds, Disposal of Investments, Recognition of Income, Accounting policies and entries. <b>5. Introduction to IFRS</b> Accounting standards: Role/objectives of accounting standards, Development of accounting standards in India - Requirements of international accounting standards - International organizations engaged in accounting harmonization - IASB - FASB - Role of IASB in developing IFRS, Applicability, Interpretation, Scope and compliance of Accounting Standards. Indian Accounting standards (Ind AS) : Introduction, Road map, First time adaptation of Indian Accounting Standard, Conceptual framework.	08  12
April	Examination	

  
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Criterion I: Teaching Plan (For the Academic Year 2023-2024)

Name of the Teacher: Suchitra Poojari

Class: SYBMS SEM IV

Subject: TD HR

Month/s	Modules/Units/Topics to be covered	Estimated no. of lectures
November 2024	Overview of training- concept, scope, importance, objectives, features, need and assessment of training. • Process of Training-Steps in Training, identification of Job Competencies, criteria for identifying Training Needs (Person Analysis, Task Analysis, Organisation Analysis), Types-On the Job &Off the Job Method. • Assessment of Training Needs, Methods & Process of Needs Assessment. • Criteria &designing-Implementation- an effective training program.	16
December 2024	Overview of development- concept, scope, importance & need and features, Human Performance Improvement • Counselling techniques with reference to development employees, society and organization. • Career development- Career development cycle, model for planned self development, succession planning.	16
January 2024	• Concept of Management Development. • Process of MDP. • Programs &methods, importance, evaluating a MDP.	18
February 2024	Performance measurements- Appraisals, pitfalls &ethics of appraisal. • Talent management -Introduction ,Measuring Talent Management, Integration & future of TM, Global TM &knowledge management— OVERVIEW -Introduction: History, Concepts.	10
March 2024	Knowledge Management: Definitions and the Antecedents of KM Information Management to Knowledge Management , Knowledge Management: What Is and What Is Not?, Three stages of KM, KM Life Cycle	08

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**Criterion I: Teaching Plan (For the Academic Year 2023-2024)**

Name of the Teacher: Suchitra Poojari

Class: FYBMS SEM II

Subject: Principles of Management

Month/s	Modules/Units/Topics to be covered	Estimated no. of lectures
December 2024	Unit I – Nature of Management Management Concepts, Significance, Role & Skills required, Levels of Management, Managerial Grid Unit II – Planning & Decision Making Meaning, Importance, Elements, Process, Limitations and MBO.	16
January 2024	Meaning, Importance, Process, Techniques of Decision Making. Unit III – Organizing Concepts, Structure (Formal & Informal, Line & Staff and Matrix), Meaning, Advantages and Limitations Departmentation: Meaning, Basis and Significance Span of Control: Meaning, Graicunas Theory	08 08
February 2024	Factors affecting span of Control Centralization vs Decentralization Delegation: Authority & Responsibility relationship Unit IV- Directing, Leadership, Coordination and Controlling	16
March 2024	Directing: Meaning and Process Leadership: Meaning, Styles and Qualities of Good Leader Co-ordination as an Essence of Management Controlling: Meaning, Process and Techniques Recent Trends: Green Management & CSR	12

*Suchitra*

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