

NAGINDAS KHANDWALA COLLEGE
Autonomous

F: TTP/01

TERMWISE TEACHING PLAN

JULY
17-18 / D - TTP SFC BMS / FTTP/01

Academic Year: 2017-18

Term: Sem I

Department: Self Finance

Class: FYBMS **A**

Subject: Introduction to Financial Accounting

Name of the Faculty: Poonam Popat

Week	June	Topics to be covered			
		July	August	September	October
1	-----	Unit -I Meaning and scope of Accounting Accounting concepts and conventions	Journal, ledger, Cash book. Practical examples	Practical examples based on SLM and WDV methods	-----
2	-----	Accounting standards: AS-1, AS-6, AS-9, AS-10, IAS-1 and IAS-2	Bank reconciliation statement Practical examples	Preparation of Trial balance Unit -IV Final accounts of sole proprietor.	-----
3	-----	Accounting cycle Accounting in computerized system	Classification of Income and expenditure	Rectification of errors Manufacturing account, Trading account, profit and loss account and balance sheet	-----
4	-----	Unit -II Accounting transactions, Subsidiary books	Unit-III Depreciation accounting Practical examples on SLM and WDV method	Practical examples	-----
5	-----	-----	Practical examples on SLM and WDV method	Practical examples	-----

Remarks by H.O.D.: *Syllabus as per autonomy*

Date: 15-7-2017

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TERMWISE TEACHING PLAN

17-18-^{JULY} / D - TTP-SFC/ BMS/ FTTP/02

Academic Year: 2017-18

Term: Sem I

Department: Self Finance

Class: FYBMS **B**

Subject: Introduction to Financial Accounting

Name of the Faculty: Poonam Papat

Week	June	Topics to be covered			
		July	August	September	October
1	-----	Unit -I Meaning and scope of Accounting Accounting concepts and conventions	Journal, ledger, Cash book. Practical examples	Practical examples based on SLM and WDV methods	-----
2	-----	Accounting standards: AS-1, AS-6, AS-9, AS-10, IAS-1 and IAS-2	Bank reconciliation statement Practical examples	Preparation of Trial balance Unit -IV Final accounts of sole proprietor.	-----
3	-----	Accounting cycle Accounting in computerized system	Classification of Income and expenditure	Rectification of errors Manufacturing account, Trading account, profit and loss account and balance sheet	-----
4	-----	Unit -II Accounting transactions, Subsidiary books	Unit-III Depreciation accounting Practical examples on SLM and WDV method	Practical examples	-----
5	-----	-----	Practical examples on SLM and WDV method	Practical examples	-----

Remarks by H.O.D.: Syllabus as per
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TERMWISE TEACHING PLAN

F: TTP/01

Academic Year: 2017-18

Term: Sem. I

17-18-^{JULY} / D - TTP-SFC/BMS / FTSD/03

Department: SFC

Class: FYBMS A

Subject: Business Law

Name of the Faculty: Sheetal Desai.

Week	Topics to be covered			
	July	August	September	October
1	Module-I Indian Contract Act 1872 a. Essential, agreement & contract.	f. Conditions & warranties, rights of unpaid seller.	Module- III Company Law a. What is company? b. Incorporation of company.	-----
2	b. Capacity to contract, free consent. c. Consideration.	Module-II Negotiable Instrument Act, 1881 a. Introduction, characteristics of NI.	c. MOA & AOA. d. Prospectus.	-----
3	d. Breach of contract.	b. Features of BOE, PN & Cheque. c. Dishonour of cheque	e. Meetings. f. Transfer of shares. g. Transmission of shares	-----
4	Sale of Goods Act 1930. e. Sale & Agreement to sell, essentials.	Consumer Protection Act, 1986. a. Object of CPA, Definitions.	Module-IV Intellectual Property Rights. a. Definition	-----
5		b. Goods & Services. c. Consumer Disputes.	b. Patent, Trademarks & copyrights	-----

Remarks by H.O.D.: *Syllabus as per autonomy* Sign.: *SD*

Date: 15-7-2017

Issued by MR: Dr. Moushumi Datta

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TERMWISE TEACHING PLAN17-18-^{JULY} / D - TTP-SFC / BMS / FTSD/04

Academic Year: 2017-18

Term: Sem. I

Department: SFC

Class: FYBMS B

Subject: Business Law

Name of the Faculty: Sheetal Desai.

Topics to be covered

Week	July	August	September	October
1	Module-I Indian Contract Act 1872 a. Essential, agreement & contract.	f. Conditions & warranties, rights of unpaid seller.	Module- III Company Law a. What is company? b. Incorporation of company.	-----
2	b. Capacity to contract, free consent. c. Consideration.	Module-II Negotiable Instrument Act, 1881 a. Introduction, characteristics of NI.	c. MOA & AOA. d. Prospectus.	-----
3	d. Breach of contract.	b. Features of BOE, PN & Cheque. c. Dishonour of cheque	e. Meetings. f. Transfer of shares. g. Transmission of shares	-----
4	Sale of Goods Act 1930. e. Sale & Agreement to sell, essentials.	Consumer Protection Act, 1986. a. Object of CPA, Definitions.	Module-IV Intellectual Property Rights. a. Definition	-----
5		b. Goods & Services. c. Consumer Disputes.	b. Patent, Trademarks & copyrights	-----

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TERMWISE TEACHING PLAN

17-18-^{JULY} / D - TTP-SFC/BMS / FTGHR/05

Academic Year: 2017-18

Term: Sem. I

SFC

Class: FYBMS A

Subject: Business Statistics

Name of the Faculty: Mr. G. Hanumantharao

Week	Topics to be covered			
	July	August	September	October
1	Introduction , Functions/Scope, Importance, Limitations of Statistics	Co-Relation: Karl Pearson, Rank Co-Relation Linear Regression: Least Square Method	Probability: Definition of Probability, Addition & Multiplication laws of Probability,	-----
2	Classification - Frequency Distribution - Discrete & Continuous, Tabulation, Graph(Frequency, Bar Diagram, Pie Chart, Histogram, Ogives)	Time Series: Least Square Method, Moving Average Method, Determination of Season	Conditional Probability, Bayes' Theorem, Expectation & Variance, Concept of Probability Distribution	-----
3	Mean(A.M, Weighted, Combined), Median(Calculation and graphical using Ogives), Mode(Calculation and Graphical using Histogram)	Index Number: Simple(unweighted) Aggregate Method, Weighted Aggregate Method, Simple Average of Price Relatives,	Decision Theory: Acts, State of Nature Events, Pay offs, Opportunity loss, Decision Making under Certainty, Decision Making under Uncertainty	-----
4	Measures Of Dispersion: Range , Quartiles & Quartile deviation, Mean Deviation from mean with CMD	Weighted Average of Price Relatives, Chain Base Index Numbers, Base Shifting, Splicing and Deflating, Cost of Living Index Number	Non-Probability: Maximax, Maximin, Minimax, Regret, Laplace & Hurwicz)	-----
5	Standard deviation with CV, Skewness & Kurtosis (Only concept)	-----	Probabilistics,(Decision Making under risk):EMV, EOL, EVPI, Decision Tree	-----

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17-18-^{JULY} / D - TTP-SFC/BMS / FT-G/HR/06

Academic Year: 2017-18
SFC Class: FYBMS B

Term: Sem. I
Subject: Business Statistics

Name of the Faculty: Mr. G. Hanumantharao

Topics to be covered				
Week	July	August	September	October
1	Introduction , Functions/Scope, Importance, Limitations of Statistics	Co-Relation: Karl Pearson, Rank Co-Relation Linear Regression: Least Square Method	Probability: Definition of Probability, Addition & Multiplication laws of Probability,	-----
2	Classification - Frequency Distribution - Discrete & Continuous, Tabulation, Graph(Frequency, Bar Diagram, Pie Chart, Histogram, Ogives)	Time Series: Least Square Method, Moving Average Method, Determination of Season	Conditional Probability, Bayes' Theorem, Expectation & Variance, Concept of Probability Distribution	-----
3	Mean(A.M, Weighted, Combined), Median(Calculation and graphical using Ogives), Mode(Calculation and Graphical using Histogram)	Index Number: Simple(unweighted) Aggregate Method, Weighted Aggregate Method, Simple Average of Price Relatives,	Decision Theory: Acts, State of Nature Events, Pay offs, Opportunity loss, Decision Making under Certainty, Decision Making under Uncertainty	-----
4	Measures Of Dispersion: Range , Quartiles & Quartile deviation, Mean Deviation from mean with CMD	Weighted Average of Price Relatives, Chain Base Index Numbers, Base Shifting, Splicing and Deflating, Cost of Living Index Number	Non-Probability: Maximax, Maximin, Minimax, Regret, Laplace & Hurwicz)	-----
5	Standard deviation with CV, Skewness & Kurtosis (Only concept)	-----	Probabilistics, (Decision Making under risk): EMV, EOL, EVPI, Decision Tree	-----

Remarks by H.O.D.: Syllabus as per

Date: 15-7-2017 autonomy

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TERMWISE TEACHING PLAN

17-18^{JULY} / D - TTP-5FC/ BMS / FTNDS/07

Academic Year: 2017-18

Term: Sem. I

Department: Self-Finance

Class: FYBMS A

Subject: Business Communication-I

Name of the Faculty: Prof. Ninoshka D'Silva

Week	July	August	September	October
1	Unit 1 Concept of Communication- Meaning, Definition, Process, Need, Feedback Emergence of Communication as a key concept in the Corporate & Global world, Impact of technological advancements on Communication	Unit 2 Barriers to Communication- Physical, Semantic/Language, Socio-Cultural, Psychological, Ways to Overcome these Barriers	Unit 4 Statement of Purpose, Job Application Letter and Resume, Letter of Acceptance of Job Offer, Letter of Resignation	Revision
2	Unit 1 Channels of Communication- Formal and Informal, Vertical, Horizontal, Diagonal, Grapevine	Unit 2 Importance of Listening Skills, Cultivating good listening skills	Unit 4 Letter of Appointment, Promotion and Termination, Letter of Recommendation	
3	Unit 1 Objectives of Communication- Information, Advice, Order and Instruction, Persuasion, Motivation, Education, Warning, and Boosting the Morale of Employees	Unit 2 Concept and Interpretation, Importance of Business Ethics, Personal Integrity at the workplace, Business Ethics and Media, Corporate Social Responsibility	Unit 4 Commercial Terms used in Business Communication, Paragraph Writing- Developing an idea, using appropriate linking devices, etc	
4	Unit 1 Methods- Verbal and Non-verbal, Characteristics of Verbal & Non-Verbal Communication, Business Etiquette. Modes: Telephone, SMS, FAX, Computers, E-Communication and Satellite Conferencing	Unit 3 (Surrogate Advertising, Patents and Intellectual Property Rights, Dumping of Medical/E-waste, Human Rights Violations and Discrimination on the basis of gender, race, caste, religion, appearance and sexual orientation at the workplace, Piracy, Insurance & Child Labour)	Unit 4 Cohesion and Coherence, self-editing, etc (Interpretation of technical data, Composition on a given situation, a short informal report etc.)	
5		Unit 3 Parts, Structure, Layouts- Full Block, Modified Block, Semi - Block Principles of Effective Letter Writing. Principles of Effective E mail Writing		

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17-18^{JULY} / D - TTP-SFC / BMS / FTNDS / 08

Academic Year: 2017-18

Term: Sem. I

Department: Self-Finance

Class: FYBMS B

Subject: Business Communication-I

Name of the Faculty: Prof. Ninoshka D'Silva

Week	July	August	September	October
1	Unit 1 Concept of Communication- Meaning, Definition, Process, Need, Feedback Emergence of Communication as a key concept in the Corporate & Global world, Impact of technological advancements on Communication	Unit 2 Barriers to Communication- Physical, Semantic/Language, Socio-Cultural, Psychological, Ways to Overcome these Barriers	Unit 4 Statement of Purpose, Job Application Letter and Resume, Letter of Acceptance of Job Offer, Letter of Resignation	Revision
2	Unit 1 Channels of Communication- Formal and Informal, Vertical, Horizontal, Diagonal, Grapevine	Unit 2 Importance of Listening Skills, Cultivating good listening skills	Unit 4 Letter of Appointment, Promotion and Termination, Letter of Recommendation	
3	Unit 1 Objectives of Communication- Information, Advice, Order and Instruction, Persuasion, Motivation, Education, Warning, and Boosting the Morale of Employees	Unit 2 Concept and Interpretation, Importance of Business Ethics, Personal Integrity at the workplace, Business Ethics and Media, Corporate Social Responsibility	Unit 4 Commercial Terms used in Business Communication, Paragraph Writing- Developing an idea, using appropriate linking devices, etc	
4	Unit 1 Methods- Verbal and Non-verbal, Characteristics of Verbal & Non-Verbal Communication, Business Etiquette. Modes: Telephone, SMS, FAX, Computers, E-Communication and Satellite Conferencing	Unit 3 (Surrogate Advertising, Patents and Intellectual Property Rights, Dumping of Medical/E-waste, Human Rights Violations and Discrimination on the basis of gender, race, caste, religion, appearance and sexual orientation at the workplace, Piracy, Insurance & Child Labour)	Unit 4 Cohesion and Coherence, self-editing, etc (Interpretation of technical data, Composition on a given situation, a short informal report etc.)	
5		Unit 3 Parts, Structure, Layouts- Full Block, Modified Block, Semi - Block Principles of Effective Letter Writing, Principles of Effective Email Writing		

Remarks by H.O.D.:

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TERMWISE TEACHING PLAN

17-18-^{July} / D - TTP-SK/BMS/ FTGD/09

Academic Year: 2017-18
Department: Self Finance

Term: Sem I
Class: FYBMS A

Subject: Principles of management

Name of the Faculty: Gargi Dubey

Week	Topics to be covered				
	June	July	August	September	October
1		Management : concept, significance, role and skills	Structure, departmentation	Coordination: Essence of management	
2		Levels of management , managerial Grid, Planning-meaning, importance	Span of control: Graicunas theory, factors	Controlling- meaning, process and techniques	
3		Process of planning, limitations and MBO	Centralization Vs Decentralization, authority and responsibility	Presentation Green management and CSR	
4		Decision making: meaning, importance, process	Presentation Directing-meaning and process	Revision	
5		Techniques of decision making Organizing: concepts, structure	Presentation Leadership-meaning, styles and qualities		

Remarks by H.O.D.:

Syllabus as per autonomy

Date: 15-7-2017

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JULY
17-18 / D - TTP SFC / BMS / FT GD / 10

Academic Year: 2017-18

Term: Sem I

Department: Self Finance

Class: FYBMS B

Subject: Principles of management

Name of the Faculty: Gargi Dubey

Week	Topics to be covered				
	June	July	August	September	October
1		Management : concept, significance, role and skills	Structure, departmentation	Coordination: Essence of management	
2		Levels of management , managerial Grid, Planning-meaning, importance	Span of control: Graicunas theory, factors	Controlling- meaning, process and techniques	
3		Process of planning, limitations and MBO	Centralization Vs Decentralization, authority and responsibility	Presentation Green management and CSR	
4		Decision making: meaning, importance, process	Presentation Directing-meaning and process	Revision	
5		Techniques of decision making Organizing: concepts, structure	Presentation Leadership-meaning, styles and qualities		

Remarks by H.O.D.: Syllabus as per autonomy
Date: 15-7-2017
None

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TERMWISE TEACHING PLAN

17-18-^{JULY} / D - TTP-SFE / BMS / FTMM/11

Academic Year: 2017-18

Term: Sem. I


Department: B.M.S

Class: FYBMS

Subject: Foundation of Human Skills

Name of the Faculty: Dr. Mona Mehta

Week	July	August	September	October
1		Introduction to Group Behavior: Group dynamics: Nature, types, group behavior models (roles, norms, status, process, structures) Team effectiveness: nature, types of tea, ways of forming an effective team Setting Goals	Ways of creating and maintaining effective organizational culture	
2	<u>Unit 1: Understanding of Human Nature</u> Individual Behavior: Concepts of a man, individual differences, influence of environment. Personality and attitude: Determinants of personality, personality traits theory, Big five model, personality traits important for organizational behavior like authoritarianism,	<u>Unit 3: Organizational process and system.</u> Power and politics: nature, bases of power, politics nature, types, causes of organizational politics, political games.	<u>Unit 4: Organizational Creativity and development and work stress</u> Motivation at workplace: concept of motivation, theories of motivation in an organizational set up. <ul style="list-style-type: none"> • Maslow need hierarchy • Herzberg Dual Factor • Mc.Gregor theory X and theory Y 	


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3	locus of control, Machiavellianism, introversion – extroversion, achievement orientation, self – esteem, risk taking, self-monitoring and type A and B personalities, Concept of understanding self through JOHARI WINDOWS	Organizational conflicts and resolution: Conflict features, types, causes leading to organizational conflicts, levels of conflicts, ways to resolve conflicts through five conflicts resolution strategies with outcomes	Organizational Creativity: Creativity and qualities of a creative person, Ways of enhancing creativity for effective decision making, Creative problem solving.
4	Nature and components of attitude, Functions of attitude, Ways of changing attitude, Reading emotions. <u>Unit 2: Introduction to Group Behavior</u> Thinking, learning and perception: Thinking skills, thinking styles and thinking hat,	<u>Organizational Culture</u> Characteristics of organizational culture Types, functions and barriers of organizational culture.	<u>Organizational Development and work stress</u> : Need for organizational development, OD Techniques.
5	Managerial skills and development, Learning characteristics, theories of learning, Intelligence type, Perception features and factor influencing individual perception, Effects of perceptual error in managerial decision making at work place.		Stress, Types of stress, Causes and consequences of job stress, Ways for coping up with job stress.

Remarks by H.O.D.:

Syllabus as per autonomy

Date: 5 June 2017

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TERMWISE TEACHING PLAN

17-18-^{JULY} / D - TTP-SFC / BMS / FTMM/12

Academic Year: 2017-18

Term: Sem. I

Department: B.M.S

Class: FYBMS B

Subject: Foundation of Human Skills

Name of the Faculty: Dr. Mona Mehta

Week	July	August	September	October
1		<p>Introduction to Group Behavior: Group dynamics: Nature, types, group behavior models (roles, norms, status, process, structures) Team effectiveness: nature, types of tea, ways of forming an effective team Setting Goals</p>	<p>Ways of creating and maintaining effective organizational culture</p>	
2	<p><u>Unit 1: Understanding of Human Nature</u></p> <p>Individual Behavior: Concepts of a man, individual differences, influence of environment.</p> <p>Personality and attitude: Determinants of personality, personality traits theory, Big five model, personality traits important for organizational behavior like authoritarianism,</p>	<p><u>Unit 3: Organizational process and system.</u></p> <p>Power and politics: nature, bases of power, politics nature, types, causes of organizational politics, political games.</p>	<p><u>Unit 4: Organizational Creativity and development and work stress</u></p> <p>Motivation at workplace: concept of motivation, theories of motivation in an organizational set up.</p> <ul style="list-style-type: none"> • Maslow need hierarchy • Herzberg Dual Factor • Mc.Gregor theory X and theory Y 	


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3	locus of control, Machiavellianism, introversion – extroversion, achievement orientation, self – esteem, risk taking, self-monitoring and type A and B personalities, Concept of understanding self through JOHARI WINDOWS	Organizational conflicts and resolution: Conflict features, types, causes leading to organizational conflicts, levels of conflicts, ways to resolve conflicts through five conflicts resolution strategies with outcomes	Organizational Creativity: Creativity and qualities of a creative person, Ways of enhancing creativity for effective decision making, Creative problem solving.	
4	Nature and components of attitude, Functions of attitude, Ways of changing attitude, Reading emotions. Unit 2: Introduction to Group Behavior Thinking, learning and perception: Thinking skills, thinking styles and thinking hat,	Organizational Culture Characteristics of organizational culture Types, functions and barriers of organizational culture.	Organizational Development and work stress: Need for organizational development, OD Techniques.	
5	Managerial skills and development, Learning characteristics, theories of learning, Intelligence type, Perception features and factor influencing individual perception, Effects of perceptual error in managerial decision making at work place.		Stress, Types of stress, Causes and consequences of job stress, Ways for coping up with job stress.	

Remarks by H.O.D.:

Syllabus as per autonomy.

Date: 5 June 2017



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TERMWISE TEACHING PLAN

17-18^{JULY} D - TTP-SFC/BMS / FTNDS/13

Academic Year: 2017-18

Term: Sem. I

Department: Self-Finance

Class: FYBMS A

Subject: Foundation Course-I

Name of the Faculty: Prof. Ninoshka D'Silva

Week	July	August	September	October
1	Unit 1 Multi-cultural Diversity of Indian Society	Unit 2- Stratification and Inequality, Gender Disparities; Violence Against Women, Female Foeticide- Declining Sex Ratio, Portrayal of Women in Media	Unit 3 Preamble to the Constitution, Structure of the Constitution, Fundamental Duties	October Revision
2	Unit 1 Demographic Composition/Population Distribution	Unit 2 Disparities and Disability- Physically & Mentally Handicapped	Unit 3 Tolerance, Peace and Communal Harmony, Basic Features of the Constitution	
3	Unit 1 Linguistic Diversity, Regional Variations- Urban, Rural & Tribal Characteristics	Unit 2 Status of Women in India, Problems and Solutions of Socio-Economic of Women in India	Unit 4 Political Party System in India, Local Self-Government in Urban Areas- the Constitution (74 th Amendment) Act, 1992.	
4	Unit 1 Diversity as Difference	Unit 2 Socially Handicapped, Services available to Handicapped Persons	Unit 4 Political Party System in India, Local Self-Government in Rural Areas- the Constitution (73 rd Amendment) Act, 1992, Role and Significance of Women in Politics	
5		Unit 2 Inequalities and the Caste System, Inter-group Conflicts; Caste. Community. Regionalism and Linguistic Conflicts		

Remarks by H.O.D.:

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TERMWISE TEACHING PLAN

17-18^{July} / D - TTP-SFC/ BMS / FTNDS/14

Academic Year: 2017-18

Term: Sem. I

Department: Self-Finance

Class: FYBMS B

Subject: Foundation Course-I

Name of the Faculty: Prof. Ninoshka D'Silva

Week	July	August	September	October
1	Unit 1 Multi-cultural Diversity of Indian Society	Unit 2- Stratification and Inequality, Gender Disparities; Violence Against Women, Female Foeticide- Declining Sex Ratio, Portrayal of Women in Media	Unit 3 Preamble to the Constitution, Structure of the Constitution, Fundamental Duties	Revision
2	Unit 1 Demographic Composition/Population Distribution	Unit 2 Disparities and Disability- Physically & Mentally Handicapped	Unit 3 Tolerance, Peace and Communal Harmony, Basic Features of the Constitution	
3	Unit 1 Linguistic Diversity, Regional Variations- Urban, Rural & Tribal Characteristics	Unit 2 Status of Women in India, Problems and Solutions of Socio-Economic of Women in India	Unit 4 Political Party System in India, Local Self-Government in Urban Areas- the Constitution (74 th Amendment) Act, 1992.	
4	Unit 1 Diversity as Difference	Unit 2 Socially Handicapped, Services available to Handicapped Persons	Unit 4 Political Party System in India, Local Self-Government in Rural Areas- the Constitution (73 rd Amendment) Act, 1992, Role and Significance of Women in Politics	
5		Unit 2 Inequalities and the Caste System, Inter-group Conflicts; Caste. Community. Regionalism and Linguistic Conflicts		

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17-18-JUNE/ D – TTP-SFC/ BMS/PTTS/01

Academic Year: 2017-18
Department: Self- Finance

Term: Sem. III
Class: SYBMS

Subject: Information Technology in Business Management-I Name of the Faculty: Dr. Trupti Shah

Week	Topics to be covered				
	June	July	August	September	October
1	-----	Excel: use of different formulas: Text, math, trig, date and time, database, logical formulas	Excel: what if analysis, filter and advanced filter PowerPoint: Slide transitions	Email, Internet and its application: use of email and its other features. Use of Outlook Software	-----
2	Introduction to IT Support in Management: Data, Information, System, CBIS	IT development trends, concept of Digital Economy and digital organization	Presentation software- use of different views, animation, presentation	E-Security systems: threats, types Information System Security	-----
3	Word: create and save the document, smart art and other use of tools of Word	Excel: data analysis, sorting and filtering, pivot table, goal seek and solver	Internet: DNS , URL, Types of Network, E-Commerce meaning and types, EDI	E-Business Risk management issues, Real time Application in Business ,Doubt solving	-----
4	Types of Information System: OAS,TPS,MIS,EIS,DSS Success and failure of Information Technology	IT resources. Use of different OS. Concept and Applications	M-commerce, Network components, EFT, meaning and use	-----	-----
5	Word: Hyperlink, bookmark, mail merge Excel: worksheet, Formulas	-----	-----	-----	-----

Remarks by H.O.D.: Syllabus as per autonomy

Date: 5/6/17

Issued by MR: Dr. Moushumi Datta

Sign. : Dr. Trupti Shah

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TERMWISE TEACHING PLAN

17-18-JUNE / D – TTP-SFC /BMS/PTAA/02

Academic Year: 2017-18

Term: Sem. III

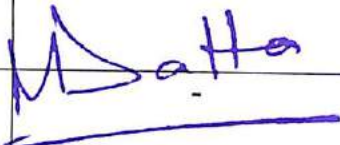
Department: BMS

Class: SYBMA (A & B)

Subject: Environmental Management

Name of the Faculty: Amrita Agrawal

Week	Topics to be covered				
	June	July	August	September	October
1	-	Degradation: Meaning & Causes, Degradation of land, forest & agricultural land & its remedies	Sustainability: definition importance and environment conservation	Innovative Business Model	-
2	Environment: Definition, meaning, components, Lithosphere, Biosphere, Atmosphere and Hydrosphere	Pollution: Meaning, types, causes & remedies (Land, air, water and others)	Environmental Clearance for establishing & operating industries in India EIA, Environmental Auditing, ISO 14001	Presentation & Viva	-
3	Biogeochemical Cycles: Concept and Water Cycle	Global Warming: Meaning, Causes & effects Disaster Management: Meaning, disaster management cycle	Salient features of water act, air act & wild life protection act Carbon bank and Kyoto Protocol	Presentation & Viva	-
4	Ecosystem and Ecology: Food Chain, Food Web and Energy Flow Pyramid	Waste Management: Definition & types, solid waste management, Anthropogenic Waste, e-waste & biomedical waste (Consumerism as a cause of waste)	Non – Conventional Energy Sources: Wind, Bio – Fuel, Solar, Tidal & Nuclear Energy	-	-


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<p>5</p> <p>Resources: Meaning, Classification (Renewable and non-renewable), types Exploitation of natural resources in sustainable management.</p>				
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17-18-JUNE/ D - TTP- SFC / BMS/FTGD/03

Academic Year: 2017-18

Term: Sem III

Department: Self Finance

Class: SYBMS

Subject: Business Planning and Entrepreneurial Management

Name of the Faculty: Gargi Dubey

Week	Topics to be covered				
	June	July	August	September	October
1		Types and classification: Intrapreneur, Women, Social entrepreneurship,	Idea generation, Environmental scanning and presentations	Venture Development- Steps, institutional support, Venture funding	Revision
2	Foundations of Entrepreneurship development: Concept, need, importance, growth, qualities	Self-help group with women's, social responsibility of women, NGO's	Creating entrepreneurial venture, business planning process and presentations	Sources of finance, problem of venture	
3	Theories of entrepreneur: Innovation, high achievement, X-Efficiency, social change, profit,	Entrepreneurial development programme, project development and innovation in business idea	Elements of business plan, market and feasibility and presentations	Marketing methods, channel of marketing, New trends in entrepreneur	
4	Role of culture in entrepreneurship	Options to entrepreneur- Ancillarisation, BPO, Franchise, M&A	Market and feasibility, contingencies proposal, scheduling and presentations		
5	External influences: Socio-cultural, political, Economic, personal				

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TERMWISE TEACHING PLAN

17-18-June / D – TTP-SFC/ BMS/FTP/04

Academic Year: 2017-18

Term: Sem III

Department: Self Finance

Class: SYBMS

Subject: Accounting for Managerial decisions

Name of the Faculty: Poonam Popat

Week	Topics to be covered				
	June	July	August	September	October
1		Unit 2 – Ratio analysis and interpretation : Meaning, Advantages and Disadvantages Balance sheet ratios and examples	Unit 3 – Cash flow statement: Meaning, format, types of activities Practical problem for preparation of cash flow using indirect method	Practical questions on estimation of working capital for trading and manufacturing concern	
2	Unit 1 – Introduction to management Meaning, nature, scope Role, tools and functions of management accounting, Difference between management accounting and Financial accounting	Revenue statement ratios Examples on revenue statement ratios	Practical problem for preparation of cash flow using indirect method	Practical questions on estimation of working capital for trading and manufacturing concern	
3	Comparative statement analysis Examples on comparative statement. common size statement analysis	Combined/Composite ratios Examples on combined ratios	Practical problem for preparation of cash flow using indirect method	<u>Receivables Management:</u> Credit policy, credit evaluation, techniques like ageing schedule.	
4	Examples on common size analysis Trend analysis Practical problems on Trend analysis	Examples on ratio analysis	Unit 4 – Working Capital concept Meaning, Types and determinants of working capital. Working capital cycle.	-----	
5	Analysis & Interpretation of accounts Vertical form of balance sheet and P/L Examples on vertical format.	-----	-----	-----	

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Date: 5/6/17

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17-18-JUNE/ D – TTP-SFC/BMS/FTSJ/05




Academic Year: 2017-18

Term: Sem. III

Department: BMS

Class: SYBMS

Subject: Strategic Management Name of the Faculty: Swapna Joshi

Week	Topics to be covered				
	June	July	August	September	October
1	-	<ul style="list-style-type: none"> Functional level strategy – (R&D, HR, Finance, Marketing, Production.) 	Implementation at project level, process level, structural, behavioral, functional level.	<ul style="list-style-type: none"> Change management. – process of change, resistance to change, 	
2	1. Introduction- <ul style="list-style-type: none"> Business policy – meaning, nature and importance. Strategic management – meaning, process, levels, importance of SBU's. 	3. Strategic Implementation – <ul style="list-style-type: none"> Models of strategy making Strategic Analysis, choice and implementation 	4. Strategic evaluation and control <ul style="list-style-type: none"> meaning, steps, of evolution criteria of control. 	<ul style="list-style-type: none"> Synergy as a component of strategy and its relevance in strategic management. 	
3	<ul style="list-style-type: none"> Strategic intent – Mission, vision, goals, objectives, plans. 2. Strategy formulation –	BCG matrix GE 9 cell , portar's five forces model, 7 'S framework.	<ul style="list-style-type: none"> Techniques of control. – quantitative and qualitative. 	Elementary concept of change management. <ul style="list-style-type: none"> Case study. 	 MANAGEMENT REPRESENTATIVE ISO 9001 : 2015 NAGINDAS KHANDWALA COLLEGE (AUTONOMOUS) MALAD (W), MUMBAI - 400 084

	<ul style="list-style-type: none"> Environmental analysis and scanning (SWOT) Corporate level strategies. 				
4	<ul style="list-style-type: none"> Business level strategies – cost leadership, 	<ul style="list-style-type: none"> Implementation – meaning, steps, importance. 	<ul style="list-style-type: none"> Synergy – concept, types, evaluation of synergy. 		
5	Differentiation, focus.				

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TERMWISE TEACHING PLAN

17-18-JUNE / D – TTP-SFC /BMS/PTRI/06

Academic Year: 2017-18

Term: Sem. V

Department: BMS

Class: SYBMS(Finance)

Subject: Corporate finance

Name of the Faculty: R.N .Iyer

Week	Topics to be covered				
	June	July	August	September	October
1		Cost of Capital – Cost of Debt, Cost of Preference Shares, Cost of Equity Shares and Cost of Retained Earnings, Calculation of Weighted Cost of Capital.	Introduction to basics of Capital Budgeting (time value of money based methods) – NPV and IRR (Net Present Value and Internal Rate of Return)	Introduction to ownership securities– Ordinary Shares, Reference Shares, Creditor Ship Securities, Debtors and Bonds, Convertible Debentures, Concept of Private Placement of Securities.	
2	Introduction To Corporate Finance: Meaning, Principles of Corporate Finance, Significance of Corporate Finance	Cost of Capital – Cost of Debt, Cost of Preference Shares, Cost of Equity Shares and Cost of Retained Earnings, Calculation of Weighted Cost of Capital.	Introduction to basics of Capital Budgeting (time value of money based methods) – NPV and IRR (Net Present Value and Internal Rate of Return)	Public deposits and RBI regulations, Company deposits and SEBI regulations, Protection of depositors, RBI and public deposits with NBFC's. Foreign capital and collaborations, Foreign direct Investment (FDI)	
3	Amount of Capitalization, Over Capitalization and Under Capitalization, Fixed capital and Working Capital funds.	Introduction to Capital Structure theories, EBIT – EPS analysis for Capital Structure decision.	Importance of Risk and Return analysis in Corporate Finance	Emerging trends in FDI Global Depository Receipts, Policy development, Capital flows and Equity Debt.	<i>M Datta</i>

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				ef introduction & sources of short term Finance Bank Overdraft, Cash Credit, Factoring	
4	Introduction to concept of Leverage - Operating Leverage, Financial Leverage and Combined Leverage.	Introduction to Capital Structure theories, EBIT - EPS analysis for Capital Structure decision.	Importance of Risk and Return analysis in Corporate Finance		
5	Introduction to concept of Leverage - Operating Leverage, Financial Leverage and Combined Leverage.	Introduction to Time Value of Money - compounding and discounting			

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Date: 5/6/17

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TERMWISE TEACHING PLAN

17-18-JUNE/ D - TTP-SFC/ BMS/FTHR/07

Academic Year: 2017-18

Term: Sem III

Department: Self Finance

Class: SYBMS (FINANCE)

Subject: Basics of Financial Services

Name of the Faculty: Mr.G. Hanumantharao

Week	Topics to be covered				
	June	July	August	September	October
1		Commercial Banks, RBI And Development Banks : Concept of Commercial Banks- Functions, Investment Policy of Commercial Banks, Liquidity in Banks, Asset Structure of Commercial Banks	Insurance: Concept, Basic Characteristics of Insurance, Insurance Company Operations	Mutual Funds: Concept of Mutual Funds, Growth of Mutual Funds in India, Features and Importance of Mutual Fund	
2	Financial System: An overview of Financial System, Financial Markets, Structure of Financial Market (Organized and Unorganized Market), Components of Financial System	Non-Performing Assets, Interest Rate reforms, Capital Adequacy Norms	Principles of Insurance, Reinsurance, Purpose And Need Of Insurance	Mutual Fund Schemes, Money Market Mutual Funds, Private Sector Mutual Funds	
3	Regulatory Framework of Indian Financial System	Reserve Bank of India-Organisation & Management, Role And Functions	Different Kinds of Life Insurance Products	Evaluation of the Performance Of Mutual Funds, Functioning of Mutual Funds In India.	
4	Overview of SEBI and RBI-Role and Importance as regulators	Development Banks-Characteristics of Development Banks, Need And Emergence of Development Financial Institutions In India, Function of Development Banks.	Basic Idea About Fire And Marine Insurance and Bancassurance	-----	
5	Major Financial Intermediaries, Financial Products, Function of Financial System	-----	-----	-----	

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17-18- JUNE/ D – TTP- SFC/BMS/FTMM/08

Academic Year: 2017-18
Department: SFC - BMS

Term: Sem. III
Class: SYBMS (Marketing)

Subject: Consumer Behaviour
Name of the Faculty: Meha Mandawewala

Week	Topics to be covered				
	June	July	August	September	October
1		<ul style="list-style-type: none"> Unit II: Consumer needs and Motivation 	<ul style="list-style-type: none"> Unit III: Family influence on buying behaviour 	<ul style="list-style-type: none"> Unit IV: Decision making models 	
2	<ul style="list-style-type: none"> Introduction Unit I: Meaning, Importance and Features of consumer behavior 	<ul style="list-style-type: none"> Personality 	<ul style="list-style-type: none"> Social class and influence 	<ul style="list-style-type: none"> Diffusion of innovation 	
3	<ul style="list-style-type: none"> Types of consumers Profile of consumers 	<ul style="list-style-type: none"> Self-concept Perception 	<ul style="list-style-type: none"> Group dynamics Opinion leaders 	<ul style="list-style-type: none"> E-Buying 	
4	<ul style="list-style-type: none"> Consumer involvement Application in marketing 	<ul style="list-style-type: none"> Learning Attitude 	<ul style="list-style-type: none"> Cultural influence and Values 		
5	<ul style="list-style-type: none"> Consumer decision making process and its determinants 				

Remarks by H.O.D.:

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Meha

Date: 12th June 2017

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17-18-JUNE/ D – TTP- SFC/BMS/FTMM/09

Academic Year: 2017-18

Term: Sem. III

Department: B.M.S

Class: SYBMS - B

Subject: Product Innovations Management

Name of the Faculty: Dr. Mona Mehta

Week	June	July	August	September
1		Traits of innovative organization; Factors influencing organizational design and Size decision.	3. Product innovations, Process Innovations and Innovations Diffusion • Introduction to product innovations Types of new products; Technology strategy for product innovation	4. New Product Development Strategy • New Product Development and Product specifications Concept of new product development, specifications: Establishment of specifications, Establishing Target specifications; Setting the final specifications
2	1. Innovations Management • Introduction -Innovations Management Innovations: Concept; Features; Types of Innovations; Innovations management; Features of Innovations Management; Significance of innovations; Principles of innovations.	• Strategizing Innovations Introduction; Innovations as a strategy component; Developing innovation strategy; Innovation strategies; Market standing based strategies	New product development process; Packaging innovations; Positioning innovations; New product failures; Cases of Innovating companies	• Concept Generation, Selection and Testing 5 step methods of concept generation, Methods for selecting a concept; Benefits of choosing a structured method; Concept screening; Concept scoring, 7- Test method of concept testing.

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3	<ul style="list-style-type: none"> • Thinking Tools for Innovations <p>Left and right brain thinking; Creative thinking; Traditional V/S Creative thinking; Intuition; Introduction to creativity; Process of creativity; Creativity methods.</p>	<ul style="list-style-type: none"> • Managing Innovations Functions <p>Introduction; Style at the top; Planning; Organizing; Staffing; Controlling; Characteristics of good management</p>	<ul style="list-style-type: none"> • Process Innovations <p>Introduction; Concept of Process; Features of process; Types of process innovations; Process Management; Process improvement methods; Business process reengineering; Benchmarking.</p>	<ul style="list-style-type: none"> • Product testing <p>Introduction, Purpose of product testing; Overriding concerns of product testing;</p>
4	<ul style="list-style-type: none"> • Legal Aspects of innovations <p>Safeguarding innovations; Concept of Intellectual Property Rights; Patents; Patenting trends; trademarks; Industrial designs; Copyrights ;Trade secrets.</p>	<ul style="list-style-type: none"> • Climate and culture for innovations <p>Introduction; Need for creative organizations; Characteristics of creative organizations; Creating creative organizations – 7s framework; Fostering innovations climate and culture</p>	<ul style="list-style-type: none"> • Innovations Diffusion <p>Introduction; Concept of diffusion and adoption; Impact of innovations; Diffusion as an integral part of innovation strategy; Innovations diffusion theories; Factors influencing diffusion strategy; Internalization of innovations.</p>	
5	<p>2. Managerial Aspects of Innovations functions</p> <ul style="list-style-type: none"> • Organizing for Innovations <p>Introduction; Concepts; Organizational theories and structures.</p>			

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17-18-JUNE / D - TTP-SFC /BMS/PTSB / 01



Academic Year: 2017-18

Term: Sem. V

Department: BMS Class: TYBMS (A&B) Subject: Logistics and Supply Chain Management Name of the Faculty: Satish Bendre

Topics to be covered					
Week	June	July	August	September	October
1		Elements of Logistics Mix, Transportation, Introduction, Principals and participation in Transportation, Transport Functionality, Factors Railways, Roadways, Airways, Waterways, Rope ways, Pipeline, Infrastructure, Intermodal Transport.	Inventory Management: Meaning, Objectives, Functions and Importance. Techniques of Inventory Management. Numerical EOQ and Reorder Levels.	Information Technology in Logistics, Information, Objective and Role in Management, Logistics Information Systems, Types, Functionality. Infrastructure.	
2.	a) Introduction to logistic Management process Logistics, Outbound Logistics, Logistical Competency, Integrated Logistics, Reverse Logistics, and Green Logistics. Objectives, importance, Scope, Functional, changing Environment	Warehousing: Introduction, Warehouse functionality, Benefits, types. Factors. Material Handling Meaning, objectives, Principals of Material Handling, Systems of Material Handling, equipment used for Material Handling	Logistic Costing, Meaning, Total Cost approach. Activity based Costing, Performance based Costing. Performance Measurement and Supply Chain: Meaning,	Modern Logistic Infrastructure, Golden Quadrilateral, dedicated water Corridor, Inland container depots, Container Freight Stations, Maritime logistics, Unit Trains. Logistics outsourcing, Meaning, Objective, benefits advantage. Third party logistic provider. Fourth party logistic provider, Drawbacks of outsourcing,	

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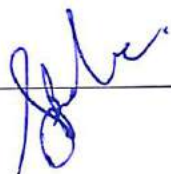
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3.	Introduction to supply chain Management. Meaning, Objectives, Functions, Participants, Role of Logistics in supply chain , comparison between supply chain and logistics, Channel Management and Channel Integration.	Factors effecting Material equipment's. Packaging, introduction, Objectives and Function/Benefits of Packaging ,	Objectives of Performance Management, Types , Dimensions and Characteristics of ideal measurement systems.	selection of Logistic service provider. Outsourcing value proposition. Logistics in the Global Environment. Managing the global supply chain, Global Logistic trends, Global issues, Challenges in logistic and supply chain Management.	
4	Customer Service, Meaning of customer service , objective, elements, levels of customer service ,rights of customers	Design considerations in Packaging. Types of Packaging Material, Packaging Costs.	Logistic network analysis. Meaning, Importance, Objective and Scope, RORO/LASH	-	
5	Demand Forecasting, Meaning, objectives, approaches to forecasting, Forecasting Methods , Forecasting techniques,.			-	

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17-18-JUNE / D – TTP-SFC /BMS/FTSJ/02

Academic Year: 2017-18

Term: Sem. V

Department: BMS

Class: TYBMS (A&B)

Subject :Ethics and Governance

Name of the Faculty: Swapna Joshi

Week	Topics to be covered				
	June	July	August	September	October
1	-	Corporate crimes, Indian corporate scams, role of SEBI c) Ethics in human resource management- <ul style="list-style-type: none"> Workplace ethics, guidelines, importance of employee code of conduct, ethical leadership 	<ul style="list-style-type: none"> Case study on CG 4. Corporate social responsibility – <ul style="list-style-type: none"> Meaning of CSR , evolution, types Aspects of CSR 	<ul style="list-style-type: none"> Changing expectations of society towards CSR Future of CSR 	
2	1.Introduction to ethics and business ethics- a) Ethics – concept, evolution, nature – personal, professional, and managerial. <ul style="list-style-type: none"> Importance , objectives, scope, types. 	3. corporate governance- <ul style="list-style-type: none"> Concept, history, need Principles, benefits, issues in CG 	<ul style="list-style-type: none"> Responsibility, accountability and sustainability of CSR Principles and strategies of CSR 	<ul style="list-style-type: none"> CSR pyramid Case study on CSR and overall topics 	
	B) Business ethics – <ul style="list-style-type: none"> Meaning , objectives, purpose, ethics and society, role of Govt. 	<ul style="list-style-type: none"> Theories of CG 	<ul style="list-style-type: none"> Issues in CSR social accountability 	Last years paper discussion.-	<p align="right"><i>M Datta</i></p> <p>MANAGEMENT REPRESENTATIVE ISO 9001 : 2015 NAGINDAS KHANDWALA COLLEGE (AUTONOMUS) MALAD (W), MUMBAI - 400 084</p>

	<ul style="list-style-type: none"> Principles of BE, 3 C's of BE Myths Ethical performance. 				
4	2. Ethics in marketing, Finance and HRM a) Ethics in marketing – ethical issues in marketing mix, unethical marketing practices, ethical dilemma in marketing, unethical advertisement.	<ul style="list-style-type: none"> Emerging trends in CG, CG Models, insider trading 	<ul style="list-style-type: none"> Tata group's CSR rating framework Sachar committee report 	-	
5	a) Ethics in finance – unethical issues in financial services, legal issues, balancing act and whistle blower, ethics in taxation,		<ul style="list-style-type: none"> Ethical issues in International Business Practices. Recent guidelines in CSR. 	-	

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17-18-JUNE / D - TTP-SFC /BMS/PTRI / 03

Academic Year: 2017-18

Term: Sem. V

Department: BMS Class: TYBMS(Finance) Subject: Investment Analysis and portfolio Management Name of the Faculty: Prof. R.N.Iyer

Week	Topics to be covered				
	June	July	August	September	October
1		Risk Return Relationship: Measuring, types of risk-systematic and unsystematic risk	Portfolio strategy mix. Security Analysis: Fundamental Analysis, Economic, industry, company, technical Analysis Basic principles of technical Analysis	Capital Asset pricing model: Assumptions, of CAPM, CAPM Equation	
2	Unit 1: Introduction to investment Environment-process, Criteria, Investment Vs Speculation Vs Gambling, Factors in investment Alternatives	Measurement of Beta, Standard Deviation Variance	Uses of charts: Line Chart, Bar chart, Candlestick Chart, Mathematical indicators;	Capital market line, Security market line Portfolio performance measurement: Meaning of portfolio Evaluation	
3	Capital market in India- concepts, role and Functions, stocks	Reduction of Risk through Diversification, practical problems, Variance and Beta	Moving Averages, Oscillators, Theories: Dow Jones Theory, Elliot Wave, Theory	Sharpe's Ratio (Basic problems), Treynor's Ratio, Jensen's Differential Returns (Basic problems)	
5.	Small cap, large cap, midcap and penny stocks				

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Sign.: *R.N.Iyer*



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Academic Year: 2017-18

Term: Sem. V


17-18-JUNE/ D – TTP-SFC/BMS/FTSK /04

Department: BMS Class: TYBMS (Finance)

Subject: **Commodity and Derivatives Market**

Name of the Faculty: Surabhi Kapadia

Week	Topics to be covered				
	June	July	August	September	October
1		Unit 2: Futures and Hedging Basis and Basis Risk, Pricing of Futures Contract, Cost of carry model	Unit 2: Hedging Reverse Cash and Carry Arbitrage, Pay off charts & Diagrams for future contract, Perfect and Imperfect Hedge	Unit 4: Trading, Clearing & Settlement in Derivatives Market Types of orders, Clearing Mechanisms –NSCCL- Its objectives and Functions Settlement mechanism- Types of Settlement	
2	Unit 1: Introduction to commodities Market: Meaning, History & Origin, Types of Commodities traded, Structure of Commodities Market In India,	Unit 2: Hedging Speculation and Arbitrage using futures, Long Hedge & Short Hedge, Cash and Carry Arbitrage	Unit 3: Options and Option Pricing Models Pay off charts & Diagrams for options contract, Basic Understanding of option strategies	Unit 4: Types of Risks: Value at risk, Methods of Calculating VaR, Risk management and Measures, Types of Margins, SPAN Margin	
3	Unit 1: Commodity Exchanges In India & Abroad, Reasons for investing in commodities, An introduction to	Unit 3: Options and Option Pricing Models	Unit 3: Option Pricing Model Binomial Option Pricing	Case Study Solutions	


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	Derivatives market, Meaning , History & Origin Elements of a derivative contract, Factors driving growth of derivatives contract	Options Contract Specifications, Terminologies			
4	Unit 1: Introduction to commodities Market: Factors Driving growth of derivatives market, Types of Derivatives , Types of Underlying Assets, Participants in derivatives Market, Advantages & Disadvantages of trading in derivatives market, Current Volume	Unit 3: Options and Option Pricing Models Call and Put Options , Difference Between futures and options , Trading of options	Unit 3: Option Pricing Model Black Scholes Option Pricing Model		
5	Unit 1: Introduction to commodities Market: Difference between Forward & Futures, Unit 2: Futures and Hedging Future: Future Contract Specification, Terminologies, Concept or convergence, Relationship between Futures and Price & Expected Spot Price	Unit 3: Options and Option Pricing Models Valuation of options contract, factors affecting option premium	Unit 4: Trading , Clearing & Settlement in Derivatives Market Meaning and concept, SEBI Guidelines , Trading mechanism		

Remarks by H.O.D.:

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Date: 5/6/17

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TERMWISE TEACHING PLAN

17-18- JUNE/ D – TTP-SFC/BMS/FTGH/05

Academic Year: 2017-18

Term: Sem III

Department: Self Finance

Class: TYBMS (FINANCE)

Subject: Wealth Management

Name of the Faculty: Mr. G. Hanumantharao

Week	Topics to be covered				
	June	July	August	September	October
1		Insurance Planning: Meaning, Basic Principles of Insurance, Functions and Characteristics of Insurance, Rights and Responsibilities of Insurer and Insured	Financial Mathematics: Calculation of Returns (CAGR, Post-tax Returns etc.), Total Assets, Net Worth Calculations, Financial Ratios	Retirement Planning: Understanding of different Salary Components, Introduction to Retirement Planning, Purpose & Need	
2	Introduction To Wealth Management: Meaning of WM, Scope of WM, Components of WM, Process of WM, WM Needs & Expectation of Clients, Code of Ethics for Wealth Manager	Types of life Insurance Policies, Types of General Insurance Policies, Health Insurance – Mediclaim	Tax and Estate Planning: Tax Planning Concepts, Assessment Year, Financial Year, Income Tax Slabs	Life Cycle Planning, Financial Objectives in Retirement Planning, Wealth Creation (Factors and Principles),	
3	Life Cycle Management	Calculation of Human Life Value - Belth Method/CPT. Investment Planning, Types of Investment Risk	TDS, Advance Tax, LTCG, STCG, Carry Forward & Set-off, Estate Planning Concepts	Retirement (Evaluation & Planning), Pre & Post-Retirement Strategies - Tax Treatment. Income Streams & Tax Savings Schemes: • Pension Schemes, Annuities- Types of Annuities,	
4	Personal Financial Statement Analysis: Financial Literacy, Financial Goals and Planning, Cash Flow Analysis, Building Financial Plans	Risk Profiling of Investors & Asset Allocation (Life Cycle Model), Asset Allocation Strategies(Strategic, Tactical, Life-Cycle based), Goal-based Financial Planning, Active & Passive Investment Strategies	Types of Will – Requirements of a Valid Will– Trust – Deductions - Exemptions for Retirement Planning/ Income Streams	-----	
5	Economic Environment Analysis: Interest Rate, Yield Curves, Real Return, Key Indicators-Leading, Lagging, Concurrent	-----	-----	-----	-----

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Date: 5/6/17

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17-18-JUNE/ D – TTP-SFC/BMS/FTKP /06

Academic Year: 2017-18

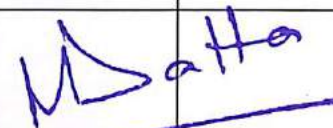
Term: Sem V /

Department: Self Finance

Class: TYBMS(Finance)

Subject: Strategic Financial Management

Name of the Faculty: Kinjal Pandya

Week	Topics to be covered				
	June	July	August	September	October
1	-	<u>Unit 2</u> CB – Practical problems	<u>Unit 3</u> SV & CG - theories of CG and practices of CG in India	<u>Unit 4</u> FMBC - Capital adequacy norms, rebate and treatment of advances	
2	<u>Unit 1 - Dividend Decision and XBRL</u> Dividend decision – Meaning, forms, types of dividend policy, factors determining dividend policy	<u>Unit 2</u> CR – Meaning, Advantages, disadvantages and practical problems	<u>Unit 3</u> CR – Meaning, Types, Limitation, determination of firms value	<u>Unit 4</u> WCF – Maximum permissible finance, cost of issuing commercial paper & trade credit	
3	<u>Unit 1</u> Dividend decision – MM approach, Walter Model, Gordon's Model XBRL – Introduction, meaning, advantages and disadvantages, users	<u>Unit 2</u> CR – Practical problems	<u>Unit 3</u> CR – Effect of Merger on EPS & MPS (pre-merger & post-merger)	<u>Unit 4</u> Matching Approach, aggressive approach and Conservative approach	
4	<u>Unit 2– Capital Budgeting (CB) & Capital Rationing (CR)</u> CB – Risk & uncertainty in CB, Risk adjusted cut off rate, CE approach, Sensitivity technique	<u>Unit 3– Shareholders Value (SV) & Corporate Governance (CG)/ Corporate Restructuring (CR)</u> SV & CG - Financial Strategy and Goals, EVA & MVA approach (including practical problems)	<u>Unit 4 – Financial Management in Banking Sector (FMBC) & Working Capital financing (WCF)</u> FMBC – Introduction, classification, NPA and provisioning, classes of advances	 MANAGEMENT REPRESENTATIVE ISO 9001 : 2015 NAGINDAS KHANDWALA COLLEGE (AUTONOMOUS) MALAD (W), MUMBAI - 400 084	

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5	<u>Unit 2- Capital Budgeting (CB) & Capital Rationing (CR)</u> CB – probability technique, S.D & Co-efficient of variation, Decision tree analysis & construction of decision tree	-	-		
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TERMWISE TEACHING PLAN

17-18- JUNE/ D – TTP- SFC / BMS/FTGD 107

Academic Year: 2017-18
Department: Self Finance

Term: Sem V
Class: TYBMS(Marketing) Subject: Service Marketing

Name of the Faculty: Gargi Dubey

Week	Topics to be covered				
	June	July	August	September	October
1		Service marketing mix,- product, price , place, Distribution, people, physical evidence, process	Presentations , Global strategies	Sectors of service: Hotel industry, Tourism	
2	Service Marketing : Introduction, Characteristics, Challenges in service market, obstacles	Service marketing mix	Presentations – Transnational strategy	Education and healthcare sector	
3	Classification, Goods Vs Service marketing, positioning and segmentation	Benchmarking , measuring service quality, productivity	Transnational strategy	Banking and insurance, IT and Entertainment	
4	Consumer behavior, Types of contact	Service Quality – Gap model, Servqual	Ethics in service marketing- meaning, importance, unethical practices in service		
5	Demand and supply of service, Branding of service		-		

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Date: 5/6/17 None

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17-18- JUNE/ D – TTP-SFC/BMS/FTMM *To 8*

Academic Year: 2017-18

Term: Sem. V

Department: SFC - BMS

Class: TYBMS (Marketing)

Subject: E-Commerce and Digital Marketing
 Name of the Faculty: Meha Mandawewala

Week	Topics to be covered				
	June	July	August	September	October
1		<ul style="list-style-type: none"> • Concepts in E-Business 	<ul style="list-style-type: none"> • Unit III: Issues relating to privacy and security • Transaction Security 	<ul style="list-style-type: none"> • Unit IV: Digital Marketing • Social Media platforms • Online advertisements, marketing research, PR 	
2	<ul style="list-style-type: none"> • Introduction • Unit I: E-commerce 	<ul style="list-style-type: none"> • Bricks and Clicks model 	<ul style="list-style-type: none"> • Electronic Payment Systems 	<ul style="list-style-type: none"> • Various activities of digital marketing 	
3	<ul style="list-style-type: none"> • E-Commerce Environmental factors 	<ul style="list-style-type: none"> • EDI 	<ul style="list-style-type: none"> • Payment Gateway 	<ul style="list-style-type: none"> • Web analytics • Web traffic • Latest developments 	
4	<ul style="list-style-type: none"> • Trends in E-Commerce 	<ul style="list-style-type: none"> • Websites 	<ul style="list-style-type: none"> • E-commerce Laws 		
5	<ul style="list-style-type: none"> • Unit II: E-Business 				

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17-18- JUNE/ D – TTP-SFC/BMS/FTMM / 09

Academic Year: 2017-18

Term: Sem. V

Department: B.M.S

Class: TYBMS

Subject: Sales & Distribution Management

Name of the Faculty: Dr. Mona Mehta

Week	June	July	August	September
1		Types of Sales Quotas – Value Quota, Volume Quota, Activity Quota, Combination Quota Factors Determining Fixation of Sales Quota	3) Management of Distribution Channel – Meaning & Need Channel Partners- Wholesalers, Distributors and Retailers & their Functions in Distribution Channel Difference Between a Distributor and a Wholesaler	Sales Performance Evaluation Criteria- Key Result Areas (KRAs) Sales Performance Review Sales Management Audit
2	1a) Sales Management: • Meaning, Role of Sales Department Evolution of Sales Management Interface of Sales with Other Management Functions • Qualities of a Sales Manager	Assigning Territories to Salespeople b) Selling: • Process of Selling Methods of Closing a Sale, Reasons for Unsuccessful Closing	Choice of Distribution System – Intensive, Selective, Exclusive • Factors Affecting Distribution Strategy – Locational Demand, Product Characteristics, Pricing Policy, Speed or Efficiency, Distribution Cost Factors Affecting Effective Management Of Distribution Channels, Channel Design, Channel Policy Channel Conflicts: Meaning, Types – Vertical, Horizontal,	b) Measuring Distribution Channel Performance: • Evaluating Channels- Effectiveness, Efficiency and Equity • Control of Channel – Instruments of Control – Contract or Agreement, Budgets and Reports, Distribution Audit

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			Multichannel, Reasons for Channel Conflict	
3	Sales Management: Meaning, Developments in Sales Management-Effectiveness to Efficiency, Multidisciplinary Approach, Internal Marketing, Increased Use of Internet, CRM, Professionalism in Selling	Theories of Selling – Stimulus Response Theory, Product Orientation Theory, Need Satisfaction Theory	Resolution of Conflicts: Methods – Kenneth Thomas’s Five Styles of Conflict Resolution Motivating Channel Members Selecting Channel Partners Evaluating Channels Channel Control	<ul style="list-style-type: none"> • Control of Channel – Instruments of Control – Contract or Agreement, Budgets and Reports, Distribution Audit c) Ethics in Sales Management d) New Trends in Sales and Distribution Management
4	Structure of Sales Organization – Functional, Product Based, Market Based, Territory Based, Combination or Hybrid Structure b) Distribution Management: • Meaning, Importance, Role of Distribution, Role of Intermediaries	Selling Skills – Communication Skill, Listening Skill, Trust Building Skill, Negotiation Skill, Problem Solving Skill, Conflict Management Skill Selling Strategies – Softsell Vs. Hardsell Strategy, Client Centered Strategy, Product-Price Strategy, Win-Win Strategy, Negotiation Strategy	4a) Evaluation & Control of Sales Performance: • Sales Performance – Meaning • Methods of Supervision and Control of Sales Force	
5	Evolution of Distribution Channels. c) Integration of Marketing, Sales and Distribution 2a) Market Analysis: Market Analysis and Sales Forecasting, Methods of Sales Forecasting			

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Date: 5/6/17

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TERMWISE TEACHING PLAN

17-18-JUNE/ D – TTP-SFC/BMS/FTSD /10,



Academic Year: 2017-18

Term: Sem. V

Department: SFC

Class: TYBMS

Subject: Customer Relationship Management.

Name of the Faculty: Sheetal Desai.

Week	Topics to be covered				
	June	July	August	September	October
1		Module-III CRM Strategy- a. Understanding customers. b. objectives of CRM strategy.	Module- IV CRM New Horizons. a. E-CRM	e. Ethical issues in CRM.	
2	Module-I Introduction to CRM a. Concept, evolution, benefits & components. b. Relationship Marketing & CRM. c. Relationship challenges.	c. Planning & implementation of CRM.	b. Software App for customer service.	f. CRM- trends, challenges & opportunities.	
3	Module-II CRM Marketing Initiatives, Customer service & Data management. a. CRM & Marketing Initiatives	d. CRM implementation- steps.	c. Social Networking & CRM.	Revision.	
4	b. CRM & Customer Service.	e. CRM Evaluation.	d. Mobile CRM.		
5	c. CRM & Data Management.				

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Date: 5/6/17

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TERMWISE TEACHING PLAN

17-18-^{Nov} / D - TTP- SFC / BMS / PTRB/01

Academic Year: 2017-18

Term: Sem. II

Department: SFC-BMS

Class : FYBMS-A

Subject : Business Communications

Name of the Faculty: Rajat Bandopadhyay

Week	Topics to be covered				
	November	December	January	February	March
1	-----	Committee Meeting, Group Dynamics. Drafting of Agenda, Notices and Resolutions	Module 2- Business Correspondence : Trade Letters, Promotional Letters,	Report writing, types of reports.	Question bank and answer bank discussions
2	Module 1- Presentation Skills: Introduction, Principles of effective presentation, Use of OHP,	Meaning and importance of Conference and organizing a Conference	Fliers, Leaflets Group Assignments	Summarization and profiling	-----
3	Use of Transparencies, how to create a Power Point Presentation	-----	Basics of Writing, Report writing and its types	Practical assignments based on writing	-----
4	Module 2-Group Communication: Introduction to Interview and its types, Selection, Appraisal and Exit Interview etc, Mock Interview practice	Public relations, Function of PR Department, External and Internal PR	Module 4-Language and writing skills: Grievance Letters, RTI Filing	Assignments and activities submissions, revision	----- <i>M. Datta</i>
5	Group Discussion, Need and importance of Meetings	-----	Letters of Enquiry, Claims and Adjustments	-----	----- MANAGEMENT REPRESENTATIVE ISO 9001 : 2015 NAGINDAS KHANDWALA COLLEGE (AUTONOMOUS) MALAD (W), MUMBAI - 400 084

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TERMWISE TEACHING PLAN

17-18-^{Nov} / D - TTP- SFC / BMS / PTR B/02

Academic Year: 2017-18

Term: Sem. II

Department: SFC-BMS

Class : FYBMS-B

Subject : Business Communications

Name of the Faculty: Rajat Bandopadhyay

Week	Topics to be covered				
	November	December	January	February	March
1	-----	Committee Meeting, Group Dynamics. Drafting of Agenda, Notices and Resolutions	Module 2- Business Correspondence : Trade Letters, Promotional Letters,	Report writing, types of reports.	Question bank and answer bank discussions
2	Module 1- Presentation Skills: Introduction, Principles of effective presentation, Use of OHP,	Meaning and importance of Conference and organizing a Conference	Fliers, Leaflets Group Assignments	Summarization and profiling	-----
3	Use of Transparencies, how to create a Power Point Presentation	-----	Basics of Writing, Report writing and its types	Practical assignments based on writing	-----
4	Module 2-Group Communication: Introduction to Interview and its types, Selection, Appraisal and Exit Interview etc, Mock Interview practice	Public relations, Function of PR Department, External and Internal PR	Module 4-Language and writing skills: Grievance Letters, RTI Filing	Assignments and activities submissions, revision	-----

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5	Group Discussion, Need and importance of Meetings	-----	Letters of Enquiry, Claims and Adjustments	-----	-----
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Date : 18/12/17

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17-18-^{NOV}D - TTP- SFC BMS FTNS/03

Academic Year: 2017-18

Term: Sem. II

Department: SFC-BMS

Class : FYBMS A

Subject : Foundation Course-2

Name of the Faculty: Ninoshka D'Silva


Week	Topics to be covered				
	November	December	January	February	March
1	-----	Module 2- Human Rights Concept of Human Rights; origin and evolution of the concept	Environment as natural capital and connection to quality of human life; Environmental Degradation-causes and impact on human life	Types of conflicts and use of coping mechanisms for managing individual stress	REVISION
2	Module 1- Globalisation & Indian Society Understanding the concepts of liberalization, privatization and globalization	The Universal Declaration of Human Rights; Human Rights constituents with special reference to Fundamental Rights stated in the Constitution	Sustainable development-concept and components; poverty and environment	Maslow's theory of self-actualisation; Different methods of responding to conflicts in society	-----
3	Growth of information technology and communication and its impact manifested in everyday life	Module 3- Ecology Importance of Environment Studies in the current developmental context; Understanding concepts of Environment, Ecology and their interconnectedness	Module 4- Understanding Stress and Conflict and managing it in contemporary society Causes of stress and conflict in individuals and society; Agents of	Conflict resolution and efforts towards building peace and harmony in society	-----

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			socialization and the role played by them in developing the individual	
4	Impact of globalization on industry: changes in employment and increasing migration		Significance of values, ethics and prejudices in developing the individual; Stereotyping and prejudice as significant factors in causing conflicts in society	REVISION
5	Changes in agrarian sector due to globalization; rise in corporate farming and increase in farmers' suicides.		Aggression and violence as the public expression of conflict.	

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Date : 25/11/17 New autonomy.

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TERMWISE TEACHING PLAN

17-18-~~Nov~~ D - TTP-SFC BMSI FTND/04

Academic Year: 2017-18

Term: Sem. II

Department: SFC-BMS

Class : FYBMS B

Subject : Foundation Course-2

Name of the Faculty: Ninoshka D'Silva

Week	Topics to be covered				
	November	December	January	February	March
1	-----	Module 2- Human Rights Concept of Human Rights; origin and evolution of the concept	Environment as natural capital and connection to quality of human life; Environmental Degradation-causes and impact on human life	Types of conflicts and use of coping mechanisms for managing individual stress	REVISION
2	Module 1- Globalisation & Indian Society Understanding the concepts of liberalization, privatization and globalization	The Universal Declaration of Human Rights; Human Rights constituents with special reference to Fundamental Rights stated in the Constitution	Sustainable development-concept and components; poverty and environment	Maslow's theory of self-actualisation; Different methods of responding to conflicts in society	-----
3	Growth of information technology and communication and its impact manifested in everyday life	Module 3- Ecology Importance of Environment Studies in the current developmental context; Understanding concepts of Environment, Ecology and their interconnectedness	Module 4- Understanding Stress and Conflict and managing it in contemporary society Causes of stress and conflict in individuals and society; Agents of	Conflict resolution and efforts towards building peace and harmony in society	-----

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			socialization and the role played by them in developing the individual		
4	Impact of globalization on industry: changes in employment and increasing migration	-----	Significance of values, ethics and prejudices in developing the individual; Stereotyping and prejudice as significant factors in causing conflicts in society	REVISION	-----
5	Changes in agrarian sector due to globalization; rise in corporate farming and increase in farmers' suicides.	-----	Aggression and violence as the public expression of conflict.	-----	-----

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Date : 25/11/17 Mou

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17-18-~~Nov~~ D - TTP-SFC/BMS/DTSR/05

Academic Year: 2017-18

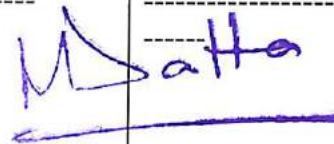
Term: Sem. II

Department: BMS

Class : FY BMS A

Subject : Business Environment

Name of the Faculty: Suvasini Rai

Week	Topics to be covered				
	November	December	January	February	March
1	----- -----	External Environment: Firm, customers, suppliers, distributors, Competitors, society.	Economic Envnt: Economic system & policies. Capitalism, Socialism & Mixed Economy.	Competitive Environment: Meaning, Michael Porter's Five Forces Analysis, Competitive Strategies.	Challenges and investment opportunities for Intnall Business for Indian Industry.
2	Business: Meaning, Definition, Nature & Scope, Types of orgns	Introduction to Macro Components : Demographic, Natural, Political, legal, etc	Impact of business on Private sector, Public sector and joint sector.	International Environment- GATT And WTO : Functions	----- -----
3	Business Environment: Meaning, Characteristics, Scope, Significance, Components	Political Institutions: Legislature, Executive, Judiciary, Role of Govt in business, Legal framework	Sun-rise sectors of India Economy. Challenges of Indian economy.	Globalization: Meaning, Nature, features and stages, Foreign Market entry strategies, LPG model.	----- -----
4	Micro and Macro Envnt: Definition, Differentiation, Analysis of business Envnt, SWOT Analysis.	----- --	Social and Cultural Envnt: Nature, Traditional Value, social Audit, Meaning and Importance of CGSR.	MNCs: Definition, meaning, merits, demerits, MNCs in India. FDI operations in India.	----- -----
5	Internal Envnt : Value system, Mission, Structure Objective, Resources, Image, Brand Equity.	----- --	Technological environment: Features, impact of technology on Business.	----- 	----- -----

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17-18-~~NOV~~ D - TTP-SFC/BMS/PTSR/06

Academic Year: 2017-18

Term: Sem. II

Department: BMS

Class : FY BMS B

Subject : Business Environment

Name of the Faculty: Suvasini Rai

Week	Topics to be covered				
	November	December	January	February	March
1	----- -----	External Environment: Firm, customers, suppliers, distributors, Competitors, society.	Economic Envnt: Economic system & policies. Capitalism, Socialism & Mixed Economy.	Competitive Environment: Meaning, Michael Porter's Five Forces Analysis, Competitive Strategies.	Challenges and investment opportunities for Intnall Business for Indian Industry.
2	Business: Meaning, Definition, Nature & Scope, Types of orgns	Introduction to Macro Components : Demographic, Natural, Political, legal, etc	Impact of business on Private sector, Public sector and joint sector.	International Environment- GATT And WTO : Functions	----- -----
3	Business Environment: Meaning, Characteristics, Scope, Significance, Components	Political Institutions: Legislature, Executive, Judiciary, Role of Govt in business, Legal framework	Sun-rise sectors of India Economy. Challenges of Indian economy.	Globalization: Meaning, Nature, features and stages, Foreign Market entry strategies, LPG model.	----- -----
4	Micro and Macro Envnt: Definition, Differentiation, Analysis of business Envnt, SWOT Analysis.	----- --	Social and Cultural Envnt: Nature, Traditional Value, social Audit, Meaning and Importance of CGSR.	MNCs: Definition, meaning, merits, demerits, MNCs in India. FDI operations in India.	----- -----

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system, Mission,
Structure Objective,
Resources, Image, Brand
Equity.

environment: Features,
impact of technology on
Business.

Remarks by H.O.D.: Syllabus as per
Date : 25/11/17 Mou autonomy

Sign. : Moushumi Datta

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TERMWISE TEACHING PLAN

17-18-~~NOV~~ D - TTP-SFC/BMS/FTGD/OF

Academic Year: 2017-18

Term: Sem. I

Department: SFC-BMS

Class : FYBMS A

Subject : Principles of marketing


Name of the Faculty: Gargi Dubey

Week	Topics to be covered				
	November	December	January	February	March
1	-----	Segmentation-meaning, importance, basis Positioning- meaning, strategies,	Marketing mix-meaning, elements Product- service, experience, New product development, strategies	Personal selling: Nature, role Direct marketing	Marketing strategies in digital age: E-Business, E-Markets Morter E-Marketers
2	Marketing: meaning, importance, 4 Ps of marketing,	Targeting- evaluating market, selecting market, choosing target market strategy	Branding strategy- Brand Equity, Pricing and Physical Distribution	Advertising- objectives, budget, strategy,	-----
3	Core concepts of marketing	MIS and consumer behavior	Presentation	Sales promotion, Public Relations	-----
4	Company orientation: production concept, product, selling, holistic marketing	-----	Presentation	Marketing Strategies in digital age	-----
5	Changing trends in Marketing place	-----	Personal selling: Nature, role Direct marketing	-----	-----

Issued by MR: Dr. Moushumi Datta


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Date : 25/11/2017 Now autonomy

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TERMWISE TEACHING PLAN

17-18^{NOV} - TTP-SFC/BMSI FTGD/08

Academic Year: 2017-18

Term: Sem. II

Department: SFC-BMS

Class : FYBMS B

Subject : Principles of marketing

Name of the Faculty: Gargi Dubey

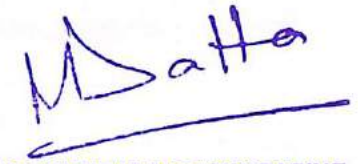
Week	Topics to be covered				
	November	December	January	February	March
1	-----	Segmentation-meaning, importance, basis Positioning- meaning, strategies,	Marketing mix-meaning, elements Product- service, experience, New product development, strategies	Personal selling: Nature, role Direct marketing	Marketing strategies in digital age: E-Business, E-Markets Morter E-Marketers
2	Marketing: meaning, importance, 4 Ps of marketing,	Targeting- evaluating market, selecting market, choosing target market strategy	Branding strategy- Brand Equity, Pricing and Physical Distribution	Advertising- objectives, budget, strategy,	-----
3	Core concepts of marketing	MIS and consumer behavior	Presentation	Sales promotion, Public Relations	-----
4	Company orientation: production concept, product, selling, holistic marketing	-----	Presentation	Marketing Strategies in digital age	-----
5	Changing trends in Marketing place	-----	Personal selling: Nature, role Direct marketing	-----	-----

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TERMWISE TEACHING PLAN

17-18-^{Nov}D - TTP-SFC/BMS/PTSC/109

Academic Year: 2017-18

Term: Sem. II

Department: SFC-BMS

Class : FYBMS A

Subject : Business Economics

Name of the Faculty: Shaileja Chakraborty

Week	Topics to be covered				
	November	December	January	February	March
1	-----	Demand function- nature of demand curve, meaning, significance, types	Survey and statistical methods	LAC and Learning curve, Break even Analysis	Cost orientation pricing methods, product pricing and transfer pricing
2	Scope, importance of BE, opportunity cost, incremental and marginal concepts	Measurement of elasticity of demand, relationship, demand estimation and forecasting	Production function: short run analysis production function, of returns of sale	Market structure: Perfect competition, short run and long run equilibrium	-----
3	Total, Average and Marginal relations, analysis, Demand and market supply	Demand forecasting: meaning, significance, methods	Economies and diseconomies of sale,	Monopolistic completion, debate over role of advertising,	-----
4	Shifts in demand and supply curve	-----	Cost concepts, accounting, economic cost,	Oligopolistic market: key attributes, collusive and non-collusive market	-----
5	Equilibrium price	-----	Implicit and explicit cost, cost output, relationship between short run and long run	-----	-----

Remarks by H.O.D.: Syllabus as per autonomy.

Sign. : SC

Date : 12/1/18 Mou

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TERMWISE TEACHING PLAN

17-18-^{Nov}D - TTP-SFC BMS/PTSC/10.

Academic Year: 2017-18

Term: Sem. II

Department: SFC-BMS

Class : FYBMS B

Subject : Business Economics

Name of the Faculty: Shaileja Chakraborty

Week	Topics to be covered				
	November	December	January	February	March
1	-----	Demand function- nature of demand curve, meaning, significance, types	Survey and statistical methods	LAC and Learning curve, Break even Analysis	Cost orientation pricing methods, product pricing and transfer pricing
2	Scope, importance of BE, opportunity cost, incremental and marginal concepts	Measurement of elasticity of demand, relationship, demand estimation and forecasting	Production function: short run analysis production function, of returns of sale	Market structure: Perfect competition, short run and long run equilibrium	-----
3	Total, Average and Marginal relations, analysis, Demand and market supply	Demand forecasting: meaning, significance, methods	Economies and diseconomies of sale,	Monopolistic completion, debate over role of advertising,	-----
4	Shifts in demand and supply curve	-----	Cost concepts, accounting, economic cost,	Oligopolistic market: key attributes, collusive and non-collusive market	-----
5	Equilibrium price	-----	Implicit and explicit cost, cost output, relationship between short run and long run	-----	-----

Remarks by H.O.D.: Syllabus as per autonomy

Sign.: SC

Date: 12/1/18. Mou
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TERMWISE TEACHING PLAN

17-18-NOV D - TTP-SFC/BMS/PTAs/11

Academic Year: 2017-18

Term: Sem. I / II / III / IV / V / VI

Department: FYBMS

Class : A

Subject : Industrial Law

Name of the Faculty: Aishwarya Sandeep

Week	Topics to be covered				
	November	December	January	February	March
1	-----	Different Authorities for Dispute Resolution under the Industrial Disputes Act	Workman Compensation Act, Introduction, The doctrine of Assumed Risk, The Doctrine of Common Employment, The doctrine of Contributory Negligence.	Employee State Insurance Act, Definition – Appropriate Government, Confinement, Contribution, Corporation, Dependant, Employment Injury, Contribution Period and Insured Person	Payment of Bonus Act – Definition, Payment of Bonus, Eligibility and Disqualification of Bonus, Adjustment and Deduction of Bonus, Calculation of Bonus. Payment of Gratuity Act- Definition , Applicability of the Act, modes and time limit of payment, nomination, compulsory insurance.
2		Strikes, Illegal Strike, essentials of a Strike, Retrenchment, lockout, layoff, Closure	Workman Comp Act. Definition, Wages, Workman Comp. Act - Employer's Liability for Compensation, Rules as to Compensation	. Employee Provident Fund – Definition, EPF Scheme, Deposit Linked Insurance Scheme, Employees Pension Scheme.	----- <i>M Datta</i>

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3		Requirement of a Retrenchment, closure, case law, Health, Safety and Welfare of Workers – Factories Act.	. Trade Union Act – Definition – Trade Union, features, registration, role. Presentation	Employee Provident Fund Act – Administration, Authorities, Determination of Dues	-----
4		-----	Trade Unions Act – Advantages, Legal Status, Finances and Funds, Presentation	Payment of Wages Act- Introduction, Applicability, Non Applicability, Objectives, Authorised Deduction, Definition	-----
5	Definition – Industrial Dispute, Industry, Appropriate Government.	-----	Trade Unions Act – Obligation, Rights and Liability, Offences, Cognizance	-----	-----

Remarks by H.O.D.: Syllabus as per autonomy

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TERMWISE TEACHING PLAN

17-18-NOV D - TTP-Sect Bmsy P TAs/12

Academic Year: 2017-18

Term: Sem. : I / II / III / IV / V / VI

Department: FYBMS

Class : B

Subject : Industrial Law

Name of the Faculty: Aishwarya Sandeep

Week	Topics to be covered				
	November	December	January	February	March
1	-----	Different Authorities for Dispute Resolution under the Industrial Disputes Act	Workman Compensation Act, Introduction, The doctrine of Assumed Risk, The Doctrine of Common Employment, The doctrine of Contributory Negligence.	Employee State Insurance Act, Definition – Appropriate Government, Confinement, Contribution, Corporation, Dependant, Employment Injury, Contribution Period and Insured Person	Payment of Bonus Act – Definition, Payment of Bonus, Eligibility and Disqualification of Bonus, Adjustment and Deduction of Bonus, Calculation of Bonus. Payment of Gratuity Act- Definition , Applicability of the Act, modes and time limit of payment, nomination, compulsory insurance.
2		Strikes, Illegal Strike, essentials of a Strike, Retrenchment, lockout, layoff, Closure	Workman Comp Act. Definition, Wages, Workman Comp. Act - Employer's Liability for Compensation, Rules as to Compensation	. Employee Provident Fund – Definition, EPF Scheme, Deposit Linked Insurance Scheme, Employees Pension Scheme.	----- <i>M Datta</i>

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3		Requirement of a Retrenchment, closure, case law, Health, Safety and Welfare of Workers – Factories Act.	. Trade Union Act – Definition – Trade Union, features, registration, role. Presentation	Employee Provident Fund Act – Administration, Authorities, Determination of Dues	-----
4		-----	Trade Unions Act – Advantages, Legal Status, Finances and Funds, Presentation	Payment of Wages Act- Introduction, Applicability, Non Applicability, Objectives, Authorised Deduction, Definition	-----
5	Definition – Industrial Dispute, Industry, Appropriate Government.	-----	Trade Unions Act – Obligation, Rights and Liability, Offences, Cognizance	-----	-----

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Date : 25/11/17 Now

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17-18-~~Nov~~ D - TTP-~~FCI BMS~~/PTGR/13

Academic Year: 2017-18

Term: Sem. IV

Department: SFC

Class: FYBMS A

Subject: Business Mathematics

Name of the Faculty: Mr. G. Hanumantharao

Week	Topics to be covered				
	November (2-5)	December (1-3)	January (1-5)	February (1-4)	March (1)
1		Permutation and Combination: (Simple problems to be solved with the calculator only)	Solving a system of linear equations using Cramer's rule	Application of Derivatives: Maxima, Minima, Average Cost and Marginal Cost. Total Revenue, Marginal revenue, Average revenue. Average and Marginal profit. Price elasticity of demand	PRESENTATIONS
2	Simple and Compound Interest : Interest compounded once a year, more than once a year, continuous, nominal and effective rate of interest	Matrices: Some important definitions and some important results. Matrix operation	Inverse of a Matrix (up to order three) using ad -joint of a matrix and matrix inversion method	Finite differences forward difference operator Newton's forward difference formula with simple examples	--
3	Annuity -Present and future value -sinking funds	Determinants of a matrix of order two or three: properties and results of Determinants	Case study: Input Output Analysis	Backward Difference Operator. Newton's backward interpolation formula with	<i>M Datta</i>

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				simple examples	
4	Depreciation of Assets: Equated Monthly Installments (EMI)- using flat interest rate and reducing balance method	-----	Introduction and Concepts: Derivatives of constant function, logarithmic functions, polynomial and exponential function	PRESENTATIONS	--
5	Functions: Algebraic functions and the functions used in business and Economics, Break Even and Equilibrium point.	---	Rules of derivatives: addition, multiplication, quotient, Second order derivatives	--	--

Remarks by H.O.D.: Syllabus as per
Date: 25/11/17 Mon autonomy

Sign. : H. G. G. G.

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TERMWISE TEACHING PLAN

17-18-NOV D - TTP-SFC/BMS / FTR/124

Academic Year: 2017-18

Term: Sem. IV

Department: SFC

Class: FYBMS B

Subject: Business Mathematics

Name of the Faculty: Mr. G. Hanumantharao

Week	Topics to be covered				
	November (2-5)	December (1-3)	January (1-5)	February (1-4)	March (1)
1	---	Permutation and Combination: (Simple problems to be solved with the calculator only)	Solving a system of linear equations using Cramer's rule	Application of Derivatives: Maxima, Minima, Average Cost and Marginal Cost. Total Revenue, Marginal revenue, Average revenue. Average and Marginal profit. Price elasticity of demand	PRESENTATIONS
2	Simple and Compound Interest : Interest compounded once a year, more than once a year, continuous, nominal and effective rate of interest	Matrices: Some important definitions and some important results. Matrix operation	Inverse of a Matrix (up to order three) using adjoint of a matrix and matrix inversion method	Finite differences forward difference operator Newton's forward difference formula with simple examples	--
3	Annuity -Present and future value -sinking funds	Determinants of a matrix of order two or three: properties and results of Determinants	Case study: Input Output Analysis	Backward Difference Operator. Newton's backward interpolation formula with simple examples	--
4	Depreciation of Assets: Equated Monthly Installments (EMI)- using flat interest rate and reducing balance method	-----	Introduction and Concept: Derivatives of constant function, logarithmic functions, polynomial and exponential function	PRESENTATIONS	

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5	Functions: Algebraic functions and the functions used in business and Economics, Break Even and Equilibrium point.		Rules of derivatives: addition, multiplication, quotient, Second order derivatives		
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Remarks by H.O.D.: Syllabus as per autonomy.

Sign.: M. G. G.

Date: 25/11/12 Mou

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TERMWISE TEACHING PLAN

17-18-^{Nov} / D – TTP- SF4 BMS / PPTS / 01

Academic Year: 2017-18

Term: Sem. ~~I/II/III~~ IV /V/VI

Department: BMS Class: SYBMSA Subject: Information Technology in Management II Name of the Faculty: Dr. Trupti Shah

Week	Topics to be covered				
	November	December	January	February	March
1	-----	DSS- Components of ERP- Architecture-Generic modules of ERP.	Privacy issues and CRM. Data Mining- Concept of E-SCM	DBMS – reports- and queries. Data mining- Business applications of data warehousing and data mining	KPO con. Traditional Vs Cloud Computing- Doubt solving
2	Introduction- Meaning of MIS-Definition- Characteristics of MIS.	ERP implementation concepts- ERP lifecycle- Features of Commercial ERP software. study of SAP-Oracle apps	E-SCM components- Major trends in E-SCM- Case studies- Introduction to DBMS	Introduction to Outsourcing- meaning- need for outsourcing- scope-	-----
3	Reasons for failure of MIS- Marketing and sales systems- Finance and accounting system.	Concepts of e-CRM-. E-CRM solutions-advantages-how technology help? CRM capabilities- customer life cycle.	Need for DBMS- Concepts- tables- integrity constraints- Schema architecture	IT and Business process- BPO- introduction- BPO service scope- Benefits0 BPO and IT services	-----
4	HR system-Inventory system-subsystem- DSS Definition	-----	Importance of Data warehouse-Data Independence- Functions	Process of BPO- BPO to KPO- KPO opportunity- scope- KPO challenges- Cloud computing	-----
5	Characteristics – Classification- Objectives- Components-Applications of	-----	Data warehouse architecture	-----	-----

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Date : 22/11/2017

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Sign. : DR. Shah

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TERMWISE TEACHING PLAN

17-18-^{Nov} / D - TTP-SFC / BMS / PTTS/02

Academic Year: 2017-18

Term: Sem. I / II / III / IV / V / VI

Department: BMS Class: SYBMS B Subject: Information Technology in Management II Name of the Faculty: Dr. Trupti Shah

Week	Topics to be covered				
	November	December	January	February	March
1	-----	DSS- Components of ERP- Architecture-Generic modules of ERP.	Privacy issues and CRM. Data Mining- Concept of E-SCM	DBMS – reports- and queries. Data mining- Business applications of data warehousing and data mining	KPO con. Traditional Vs Cloud Computing- Doubt solving
2	Introduction- Meaning of MIS-Definition- Characteristics of MIS.	ERP implementation concepts- ERP lifecycle- Features of Commercial ERP software. study of SAP-Oracle apps	E-SCM components- Major trends in E-SCM- Case studies- Introduction to DBMS	Introduction to Outsourcing- meaning- need for outsourcing- scope-	-----
3	Reasons for failure of MIS- Marketing and sales systems- Finance and accounting system.	Concepts of e-CRM-. E-CRM solutions-advantages-how technology helps? CRM capabilities- customer life cycle.	Need for DBMS- Concepts- tables- integrity constraints- Schema architecture	IT and Business process- BPO- introduction- BPO service scope- Benefits0 BPO and IT services	-----
4	HR system-Inventory system-subsystem- DSS Definition	-----	Importance of Data warehouse-Data Independence- Functions	Process of BPO- BPO to KPO- KPO opportunity- scope- KPO challenges- Cloud computing	-----
5	Characteristics – Classification- Objectives- Components-Applications of	-----	Data warehouse architecture	-----	-----

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Remarks by H.O.D.:

Syllabus as per autonomy

Sign. : DR. Shah

Shah

Date : 22/11/2017

None

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TERMWISE TEACHING PLAN

17-18-^{Nov} / D - TTP-^{SFC} / BMS / FTST/03

Academic Year: 2017-18 Term: Sem. IV

Department: BMS Class: SYBMS (A) Subject: contemporary issues Name of the Faculty: Swapna Joshi

Week	Topics to be covered				
	June / November	July / December	August / January	September / February	October / March
1				2. Approaches to understand Ecology: A. Understanding approaches to ecology: Antropocentrism, Biocentrism, Ecocentrism and deep Ecology. B. Environmental Principles I. sustainability principles, polluter pays principles, precautionary principles	4. Introduction to competitive Exams A) Basic information: <ul style="list-style-type: none"> Examination conducted for entry into professional courses – GRE, GMAT, CAT, SAT Union public service commission, staff selection commission, state public service commission NET, SET

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2		<p>1. Significant contemporary rights of consumers:</p> <p>A. Rights of consumers, consumer protection act 2016, consumer movement.</p>	<p>B. Environmental principles 2.. equity principles, human rights principles, participation principles.</p> <p>3. Science and technology</p> <p>A) modern technology features and application</p> <ul style="list-style-type: none"> • Laser technology : Light amplification by stimulated emission of radiation, use of laser, GIS/ GPS, medical use 	<p>B) Soft skills :</p> <ul style="list-style-type: none"> • Quantitative ability, data interpretation, verbal ability, reasoning creativity and lateral thinking • Motivation • Goal setting • Time management • Writing skills.
3		<p>C. Right to information protection act</p>	<ul style="list-style-type: none"> • Satellite technology: Uses of satellite system in navigation, GPS and climate and weather analysis • Nanotechnology 	
4		<p>D. PIL</p> <p>E. Landmark issues</p>	<ul style="list-style-type: none"> • Information and communication technology: coverage of satellite, computers and digital in information revolution • Biotechnology and genetic engineering <p>B) Issue of control, access, and misuse of technology.</p>	
5		<p>F. citizen's charter</p> <p>G. public sector service Guarantee Act</p>	-	

Remarks by H.O.D.:

New Syllabus as per autonomy

Date: 25/11/17.

Sign. :

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TERMWISE TEACHING PLAN

17-18-^{Nov} / D – TTP- SFC/ BMS / FTSJ/04

Academic Year: 2017-18 Term: Sem. IV

Department: BMS Class: SYBMS (B) Subject: contemporary issues Name of the Faculty: Swapna Joshi

Week	Topics to be covered				
	June / November	July / December	August / January	September / February	October / March
1				2. Approaches to understand Ecology: A. Understanding approaches to ecology: Antropocentrism, Biocentrism, Ecocentrism and deep Ecology. B. Environmental Principles I. sustainability principles, polluter pays principles, precautionary principles	4. Introduction to competitive Exams A) Basic information: <ul style="list-style-type: none"> Examination conducted for entry into professional courses – GRE, GMAT, CAT, SAT Union public service commission, staff selection commission, state public service commission NET, SET

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2		<p>I. Significant contemporary rights of consumers:</p> <p>A. Rights of consumers, consumer protection act 2016, consumer movement.</p>	<p>B. Environmental principles 2.. equity principles, human rights principles, participation principles.</p> <p>3. Science and technology</p> <p>A) modern technology features and application</p> <ul style="list-style-type: none"> • Laser technology : Light amplification by stimulated emission of radiation, use of laser, GIS/ GPS, medical use 	<p>B) Soft skills :</p> <ul style="list-style-type: none"> • Quantitative ability, data interpretation, verbal ability, reasoning creativity and lateral thinking • Motivation • Goal setting • Time management • Writing skills.
3		<p>C. Right to information protection act</p>	<ul style="list-style-type: none"> • Satellite technology: Uses of satellite system in navigation, GPS and climate and weather analysis • Nanotechnology 	
4		<p>D. PIL</p> <p>E. Landmark issues</p>	<ul style="list-style-type: none"> • Information and communication technology: coverage of satellite, computers and digital in information revolution • Biotechnology and genetic engineering <p>B) Issue of control, access, and misuse of technology.</p>	
5		<p>F. citizen's charter</p> <p>G. public sector service Guarantee Act</p>	-	

Remarks by H.O.D.: *New* Syllabus as per autonomy

Date: 12/1/18

Sign. : *Sjosh*

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TERMWISE TEACHING PLAN

17-18-^{NOV} / D – TTP-SFC/BMS/PTSR/05

Academic Year: 2017-18

Term: Sem. IV

Department: BMS

Class : SY BMS A

Subject : Business Economics - II

Name of the Faculty: Suvasini Rai

Week	Topics to be covered				
	November	December	January	February	March
1	----- ----	Demand for Money: Classical and Keynesian approaches and Keynes Liquidity preference theory of interest.	Monetary Policy: Meaning, objectives and instruments, inflation targeting.	Union Budget – Structure – Deficit concepts – Fiscal Responsibility and Budget Management Act.	Forex market: Spot, Forward rate, Fixed & Flexible exch rates – Managed flexibility.
2	MACRO ECONOMICS Meaning, Scope, Importance. Circular flow of income and exp	Money and Prices: Quantity theory of money, Fisher's equation of exchange, Cambridge cash balance	FISCAL POLICY. Role of a government – Principles of sound and Functional Finance.	INTERNATIONAL TRADE. The basis of international trade: Ricardo's Theory, The Heckscher Ohlin theory	----- ----
3	Measurement of national product: – GNP and Green GNP, NNP, NI & economic Welfare.	Inflation: Demand Pull Inflation and Cost Push Inflation – Effects of Inflation – Nature	Fiscal Policy: Meaning Objectives – Contra cyclical Fiscal Policy and Discretionary Fiscal Policy	Foreign Investment: FPI, FDI – Benefits, capital flows, Merits – Role of Multinational corporations.	----- ----
4	Trade Cycles Effective, Aggregate Demand and Supply, Consumption & Invt function –	----- -	Instruments, : Canons of taxation – incidence and Effects of taxation Significance of public exp	Balance of payments: Structure – Types of Disequilibrium – Measures to correct disequilibrium	----- ----
5	: Determinants of Money Supply – Velocity of Circulation of Money.	----- -	Programmes – Public Debt – Types, Fiscal Solvency, Burden of debt finance.	-----	----- ----

Remarks by H.O.D.: Syllabus as per autonomy

Sign. : Suvasini Rai

Date : 25/11/17

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TERMWISE TEACHING PLAN

17-18- ^{Nov.} / D - TTP-SFC/BMS/PTSR/06

Academic Year: 2017-18

Term: Sem. IV

Department: BMS

Class : SY BMS B

Subject : Business Economics - II

Name of the Faculty: Suvasini Rai

Week	Topics to be covered				
	November	December	January	February	March
1	----- ----	Demand for Money: Classical and Keynesian approaches and Keynes Liquidity preference theory of interest.	Monetary Policy: Meaning, objectives and instruments, inflation targeting.	Union Budget – Structure – Deficit concepts – Fiscal Responsibility and Budget Management Act.	Forex market: Spot, Forward rate, Fixed & Flexible exch rates – Managed flexibility.
2	MACRO ECONOMICS Meaning, Scope, Importance. Circular flow of income and exp	Money and Prices: Quantity theory of money, Fisher's equation of exchange, Cambridge cash balance	FISCAL POLICY. Role of a government – Principles of sound and Functional Finance.	INTERNATIONAL TRADE. The basis of international trade: Ricardo's Theory, The Heckscher Ohlin theory	----- ----
3	Measurement of national product: – GNP and Green GNP , NNP, NI & economic Welfare.	Inflation: Demand Pull Inflation and Cost Push Inflation – Effects of Inflation – Nature	Fiscal Policy: Meaning Objectives – Contra cyclical Fiscal Policy and Discretionary Fiscal Policy	Foreign Investment: FPI,FDI – Benefits, capital flows , Merits – Role of Multinational corporations.	----- ----
4	Trade Cycles Effective, Aggregate Demand and Supply, Consumption & Invt function –	----- -	Instruments,; Canons of taxation – incidence and Effects of taxation Significance of public exp	Balance of payments: Structure – Types of Disequilibrium – Measures to correct disequilibrium	----- ----
5	: Determinants of Money Supply – Velocity of Circulation of Money.	----- -	Programmes – Public Debt – Types, Fiscal Solvency, Burden of debt finance.	-----	----- ----

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TERMWISE TEACHING PLAN

17-18-^{NOV} / D - TTP-SFC/ BMS/ATSD/07

Academic Year: 2017-18

Term: Sem. IV

Department: SFC

Class: SYBMS A

Subject: Production & TQM

Name of the Faculty: Sheetal Desai.

Week	Topics to be covered				
	November	December	January	February	March
1		Material Handling System & its types.	<u>Unit –III Basics of Productivity & TQM</u>	<u>Unit – IV: Quality Improvement Strategies & Certification.</u> Lean thinking.	MBNQA, Deming's Price.
2	<u>Unit – I: Production Management.</u> Objectives & Components Product development, Classification & Product design.	Inventory Management – ABC, VED, FSN, GOLF,XYZ,SOS,HML.	Modes of calculating productivity, quality management, TQM	Problem solving, 6 Sigma features, Enablers.	
3	Plant location & Plant Layout.	EOQ: Assumptions, limitation. Advantages of EOQ, Lead time Reorder Level, Safety stock.	Approaches to quality – Edward Deming, J.Juran, Kaizen, P.Crosbys.	Goals, DMAIC/DMADV	
4	Importance of Purchase Management.		Characteristics of quality, Quality Circle.	TAGUCHIS Quality, ISO	
5	<u>Unit-II: Materials Management.</u> Objectives & importance.		Numericals on productivity.		<u>M Datta</u>

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17-18-^{Nov} / D – TTP-SFC/ BMS/ FTS D/EG

Academic Year: 2017-18


Term: Sem. IV

Department: SFC

Class: SYBMS B

Subject: Production & TQM

Name of the Faculty: Sheetal Desai.

Week	Topics to be covered				
	November	December	January	February	March
1		Material Handling System & its types.	<u>Unit –III Basics of Productivity & TQM</u>	<u>Unit – IV: Quality Improvement Strategies & Certification.</u> Lean thinking.	MBNQA, Deming's Price.
2	<u>Unit – I: Production Management.</u> Objectives & Components Product development, Classification & Product design.	Inventory Management – ABC, VED, FSN, GOLF,XYZ,SOS,HML.	Modes of calculating productivity, quality management, TQM	Problem solving, 6 Sigma features, Enablers.	
3	Plant location & Plant Layout.	EOQ: Assumptions, limitation. Advantages of EOQ, Lead time Reorder Level, Safety stock.	Approaches to quality – Edward Deming, J.Juran, Kaizen, P.Crosbys.	Goals, DMAIC/DMADV	
4	Importance of Purchase Management.		Characteristics of quality, Quality Circle.	TAGUCHIS Quality, ISO	
5	<u>Unit-II: Materials Management.</u> Objectives & importance.		Numericals on productivity.	MBNQA, Deming's Price.	

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TERMWISE TEACHING PLAN

17-18-^{Nov} / D – TTP-SFC/ BMS / FTMM/09

Academic Year: 2017-18

Term: Sem. IV

Department: BMS Class : SYBMS **A** Subject : Business Research Methods Name of the Faculty: Dr. Mona Mehta

Week	Topics to be covered				
	November	December	January	February	March
1	Unit 1 : Introduction to business research methods: 1. Meaning and objectives of research 2. Types of research – a) Pure, Basic and Fundamental b) Applied, c) Empirical d) Scientific & Social e) Historical f) Exploratory g) Descriptive h) Causal	Unit 1 : Introduction to business research methods 8. Sampling – a) meaning of sample and sampling, b) methods of sampling- i) Non Probability Sampling – Convenient, Judgment, Quota, Snow ball ii) Probability – Simple Random, Stratified, Cluster, Multi Stage.	Unit 3 - Data analysis and Interpretation – a) Processing of data – i) Editing - field and office editing, ii) coding – meaning and essentials, iii) tabulation	Unit 4 - Advanced techniques in Report Writing Essential of a good report, content of report , steps in writing a report, types of reports, Footnotes and Bibliography	
2	Unit 1 : Introduction to business research methods 3. Concepts in Research: Variables, Qualitative and Quantitative Research 4. Stages in research process	Unit 2: Data collection and Processing: 1. Types of data and sources- Primary and Secondary data sources 2. Methods of collection of primary data a) Observation i) structured and unstructured,	Unit 3 - Data analysis and Interpretation – b) Analysis of data- Meaning, Purpose, types. c) Interpretation of data- Essentials, importance and Significance of processing data d) Multivariate analysis –	Unit 4 - Advanced techniques in Report Writing 2) Ethics and research	


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		ii) disguised and undisguised, iii) mechanical observations (use of gadgets)	concept only		
3	Unit 1 : Introduction to business research methods 5. Characteristics of Good Research 6. Hypothesis- Meaning, Nature, Significance, Types of Hypothesis, Sources.	Unit 2: Data collection and Processing: b) Experimental i) Field ii) Laboratory c) Interview – i) Personal Interview ii) focused group, iii) indepth interviews - Method, d) Survey – Telephonic survey, Mail, E-mail, Internet survey, Social media, and Media listening	Unit 3 - Data analysis and Interpretation – e) Testing of hypothesis – concept and problems – i) chi square test, ii) Z and t-test (for large and small sample)	Unit 4 - Advanced techniques in Report Writing 3) Objectivity, Confidentiality and anonymity in Research	
4	Unit 1 : Introduction to business research methods 7. Research design – Meaning, Definition, Need and Importance, Steps in research design, Essentials of a good research design, Areas / Scope of research design and Types- Descriptive, Exploratory and causal	Unit 2: Data collection and Processing: f) Scaling techniques- i) Likert scale, ii) Semantic Differential scale Unit	Unit 4 - Advanced techniques in Report Writing 1) Report writing – i) Meaning , importance, functions of reports,	Unit 4 - Advanced techniques in Report Writing 4) Plagiarism	

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TERMWISE TEACHING PLAN

17-18^{NOV} / D – TTP-SFC/ BMS / FTMM/09

Academic Year: 2017-18

Term: Sem. IV

Department: BMS Class : SYBMS B Subject : Business Research Methods Name of the Faculty: Dr. Mona Mehta

Week	Topics to be covered				
	November	December	January	February	March
1	Unit 1 : Introduction to business research methods: 1. Meaning and objectives of research 2. Types of research – a) Pure, Basic and Fundamental b) Applied, c) Empirical d) Scientific & Social e) Historical f) Exploratory g) Descriptive h) Causal	Unit 1 : Introduction to business research methods 8. Sampling – a) meaning of sample and sampling, b) methods of sampling- i) Non Probability Sampling – Convenient, Judgment, Quota, Snow ball ii) Probability – Simple Random, Stratified, Cluster, Multi Stage.	Unit 3 - Data analysis and Interpretation – a) Processing of data – i) Editing - field and office editing, ii) coding – meaning and essentials, iii) tabulation	Unit 4 - Advanced techniques in Report Writing Essential of a good report, content of report , steps in writing a report, types of reports, Footnotes and Bibliography	
2	Unit 1 : Introduction to business research methods 3. Concepts in Research: Variables, Qualitative and Quantitative Research 4. Stages in research process	Unit 2: Data collection and Processing: 1. Types of data and sources- Primary and Secondary data sources 2. Methods of collection of primary data a) Observation i) structured and unstructured,	Unit 3 - Data analysis and Interpretation – b) Analysis of data- Meaning, Purpose, types. c) Interpretation of data- Essentials, importance and Significance of processing data d) Multivariate analysis –	Unit 4 - Advanced techniques in Report Writing 2) Ethics and research	

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	ii) disguised and undisguised, iii) mechanical observations (use of gadgets)	concept only		
Unit 1 : Introduction to business research methods 5. Characteristics of Good Research 6. Hypothesis- Meaning, Nature, Significance, Types of Hypothesis, Sources.	Unit 2: Data collection and Processing: b) Experimental i) Field ii) Laboratory c) Interview – i) Personal Interview ii) focused group, iii) indepth interviews - Method, d) Survey – Telephonic survey, Mail, E-mail, Internet survey, Social media, and Media listening	Unit 3 - Data analysis and Interpretation – e) Testing of hypothesis – concept and problems – i) chi square test, ii) Z and t-test (for large and small sample)	Unit 4 - Advanced techniques in Report Writing 3) Objectivity, Confidentiality and anonymity in Research	
Unit 1 : Introduction to business research methods 7. Research design – Meaning, Definition, Need and Importance, Steps in research design, Essentials of a good research design, Areas / Scope of research design and Types- Descriptive, Exploratory and causal	Unit 2: Data collection and Processing: f) Scaling techniques- i) Likert scale, ii) Semantic Differential scale Unit	Unit 4 - Advanced techniques in Report Writing 1) Report writing – i) Meaning , importance, functions of reports,	Unit 4 - Advanced techniques in Report Writing 4) Plagiarism	

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Checked by MR: Dr. Moushumi Datta
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Sign.: *Mou* Date: 11/12/17

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TERMWISE TEACHING PLAN

17-18-^{Nov} / D - TTP-SFC/ BMS/ FTGHR/11

Academic Year: 2017-18

Term: Sem. IV

Department: SFC

Class: SYBMS A

Subject: Corporate Restructuring Name of the Faculty: Mr. G. Hanumantharao

Week	Topics to be covered				
	November (2-5)	December (1-3)	January (1-5)	February (1-4)	March (1)
1		Methods including alteration of share capital, variation of shareholder rights, sub division, consolidation	Computation and meaning of purchase consideration and Problems based on purchase method of accounting only.	Revised ISO Certification and Similar Other Certifications	Post-Merger Success and Valuation and Impact on Human and Cultural Aspects.
2	Corporate Restructuring Historical Background, Meaning of Corporate Restructuring, Corporate Restructuring as a Business Strategy, Need and Scope of Corporate Restructuring.	Surrender and reissue/cancellation, reduction of share capital, with relevant legal provisions and accounting treatments for same.	In the nature of merger and purchase with corresponding accounting treatments of pooling of interests and purchase methods respectively	Revisiting past Government approvals, decisions and other contracts.	
3	Planning, Formulation and Execution of Various Restructuring Strategies, Important Aspects to be considered while Planning or Implementing Corporate Restructuring Strategies.	Change in the Internal Aspects on Reorganization Change of Name and Logo, Revised Organization Chart, Communication, Employee Compensation	Aligning Accounting and Internal Database Management Systems,	Impact of Reorganization Gain or Loss to Stakeholders	
4	Forms of Restructuring -Merger, Demerger, Reverse merger, Disinvestment, Takeover/acquisition, Joint Venture (JV), Strategic Alliance, Franchising and Slump sale	Benefits and Welfare Activities, Aligning Company Policies,	Re-Visiting Internal Processes and Re-Allocation of People	Implementation of Objectives, Integration of Businesses and Operations	
5	Need for reconstruction and Company Law provisions, Distinction between internal and external reconstructions		Change in External Aspects on Reorganization Engagement with Statutory Authorities,		

Remarks by H.O.D.: Syllabus as per autonomySign.: M. G. HanumantharaoDate: 25/11/17 Mou

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Topics to be covered

January	February	March
Module 3- Elements of IMC- 2 • DIRECT	Module 4- Evaluation & Ethics in Marketing Communication	REVISION



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TERMWISE TEACHING PLAN

17-18^{Nov} / D - TTP-SFC/ BMS/ PTR NI/12

Academic Year: 2017-18

Term: Sem. IV

Department: SFC

Class: SYBMS A

Subject: Strategic Cost management

Name of the Faculty: R.N.Iyer

Week	Topics to be covered				
	November	December	January	February	March
1	-----	Responsibility Accounting	Activity Based Management and Budgeting: Design and implementation	Environmental influences on cost management, key elements of SCM	Product life cycle costing
2	Concept, philosophy of SCM	Cost Audit and management Audit, strategic cost benefit analysis	Life cycle costing, Kaizen costing, Back Flush costing	Value analysis and value engineering, wastage control	-----
3	Standard costing (Material, Labour, Overhead, sales and profit)	Entrepreneurial approach to cost management, Six Sigma, Learning Curve, Praise Analysis	Evaluation criterion; Return on cash system	Business process reengineering, TQM, Total productivity maintenance	-----
4	Responsibility Accounting- Introduction, types And Evaluation of profit center	-----	Transfer pricing and divisional performance	Energy Audit , Control of total distribution cost and supply cost, Product life cycle	-----
5	Evaluation of investment center	-----	Transfer pricing in international business, marginal costing and managerial decision mix		-----

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Date: 25/11/17.

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17-18-^{Nov} / D - TTP-SFC/BMS / FTNDS/13

Academic Year: 2017-18


Term: Sem. IV

Department: SFC-BMS

Class : SYBMS B

Subject : Integrated Marketing Communication

Name of the Faculty: Prof. Ninoshka D'Silva

Week	Topics to be covered				
	November	December	January	February	March
1	-----	Module 2- Elements of IMC- 1 <ul style="list-style-type: none"> ADVERTISING- Features, Role of Advertising in IMC, Advantages & Disadvantages, Types of Advertising, Types of Media used for Advertising 	Module 3- Elements of IMC- 2 <ul style="list-style-type: none"> DIRECT MARKETING- Role of Direct Marketing in IMC, Objectives of Direct Marketing, Components of Direct Marketing 	Module 4- Evaluation & Ethics in Marketing Communication EVALUATING AN INTEGRATED MARKETING PROGRAM- Evaluation process of IMC- Message Evaluations, Advertising tracking research- copy testing- emotional reaction test- cognitive Neuro science- online evaluation	REVISION
2	Module 1- Introduction to Integrated Marketing Communication Meaning, Features of IMC, Reasons for Growth of IMC	<ul style="list-style-type: none"> SALES PROMOTION- Scope, Role of Sales Promotion as IMC tool, Reasons for the growth, Advantages & Disadvantages 	Tools of Direct Marketing- Direct Mail, Catalogues, Direct Response Media, Internet, Telemarketing, alternative media, evaluation of effectiveness of direct marketing	Behavioural Evaluation – sales and response, POPAI, Toll free numbers, QR Codes & Facebook likes, response cards, Internet response, redemption rate	----- 

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				ST MARKETS- competitive responses, scanner data, Purchase simulation tests	
3	Promotional Tools for IMC, IMC Planning Process, Role of IMC in Marketing	Types of Sales Promotion, Objectives of consumer & trade promotion, Strategies of Consumer promotion & trade promotion, Sales promotion campaign, Evaluation of Sales Promotion Campaign	<ul style="list-style-type: none"> PUBLIC RELATIONS & PUBLICITY- Introduction, Role of PR in IMC, Advantages & Disadvantages, Types of PR, Tools of PR 	ETHICS & MARKETING COMMUNICATION- Stereotyping, targeting vulnerable, customers, offensive brand messages – legal issues – Commercial free speech, misleading claims, puffery, fraud, questionable B2B practices	-----
4	Communication Process, Traditional & Alternative Response Hierarchy Models, Establishing objectives & Budgeting; Determining Promotional Objectives	----- --	Managing PR- Planning, implementation, evaluation and Research, Publicity, Sponsorship- definition, Essentials of good sponsorship, event sponsorship, cause sponsorship	CURRENT TRENDS IN IMC- Internet & IMC, Advertising on Internet, PR through Internet Banner, Sales Promotion on Internet, Direct Marketing on Internet	-----
5	Sales V/S Communication Objectives, DAGMAR, Problems in setting Objectives, Setting Objectives for the IMC Program	----- --	<ul style="list-style-type: none"> PERSONAL SELLING- Features, Role of Personal Selling in IMC, Advantages & Disadvantages of Personal Selling, Selling Process, Importance of Personal Selling 	-----	-----

Remarks by H.O.D.: Syllabus as per

Date : autonomy Nov

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TERMWISE TEACHING PLAN

17-18- ^{Nov} / D - TTP-SFC/ BMS/ FTMM/14

Academic Year: 2017-18

Term: Sem. I / II / III / IV / V / VI

Department: BMS

Class: SYBMS B

Subject: Event Marketing

Name of the Faculty: Dr. Mona Mehta

Week	Topics to be covered				
	November	December	January	February	March
1		Unit 2 Concept of Market in Events; Segmentation and targeting of the Market for events; Positioning of events-Event Property.	Event Variations- Time Frame Based, Concept Based, Artist Based, Client Industry Based	Event Sponsorship: Concept of Sponsorship, Sponsorship in a communication context, Synergy between sponsor and Event	Revision
2	Unit 1 Definition and Meaning of Event Marketing ; The Evolution of Event Marketing, Advantages of Event Marketing,	Concept of Product in Events: Benefit Levels- Core, generic, expected, augmented; Categories of Events: Competitive Events, Artistic Expression,	Unit 3 Risk Rating, Setting Pricing Objectives, Understanding local legislations and tax laws,	Identifying Potential sponsors, Impact Measurement, Practical Sponsor Incentivization, In-Kind Sponsorship.	
3	5 C's of Events- Conceptualization, costing, canvassing, customization, carrying-out; Event Designing; Reach; Interaction - Interaction Points, Direct Interaction, Indirect Interaction, Interaction Catalysts or Enablers.	Cultural Celebrations, Exhibition Events, Charitable Events, Special Business Events, Retail Events.	Feedback about events from the market, skills required for negotiating the best price, validation against pricing objectives,	Unit 4 E-event marketing, Virtual Events, Societal Event Marketing, Green Event, Cause-Related Event Marketing, Sports Event Marketing.	


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4	<p>Importance of Events as a Marketing Communication Tool; Events as a Marketing Tool: The Varied Marketing Needs Addressed by Events: Brand Building, Focus on Target Market, Implementation of Marketing Plan, Marketing Research, Relationship Building, Creating opportunities for better deals with different media, Events and their Economic implications.</p>		<p>Pricing decisions, Event Charges: Percentage of the total Event Cost, Flat Fee, Package Price, Hourly Rate.</p>	<p>Safety and Security of Event • Event Crisis Management</p>	
5	<p>Concept of Event Creativity, Key Elements of Events: Event Infrastructure; Customer Groups; Clients; Event Organizers; Venue; Media</p>		<p>Networking Components: Print Media, Radio, Television, Internet, Outdoor Media, Direct Marketing, Sales Promotion, Public Relations, Merchandising, Invenue Publicity.</p>	<p>Growth of Event Industry in India • Career in Event Marketing</p>	

Remarks by H.O.D.: *Syllabus as per autonomy*

Sign. : Dr. Mona Mehta

Date: 10 Nov 2017 *Na*

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17-18-NOV D - TTP- SFC BMSI FTOR/01

Academic Year: 2017-18

Term: Sem. ~~IV~~ VI

Department: SFC

Class: TYBMS A

Subject: Operation Research

Name of the Faculty: Mr. G.Hanumantharao

Week	Topics to be covered				
	November (4-5)	December (1-3)	January (1-5)	February(1-4)	March (1-3)
1		LPP Formulation (Decision Variables, Objective Function, Constraints, Non Negativity Constraints)	Only Maximization Type Problems. (Only Max. Z). No Minimization problems. (No Min. Z) • Two or Three Decision Variables and Maximum Three Constraints Problem. (Up to Maximum Two Iterations	Initial Feasible Solution (IFS) by North West Corner Rule (NWCR) Least Cost Method (LCM) Vogel's Approximation Method (VAM) Maximum 5 x 5 Transportation Matrix. Finding Optimal Solution by Modified Distribution (MODI) Method - (u, v and Δ) Maximum Two Iterations (i.e. Maximum Two Loops) after IFS	Three Time Estimates of PERT: Optimistic Time (a), Most Likely Time (m) and Pessimistic Time (b). Expected Time (te) of an Activity Using Three Time Estimates. Difference between CPM and PERT. Numerical Consisting of Maximum Ten (10) Activities. Construction of PERT Network using the values of all Activities. Mean (Expected) Project Completion Time. Standard Deviation and Variance of Activities.
2		Maximization & Minimization Type Problems. (Max. Z & Min. Z) Two Decision Variables and Maximum Three Constraints Problem Constraints can be "less than or equal to", "greater than or equal to" or a combination of both the types i.e. mixed constraints.	Concepts : Slack Variables, Surplus Variables, Artificial Variables, Duality, Product Mix and Profit, Feasible and Infeasible Solution, Unique or Alternate Optimal Solution, Degeneracy, Non Degenerate, Shadow Prices of Resources, Scarce and Abundant Resources, Utilized and Unutilized Capacity of Resources, Percentage Utilization of Resources,	Critical Path Method (CPM) Concepts: Activity, Event, Network Diagram, Merge Event, Burst Event, Concurrent and Burst Activity Construction of a Network Diagram. Node Relationship and Precedence Relationship. Principles of Constructing Network Diagram. Use of Dummy Activity Numerical Consisting of Maximum Ten (10) Activities.	Decision Theory Decision Environments – Risk & Uncertainty. Payoff Table, Regret Table Decision Making under Uncertainty Maximin & Maximax Criteria Minimax Regret Criterion Laplace Criterion Hurwicz Criterion Expected Monetary Value Criterion. Expected Value of Perfect Information (E.V.P.I) Expected Opportunity Loss (E.O.L).

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3		Concepts: Feasible Region of Solution, Unbounded Solution, Redundant Constraint, Infeasible Solution, Alternative Optima	Assignment Problem Hungarian Method Maximization & Minimization Type Problems. Balanced and Unbalanced Problems. Prohibited Assignment Problems, Unique or Multiple Optimal Solutions.	Critical Path, Sub-critical Path, Critical and Non critical Activities, Project Completion Time. Forward Pass and Backward Pass Methods. Calculation of EST, EFT, LST, LFT, Head Event Slack, Tail Event Slack, Total Float, Free Float, Independent Float and Interfering Float	Processing Maximum 9 Jobs through Two Machines only. Processing Maximum 6 Jobs through Three Machines only. Calculations of Idle Time, Elapsed Time etc.
4	Operations Research - Definition, Characteristics of OR, Models, OR Techniques, Areas of Application, Limitations of OR		Simple Formulation of Assignment Problem Maximum 5 x 5 Matrix. Up to Maximum Two Iterations after Row and Column Minimization.	Meaning of Project Crashing. Concepts: Normal Time, Normal Cost, Crash Time, Crash Cost of Activities. Cost Slope of an Activity. Costs involved in Project Crashing: Direct, Indirect, Penalty and Total Costs. Time - Cost Trade off in Project Crashing. Optimal (Minimum) Project Cost and Optimal Project Completion Time.	Introduction Terminology of Game Theory: Players, Strategies, Play, Payoff, Payoff matrix, Maximin, Maximax, Saddle Point. Types of Games. Numericals based on: Two Person Zero Sum Games Pure Strategy Games
5	Introduction to Linear Programming Applications of LP Components of LP Requirements for Formulation of LP Problem Assumptions Underlying Lin		Maximization & Minimization Type Problems. Balanced and Unbalanced problems. Transportation Problems, Unique or Multiple Optimal Solutions. Simple Formulation of Transportation Problems	Process of Project Crashing. Numerical Consisting of Maximum Ten (10) Activities. Numerical based on Maximum Four (04) Iterations of Crashing	

Remarks by H.O.D.:

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Sign. :

H. G. Datta

Date:

25/12/17

Issued by MR: Dr. Moushumi Datta

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F: TTP/01

TERMWISE TEACHING PLAN

Academic Year: 2017-18

Term: Sem. ~~IV~~ VI

17-18-~~Nov~~ D - TTP- SF4BMSI/TAR/02

Department: SFC

Class: TYBMS B

Subject: Operation Research

Name of the Faculty: Mr. G.Hanumantharao

Week	Topics to be covered				
	November (4-5)	December (1-3)	January (1-5)	February(1-4)	March (1-3)
1		LPP Formulation (Decision Variables, Objective Function, Constraints, Non Negativity Constraints	Only Maximization Type Problems. (Only Max. Z). No Minimization problems. (No Min. Z) Two or Three Decision Variables and Maximum Three Constraints Problem. (Up to Maximum Two Iterations	Initial Feasible Solution (IFS) by North West Corner Rule (NWCR) Least Cost Method (LCM) Vogel's Approximation Method (VAM) Maximum 5 x 5 Transportation Matrix. Finding Optimal Solution by Modified Distribution (MODI) Method . (u, v and Δ) Maximum Two Iterations (i.e. Maximum Two Loops) after IFS	Three Time Estimates of PERT: Optimistic Time (a), Most Likely Time (m) and Pessimistic Time (b). Expected Time (te) of an Activity Using Three Time Estimates. Difference between CPM and PERT. Numerical Consisting of Maximum Ten (10) Activities. Construction of PERT Network using the values of all Activities. Mean (Expected) Project Completion Time. Standard Deviation and Variance of Activities.
2		Maximization & Minimization Type Problems. (Max. Z & Min. Z) Two Decision Variables and Maximum Three Constraints Problem Constraints can be "less than or equal to", "greater than or equal to" or a combination of both the types i.e. mixed constraints.	Concepts : Slack Variables, Surplus Variables, Artificial Variables, Duality, Product Mix and Profit, Feasible and Infeasible Solution, Unique or Alternate Optimal Solution, Degeneracy, Non Degenerate, Shadow Prices of Resources, Scarce and Abundant Resources, Utilized and Unutilized Capacity of Resources, Percentage Utilization of Resources,	Critical Path Method (CPM) Concepts: Activity, Event, Network Diagram, Merge Event, Burst Event, Concurrent and Burst Activity Construction of a Network Diagram. Node Relationship and Precedence Relationship. Principles of Constructing Network Diagram. Use of Dummy Activity Numerical Consisting of Maximum Ten (10) Activities. <i>M Datta</i>	Decision Theory Decision Environments – Risk & Uncertainty. Payoff Table, Regret Table Decision Making under Uncertainty Maximin & Maximax Criteria Minimax Regret Criterion Laplace Criterion Hurwicz Criterion Expected Monetary Value Criterion. Expected Value of Perfect Information (E.V.P.I) Expected Opportunity Loss (E.O.L).

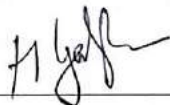
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3		<p>Concepts: Feasible Region of Solution, Unbounded Solution, Redundant Constraint, Infeasible Solution, Alternative Optima</p>	<p>Assignment Problem Hungarian Method Maximization & Minimization Type Problems. Balanced and Unbalanced Problems. Prohibited Assignment Problems, Unique or Multiple Optimal Solutions.</p>	<p>Critical Path, Sub Critical Path, Critical and Non Critical Activities, Project Completion Time. Forward Pass and Backward Pass Methods. Calculation of EST, EFT, LST, LFT, Head Event Slack, Tail Event Slack, Total Float, Free Float, Independent Float and Interfering Float</p>	<p>Processing Maximum 9 Jobs through Two Machines only. Processing Maximum 6 Jobs through Three Machines only. Calculations of Idle Time, Elapsed Time etc.</p>
4	<p>Operations Research - Definition, Characteristics of OR, Models, OR Techniques, Areas of Application, Limitations of OR</p>		<p>Simple Formulation of Assignment Problem Maximum 5 x 5 Matrix. Up to Maximum Two Iterations after Row and Column Minimization.</p>	<p>Meaning of Project Crashing. Concepts: Normal Time, Normal Cost, Crash Time, Crash Cost of Activities. Cost Slope of an Activity. Costs involved in Project Crashing: Direct, Indirect, Penalty and Total Costs. Time - Cost Trade off in Project Crashing. Optimal (Minimum) Project Cost and Optimal Project Completion Time.</p>	<p>Introduction Terminology of Game Theory: Players, Strategies, Play, Payoff, Payoff matrix, Maximin, Maximax, Saddle Point. Types of Games. Numericals based on: Two Person Zero Sum Games Pure Strategy Games</p>
5	<p>Introduction to Linear Programming Applications of LP Components of LP Requirements for Formulation of LP Problem Assumptions Underlying Lin</p>		<p>Maximization & Minimization Type Problems. Balanced and Unbalanced problems. Transportation Problems, Unique or Multiple Optimal Solutions. Simple Formulation of Transportation Problems</p>	<p>Process of Project Crashing. Numerical Consisting of Maximum Ten (10) Activities. Numerical based on Maximum Four (04) Iterations of Crashing</p>	

Remarks by H.O.D.: Syllabus as per university

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TERMWISE TEACHING PLAN

Academic Year: 2017-18

Term: Sem. VI

17-18-ND/D - TTP- SFC BMS/FTMM/03

Department: SFC-BMS Class: TYBMS - A Subject: Indian Ethos in Management Name of the Faculty: Ms. Meha Mandawewala

Week	Topics to be covered				
	November	December	January	February	March
1	-----	Indian ethos: need, history, relevance, principles	Indian Heritage Ethics vs Ethos Indian vs Western management	Stress Management techniques: meditation, mental health, brain stilling, brain storming, yoga	Karma, laws of karma, corporate karma
2	-----	Indian ethos: elements and role Management lessons from Scriptures: Vedas	Work ethos: meaning, levels, dimensions, steps, factors	Leadership : meaning, contemporary approaches, JHF, karta	Self-management Personality development
3	-----	Management lessons from Scriptures: Mahabharat, Bible, Quran	Values: meaning, features, relevance, impact	Motivation: Indian approaches and techniques	-----
4	-----	-----	Values for managers, trans cultural human values, management education, types of value system	Indian system of learning: gurukul system and modern system	-----
5	Introduction and syllabus Indian ethos : meaning and features	-----	Stress management: meaning, types, causes and consequences	-----	Matta

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Date : 25/12/17 Meha

Sign : Meha

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TERMWISE TEACHING PLAN

Academic Year: 2017-18

Term: Sem. VI

17-18-~~Nov~~ D - TTP-SFC/BMS/FTMM/04

Department: SFC-BMS

Class: TYBMS - B

Subject: Indian Ethos in Management

Name of the Faculty: Ms. Meha Mandawewala

Week	Topics to be covered				
	November	December	January	February	March
1	-----	Indian ethos: need, history, relevance, principles	Indian Heritage Ethics vs Ethos Indian vs Western management	Stress Management techniques: meditation, mental health, brain stilling, brain storming, yoga	Karma, laws of karma, corporate karma
2	-----	Indian ethos: elements and role Management lessons from Scriptures: Vedas	Work ethos: meaning, levels, dimensions, steps, factors	Leadership : meaning, contemporary approaches, JHF, karta	Self-management Personality development
3	-----	Management lessons from Scriptures: Mahabharat, Bible, Quran	Values: meaning, features, relevance, impact	Motivation: Indian approaches and techniques	-----
4	-----	-----	Values for managers, trans cultural human values, management education, types of value system	Indian system of learning: gurukul system and modern system	-----
5	Introduction and syllabus Indian ethos : meaning and features	-----	Stress management: meaning, types, causes and consequences	-----	-----

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Date : 21/11/17 Meha

Sign. : Mehe

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17-18-10/17 *D-TTP-SFC/BMS/PTSB/05*

Academic Year: 2017-18

Term: Sem. VI

Department: BMS Class : TY BMS Subject : Corporate Communications Name of the Faculty: Satish Bendre

Week	Topics to be covered				
	November	December	January	February	March
1		Fundamentals of Public Relations, Meaning, scope Objectives	Media Relations, Importance, source and Principals	Contribution, Importance and Functions	Corporate Blogging, Role of Blogs, Types of Blogs and Business Blogs.
2		Emergence of public relations, Growth, International PR	Employee communications, Benefits, steps and role, Organizing	Types of Communication Technology and new Media.	----- -----
3	Corporate Communications scope and relevance./Need	Public Relations Environment, Social and cultural Issues, Political Issues.	Crisis Communication, Introduction Impact Guidelines.	Web conference and functions of Technology.	----- -----

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4	Key Concepts in Corporate Communications. Meaning, Features, Advantages of corporate communications,	Theories used in public relations, System theory, social theory, Diffusion theory.	Financial Communications, Introduction, Growth and Advertising.	It in corporate communications, E Media, E Brand	----- -----
5	Ethics and law in corporate communications. Defamation & Copy right.	----- ---	Emerging technology in corporate communications	-----	----- -----

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Date : 25/11/17

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Academic Year: 2017-18

Term: Sem. VI

17-18-NOV/D-TTP-SFC/BMS/PTSB/06

Department: BMS Class : TY BMS Subject : Corporate Communications Name of the Faculty: Satish Bendre

Week	Topics to be covered				
	November	December	January	February	March
1		Fundamentals of Public Relations, Meaning, scope Objectives	Media Relations, Importance, source and Principals	Contribution, Importance and Functions	Corporate Blogging, Role of Blogs, Types of Blogs and Business Blogs.
2		Emergence of public relations, Growth, International PR	Employee communications, Benefits, steps and role, Organizing	Types of Communication Technology and new Media.	----- -----
3	Corporate Communications scope and relevance./Need	Public Relations Environment, Social and cultural Issues, Political Issues.	Crisis Communication, Introduction Impact Guidelines.	Web conference and functions of Technology.	----- -----

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4	Key Concepts in Corporate Communications. Meaning, Features, Advantages of corporate communications,	Theories used in public relations, System theory, social theory, Diffusion theory.	Financial Communications, Introduction, Growth and Advertising.	It in corporate communications, E Media, E Brand	----- -----
5	Ethics and law in corporate communications. Defamation & Copy right.	----- ---	Emerging technology in corporate communications	-----	----- -----

Remarks by H.O.D.: Mou Syllabus as per University.

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Date: 25/11/22

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TERMWISE TEACHING PLAN

Academic Year: 2017-18

Term: Sem. VI

17-18-NOV D - TTP-SFC/BMS/PTJJ/02

Department: SFC-BMS

Class : TYBMS

Subject : Risk Management Name of the Faculty: Jaivardhan Jain

Week	Topics to be covered				
	November	December	January	February	March
1	-----	Principles of risk-Alpa, Beta, R squared, Risk immunization	Risk Assurance: purpose and sources, Nature, Reports and challenges	Role and importance of Actuary	Insurance securitization, Expected chain cost,
2	-----	Risk Hedging instrument : forward, futures, Markowitz risk Model, Audit significance	Risk and stakeholders expectations	Enterprise risk management: ERM Framework, ERM process, Matrix, Sample Risk	Claim management: life insurance. Maturity death, Fire, marine, Motor
3	-----	-----	Insurance industry: Global perspective, Regulatory framework in India	Players of insurance business: life and non-life insurance, Bancassurance	Revision
4	-----	Risk Governance: importance and scope, Risk and three lines of defence	IRDA-Reforms,powers	Alternative Risk Trance, Risk classification	-----
5	Foundation of corporate communication: Definition, risk, Risk management V/s Risk Measurement	-----	IRDA	-----	-----

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Date : 25/11/17

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TERMWISE TEACHING PLAN

17-18-Nov./D – TTP-SFC/BMS/FTKS /08

Academic Year: 2017-18

Term: Sem. VI

Department: SFC

Class: TYBMS

Subject: International Finance

Name of the Faculty: Kavita Shah.

Week	Topics to be covered				
	November	December	January	February	March
1			b) Introduction to Foreign exchange market Calculation of forward rate	International equity markets	International project appraisal
2		c) International Monetary systems Evolution, Gold standard system, Bretton Woods system	Calculation of swap points Annualised forward margin	International Foreign exchange markets	Revision
3	<u>Unit I – a) Introduction</u> Meaning, Importance, Scope, goals and challenges of IF. Globalization of the world economy	Fixed ERS, Flexible ERS-1973 to present. Currents exchange rate arrangements, European Monetary System.	Interest rate parity	International Capital Budgeting	Revision.
4	b) Balance of Payments Components, Accounting Principles in BOP.	<u>Unit II – a) An Introduction to Exchange Rate</u> Exchange rate quotations	Derivatives	<u>Unit IV Foreign exchange risk, appraisal and tax management</u> Foreign exchange risk management	
5	Indian heritage in business, management, production and consumption	Factors affecting exchange rate	<u>Unit III World financial markets</u> Euro currency bond market	International tax environment	

Remarks by H.O.D.:

Mous Syllabus as per university.

Sign.:

Kavita

Date:

22/11/17

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TERMWISE TEACHING PLAN

Academic Year: 2017-18

Term: Sem. VI

17-18-^{NOV}D - TTP-

SFC
IBMS / *PTND* / 09

Department: Bms Class : TYBMS

Subject : Innovation in financial services

Name of the Faculty: Prof Neha Doshi

Week	Topics to be covered				
	November	December	January	February	March
1	----- --	Factoring Introduction and types Disadvantages	Issue management Introduction Merchant banking Underwriters	Defination of hire purchase Hire-purchase and installment sale Advantages and disadvantages of hire purchase.	Consume finance Introduction Sources Types of products Pricing and marketing and insurance of consumer finance
2		Forfaiting Factoring cost Working of forfaiting Drawbacks	Stock broking Stock brokers Sub-brokers Derivative trading	Housing finance Introduction Housing finance industry Housing finance policy Sources of funds Market of housing finance	Plastic money Growth of plastic money Types Credit cards Debit cards Benefits
3		Bill discounting Framework Bill market schemes Factoring vs bill discounting	Securitization Defination Mechanism Pass through certificates	Growth factors NHB HFC Trade practice for HFC.	Credit rating Meaning and origin Features, advantages Credit rating process

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4		Overview of financial services Growth of financial services Problems in financial sector	New guidelines Benefits of securitization	Venture capital Introduction and features Types Disinvestment Venture capital investment process.	----- --
5	Introduction to financial services Concept Objectives Banking and non banking services	----- ----	Lease and hire purchase Meaning and types Finance lease Operating lease Advantages and disadvantages.	-----	----- --

Remarks by H.O.D.: Now syllabus as per university.

Sign. : Neha

Date : 25/4/17

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TERMWISE TEACHING PLAN

17-18-~~Nov~~D - TTP-SELF BY FTGM/10

Academic Year: 2017-18

Term: Sem. ~~V~~VI

Department: SFC

Class: TYBMS A

Subject: Project Management

Name of the Faculty: Mr. G.Hanumantharao

Week	Topics to be covered				
	November (4-5)	December (1-3)	January (1-5)	February(1-4)	March (1-3)
1	----	Project Initiation - Project Selection - Project Manager - Project Planning	Funds Estimation in Projects Means of Financing Types of Financing Sources of Finance	Introduction to Modern Development in Project Management Project Management Maturity Model (PMMM)	Balance of Control System, Project Audit – Life Cycle
2	----	Project Feasibility Analysis Meaning, Importance, Scope Types of Project Feasibility SWOT Analysis	Government Assistance towards project management for Start Ups. Cost Control	Continuous Improvement Developing Effective Procedural Documentation	Project Termination Meaning, Reasons for Termination
3	-----	Market Analysis Technical Analysis Operational Analysis	Determining financial needs for Project Impact of Leveraging on Cost of Finance	Capacity Planning Project Monitoring and Control. Monitoring – Controlling Cycle	Solving Project Management Problems Ways to Solve, Project Review , Administrative Aspect, Execution tools for Closing of Projects
4	Introduction to Project Management Meaning, Definition, Classification, Characteristics, Importance, Need and History of Project Management	----	Risk Management in Projects Risk Analysis and Identification New Venture Valuation	Computerized Project Management Information System	


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5	Organizational Structure Meaning, Definition, Work Flow, Integration Positions, Types of Structure, Forms, Strategic Business Unit.		Cost Benefit Analysis in Projects Cash Flow Projections Financial Criteria for Capital Allocation Strategic Investment Decision		
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Remarks by H.O.D.: Now syllabus as per university.

Sign.: M Datta

Date: 27/11/17

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TERMWISE TEACHING PLAN

17-18-NOV D - TTP-SCI BMSI RTMM/11

Academic Year: 2017-18

Term: Sem. VI

Department: BMS Class : TYBMS

Subject : Brand Management

Name of the Faculty: Dr. Mona Mehta

Week	December	January	February	March
1	Unit I- Introduction to Brand Management Meaning of Brand, Branding, Brand Management, Importance of Branding to Consumers,	Unit II - Planning and Implementing Brand Marketing Programs: Brand Elements: Meaning, Criteria for choosing Brand Elements, Types of Brand Elements, Integrating Marketing Programs and Activities	Unit III - Measuring and Interpreting Brand Performance a) The Brand Value Chain b) Measuring Sources of Brand Equity: • Qualitative Research Techniques: Projective Techniques: Completion, Comparison, Brand Personality and Values: The Big Five, Free Association	Unit IV -Growing and Sustaining Brand Equity a) Designing & Implementing Branding Strategies: • Brand Architecture: Meaning of Brand Architecture, The Brand-Product Matri, Breadth of a Branding Strategy, Depth of a Branding Strategy • Brand Hierarchy: Meaning of Brand Hierarchy, Building Equity at Different Hierarchy Levels
2	Unit I- Introduction to Brand Management Firms, Brands v/s Products, Scope of Branding, Branding Challenges and Opportunities, Strategic Brand Management Process	Unit II - Planning and Implementing Brand Marketing Programs: Personalising Marketing: Experiential Marketing, One to One Marketing, Permission Marketing	Unit III - Measuring and Interpreting Brand Performance Quantitative Research Techniques: Brand Awareness: Recognition,	Unit IV -Growing and Sustaining Brand Equity Cause Marketing to Build Brand Equity: Meaning of Cause Marketing, Advantages, Green Marketing b) Brand Extensions:

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			Recall, Brand Image, Brand Responses c) Young and Rubicam's Brand Asset Valuator	• Meaning, Advantages, Disadvantages, Brand Extension and Brand Equity
3	Unit I- Introduction to Brand Management Customer Based Brand Equity model (CBBE), Sources of Brand Equity, Steps of Brand Building including Brand Building Blocks,	Unit II - Planning and Implementing Brand Marketing Programs: Product Strategy: Perceived Quality and Relationship Marketing Pricing Strategy: Setting Prices to Build Brand Equity, Channel Strategy: Direct, Indirect Channels	Unit III - Measuring and Interpreting Brand Performance d) Measuring Outcomes of Brand Equity • Comparative Methods: Brand based Comparative Approaches, Marketing Based Comparative Approaches, Conjoint Analysis	Unit IV -Growing and Sustaining Brand Equity c) Managing Brands over Time: • Reinforcing Brands, Revitalising Brands d) Building Global Customer Based Brand Equity
4	Unit I- Introduction to Brand Management Brand Positioning: Meaning, Importance, Basis	Unit II - Planning and Implementing Brand Marketing Programs: Promotion Strategy: Developing Integrated Marketing Communication Programs Leveraging Secondary Brand Associations to Build Brand Equity: Companies, Countries, Channel of Distribution, Co-branding, Characters, Events.	Unit III - Measuring and Interpreting Brand Performance • Holistic Methods: Residual Approaches, Valuation Approaches: Historical Perspectives and Interbrand's Brand Valuation Methodology	

Remarks by H.O.D.: None syllabus as per university

Sign.: None

Date: 11/12/17 M Datta

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TERMWISE TEACHING PLAN

Academic Year: 2017-18

Term: Sem.

17-18-~~Nov~~ D - TTP- SFC BMS FTGD/12

Department: SFC-BMS

Class : TYBMS B

Subject : Retail Management Name of the Faculty: Gargi Dubey

Week	Topics to be covered				
	November	December	January	February	March
1	-----	Organized retailing: factors, multichannel retailing, E-tailing	Merchandise management: concept, types, process, sources	Store design and layout: meaning, principles, elements, grid,	Mall management Presentation
2	-----	Emerging trends in retail: global, ,IT, FDI in retailing, Franchising, green retailing, Airport retailing	Buying function: factors,, Functions, types of organization, non-store retailer	Race track, digital signage, graphics, End gaps	Facility management, Finance management
3	-----	-----	Life style merchandising: private label, retail pricing, types	Store design and layout: Feature areas	Legal and Ethical aspects of retailing, career options in Retailing
4	-----	Retail shopper, factors, profile of retail shopper , market research, CRM: objectives, approaches, customer service	Life style merchandising	Visual merchandising and display: Planogram, display methods and errors	-----
5	Retail management- introduction and meaning, scope, factors	Store location	Retail store operations,	-----	-----


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Remarks by H.O.D.: New syllabus as per university //

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Date: 25/11/17

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17-18-JAN D - TTP-*GFUBMS / FTSSJ / 13*

Academic Year: 2017-18 Term: Sem. II

Department: *BMS* Class: TYBMS (B) Subject: International Marketing Name of the Faculty: Swapna Joshi

Week	Topics to be covered				
	June / November	July / December	August / January	September / February	October / March
1				3. International Marketing Mix A) International of product decision International product line decision, product standization Vs Adaptation, PLC, Packaging and labeling, branding decision Market segmentation, product positioning . B) International pricing Decision: factors methods, pricing strategies, pricing issues	B) International strategies - types, need C) International Marketing of services: Concept, features, need and drivers
2			1. Introduction to international marketing A) Introduction of International Marketing	C) international distribution decision : concept, types, factors, selection of channel	Drivers of global service marketing, advantages and disadvantages, service culture

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		Meaning, need drivers, process, challenges, difference between domestic and international marketing, EPRG framework, entering market, globalization	
3		B) Introduction to international Trade International trade, barriers, tariff and non-tariff, trading blocks, SAARC, ASEAN, NAFTA, EU, OPEC	D) international promotional decision: steps, standardization vs adaptation, international promotional tool
4		Q.2) A) IM Environment Economic Environment Political Environment Legal environment Cultural environment	4. Developments in International Marketing : A) developing international marketing plan. – preparing IM plan, examining IM design, controlling IM operations, devising IM plan
5		B) Marketing Research Introduction, need, research process, scope of research, IT in marketing research	-

Remarks by H.O.D.: None syllabus as per university / Sign.: gjosk
Date: 5/1/18

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TERMWISE TEACHING PLAN

17-18-NOV D - TTP-SFCI BMSI FTSD/14

Academic Year: 2017-18

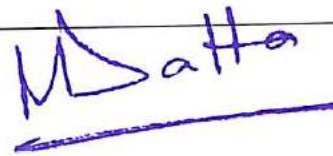
Term: Sem. IV

Department: SFC

Class: TYBMS B

Subject: Media Planning & Management.

Name of the Faculty: Sheetal Desai.

Week	Topics to be covered				
	November	December	January	February	March
1		Media Research- Role & importance.	Media Choices: 1. Print 2. Television 3. Radio 4. OOH.	<u>Unit – IV : Development in International Marketing.</u> Media Measurements: 1. Basic metrics 2. Television metrics 3. Radio metrics 4. Print metrics 5. OOH metrics.	Evaluating Print Media Buying.
2		Sources of MR.	Emerging Media, Media strategy & its steps.	Benchmarking metrics: Share, profile & selectivity Index.	Evaluating Other Media Buys.
3		<u>Unit – II : Media Mix & Media Strategy.</u> Factors affecting decisions, types of media mix decisions.	<u>Unit – III : Media Budgeting, Buying & Scheduling.</u> Media Budget: Factors, Importance & methods of setting media budget.	Plan metrics : GRP, GI & SOV.	Revision.
4	<u>Unit – I : Overview of Media & Media Planning.</u> Features, Role, Impact of Marketing Objectives.		Media Buying : Role, buying process, buying brief & criteria of MB.	Evaluating Media Buys: Evaluating Television Media Buying.	

Issued by MR: Dr. Moushumi Datta

5	Factors, Challenges & legal aspects in MP.		Media Scheduling: Importance, factors affecting scheduling, patterns & strategies for creating impact: 1.Road block 2.Day part.		
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Remarks by H.O.D.: Now syllabus as per

Sign.: *[Signature]*

Date: 25/11/17 M.O.U.

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