



NAGINDAS KHANDWALA COLLEGE
Autonomous

DI/F-TTP/00

TERMWISE TEACHING PLAN

/ TTP

18-19- June / D - TTP-BMS/ PTSB/ 01

Academic Year: 2018-19
Department: Self Finance
Name of the Faculty Satish Bendre.

Class: TYBMS A

Term: Sem V
Subject: Logistics & Supply Chain.

Week	Topics to be covered				
	June	July	August	September	October
1		Transportation, Functions and factors influencing .Modes of transport. Infrastructure	Inventory Management., Objectives, functions, economic order Qty	IT in logistics, logistics information system, Technology infrastructure.	Logistics trends,Challenges in Logistics and supply chain.
2		Warehousing, Functions, benefits, Types of warehousing. Strategies on warehousing	Logistics costing, total cost approach, activity costing. Mission based costing.	Modern Logistics Infrastructure, golden quadrilateral, Containerizations	
3	Introductions to Logistics & Supply Chain. Inbound and out bound Objectives of Logistics	Material Handling, Meaning Objectives, Principals, Handling equipment's, Systems of Material handling	Performance Measurement, objectives, types of performance, Characteristics.	Logistics outsourcing, Presentations, Outsourcing through fourth party, Benefits of outsourcing	
4	Supply chain, Meaning objectives ,Comparison between Logistics and supply chain	Packaging, , objectives, benefits , types, Functions. Packing cost	Logistic Network analysis, meaning, objective, importance, scope, RORO system and LASH	Global , Logistical scenario, Revision, Global trends in logistics, Impact of Globalization	
5	Customer service, objective, Elements. Demand forecasting				

Remarks by H.O.D.: *Syllabus as per Autonomous* Sign.: *[Signature]*

Date: *25/8/18*

Issued by MR: Dr. Moushumi Datta
Mona

Matta
MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 064



NAGINDAS KHANDWALA COLLEGE
Autonomous

DI/ F:-TTP/0D

TERMWISE TEACHING PLAN

18-19- June / D – TTP-BMS/ PTSB/ 02,

Academic Year: 2018-19
Department: Self Finance
Name of the Faculty Satish Bendre.

Class: TYBMS B

Term: Sem V
Subject: Logistics & Supply Chain.

Week	Topics to be covered				
	June	July	August	September	October
1		Transportation, Functions and factors influencing .Modes of transport. Infrastructure	Inventory Management., Objectives, functions, economic order Qty	IT in logistics, logistics information system, Technology infrastructure.	Logistics trends,Challenges in Logistics and supply chain.
2		Warehousing, Functions, benefits, Types of warehousing. Strategies on warehousing	Logistics costing, total cost approach, activity costing. Mission based costing.	Modern Logistics Infrastructure, golden quadrilateral, Containerizations	
3	Introductions to Logistics & Supply Chain. Inbound and out bound Objectives of Logistics	Material Handling, Meaning Objectives, Principals, Handling equipment's, Systems of Material handling	Performance Measurement, objectives, types of performance, Characteristics.	Logistics outsourcing, Presentations, Outsourcing through fourth party, Benefits of outsourcing	
4	Supply chain, Meaning objectives ,Comparison between Logistics and supply chain	Packaging, , objectives, benefits , types, Functions. Packing cost	Logistic Network analysis, meaning, objective, importance, scope, RORO system and LASH	Global , Logistical scenario, Revision, Global trends in logistics, Impact of Globalization	
5	Customer service, objective, Elements. Demand forecasting				

Remarks by H.O.D.: Syllabus as per Autonomous.
Date: 25/8/18

Sign: _____
Satish Bendre
M Datta

Issued by MR: Dr. Moushumi Datta
Mono

MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 064



NAGINDAS KHANDWALA COLLEGE
Autonomous

TERMWISE TEACHING PLAN

18-19- June / D - TTP-BMS/ PTSC/ 03

Academic Year: 2018-19

Department: Self Finance

Name of the Faculty: Sangeeta Chaudhary

Term: Sem V

Class: TYBMS A

Subject: Corporate Communications & Public Relations

Week	Topics to be covered				
	June	July	August	September	October
1		Ethics & Law in Corporate Communications	Public Relations Environment	Crisis Communication	Corporate Blogging Revision
2		Mass Media Laws, Case Study	Theories used in Public Relations	Financial Communication	
3	Corporate Communications : Scope & Relevance	Fundamentals of Public Relations	Media Relations	Contribution of Technology to Corporate Communication	
4	Key Concepts in Corporate Communications	Emergence of Public Relations	Employee Communication	Information Technology in Corporate Communications	
5			Case Study		

Remarks by H.O.D.:

Syllabus as per Autonomous

Date: 28/8/18

Sign. :

Sangeeta

Mona

Issued by MR: Dr. Moushumi Datta

M Datta

F: TTP/01

MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 054



NAGINDAS KHANDWALA COLLEGE
Autonomous

TERMWISE TEACHING PLAN

18-19- June / D - TTP-BMS/ PTSC/ 04

Academic Year: 2018-19

Department: Self Finance

Name of the Faculty: Sangeeta Chaudhary

Term: Sem V

Class: TYBMS B

Subject: Corporate Communications & Public Relations

Week	Topics to be covered				
	June	July	August	September	October
1		Ethics & Law in Corporate Communications	Public Relations Environment	Crisis Communication	Corporate Blogging Revision
2		Mass Media Laws, Case Study	Theories used in Public Relations	Financial Communication	
3	Corporate Communications : Scope & Relevance	Fundamentals of Public Relations	Media Relations	Contribution of Technology to Corporate Communication	
4	Key Concepts in Corporate Communications	Emergence of Public Relations	Employee Communication	Information Technology in Corporate Communications	
5			Case Study		

Remarks by H.O.D.:

Syllabus as per Autonomous.

Date: 27/8/18

Mona

Sign. :

Sangeeta

M Datta

F: TTP/01

Issued by MR: Dr. Moushumi Datta

MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084



NAGINDAS KHANDWALA COLLEGE
Autonomous

DI/F-TTP/00

18-19- June / D - TTP-BMS/ PTRI/ 05

Academic Year: 2018-19
Department: Self Finance
Name of the Faculty R..N.Iyer

Class: TYBMS A

Term: Sem V
Subject: Investment Analysis and Portfolio Management

Week	Topics to be covered				
	June	July	August	September	October
1		Risk-return Relationship: Meaning, types of risk, systematic and Unsystematic risk,	Theories: Dow Jones, Elloit Wave theory	Portfolio Management: Meaning, concept., Process, Principles	SDL, Depository settlement, Online share Trading, Large, small and Midcap
2		Measurement of Beta, standard deviation, Variance	Efficient Market theory Capital Asset pricing: CAPM, CAPM Equation, Security Market line,	Factors affecting investment decisions, Economic Analysis,	
3	Introduction , investment process, types of investors	Reduction of risk through Diversification, Practical Problems on calculation of standard deviation	Portfolio Performance Measurement: Portfolio Evaluation, Sharpe's Ratio, Tyeynor's Ratio	Company analysis, Technical Analysis, Uses of charts-Line Chart, Bar chart,	
4	Investment V/s Speculation V/s Gambling, Investment Avenues	Variance and Beta	Jensen's Differential Returns	Candlestick Chart, Mathematical Indicators, Moving Averages, Oscillators, NASDAQ,	
5	Factors influencing selection of Investment Alternatives				

Remarks by H.O.D.: *Syllabus as per Autonomous.*
Date: *25/6/18*

Sign: *[Signature]*

Issued by MR: Dr. Moushumi Datta

Mona

M Datta
MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084



NAGINDAS KHANDWALA COLLEGE
Autonomous

18-19- June / D – TTP-BMS/ PTAM/ 06

Academic Year: 2018-19

Term: Sem V

Department: Self Finance

Class: TYBMS A

Subject: Commodity and Derivatives Market

Name of the Faculty: Ashish Mane

Week	Topics to be covered				
	June	July	August	September	October
1		Structure of Commodities Market in India, Participants in Commodities Market, Trading in Commodities in India(Cash & Derivative Segment),	Speculation & Arbitrage using Futures, Long Hedge – Short Hedge, Cash & Carry Arbitrage,	Binomial Option Pricing Model, Black - Scholes Option Pricing Mode	Case studies, doubt solving, practical exposure.
2		Commodity Exchanges in India & Abroad, Reasons for Investing in Commodities, Meaning, History & Origin, Elements of a Derivative Contract	Reverse Cash & Carry Arbitrage, Payoff Charts & Diagrams for Futures Contract, Perfect & Imperfect Hedge	Meaning and Concept, SEBI Guidelines, Trading Mechanism – Types of Orders	
3		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 Volumes of Derivative Trade in India, Difference between Forwards & Futures.	Options Contract Specifications, Terminologies, Call Option, Put Option, Difference between Futures & Options,	Clearing Mechanism – NSCCCL – its Objectives & Functions, Settlement Mechanism – Types of Settlement	
4		Futures Contract Specification, Terminologies, Concept of Convergence, Relationship between Futures Price & Expected Spot Price, Basis & Basis Risk,	Trading of Options, Valuation of Options Contract, Factors affecting Option Premium, Payoff	Value at Risk, Methods of calculating VaR, Risk Management Measures, Types of Margins, SPAN	

Issued by MR: Dr. Moushumi Datta

MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084

			Charts & Diagrams for Options Contract, Basic Understanding of Option Strategies	Margin	
	Meaning, History	Pricing of Futures Contract, Cost of	-		
5	of Commodities Traded,				

Remarks by H.O.D.: Syllabus as per Autonomous
 Date: 25/8/18

Sign.: *Aswini*

Mover

M Datta
MANAGEMENT REPRESENTATIVE
 ISO 9001 : 2015
 NAGINDAS KHANDWALA COLLEGE
 (AUTONOMOUS)
 MALAD (W), MUMBAI - 400 064



NAGINDAS KHANDWALA COLLEGE
Autonomous

DE/F:-TTP/0D

TERMWISE TEACHING PLAN

18-19- /D - TTP- Self ID - TTP/ BMS/ETAP/07

Academic Year: 2018-19

Term: Sem V

Department: Self Finance

Class: TYBMS A (FINANCE)

Subject: Wealth Management

Name of the Faculty: Mr. G. Hanumantharao

Week	Topics to be covered				
	June (3)	July (4)	August (5)	September (4)	October (1)
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	Pension Schemes, Annuities- Types of Annuities, Various Income Tax Savings Schemes Board
2	-----	Types of life Insurance Policies, Types of General Insurance Policies, Health Insurance – Medclaim	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	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	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	-----
4	Personal Financial Statement Analysis: Financial Literacy, Financial Goals and Planning, Cash Flow Analysis, Building Financial Plans, Life Cycle Management	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 –	Strategies - Tax Treatment. Income Streams & Tax Savings Schemes	-----
5	Economic Environment Analysis: Interest Rate, Yield Curves, Real Return, Key Indicators-Leading, Lagging, Concurrent	-----	Deductions & Exemptions for Retirement Planning/ Income Streams	-----	-----

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

Date: 27/8/18 Autonomous

Issued by MR: Dr. Moushumi Datta

Mona

Sign: MG - M Datta

MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084



NAGINDAS KHANDWALA COLLEGE
Autonomous

TERMWISE TEACHING PLAN

18-19- JUN/D – TTP- ^{BMS} ~~BAF~~/FTKP/ 08 .

Academic Year: 2018-19

Term: Sem. V

Department: Self Finance

Class: TYBMS A

Subject: Direct Tax

Name of the Faculty: Kinjal Pandya

Week	Topics to be covered				
	June	July	August	September	October
1	-	Unit 2 Income from salary – section 15 to section 17	Unit 2 Profits and gains from business and profession – section 28, 30, 31, 32, 35 and 35D	Unit 2 Income from other sources – section 56, 57, 58 and 59	Unit 4 Practical problems on computation of total income from Individual
2	-	Unit 2 Income from salary – section 15 to section 17 and Exclusions from salary income	Unit 2 Profits and gains from business and profession – section 36, 37, 40, 40A, 43B and exclusions from income	Unit 2 Exclusions from total income – section 10	
3	Unit 1 Basic Terms and Definitions	Unit 2 Income from house property – section 22 to section 27	Unit 2 Capital Gains – section 45, 48 and 49	Unit 3 Deductions from total income Section 80C, 80CCC, 80D, 80DDD, 80E, 80U, 80TTA	
4	Unit 1 Determination of Residential status and scope of income	Unit 2 Income from house property – section 22 to section 27 and exclusions from income	Unit 2 Capital Gains – section 50, 54 and exclusions from income	Unit 4 Practical problems on computation of total income from Individual	
5	-	-	-		

Remarks by H.O.D.:

Date: 25/6/18

Syllabus as per Autonomous.
Mona

Sign.:

Kinjal

M Datta
MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084

Issued by MR: Dr. Moushumi Datta



NAGINDAS KHANDWALA COLLEGE
Autonomous

DI/F-TTP/00

TERMWISE TEACHING PLAN

Academic Year: 2018-19

Term: Sem V

18-19-JUNE/D-TTP/BMS/FTUD/09

Department: Self Finance
Name of the Faculty: Gargi Dubey

Class: TYBMS B

Subject: Service Marketing

Week	Topics to be covered				
	June	July	August	September	October
1.		Consumer behavior, type of contact,	Improving service quality and productivity	International and global strategies in service marketing,	Ethics in service marketing Presentation and Revision
2.		Key element of marketing mix: service marketing mix, branding of service, options for service delivery	Gap Model, Zone of Tolerance, SERVQUAL model	Moving from domestic to transnational marketing, Factors favoring Transnational strategy	
3.	Introduction of service marketing: distinctive, characteristic marketing challenges, goods Vs service marketing	Service Marketing Mix	Productivity and improving productivity	Recent trends in marketing: tourism, hospitality, banking, insurance, healthcare, IT	
4.	Service marketing Environment, marketing triangle, purchase process of service, goods service continuum	Options for service delivery	Demand and capacity alignment Presentation	Presentation Ethics in service marketing: meaning, importance, Unethical practices in service sector	
5.	Consumer behavior, positioning of service in the market place				

Remarks by H.O.D.: *Syllabus as per Autonomous*
Date: *26/6/18*

Sign.: *Gargi Dubey*
Matta

Issued by MR: Dr. Moushumi Datta
Mona

MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084



NAGINDAS KHANDWALA COLLEGE
Autonomous
TERMWISE TEACHING PLAN

Academic Year: 2018-19

Term: Sem. V

18-19-JUNE - TTP-BMSI ETMM/10.

Department: SFC-BMS

Class : TYBMS

Subject : E-Commerce and Digital Marketing

Name of the Faculty: Meha Mandawewala

Week	Topics to be covered				
	June	July	August	September	October
1	--	E-mail advtg, Display advtg, Blog advtg, Viral advtg.	EPS: Meaning, features, merits, limitations, different systems	Environment, factors, issues, myths, impact	EDI and website
2	UNIT 4: Digital Marketing Concept, history, evolution, advantages, limitations, activities	Online advtg, Online mktg research, Online PR, Online Behavioural advtg.	Debit cards, Credit cards, Smart cards, E-cash, E-cheques, E-wallets	Trends in various sectors: retail, banking, tourism, education, government	--
3	Advertising on social media, SEO, SEM, Web Traffics, Web Analytics	Latest development, Segmentation, Collaborative advtg, Remarketing, Game advtg.	Payment Gateways, Online security, E-commerce laws, IT Act	UNIT 2: E-business and application, Data warehouse, CRM, SCM, ERP	--
4	Content mktg, Influencer mktg. Campaign mktg, Podcast, Vodcast	UNIT 3: Payment, Security, Privacy and Legal issues, EFT	UNIT 1: E-commerce Meaning, features, types, merits, limitations, Traditional vs e-commerce, M-commerce	BAM, Pure play, BNC, E-procurement, E-communication, E-delivery, E-auction, E-trading	--

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

Autonomous

Issued by MR: Dr. Moushumi Datta

Sign. :

Meha

M Datta

MANAGEMENT REPRESENTATIVE

ISO 9001 : 2015

NAGINDAS KHANDWALA COLLEGE

(AUTONOMOUS)

MALAD (W), MUMBAI - 400 084



NAGINDAS KHANDWALA COLLEGE

Autonomous

DI/ F:-TTP/0D

TERMWISE TEACHING PLAN

18-19- ^{JUNE} / D - TTP-BMS FTMM 11

Academic Year: 2018-19

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	October
1		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	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	• 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
2		Evolution of Distribution Channels. c) Integration of Marketing, Sales and Distribution Unit 2a) Market Analysis: Market Analysis and Sales Forecasting, Methods of Sales Forecasting	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	Unit 4a) Evaluation & Control of Sales Performance: • Sales Performance – Meaning • Methods of Supervision and Control of Sales Force <div style="text-align: right; font-family: cursive; font-size: 1.2em;">M. Mehta</div>	

Vice Principal – Academics

MANAGEMENT REPRESENTATIVE
 ISO 9001:2015
 NAGINDAS KHANDWALA COLLEGE
 (AUTONOMOUS)
 MALAD (W), MUMBAI - 400 084

3	Unit 1a) Sales Management: <ul style="list-style-type: none"> • Meaning, Role of Sales Department Evolution of Sales Management Interface of Sales with Other Management Functions • Qualities of a Sales Manager 	Types of Sales Quotas – Value Quota, Volume Quota, Activity Quota, Combination Quota Factors Determining Fixation of Sales Quota	Unit 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	
4	Sales Management: Meaning, Developments in Sales Management-Effectiveness to Efficiency, Multidisciplinary Approach, Internal Marketing, Increased Use of Internet, CRM, Professionalism in Selling	Assigning Territories to Salespeople b) Selling: <ul style="list-style-type: none"> • 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, Multichannel, Reasons for Channel Conflict	b) Measuring Distribution Channel Performance: <ul style="list-style-type: none"> • Evaluating Channels- Effectiveness, Efficiency and Equity • Control of Channel – Instruments of Control – Contract or Agreement, Budgets and Reports, Distribution Audit 	

Remarks by H.O.D.:

Syllabus as per Autonomous.

Date:

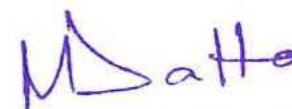
11 June 2018



Vice Principal – Academics

Sign. :

Matta



MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084



NAGINDAS KHANDWALA COLLEGE

Autonomous

TERMWISE TEACHING PLAN

18-19/JUNE/ D – TLP-SFC BMS/FTSD 112

DI/ F:-TTP/00

Academic Year: 2018-19

Term: Sem. V

Department: SFC

Class: TYBMS B

Subject: Customer Relationship Management.

Name of the Faculty: Sheetal Desai.

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

Remarks by H.O.D.:

*Syllabus as per
Autonomous
Memo*

Date: 25th June 2018

Issued by MR: Dr. Moushumi Datta

Sign.:

Sheetal
Matta

MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084



NAGINDAS KHANDWALA COLLEGE
Autonomous

TERMWISE TEACHING PLAN

18-19- June / D – TTP-BMS/ PTSB/01

Academic Year: 2018-19
Department: Self Finance
Name of the Faculty: Satish Bendre

Term: Sem III
Class: SYBMS A

Subject: Personal Effectiveness. =====

Week	Topics to be covered				
	June	July	August	September	October
1		Value added qualities, cheerfulness, sense of humor, tactfulness, empathy, sympathy	Diversity at the workplace, understanding the workforce today, work culture and systems.	First day on the Job, dos and donts, preparing a resume to form an impact, KRAs, and understanding the Job	How to leave a job with dignity and maintaining goodwill Revision of the syllabus.
2		Negative traits to avoid, techniques to avoid negative traits, jealousy, self piety.	Taking pride in ones work culture, understanding others perspective. Impact of work culture	Keeping your Job, class activity, workplace politics, working smart, understanding responsibilities.	
3	Self Esteem concept, techniques, Cognitive method, humanistic method, assertiveness, Improving self esteem	Being a team player, team work, key to getting along with others, Working as a team, being a good team player	Discrimination, how to handle, conflict management, Handling different cultures,	Keeping high standards, avoiding petty arguments, having a personal credibility, being ethical	
4	Improving body image, Positive attitudes, how to develop, and definition. of improving attitude	Understanding your workgroup and your work place, helping your colleagues, different characteristic of colleagues, Complainer, bossy	Prejudice and stereotyping, avoiding, resisting discrimination, fighting discrimination, prejudice and stereotyping	How to have a personal vision, having a career goal. Planning your career	
5	Coping with other peoples negative attitudes.				

Remarks by H.O.D.: Syllabus as per autonomy.
Date: 25/06/18

Sign: Satish

M. Datta
MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084

Issued by MR: Dr. Moushumi Datta

Moushumi



NAGINDAS KHANDWALA COLLEGE
Autonomous

TERMWISE TEACHING PLAN

18-19- June / D – TTP-BMS/ PTSB/02

Academic Year: 2018-19
Department: Self Finance
Name of the Faculty: Satish Bendre

Term: Sem V
Class: SYBMS B

Subject: Personal Effectiveness.

Week	Topics to be covered				
	June	July	August	September	October
1		Value added qualities, cheerfulness, sense of humor, tactfulness, empathy. sympathy	Diversity at the workplace, understanding the workforce today, work culture and systems.	First day on the Job, dos and donts, preparing a resume to form an impact, KRAs, and understanding the Job	How to leave a job with dignity and maintaining goodwill Revision of the syllabus.
2		Negative traits to avoid, techniques to avoid negative traits, jealousy, self piety.	Taking pride in ones work culture, understanding others perspective. Impact of work culture	Keeping your Job, class activity, workplace politics, working smart, understanding responsibilities.	
3	Self Esteem concept, techniques, Cognitive method, humanistic method, assertiveness, Improving self esteem	Being a team player, team work, key to getting along with others, Working as a team, being a good team player	Discrimination, how to handle, conflict management, Handling different cultures,	Keeping high standards, avoiding petty arguments, having a personal credibility, being ethical	
4	Improving body image, Positive attitudes, how to develop, and definition. of improving attitude	Understanding your workgroup and your work place, helping your colleagues, different characteristic of colleagues, Complainer, bossy	Prejudice and stereotyping, avoiding, resisting discrimination, fighting discrimination, prejudice and stereotyping	How to have a personal vision, having a career goal. Planning your career	
5	Coping with other peoples negative attitudes.				

Remarks by H.O.D.: Syllabus as per autonomy
Date: 25/08/18

Sign: Satish

M Datta
MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 064

Issued by MR: Dr. Moushumi Datta

Mou



NAGINDAS KHANDWALA COLLEGE
Autonomous

TERMWISE TEACHING PLAN

18-19- June / D – TTP-BMS/ PTSB/ 03

Academic Year: 2018-19
Department: Self Finance
Name of the Faculty: Satish Bendre

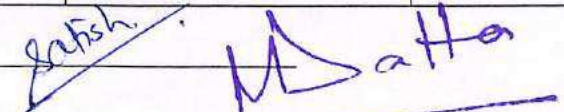
Term: Sem V
Class: SYBMS C

Subject: Personal Effectiveness.

Week	Topics to be covered				
	June	July	August	September	October
1		Value added qualities, cheerfulness, sense of humor, tactfulness, empathy, sympathy	Diversity at the workplace, understanding the workforce today, work culture and systems.	First day on the Job, dos and donts, preparing a resume to form an impact, KRAs, and understanding the Job	How to leave a job with dignity and maintaining goodwill Revision of the syllabus.
2		Negative traits to avoid, techniques to avoid negative traits, jealousy, self piety.	Taking pride in ones work culture, understanding others perspective. Impact of work culture	Keeping your Job, class activity, workplace politics, working smart, understanding responsibilities.	
3	Self Esteem concept, techniques, Cognitive method, humanistic method, assertiveness, Improving self esteem	Being a team player, team work, key to getting along with others, Working as a team, being a good team player	Discrimination, how to handle, conflict management, Handling different cultures,	Keeping high standards, avoiding petty arguments, having a personal credibility, being ethical	
4	Improving body image, Positive attitudes, how to develop, and definition. of improving attitude	Understanding your workgroup and your work place, helping your colleagues, different characteristic of colleagues, Complainer, bossy	Prejudice and stereotyping, avoiding, resisting discrimination, fighting discrimination, prejudice and stereotyping	How to have a personal vision, having a career goal. Planning your career	
5	Coping with other peoples negative attitudes.				

Remarks by H.O.D.: Syllabus as per autonomy
Date: 25/08/18

Sign. :


MANAGEMENT REPRESENTATIVE
 ISO 9001 : 2015
 NAGINDAS KHANDWALA COLLEGE
 (AUTONOMOUS)
 MALAD (W), MUMBAI - 400 084

Issued by MR: Dr. Moushumi Datta

Mona



NAGINDAS KHANDWALA COLLEGE
Autonomous

DI/ F:-TTP/0D

TERMWISE TEACHING PLAN

18-19- June / D – TTP-BMS/ FTGD/ 14

Academic Year: 2018-19

Term: Sem III

Department: Self Finance

Class: SYBMS A

Subject: Business planning and Entrepreneurship management

Name of the Faculty: Gargi Dubey

Week	Topics to be covered				
	June	July	August	September	October
1		Types of Entrepreneur: Intrapreneur	Innovation, Invention and creativity	Critical risk contingencies of the proposal, scheduling and Milestone	Fintech, Edutech Presentations
2		Women entrepreneur: concept, development and problems	Idea generation and Environmental scanning	Steps in starting a venture, Institutional support to Business	
3	Foundations of Entrepreneurship development: concept, need, definitions, qualities of Entrepreneur	Social Entrepreneurship: Concept, importance and development	Creating Entrepreneurial venture, Business Planning process	Venture funding and sources of finance , Startups :funding support and initiatives of startups	
4	Theories of entrepreneurship: Innovation, high Achievement, profit, social change	EDP: Concept, factor, options available to Entrepreneur	Elements of Business plan	New trends in entrepreneurship: Scalability, business incubation	
5	External influence of Entrepreneurship development				

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

Date: 27/6/18

Sign.: Gargi Dubey M Datta

Issued by MR: Dr. Moushumi Datta

Mona

MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084



NAGINDAS KHANDWALA COLLEGE
Autonomous

DI/F:-TTP/0D

TERMWISE TEACHING PLAN

18-19- June / D – TTP-BMS/ FTGD/05

Academic Year: 2018-19

Term: Sem III

Department: Self Finance

Class: SYBMS B

Subject: Business planning and Entrepreneurship management

Name of the Faculty: Gargi Dubey

Week	Topics to be covered				
	June	July	August	September	October
1		Types of Entrepreneur: Intrapreneur	Innovation, Invention and creativity	Critical risk contingencies of the proposal, scheduling and Milestone	Fintech, Edutech Presentations
2		Women entrepreneur: concept, development and problems	Idea generation and Environmental scanning	Steps in starting a venture, Institutional support to Business	
3	Foundations of Entrepreneurship development: concept, need, definitions, qualities of Entrepreneur	Social Entrepreneurship: Concept, importance and development	Creating Entrepreneurial venture, Business Planning process	Venture funding and sources of finance , Startups :funding support and initiatives of startups	
4	Theories of entrepreneurship: Innovation, high Achievement, profit, social change	EDP: Concept, factor, options available to Entrepreneur	Elements of Business plan	New trends in entrepreneurship: Scalability, business incubation	
5	External influence of Entrepreneurship development				

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

Date: 22/6/18.

Sign. :

Gargi

Matta

Issued by MR: Dr. Moushumi Datta

Mona

MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084



NAGINDAS KHANDWALA COLLEGE
Autonomous

TERMWISE TEACHING PLAN

18-19- June / D – TTP-BMS/ FTGD/ 06

Academic Year: 2018-19

Term: Sem III

Department: Self Finance

Class: SYBMS C

Subject: Business planning and Entrepreneurship management

Name of the Faculty: Gargi Dubey

Week	Topics to be covered				
	June	July	August	September	October
1		Types of Entrepreneur: Intrapreneur	Innovation, Invention and creativity	Critical risk contingencies of the proposal, scheduling and Milestone	Fintech, Edutech Presentations
2		Women entrepreneur: concept, development and problems	Idea generation and Environmental scanning	Steps in starting a venture, Institutional support to Business	
3	Foundations of Entrepreneurship development: concept, need, definitions, qualities of Entrepreneur	Social Entrepreneurship: Concept, importance and development	Creating Entrepreneurial venture, Business Planning process	Venture funding and sources of finance , Startups :funding support and initiatives of startups	
4	Theories of entrepreneurship: Innovation, high Achievement, profit, social change	EDP: Concept, factor, options available to Entrepreneur	Elements of Business plan	New trends in entrepreneurship: Scalability, business incubation	
5	External influence of Entrepreneurship development				

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

Date: 27/6/18

Sign. : Gargi

M Datta
MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084

Issued by MR: Dr. Moushumi Datta

Mona



NAGINDAS KHANDWALA COLLEGE
Autonomous

TERMWISE TEACHING PLAN

Academic Year: 2018-19

Term: Sem. III

18-19-^{June} / D - TTP - Bms/ PT/ED 07

Department: BMS Class: SYBMS (A) Subject: Accounting for managerial decisions

Name of the Faculty: Prof. Neha Doshi

Week	Topics to be covered				
	June	July	August	September	October
1		Analysis : comparative statement and common size statement	Combined ratio: return on capital employed, return on proprietor's fund ratio, return on equity capital.	Financing activities on cash flow statement	Credit policy and credit evaluation
2	<u>Unit 1</u> Analysis and interpretation of financial statements 1. Study of balance sheet of limited companies	<u>Unit 2</u> Ratio analysis and interpretation Conventional and functional classification to financial statement	Dividend payout ratio, shareholders fund and preference capital ratio	<u>Operating activities on cash flow statement</u>	
3	2. Study of manufacturing companies, trading, profit and loss account and balance sheet	Balance sheet ratio: current ratio Debt equity ratio Propitiatory ratio	<u>Unit 3 :Cash flow statement</u> Accounting standard -3 of cash flow statement	<u>Unit 4 : Working capital management</u> Concept and estimation of working capital	
4	3. Vertical form of balance sheet	Revenue statement ratio: Gross profit ratio, Net Profit ratio stock turnover ratio creditors turnover ratio	Investing activitess on cash flow statement	Receivable management	
5	4. Vertical form of income statement and trend analysis			-	

Remarks by H.O.D.: Syllabus as per autonomy.Date: 25/06/18

Issued by MR: Dr. Moushumi Datta

Sign. :

NehaM Datta

MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 064



NAGINDAS KHANDWALA COLLEGE
Autonomous

TERMWISE TEACHING PLAN

JUNE
18-19- /D - TTP- BMS PT ~~18-19~~ 08.

Academic Year: 2018-19

Term: Sem. III

Department: BMS Class: SYBMS (B) Subject: Accounting for managerial decisions

Name of the Faculty: Prof. Neha Doshi

Week	Topics to be covered				
	June	July	August	September	October
1		Analysis : comparative statement and common size statement	Combined ratio: return on capital employed, return on proprietor's fund ratio, return on equity capital.	Financing activities on cash flow statement	Credit policy and credit evaluation
2	<u>Unit 1</u> Analysis and interpretation of financial statements 1. Study of balance sheet of limited companies	<u>Unit 2</u> Ratio analysis and interpretation Convectional and functional classification to financial statement	Dividend payout ratio, shareholders fund and preference capital ratio	<u>Operating activities on cash flow statement</u>	
3	2. Study of manufacturing companies , trading , profit and loss account and balance sheet	Balance sheet ratio: current ratio Debt equity ratio Propitiatory ratio	<u>Unit 3 :Cash flow statement</u> Accounting standard -3 of cash flow statement	Unit 4 : Working capital management Concept and estimation of working capital	
4	3. Vertical form of balance sheet	Revenue statement ratio: Gross profit ratio, Net Profit ratio stock turnover ratio creditors turnover ratio	Investing activitess on cash flow statement	Receivable management	
5	4. Vertical form of income statement and trend analysis				

Remarks by H.O.D.: Syllabus as per autonomy
Date: 25/08/18.

Issued by MR: Dr. Moushumi Datta

Sign. :

Neha

M Datta
MANAGEMENT REPRESENTATIVE
ISO 9001:2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 064



NAGINDAS KHANDWALA COLLEGE
Autonomous

DI/ F:-TTP/00

TERMWISE TEACHING PLAN

JUNE
18-19- /D - TTP- BMS /PTNHD/09.

Academic Year: 2018-19

Term: Sem. III

Department: BMS Class: SYBMS (C) Subject: Accounting for managerial decisions

Name of the Faculty: Prof. Neha Doshi

Week	Topics to be covered				
	June	July	August	September	October
1		Analysis : comparative statement and common size statement	Combined ratio: return on capital employed, return on proprietor's fund ratio, return on equity capital.	Financing activities on cash flow statement	Credit policy and credit evaluation
2	<u>Unit 1</u> Analysis and interpretation of financial statements 1. Study of balance sheet of limited companies	<u>Unit 2</u> Ratio analysis and interpretation Convectional and functional classification to financial statement	Dividend payout ratio, shareholders fund and preference capital ratio	<u>Operating activities on cash flow statement</u>	
3	2. Study of manufacturing companies , trading , profit and loss account and balance sheet	Balance sheet ratio: current ratio Debt equity ratio Propitiatory ratio	<u>Unit 3 :Cash flow statement</u> Accounting standard -3 of cash flow statement	<u>Unit 4 : Working capital management</u> Concept and estimation of working capital	
4	3. Vertical form of balance sheet	Revenue statement ratio: Gross profit ratio, Net Profit ratio stock turnover ratio creditors turnover ratio	Investing activitess on cash flow statement	Receivable management	
5	4. Vertical form of income statement and trend analysis				

Remarks by H.O.D.: Syllabus as per autonomy
Date: 25/6/18

Issued by MR: Dr. Moushumi Datta

Mona

Sign. :

Sheher

M Datta

MANAGEMENT REPRESENTATIVE
ISO 9001:2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084



DE/F:-TTP/00

NAGINDAS KHANDWALA COLLEGE
Autonomous

TERMWISE TEACHING PLAN

18-19-^{JUNE} / D - TTP-BMS/ FT5J/10.

Academic Year: 2018-19 Term: Sem. III

Department: BMS Class: SYBMS (A) Subject: Strategic Management Name of the Faculty: Swapna Joshi

Week	Topics to be covered				
	June	July	August	September	October
1		Unit 2: 1.Environmental analysis and scanning 2.Corporate level strategies – Stability, Growth - Intensive strategy	1. Functional Level Strategy – HR, Finance, Marketing , R & D , Production	1. Implementation : Meaning , Steps, Process 2. Types of Organizational Structure	1. Synergy : Concept , types, Evaluation of synergy 2. Change management
2		1.Diversification Strategy 2.Defensive strategy	Unit 3 : Strategy Implementation 1. Models of Strategy Making – Adaptive Model, 2. Planning Model, 3. Entrepreneur Model	3.Behavioral Implementation 4. Functional level Implementation	
3	Unit - 1 1. Business Policy – Meaning , Nature , Importance.	1. Integration strategy 2. Internationalization	4. BCG Matrix 5. GE 9 Cell	Unit 4: Strategy Evaluation and Control 5.Meaning of Evaluation and Control	<i>M Datta</i>

Issued by MR: Dr. Moushumi Datta

MANAGEMENT REPRESENTATIVE
ISO 9001:2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 064

	2. Strategy Management – Meaning, Definition, Importance	strategy		6.Steps of Control	
4	3. Process and Levels of strategy . concept of SBU 4. Mission	7. Business Level Strategy : Cost leadership , Differentiation, Focus	6. Porters 5 Forces Model 7. 7's Framework	7. Techniques of Control – Qualitative Techniques 8. Quantitative Techniques	
5	5. Vision 6. Goals 7. Objectives 8. Plans			-	

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

Sign. : *Soshi*

Date: *25/06/18*

Mona

M Datta

MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084



NAGINDAS KHANDWALA COLLEGE

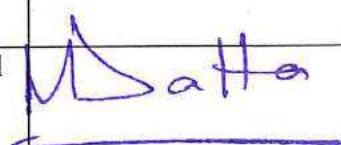
Autonomous

TERMWISE TEACHING PLAN

18-19- ^{JUNE} / D – TTP- BMS/ FTSJ / 11

Academic Year: 2018-19 Term: Sem. III

Department: BMS Class: SYBMS (B) Subject: Strategic Management Name of the Faculty: Swapna Joshi

Week	Topics to be covered				
	June	July	August	September	October
1		Unit 2: 1. Environmental analysis and scanning 2. Corporate level strategies – Stability, Growth - Intensive strategy	1. Functional Level Strategy – HR, Finance, Marketing, R & D, Production	1. Implementation : Meaning, Steps, Process 2. Types of Organizational Structure	1. Synergy : Concept, types, Evaluation of synergy 2. Change management
2		3. Diversification Strategy 4. Defensive strategy	Unit 3 : Strategy Implementation 1. Models of Strategy Making – A) Adaptive Model, B) Planning Model, C) Entrepreneur Model	3. Behavioral Implementation 4. Functional level Implementation	
3	<u>Unit - 1</u> 1. Business Policy – Meaning,	5. Integration strategy 6. Internationalization strategy	1. BCG Matrix 2. GE 9 Cell	Unit 4: Strategy Evaluation and Control 5. Meaning of Evaluation and Control	 MANAGEMENT REPRESENTATIVE

Issued by MR: Dr. Moushumi Datta

			Model		
3	<u>Unit - 1</u> 1. Business Policy – Meaning, Nature, Importance. 2. Strategy Management – Meaning, Definition, Importance	5. Integration strategy 6. Internationalization strategy	4. BCG Matrix 5. GE 9 Cell	Unit 4: Strategy Evaluation and Control 5. Meaning of Evaluation and Control 6. Steps in Control	
4	3. Process and Levels of strategy . concept of SBU 4. Mission	7. Business Level Strategy : Cost leadership , Differentiation, Focus	6. Porters 5 Forces Model 7. 7's Framework	7. Techniques of Control – Qualitative Techniques 8. Quantitative Techniques	
5	5. Vision 6. Goals 7. Objectives 8. Plans			-	

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

Sign. : Gosh.

Date: 25/06/18

Mou

M Datta

MANAGEMENT REPRESENTATIVE
 ISO 9001 : 2015
 NAGINDAS KHANDWALA COLLEGE
 (AUTONOMOUS)
 MALAD (W), MUMBAI - 400 064

Issued by MR: Dr. Moushumi Datta



NAGINDAS KHANDWALA COLLEGE

Autonomous

TERMWISE TEACHING PLAN ^{JUNE}

18-19- /D - TTP-BMS/ FTSJ/12

Academic Year: 2018-19 Term: Sem. III

Department: BMS Class: SYBMS (C) Subject: Strategic Management Name of the Faculty: Swapna Joshi

Week	Topics to be covered				
	June	July	August	September	October
1		Unit 2: 1. Environmental analysis and scanning 2. Corporate level strategies – Stability, Growth - Intensive strategy	1. Functional Level Strategy – HR, Finance, Marketing, R & D, Production	1. Implementation : Meaning, Steps, Process 2. Types of Organizational Structure	1. Synergy : Concept, types, Evaluation of synergy 2. Change management
2		3. Diversification Strategy 4. Defensive strategy	Unit 3 : Strategy Implementation 1. Models of Strategy Making – Adaptive Model, 2. Planning Model, 3. Entrepreneur Model	3. Behavioral Implementation 4. Functional level Implementation	
3	<u>Unit - 1</u> 1. Business Policy –	5. Integration strategy 6. Internationaliza	4. BCG Matrix 5. GE 9 Cell	Unit 4: Strategy Evaluation and Control 5. Meaning of Evaluation and	 MANAGEMENT REPRESENTATIVE

Issued by MR: Dr. Moushumi Datta

3	Unit - 1 1. Business Policy – Meaning , Nature , Importance. 2. Strategy Management – Meaning, Definition, Importance	5. Integration strategy 6. Internationalization strategy	4. BCG Matrix 5. GE 9 Cell	Unit Strategy Evaluation and Control 5. Meaning of Evaluation and Control 6. Steps in Control	
4	3. Process and Levels of strategy . concept of SBU 4. Mission	7. Business Level Strategy : Cost leadership , Differentiation, Focus	6. Porters 5 Forces Model 7. 7's Framework	7. Techniques of Control – Qualitative Techniques 8. Quantitative Techniques	
5	5. Vision 6. Goals 7. Objectives 8. Plans			-	

Remarks by H.O.D.: Syllabus as per ^{autonomy} ~~university~~

Sign. : *Sjoshi*

Date: 25/06/18

Moumou

M Datta

MANAGEMENT REPRESENTATIVE
ISO 9001:2015
NAGINDAS KHOSLA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 064



NAGINDAS KHANDWALA COLLEGE
Autonomous

DS/F: TTP/00

TERMWISE TEACHING PLAN

JUNE
18-19- /D - TTP- BMS /FTGHR/ 13

Academic Year: 2018-19

Term: Sem III

Department: Self Finance

Class: SYBMS A (FINANCE)

Subject: Basics of Financial Services

Name of the Faculty: Mr.G. Hanumantharao

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

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

Sign.: AG

Date: 25/06/18

Mou

M Datta

MANAGEMENT REPRESENTATIVE
10090112015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084

Issued by MR: Dr. Moushumi Datta



NAGINDAS KHANDWALA COLLEGE
Autonomous

DE/ F:-TTP/00

TERMWISE TEACHING PLAN

JUNE
18-19- /D - TTP- BOK PTC+HR 14

Academic Year: 2018-19

Term: Sem. III

Department: BMS Class: SYBMS (A) Subject: Corporate Finance

Name of the Faculty: Prof. R. N Iyer

Week	Topics to be covered				
	June	July	August	September	October
1	-----	Introduction to leverage: Operating , Financial	3. Capital budgeting	Introduction to Corporate Finance 1.Principles, significance of corporate finance 2.Over and under capitalization	Mobilization of fund: 1.Public deposits, and RBI Regulation, NBFC'S, FDI, GDR, Short term finance sources, capital flow and equity debts
2	Capital Structure and Leverage: 1.Introduction to capital structure theories	5.leverages calculation of weighted cost of capital	4. NPV and IRR	3.Fixed capital 4. Working capital fund	
3	2.EBIT- EPS analysis for capital structure decision	Time Value of money. 1.Introduction to Time value of money- compounding	5.Risk and Return analysis in corporate finance	Introduction to ownership securities 1.Ordinary shares , preference shares, creditor ship securities	
4	3.Cost of capital : Debt, preference shares, retained earning	2. Discounting	6..Risk and Return analysis in corporate finance	2. debtors, bonds, convertible debentures. 3. Private placement of securities	
	4. Calculation of weighted cost capital.				

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

Date: 25/06/18.

Mona

Sign. : _____

M Datta

MANAGEMENT REPRESENTATIVE
1005011-2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084

Issued by MR: Dr. Moushumi Datta



NAGINDAS KHANDWALA COLLEGE

Autonomous

TERMWISE TEACHING PLAN

18-19-JUNE/ D – TTP-SFC/BMS/FTNDS/ 15

Academic Year: 2018-19

Term: Sem. III

Department: SFC-BMS


Class: SYBMS B

Subject: Consumer Behaviour

Name of the Faculty: Ninoshka D'Silva

Week	June	July	August	September	October
1		Unit 2- Individual-Determinants of Consumer Behaviour <ul style="list-style-type: none"> Consumer Needs & Motivation (Theories - Maslow, Mc Cleland). Personality – Concept, Nature of personality, Freudian, non - Freudian and Trait theories, Personality Traits and it's Marketing significance, Product personality and brand personification. 	Unit 3- Environmental Determinants of Consumer Behaviour <ul style="list-style-type: none"> Family Influences on Buyer Behaviour Roles of different members, needs perceived and evaluation rules. 	Unit 4- Consumer decision making models and New Trends <ul style="list-style-type: none"> Consumer Decision making models: Howard Sheth Model, Engel Blackwell, Miniard Model, Nicosia Models of Consumer Decision Making 	Revision
2	Unit 1- Introduction to Consumer Behaviour	<ul style="list-style-type: none"> Self-Concept – Concept Consumer Perception 	<ul style="list-style-type: none"> Factors affecting the need of the family, family life cycle stage and size. 	<ul style="list-style-type: none"> Diffusion of innovations Process of Diffusion and Adoption, 	

Issued by MR: Dr. Moushumi Datta


MANAGEMENT REPRESENTATIVE
 ISO 9001 : 2015
 NAGINDAS KHANDWALA COLLEGE
 (AUTONOMOUS)
 MALAD (W), MUMBAI - 400 084

	<ul style="list-style-type: none"> • Meaning of Consumer Behaviour, Features and Importance • Types of Consumer (Institutional & Retail), Diversity of consumers and their behaviour-Types Of Consumer Behaviour 		<ul style="list-style-type: none"> • Social Class and Influences. 	Innovation, Decision process, Innovator profiles	
3	<ul style="list-style-type: none"> • Profiling the consumer and understanding their needs • Consumer Involvement • Application of Consumer Behaviour knowledge in Marketing 	<ul style="list-style-type: none"> • Learning - Theory, Nature of Consumer Attitudes, Consumer Attitude • Formation & Change. 	<ul style="list-style-type: none"> • Group Dynamics & Consumer Reference Groups, Social Class & Consumer Behaviour - Reference Groups, Opinion Leaders and Social Influences In-group versus out-group influences, role of opinion leaders in diffusion of innovation and in purchase process. 	<ul style="list-style-type: none"> • E-Buying behaviour. The E-buyer vis-a vis the Brick and Mortar buyer, Influences on E-buying 	
4	<ul style="list-style-type: none"> • Consumer Decision Making Process and Determinants of Buyer • Behaviour, factors affecting each stage, and Need recognition. 	<ul style="list-style-type: none"> • Attitude - Concept of attitude 	<ul style="list-style-type: none"> • Cultural Influences on Consumer Behaviour Understanding cultural and sub-cultural influences on individual, norms and their role, customs, traditions and value system. 	Presentations	

M Datta

Remarks by H.O.D.: Syllabus as per autonomy Sign.: *[Signature]*

Date: 25/06/18

Issued by MR: Dr. Moushumi Datta

Money

MANAGEMENT REPRESENTATIVE
 ISO 9001:2015
 NAGINDAS KHANDELWALA COLLEGE
 (AUTONOMOUS)
 MALAD (W), MUMBAI - 400 064



NAGINDAS KHANDWALA COLLEGE

Autonomous

TERMWISE TEACHING PLAN

18-19-JUNE/ D – TTP-SFC/BMS/FTNDS/16.

Academic Year: 2018-19

Term: Sem. III

Department: SFC-BMS

Class: SYBMS C

Subject: Consumer Behaviour

Name of the Faculty: Ninoshka D'Silva

Week	June	July	August	September	October
1		Unit 2- Individual-Determinants of Consumer Behaviour <ul style="list-style-type: none"> Consumer Needs & Motivation (Theories - Maslow, Mc Cleland). Personality – Concept, Nature of personality, Freudian, non - Freudian and Trait theories, Personality Traits and it's Marketing significance, Product personality and brand personification. 	Unit 3- Environmental Determinants of Consumer Behaviour <ul style="list-style-type: none"> Family Influences on Buyer Behaviour Roles of different members, needs perceived and evaluation rules. 	Unit 4- Consumer decision making models and New Trends <ul style="list-style-type: none"> Consumer Decision making models: Howard Sheth Model, Engel Blackwell, Miniard Model, Nicosia Models of Consumer Decision Making 	Revision
2	Unit 1- Introduction to Consumer Behaviour	<ul style="list-style-type: none"> Self-Concept – Concept Consumer Perception 	<ul style="list-style-type: none"> Factors affecting the need of the family, family life cycle stage and size. 	<ul style="list-style-type: none"> Diffusion of innovations Process of Diffusion and Adoption, 	


MANAGEMENT REPRESENTATIVE
 100 070 2019
NAGINDAS KHANDWALA COLLEGE
 (Autonomous)
 MALAD (W), MUMBAI - 400 084

	<ul style="list-style-type: none"> • Meaning of Consumer Behaviour, Features and Importance • Types of Consumer (Institutional & Retail), Diversity of consumers and their behaviour-Types Of Consumer Behaviour 		<ul style="list-style-type: none"> • Social Class and Influences. 	Innovation, Decision process, Innovator profiles	
3	<ul style="list-style-type: none"> • Profiling the consumer and understanding their needs • Consumer Involvement • Application of Consumer Behaviour knowledge in Marketing 	<ul style="list-style-type: none"> • Learning - Theory, Nature of Consumer Attitudes, Consumer Attitude • Formation & Change. 	<ul style="list-style-type: none"> • Group Dynamics & Consumer Reference Groups, Social Class & Consumer Behaviour - Reference Groups, Opinion Leaders and Social Influences In-group versus out-group influences, role of opinion leaders in diffusion of innovation and in purchase process. 	<ul style="list-style-type: none"> • E-Buying behaviour. The E-buyer vis-a vis the Brick and Mortar buyer, Influences on E-buying 	
4	<ul style="list-style-type: none"> • Consumer Decision Making Process and Determinants of Buyer • Behaviour, factors affecting each stage, and Need recognition. 	<ul style="list-style-type: none"> • Attitude - Concept of attitude 	<ul style="list-style-type: none"> • Cultural Influences on Consumer Behaviour Understanding cultural and sub-cultural influences on individual, norms and their role, customs, traditions and value system. 	Presentations	

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

Issued by MR: Dr. Moushumi Datta

Date: 25/06/18

M Datta
MANAGEMENT REPRESENTATIVE
 ISO 9001 : 2015
 NAGINDAS KHANDWALA COLLEGE
 (AUTONOMOUS)
 MALAD (W), MUMBAI - 400 064



NAGINDAS KHANDWALA COLLEGE

Autonomous

TERMWISE TEACHING PLAN

JUNE
18-19- / D - TTP- BMS / FTMM / 17.

Academic Year: 2018-19


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	October
1		<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"> • 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>
2		<p>Unit 2. Managerial Aspects of Innovations functions</p> <ul style="list-style-type: none"> • Organizing for Innovations <p>Introduction; Concepts; Organizational theories and structures.</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>	

Vice Principal – Academics

MANAGEMENT REPRESENTATIVE
100 0001 - 2015
NAGINDAS KHANDWALA COLLEGE
(AUT. B.M.S.)
MALAD (W), MUMBAI - 400 064

3	<p>Unit 1. Innovations Management</p> <ul style="list-style-type: none"> • Introduction -Innovations Management <p>Innovations: Concept; Features; Types of Innovations; Innovations management; Features of Innovations Management; Significance of innovations; Principles of innovations.</p>	<p>Traits of innovative organization; Factors influencing organizational design and Size decision.</p>	<p>Unit 3. Product innovations, Process Innovations and Innovations Diffusion</p> <ul style="list-style-type: none"> • Introduction to product innovations <p>Types of new products; Technology strategy for product innovation</p>	<p>4. New Product Development Strategy</p> <ul style="list-style-type: none"> • New Product Development and Product specifications <p>Concept of new product development, specifications: Establishment of specifications, Establishing Target specifications; Setting the final specifications</p>	
4	<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"> • Strategizing Innovations <p>Introduction; Innovations as a strategy component; Developing innovation strategy; Innovation strategies; Market standing based strategies</p>	<p>New product development process; Packaging innovations; Positioning innovations; New product failures; Cases of Innovating companies</p>	<ul style="list-style-type: none"> • Concept Generation, Selection and Testing <p>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.</p>	

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

Sign.: Mou

Date: 11 June 2018



Vice Principal – Academics

M Datta
MANAGEMENT REPRESENTATIVE
 100/101/102/103
 NAGINDAS KRISHNAN & COLLEGE
 (Autonomous)
 MALAD (W), MUMBAI - 400 084



NAGINDAS KHANDWALA COLLEGE
Autonomous

DI/F:-TTP/00

TERMWISE TEACHING PLAN

18-19- ^{JUNE} / D – TTP-BMS/FTMM/18.

Academic Year: 2018-19

Term: Sem. III

Department: B.M.S

Class: SYBMS - C

Subject: Product Innovations Management

Name of the Faculty: Dr. Mona Mehta

Week	June	July	August	September	October
1		<ul style="list-style-type: none"> • Legal Aspects of innovations Safeguarding innovations; Concept of Intellectual Property Rights; Patents; Patenting trends; trademarks; Industrial designs; Copyrights ;Trade secrets.	<ul style="list-style-type: none"> • Managing Innovations Functions Introduction; Style at the top; Planning; Organizing; Staffing; Controlling; Characteristics of good management	<ul style="list-style-type: none"> • Process Innovations Introduction; Concept of Process; Features of process; Types of process innovations; Process Management; Process improvement methods; Business process reengineering; Benchmarking.	<ul style="list-style-type: none"> • Product testing Introduction, Purpose of product testing; Overriding concerns of product testing;
2		<ul style="list-style-type: none"> Unit 2. Managerial Aspects of Innovations functions • Organizing for Innovations Introduction; Concepts; Organizational theories and structures.	<ul style="list-style-type: none"> • Climate and culture for innovations Introduction; Need for creative organizations; Characteristics of creative organizations; Creating creative organizations – 7s framework; Fostering innovations climate and culture	<ul style="list-style-type: none"> • Innovations Diffusion 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.	

Vice Principal – Academics

MANAGEMENT REPRESENTATIVE
ISO 9001:2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084

3	<p>Unit 1. Innovations Management</p> <ul style="list-style-type: none"> • Introduction -Innovations Management <p>Innovations: Concept; Features; Types of Innovations; Innovations management; Features of Innovations Management; Significance of innovations; Principles of innovations.</p>	<p>Traits of innovative organization; Factors influencing organizational design and Size decision.</p>	<p>Unit 3. Product innovations, Process Innovations and Innovations Diffusion</p> <ul style="list-style-type: none"> • Introduction to product innovations <p>Types of new products; Technology strategy for product innovation</p>	<p>4. New Product Development Strategy</p> <ul style="list-style-type: none"> • New Product Development and Product specifications <p>Concept of new product development, specifications: Establishment of specifications, Establishing Target specifications; Setting the final specifications</p>	
4	<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"> • Strategizing Innovations <p>Introduction; Innovations as a strategy component; Developing innovation strategy; Innovation strategies; Market standing based strategies</p>	<p>New product development process; Packaging innovations; Positioning innovations; New product failures; Cases of Innovating companies</p>	<ul style="list-style-type: none"> • Concept Generation, Selection and Testing <p>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.</p>	

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

Sign.: Mousa

Date: 11 June 2018



Vice Principal – Academics

M. Datta
MANAGEMENT REPRESENTATIVE
 NAGINDAS KRISHNARAO COLLEGE
 (AUTONOMOUS)
 MALAD (W), MUMBAI - 400 084



NAGINDAS KHANDWALA COLLEGE
Autonomous

DI/ F-TTP/00

TERMWISE TEACHING PLAN

JUNE

PTTS

18-19- /D - TTP- SFC / BMS/ / 19

Academic Year: 2018-19

Term: Sem III

Department: Self Finance Class: SYBMS- A 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	-----	Types of IS- OAS, TPS ,MIS ,EIS ,DSS- Success and failure of IS- Digital Economy	Excel: Data analysis- What if analysis- Filter- Advanced filter-Power Point- Slide transitions-	EDI working- M-Commerce- Network components-	E-Business risk- Management issues- Real time applications in business- Doubt solving.
2	-----	Word: Hyperlink- bookmark- Mail Merge- Excel Basic concepts	Use of different OS-Concept and applications-	EFT- meaning and use. Email- Internet and its applications	-----
3	Introduction to IT support in Management: Data, Information, System CBIS	Excel- Different formulas-: Text, Math, Date/Time, Logical	Presentation software- different views- animation- Master slide-	Use of email- other features- Use of Outlook Express-	-----
4	Word: create and save the document- smart art- other tools and its uses-	IT development trends- Digital organization-IT resources-	Internet- DNS- URL- Types of network- E-Commerce meaning- types, EDI	E-Security-Threats- types- Information Security System	-----
5	-----	-----	-----	-----	-----

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

Date: 26/08/18

Mona

Sign.: Shah
26/08/18

M Datta

MANAGEMENT REPRESENTATIVE
ISO 9001:2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084

Issued by MR: Dr. Moushumi Datta



NAGINDAS KHANDWALA COLLEGE
Autonomous

DI/ F-TTP/00

TERMWISE TEACHING PLAN

JUNE
18-19 / D - TTP- SFC / BMS IPTTS/20.

Academic Year: 2018-19

Term: Sem III

Department: Self Finance Class: SYBMS- B 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	-----	Types of IS- OAS, TPS ,MIS ,EIS ,DSS- Success and failure of IS- Digital Economy	Excel: Data analysis- What if analysis- Filter- Advanced filter-Power Point- Slide transitions-	EDI working- M-Commerce- Network components-	E-Business risk- Management issues- Real time applications in business- Doubt solving.
2	-----	Word: Hyperlink- bookmark- Mail Merge- Excel Basic concepts	Use of different OS-Concept and applications-	EFT- meaning and use. Email- Internet and its applications	-----
3	Introduction to IT support in Management: Data, Information, System CBIS	Excel- Different formulas-: Text, Math, Date/Time, Logical	Presentation software- different views- animation- Master slide-	Use of email- other features- Use of Outlook Express-	-----
4	Word: create and save the document- smart art- other tools and its uses-	IT development trends- Digital organization-IT resources-	Internet- DNS- URL- Types of network- E-Commerce meaning- types, EDI	E-Security-Threats- types- Information Security System	-----
5	-----	-----	-----	-----	-----

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

Date: 26/08/18.

Mona

Sign. : Shah
2/7/18

M Datta

MANAGEMENT REPRESENTATIVE
ISO 9001:2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084

Issued by MR: Dr. Moushumi Datta



NAGINDAS KHANDWALA COLLEGE
Autonomous

DI/F-TTP/00

TERMWISE TEACHING PLAN

JUNF
17-18- /D-TTP- SFC / BMS / PTTs/21

Academic Year: 2018-19

Term: Sem III

Department: Self Finance Class: SYBMS- C 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	-----	Types of IS- OAS, TPS ,MIS ,EIS ,DSS- Success and failure of IS- Digital Economy	Excel: Data analysis- What if analysis- Filter- Advanced filter-Power Point- Slide transitions-	EDI working- M-Commerce- Network components-	E-Business risk- Management issues- Real time applications in business- Doubt solving.
2	-----	Word: Hyperlink- bookmark- Mail Merge- Excel Basic concepts	Use of different OS-Concept and applications-	EFT- meaning and use. Email- Internet and its applications	-----
3	Introduction to IT support in Management: Data, Information, System CBIS	Excel- Different formulas:- Text, Math, Date/Time, Logical	Presentation software- different views- animation- Master slide-	Use of email- other features- Use of Outlook Express-	-----
4	Word: create and save the document- smart art- other tools and its uses-	IT development trends- Digital organization-IT resources-	Internet- DNS- URL- Types of network- E-Commerce meaning- types, EDI	E-Security-Threats- types- Information Security System	-----
5	-----	-----	-----	-----	-----

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

Date: 26/06/18

Sign.: Shah
2/7/18

Mona

M Datta

MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084

Issued by MR: Dr. Moushumi Datta



NAGINDAS KHANDWALA COLLEGE
Autonomous

TERMWISE TEACHING PLAN

18-19/JULY/ D – TTP-BMS/FTND/01

DE/ F:TTP/00

TTP -

Academic Year: 2018-19

Term: Sem. I

Department: SFC-BMS

Class: FYBMS-A

Subject: Business Communication I

Name of the Faculty: Nelson Daniel

Week	Topics to be covered				
	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER
1		The concept of communication	Obstacles to Communication in Business World Barrier to Communication	Business Correspondence Personnel Correspondence	Revision.
2		Channels of Communication	Obstacles to Communication in Business World Listening Skills	Language and Writing Skills Some Commercial Terms	
3		Theory of Communication Objectives of Communication	Obstacles to Communication in Business World Introduction to Business Ethics	Language and Writing Skills Paragraph Writing	
4	Theory of Communication	Theory of Communication Methods and Modes of Communication	Business Correspondence Theory	Language and Writing Skills Remedial Grammar	

Issued by MR: Dr. Moushumi Datta

Mona

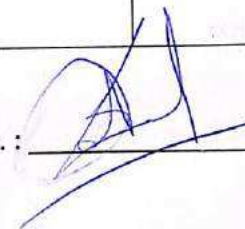
M. Datta
MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084

5				➤ Business Letter Writing	
---	--	--	--	---------------------------	--

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

Date: 08-08-2018

Sign. :



M Datta

MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084

Issued by MR: Dr. Moushumi Datta



NAGINDAS KHANDWALA COLLEGE

Autonomous

TERMWISE TEACHING PLAN

18-19/JULY/ D – TTP-BMS/FTND/02

Academic Year: 2018-19

Term: Sem. I

Department: SFC-BAF

Class: FYBMS-B

Subject: Business Communication I

Name of the Faculty: Nelson Daniel

Week	Topics to be covered				
	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER
1		The concept of communication	Obstacles to Communication in Business World Barrier to Communication	Business Correspondence Personnel Correspondence	Revision.
2		Channels of Communication	Obstacles to Communication in Business World Listening Skills	Language and Writing Skills Some Commercial Terms	
3		Theory of Communication Objectives of Communication	Obstacles to Communication in Business World Introduction to Business Ethics	Language and Writing Skills Paragraph Writing	
4	Theory of Communication	Theory of Communication Methods and Modes of Communication	Business Correspondence Theory	Language and Writing Skills Remedial Grammar	

M. Datta
 MANAGEMENT REPRESENTATIVE
 ISO 9001 : 2015
 NAGINDAS KHANDWALA COLLEGE
 (AUTONOMOUS)
 MALAD (W), MUMBAI - 400 064

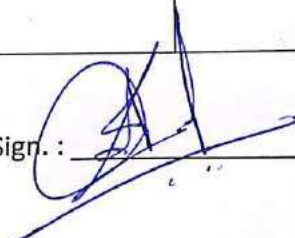
Issued by MR: Dr. Moushumi Datta

5				➤ Business Letter Writing	
---	--	--	--	---------------------------	--

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

Date: 08-08-2018

Mona

Sign. : 

M Datta
MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHAMOJWAI & COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 064

Issued by MR: Dr. Moushumi Datta



NAGINDAS KHANDWALA COLLEGE Autonomous

TERMWISE TEACHING PLAN

18-19/JULY/ D – TTP-BMS/FTND/03

Academic Year: 2018-19

Term: Sem. I

Department: SFC-BAF

Class: FYBMS-C

Subject: Business Communication I

Name of the Faculty: Nelson Daniel

Week	Topics to be covered				
	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER
1		The concept of communication	Obstacles to Communication in Business World Barrier to Communication	Business Correspondence Personnel Correspondence	Revision.
2		Channels of Communication	Obstacles to Communication in Business World Listening Skills	Language and Writing Skills Some Commercial Terms	
3		Theory of Communication Objectives of Communication	Obstacles to Communication in Business World Introduction to Business Ethics	Language and Writing Skills Paragraph Writing	
4	Theory of Communication	Theory of Communication Methods and Modes of Communication	Business Correspondence Theory	Language and Writing Skills Remedial Grammar	

M Datta

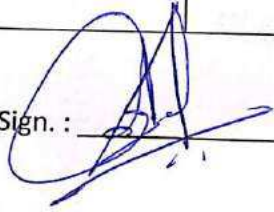
Issued by MR: Dr. Moushumi Datta

MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUT. WOMUS)
MALAD (W), MUMBAI - 400 084

5				> Business Letter Writing	
---	--	--	--	---------------------------	--

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

Date: 08-08-2018

Sign. : 

Mona

M Datta

MANAGEMENT REPRESENTATIVE
 ISO 9001:2015
 NAGINDAS KESHUJI A. COLLEGE
 (AUTONOMOUS)
 MALAD (W), MUMBAI - 400 084

Issued by MR: Dr. Moushumi Datta



NAGINDAS KHANDWALA COLLEGE

Autonomous

TERMWISE TEACHING PLAN

18-19-JULY/ D – TTP-SFC/BMS/FTNDS/04

Academic Year: 2018-19

Term: Sem. I

Department: SFC

Class : FYBMS C

Subject : Foundation Course-1

Name of the Faculty: Ninoshka D' Silva

Week	Topics to be covered					
	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER
1	_____	_____	Unit 1- Overview of Indian Society Linguistic Diversity, Regional Variations, Diversity as Difference	Concept of Disparity 2 Inequalities and the Caste System	Unit 3- The Indian Constitution Basic Features of the Constitution	REVISION
2	_____	_____	Unit 2- Concept of Disparity Concept of Disparity 1 Stratification and Inequality, Gender Disparities	Concept of Disparity 2 Inter-group Conflicts	Unit 4- Significant Aspects of Political Processes Political Party System in India	_____
3	_____	_____	Concept of Disparity 1 Status of Women, Socio-Economic Problems and Solutions of Women in India	Unit 3- The Indian Constitution Preamble & Structure of the Constitution	Unit 4- Significant Aspects of Political Processes Local Self-government in Urban Areas	_____
4	_____	Unit 1- Overview of Indian Society Multi-cultural diversity of Indian Society, Demographic Composition	Concept of Disparity 1 Socially Handicapped, Services Available to Handicapped Persons	Unit 3- The Indian Constitution Tolerance, Peace and Communal Harmony	Unit 4- Significant Aspects of Political Processes Local Self-government in Rural Areas Role & Significance Of Women in Politics	_____
5	_____	_____	_____	_____	PRESENTATIONS	_____

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

Issued by MR: Dr. Moushumi Datta

Sign. : *ND*

Date : 8TH August 2018

MANAGEMENT REPRESENTATIVE
ISO 9001: 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 064



DI/F:TTP/00

NAGINDAS KHANDWALA COLLEGE

Autonomous

TERMWISE TEACHING PLAN

18-19-JULY/ D – TTP-SFC/BMS/FTNDS/os

Academic Year: 2018-19

Term: Sem. I

Department: SFC

Class : FYBMS A

Subject : Foundation Course-1

Name of the Faculty: Ninoshka D' Silva

Week	Topics to be covered					
	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER
1	_____	_____	Unit 1- Overview of Indian Society Linguistic Diversity, Regional Variations, Diversity as Difference	Concept of Disparity 2 Inequalities and the Caste System	Unit 3- The Indian Constitution Basic Features of the Constitution	REVISION
2	_____	_____	Unit 2- Concept of Disparity Concept of Disparity 1 Stratification and Inequality, Gender Disparities	Concept of Disparity 2 Inter-group Conflicts	Unit 4- Significant Aspects of Political Processes Political Party System in India	_____
3	_____	_____	Concept of Disparity 1 Status of Women, Socio-Economic Problems and Solutions of Women in India	Unit 3- The Indian Constitution Preamble & Structure of the Constitution	Unit 4- Significant Aspects of Political Processes Local Self-government in Urban Areas	_____
4	_____	Unit 1- Overview of Indian Society Multi-cultural diversity of Indian Society, Demographic Composition	Concept of Disparity 1 Socially Handicapped, Services Available to Handicapped Persons	Unit 3- The Indian Constitution Tolerance, Peace and Communal Harmony	Unit 4- Significant Aspects of Political Processes Local Self-government in Rural Areas Role & Significance Of Women in Politics	_____
5	_____	_____	_____	_____	PRESENTATIONS	_____

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

Issued by MR: Dr. Moushumi Datta

Sign. : *M Datta*

Date : 8TH August 2018

MANAGEMENT REPRESENTATIVE
ISO 9001:2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 044



NAGINDAS KHANDWALA COLLEGE

Autonomous

TERMWISE TEACHING PLAN

18-19-JULY/ D – TTP-SFC/BMS/FTNDS/06

Academic Year: 2018-19

Term: Sem. I

Department: SFC

Class : FYBMS B

Subject : Foundation Course-1

Name of the Faculty: Ninoshka D' Silva

Week	Topics to be covered					
	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER
1	_____	_____	Unit 1- Overview of Indian Society Linguistic Diversity, Regional Variations, Diversity as Difference	Concept of Disparity 2 Inequalities and the Caste System	Unit 3- The Indian Constitution Basic Features of the Constitution	REVISION
2	_____	_____	Unit 2- Concept of Disparity Concept of Disparity 1 Stratification and Inequality, Gender Disparities	Concept of Disparity 2 Inter-group Conflicts	Unit 4- Significant Aspects of Political Processes Political Party System in India	_____
3	_____	_____	Concept of Disparity 1 Status of Women, Socio-Economic Problems and Solutions of Women in India	Unit 3- The Indian Constitution Preamble & Structure of the Constitution	Unit 4- Significant Aspects of Political Processes Local Self-government in Urban Areas	_____
4	_____	Unit 1- Overview of Indian Society Multi-cultural diversity of Indian Society, Demographic Composition	Concept of Disparity 1 Socially Handicapped, Services Available to Handicapped Persons	Unit 3- The Indian Constitution Tolerance, Peace and Communal Harmony	Unit 4- Significant Aspects of Political Processes Local Self-government in Rural Areas Role & Significance Of Women in Politics	_____
5	_____	_____	_____	_____	PRESENTATIONS	_____

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

Issued by MR: Dr. Moushumi Datta

Sign. :

M. Datta
MANAGEMENT REPRESENTATIVE

Date : 8TH August 2018

50/03/1/2018
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084



NAGINDAS KHANDWALA COLLEGE
Autonomous
TERMWISE TEACHING PLAN

18-19-JULY / D - TTP-SFC/BMS /FGD/ 07

Academic Year: 2018-19

Term: Sem. I

Department: SFC

Class: FYBMS A

Subject: Foundation of Human Skills

Name of the Faculty: Gargi Dubey

Week	Topics to be covered				
	July	August	September	October	November
1	-----	Johari window, components and functions of changing attitudes	Team effectiveness: nature, types and ways,	Conflict resolution strategies	Work stress: Consequences and ways to cope stress Revision
2	-----	Thinking, learning and perceptions: skills, styles, theories	Unit 3: Power and politics: nature, bases, causes, political games	Organizational culture: characteristics, types, barriers of culture	-----
3	-----	Theories of thinking, intelligence type, factors of individual perception,	Power and politics	Unit 4: Motivation at workplace: theories of motivation, Organizational creativity: ways of enhancing creativity	-----
4	Unit 1: Understanding of human nature: individual difference, personality traits,	Unit : 2 Introduction to group behavior: nature, types, Group models	Organizational conflict: features, types levels of conflict	Ways of creativity, creative problem solving Organizational development: need, techniques	-----
5	-----	-----	-----	Work stress: types, causes	-----

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

Sign. : _____

Date: 6/8/18

Issued by MR: Dr. Moushumi Datta

Mono

Gargi M Datta

MANAGEMENT REPRESENTATIVE
 NAGINDAS KHANDWALA COLLEGE
 (AUTONOMOUS)
 MALAD (W), MUMBAI - 400 064



NAGINDAS KHANDWALA COLLEGE
Autonomous
TERMWISE TEACHING PLAN

18-19-JULY / D – TTP-SFC/BMS /FGD/ 08

Academic Year: 2018-19

Term: Sem. I

Department: SFC

Class: FYBMS B

Subject: Foundation of Human Skills

Name of the Faculty: Gargi Dubey

Week	Topics to be covered				
	July	August	September	October	November
1	-----	Johari window, components and functions of changing attitudes	Team effectiveness: nature, types and ways,	Conflict resolution strategies	Work stress: Consequences and ways to cope stress Revision
2	-----	Thinking, learning and perceptions: skills, styles, theories	Unit 3: Power and politics: nature, bases, causes, political games	Organizational culture: characteristics, types, barriers of culture	-----
3	-----	Theories of thinking, intelligence type, factors of individual perception,	Power and politics	Unit 4: Motivation at workplace: theories of motivation, Organizational creativity: ways of enhancing creativity	-----
4	Unit 1: Understanding of human nature: individual difference, personality traits,	Unit : 2 Introduction to group behavior: nature, types, Group models	Organizational conflict: features, types levels of conflict	Ways of creativity, creative problem solving Organizational development: need, techniques	-----
5	-----	-----	-----	Work stress: types, causes	-----

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

Date: 6/8/18

Issued by MR: Dr. Moushumi Datta

Mona

Sign. :

Gargi

M Datta



NAGINDAS KHANDWALA COLLEGE

Autonomous TERMWISE TEACHING PLAN

18-19-JULY / D – TTP-SFC/BMS /ATMM09

Academic Year: 2018-19

Term: Sem. I

Department: SFC

Class: FYBMS C

Subject: Foundation of Human Skills

Name of the Faculty: Dr. Mona Mehta

Week	Topics to be covered				
	July	August	September	October	November
1	-----	Johari window, components and functions of changing attitudes	Team effectiveness: nature, types and ways,	Conflict resolution strategies	Work stress: Consequences and ways to cope stress Revision
2	-----	Thinking, learning and perceptions: skills, styles, theories	Unit 3: Power and politics: nature, bases, causes, political games	Organizational culture: characteristics, types, barriers of culture	-----
	-----	Theories of thinking, perception, types factors of individual perception,	Power and politics	Unit 4: Motivation at workplace: theories of motivation, Organizational creativity: ways of enhancing creativity	-----
4	Unit 1: Understanding of human nature: individual difference, personality traits,	Unit : 2 Introduction to group behavior: nature, types, Group models	Organizational conflict: features, types levels of conflict	Ways of creativity, creative problem solving Organizational development: need, techniques	-----
5	-----	-----	-----	Work stress: types, causes	-----

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

M Datta

Date: 5/8/18

Issued by MR: Dr. Moushumi Datta

M Datta



NAGINDAS KHANDWALA COLLEGE

Autonomous

TERMWISE TEACHING PLAN

18-19-JULY / D – TTP-SFC/BMS /PTAB/10

Academic Year: 2018-19

Term: Sem. I

Department: SFC

Class: FYBMS A

Subject: Principles of Management

Name of the Faculty: Alok Baptist

Topics to be covered

Week	July	August	September	October	November
1	-----	Concept of Management: Concept & Significance., Management, Art or Science? Is Management a profession? Difference between management and administration.	Planning: Meaning, Importance, Process, planning premises , Pitfalls of Planning, Formal Planning & opportunity planning and MBO	Managing the structure: Line, Funnel, Divisional & Matrix Structure.	Managing Organizational Change: Models of Organizational Change & Implementation of change and tactics for introducing change.
2	-----	Four Management Functions & Managerial Roles	Decision Making : Meaning, importance, process, Techniques, Diff. between planning & decision making, Cognitive biases and decision making	Directing: Meaning & process. Leadership: Meaning, Style & Quality of good leadership.	-----
3	-----	Management as asset of skills and Managerial Grid	Controlling: Meaning, Process, Techniques, Close relationship of planning & controlling	Leadership: Power: Key to the leadership, Models of Leadership; Trait, Behavioural and Contingency model. Transformational Leadership: Meaning, transformational and Transactional Leadership	----- <i>M. Datta</i> MANAGEMENT REPRESENTATIVE ISSUED: 2015 NAGINDAS KHANDWALA COLLEGE (AUTONOMOUS) MALAD (W), MUMBAI - 400 084

Issued by MR: Dr. Moushumi Datta

Mona

4	Overview of the subject, Importance of Management, Concept of Management	Evolution of Management: Contribution of F.W.Taylor, Bureaucratic Management and Hawthorne studies	Organizing: Meaning, importance and features. Managing the structure: Unity of command, Authority, resp.& accountability, Span of control & Centralization & Decentralization.	Managing Organizational Change : Types of change, Forces of Change	-----
5	-----	-----	-----	Resistance for change	-----

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

Sign : 

Date: '8 August 2018.

M Datta

MANAGEMENT REPRESENTATIVE
180 4 11 2018
NAGINDAS KHARDEWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084



NAGINDAS KHANDWALA COLLEGE

Autonomous

TERMWISE TEACHING PLAN

18-19-JULY / D – TTP-SFC/BMS /PTAB/11

Academic Year: 2018-19

Term: Sem. I

Department: SFC

Class: FYBMS B

Subject: Principles of Management

Name of the Faculty: Alok Baptist

Week	Topics to be covered				
	July	August	September	October	November
1	-----	Concept of Management: Concept & Significance., Management, Art or Science? Is Management a profession? Difference between management and administration.	Planning: Meaning, Importance, Process, planning premises , Pitfalls of Planning, Formal Planning & opportunity planning and MBO	Managing the structure: Line, Funnel, Divisional & Matrix Structure.	Managing Organizational Change: Models of Organizational Change & Implementation of change and tactics for introducing change.
2	-----	Four Management Functions & Managerial Roles	Decision Making : Meaning, importance, process, Techniques, Diff. between planning & decision making, Cognitive biases and decision making	Directing: Meaning & process. Leadership: Meaning, Style & Quality of good leadership.	-----
3	-----	Management as asset of skills and Managerial Grid	Controlling: Meaning, Process, Techniques, Close relationship of planning & controlling	Leadership: Power: Key to the leadership, Models of Leadership; Trait, Behavioural and Contingency model. Transformational Leadership: Meaning, transformational and Transactional Leadership	-----

M Datta
MANAGEMENT REPRESENTATIVE

ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 064

Issued by MR: Dr. Moushumi Datta

4	Overview of the subject, Importance of Management, Concept of Management	Evolution of Management: Contribution of F.W.Taylor, Bureaucratic Management and Hawthorne studies	Organizing: Meaning, importance and features. Managing the structure: Unity of command, Authority, resp.& accountability, Span of control & Centralization & Decentralization.	Managing Organizational Change : Types of change, Forces of Change	-----
5	-----	-----	-----	Resistance for change	-----

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

Sign. : *[Signature]*

Date: 8 August 2018.

Mano

M Datta
MANAGEMENT REPRESENTATIVE
 ISO 9001: 2015
 NAGINDAS KHANDWALA COLLEGE
 (AUTONOMOUS)
 MALAD (W), MUMBAI - 400 084



NAGINDAS KHANDWALA COLLEGE

Autonomous

DI/F:-TTP/00

TERMWISE TEACHING PLAN

18-19-JULY / D – TTP-SFC/BMS / PTMS/12

Academic Year: 2018-19

Term: Sem. I

Department: SFC

Class: FYBMS C

Subject: Principles of Management

Name of the Faculty: Mitali D Sanghavi

Week	Topics to be covered				
	July	August	September	October	November
1	-----	Concept of Management: significance & managerial grid,	Controlling: meaning, process, techniques, rel. between planning & controlling	Leadership: meaning style, quality of good leader	
2	-----	Management in new millennium, evolution of management	Organizing: meaning, importance & features	Managing organizational change: types, forces, resistance, models, implementation & tactics	-----
3	-----	planning: meaning, importance, process, MBO, premises, pitfalls, formal & opportunity planning	Managing the structure: unity of command, authority, responsibility & accountability, span of control	Presentations	-----
4	Concept of Management: important concepts & introduction	Decision making : meaning, importance, process, techniques, diff. bet. Decision & planning, cognitive biases	managing the structure Directing: meaning & process	Revisions	-----
5	-----	-----	-----		-----

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

Date: 8 August 2018.

Issued by MR: Dr. Moushumi Datta

Moushumi

Sign. :

[Signature]

M Datta

MANAGEMENT REPRESENTATIVE
 ISO 9001 : 2015
 NAGINDAS KHANDWALA COLLEGE
 (AUTONOMOUS)
 MALAD (W), MUMBAI - 400 084



NAGINDAS KHANDWALA COLLEGE

Autonomous

TERMWISE TEACHING PLAN

18-19-JULY / D – TTP-SFC/BMS /FTPP /13

Academic Year: 2018-19

Term: Sem. I

Department: SFC

Class: FYBMS A

Subject: Introduction to Financial Accounts

Name of the Faculty: Poonam Popat

Week	Topics to be covered				
	July	August	September	October	November
1	-----	Accounting Concepts and conventions, Introduction to Accounting standards,	Cash book: Examples on cash book including all types.	Practical examples on Depreciation Accounting	Examples on final accounts, Introduction to Schedule VI of Companies Act 2013.
2	-----	International Financial Reporting Standards, Accounting in Computerized accounting	Bank Reconciliation statement, Examples on BRS	Practical examples on Depreciation Accounting	-----
3	-----	Unit:2 Accounting transactions: Accounting cycle, Journal, Practical examples on Journalizing	Classification of Expenditure: Capital, Revenue and Deferred Revenue expenditure Classification of receipts: Capital and Revenue	Preparation of Trial balance Unit:4 Final Accounts: Rectification of errors and examples	-----
4	Unit:1 Introduction Meaning, Users, Objectives and scope of Accounting	Ledger, Rules of posting, practical examples on ledger posting, Subsidiary books	Unit:3 Depreciation accounting: Meaning, methods, Change in method of Depreciation as per AS-6	Final accounts of sole trader and examples	-----
5	-----	-----	-----	Final accounts of manufacturer and examples	-----

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

Sign: _____

Date: *8/08/18*

Issued by MR: Dr. Moushumi Datta

Mona

Poonam
8/8/18

M Datta

MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084



NAGINDAS KHANDWALA COLLEGE

Autonomous

TERMWISE TEACHING PLAN

18-19-JULY / D – TTP-SFC/BMS /ETPP /14

Academic Year: 2018-19

Term: Sem. I

Department: SFC

Class: FYBMS B

Subject: Introduction to Financial Accounts

Name of the Faculty: Poonam Popat

Week	Topics to be covered				
	July	August	September	October	November
1	-----	Accounting Concepts and conventions, Introduction to Accounting standards,	Cash book: Examples on cash book including all types.	Practical examples on Depreciation Accounting	Examples on final accounts, Introduction to Schedule VI of Companies Act 2013.
2	-----	International Financial Reporting Standards, Accounting in Computerized accounting	Bank Reconciliation statement, Examples on BRS	Practical examples on Depreciation Accounting	-----
3	-----	Unit:2 Accounting transactions: Accounting cycle, Journal, Practical examples on Journalizing	Classification of Expenditure: Capital, Revenue and Deferred Revenue expenditure Classification of receipts: Capital and Revenue	Preparation of Trial balance Unit:4 Final Accounts: Rectification of errors and examples	-----
4	Unit:1 Introduction Meaning, Users, Objectives and scope of Accounting	Ledger, Rules of posting, practical examples on ledger posting, Subsidiary books	Unit:3 Depreciation accounting: Meaning, methods, Change in method of Depreciation as per AS-6	Final accounts of sole trader and examples	-----
5	-----	-----	-----	Final accounts of manufacturer and examples	-----

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

Sign. : _____

Date: *8/08/18*

Issued by MR: Dr. Moushumi Datta

Mona

Poonam
8/8/18

M Datta

MANAGEMENT REPRESENTATIVE
ISO 9001:2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084



NAGINDAS KHANDWALA COLLEGE

Autonomous

TERMWISE TEACHING PLAN

18-19-JULY / D – TTP-SFC/BMS /FTPP /15

Academic Year: 2018-19

Term: Sem. I

Department: SFC

Class: FYBMS C

Subject: Introduction to Financial Accounts

Name of the Faculty: Poonam Popat

Week	Topics to be covered				
	July	August	September	October	November
1	-----	Accounting Concepts and conventions, Introduction to Accounting standards,	Cash book: Examples on cash book including all types.	Practical examples on Depreciation Accounting	Examples on final accounts, Introduction to Schedule VI of Companies Act 2013.
2	-----	International Financial Reporting Standards, Accounting in Computerized accounting	Bank Reconciliation statement, Examples on BRS	Practical examples on Depreciation Accounting	-----
3	-----	Unit:2 Accounting transactions: Accounting cycle, Journal, Practical examples on Journalizing	Classification of Expenditure: Capital, Revenue and Deferred Revenue expenditure Classification of receipts: Capital and Revenue	Preparation of Trial balance Unit:4 Final Accounts: Rectification of errors and examples	-----
4	Unit:1 Introduction Meaning, Users, Objectives and scope of Accounting	Ledger, Rules of posting, practical examples on ledger posting, Subsidiary books	Unit:3 Depreciation accounting: Meaning, methods, Change in method of Depreciation as per AS-6	Final accounts of sole trader and examples	-----
5	-----	-----	-----	Final accounts of manufacturer and examples	-----

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

Sign. : _____

Date: 08/08/18

Issued by MR: Dr. Moushumi Datta

Mona

Poonam
2/8/18

M Datta

MANAGEMENT REPRESENTATIVE
2018-19-2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 064



NAGINDAS KHANDWALA COLLEGE

Autonomous

TERMWISE TEACHING PLAN

18-19-JULY / D – TTP-SFC/BMS /FTSD/16

Academic Year: 2018-19

Term: Sem. I

Department: SFC

Class: FYBMS A

Subject: Business Law

Name of the Faculty: Sheetal Desai.

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

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

Date: 8/8/18

Issued by MR: Dr. Moushumi Datta

Mona

Sign. :

Sheetal

MANAGEMENT REPRESENTATIVE
2018-2019
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 064

M Datta



NAGINDAS KHANDWALA COLLEGE

Autonomous

TERMWISE TEACHING PLAN

18-19-JULY / D – TTP-SFC/BMS /FTSD/17

Academic Year: 2018-19

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

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

Date: 8/8/18

Issued by MR: Dr. Moushumi Datta

Sign: _____

Sheetal

M Datta

MANAGEMENT REPRESENTATIVE
1. 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 064



NAGINDAS KHANDWALA COLLEGE

Autonomous

DI/ F:-TTP/00

TERMWISE TEACHING PLAN

18-19-JULY / D – TTP-SFC/BMS /FTSD/18

Academic Year: 2018-19

Term: Sem. I

Department: SFC

Class: FYBMS C

Subject: Business Law

Name of the Faculty: Sheetal Desai.

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

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

Date: 8/8/18

Issued by MR: Dr. Moushumi Datta

Mona

Sign. :

Sheetal

MANAGEMENT REPRESENTATIVE
18-19-JULY 2018
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 064



NAGINDAS KHANDWALA COLLEGE

Autonomous

TERMWISE TEACHING PLAN

18-19-JULY / D – TTP-SFC/BMS /ETU# 19

Academic Year: 2018-19

Term: Sem. I

Department: SFC

Class: FYBMS A

Subject: Business Statistics

Name of the Faculty: Mr.G.Hanumantharao

Topics to be covered

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

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

Sign: H. Gabriel

Date: 8/8/18

Issued by MR: Dr. Moushumi Datta

Mona

Matta
MANAGEMENT REPRESENTATIVE
ISO 9001: 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084



NAGINDAS KHANDWALA COLLEGE

Autonomous

TERMWISE TEACHING PLAN

18-19-JULY / D – TTP-SFC/BMS /FTHR/20

Academic Year: 2018-19

Term: Sem. I

Department: SFC

Class: FYBMS B

Subject: Business Statistics

Name of the Faculty: Mr.G.Hanumantharao

Topics to be covered

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

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

Date: *8/8/18*

Issued by MR: Dr. Moushumi Datta

Mona

Sign.: *Hijab*

Matta

MANAGEMENT REPRESENTATIVE
ISO 9001: 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084



NAGINDAS KHANDWALA COLLEGE

Autonomous

TERMWISE TEACHING PLAN

18-19-JULY / D – TTP-SFC/BMS / FTGHR/21

Academic Year: 2018-19

Term: Sem. I

Department: SFC

Class: FYBMS C

Subject: Business Statistics

Name of the Faculty: Mr.G.Hanumantharao

Topics to be covered

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

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

Date: 8/8/18

Issued by MR: Dr. Moushumi Datta

Mona

Sign.: *H. G. G. G.*

M. Datta

MANAGEMENT REPRESENTATIVE
ISC 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084



NAGINDAS KHANDWALA COLLEGE

Autonomous

TERMWISE TEACHING PLAN

18-19-Nov. / D – TTP-SFC/BMS/ FT02/01

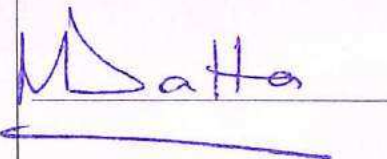
Academic Year: 2018-19

Department: SFC

Term: Sem. VI

Class: TYBMS A

Subject: Operation Research Name of the Faculty: Mr.G.Hanumantharao

Week	Topics to be covered			
	November-December	January	February	March
1	Introduction To Operations Research Operations Research - Definition, Characteristics of OR, Models, OR Techniques, Areas of Application, Limitations of OR.	Concepts: Feasible Region of Solution, Unbounded Solution, Redundant Constraint, Infeasible Solution, Alternative Optima.	Prohibited Assignment Problems, Unique or Multiple Optimal Solutions, Simple Formulation of Assignment Problems. Maximum 5 x 5 Matrix. Up to Maximum Two Iterations after Row and Column Minimization.	Concepts: Activity, Event, Network Diagram, Merge Event, Burst Event, Concurrent and Burst Activity, Construction of a Network Diagram. Node Relationship and Precedence Relationship.
2	Introduction to Linear Programming Applications of LPP, Components of LPP, Requirements for Formulation of LPP, Assumptions Underlying Linear Programming, Steps in Solving LP Problems	Only Maximization Type Problems. No Minimization problems. Two or Three Decision Variables and Maximum Three Constraints Problem.	Transportation Problems, Maximization & Minimization Type Problems., Balanced and Unbalanced problems.	Costs involved in Project Crashing: Direct, Indirect, Penalty and Total Costs. Time – Cost Trade off in Project Crashing. Standard Deviation and Variance of Activities. • Project Variance and Project Standard Deviation. • Standard Normal Probability Table.
3	Maximization & Minimization Type Problems, Two Decision Variables and Maximum Three Constraints Problem	Concepts : Slack Variables, Surplus Variables, Artificial Variables, Duality, Product Mix and Profit, Feasible and Infeasible Solution, Unique or Alternate Optimal Solution, Degeneracy, Non Degenerate,	Prohibited Transportation Problems, Unique or Multiple Optimal Solutions, Simple Formulation of Transportation Problems. <u>Initial Feasible Solution (IFS) by:</u> a. North West Corner Rule (NWCR) b. Least Cost Method (LCM) c. Vogel's Approximation Method (VAM)	Decision Environments – Risk & Uncertainty. Payoff Table, Regret Table, Decision Making under Uncertainty Job Sequencing Problem, Processing Maximum 9 Jobs through Two Machines only Terminology of Game Theory: Players, Strategies, Play, Payoff, Payoff matrix. Maximin, Maximax, Saddle Point.
4	-----	Shadow Prices of Resources, Scarce and Abundant Resources, Utilized and Unutilized Capacity of Resources, Percentage Utilization of Resources, Decision for Introduction of a New Product.	Finding Optimal Solution by Modified Distribution (MODI) Method. (u, v and Δ) Maximum Two Iterations (i.e. Maximum Two Loops) after IFS.	

MANAGEMENT REPRESENTATIVE

ISO 9001:2015

NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)

MALAD (W), MUMBAI - 400 064

Issued by MR: Dr. Moushumi Datta

Assignment Problem –
Hungarian Method
• Maximization &
Minimization Type Problems.
• Balanced and Unbalanced
Problems.

Remarks by H.O.D.: Syllabus re pa

Sign.: M-D

Date: 4/12/18

Autonomy

M Datta

MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHOSLA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084



NAGINDAS KHANDWALA COLLEGE

Autonomous

TERMWISE TEACHING PLAN

18-19-Nov. / D – TTP-SFC/BMS/FTKS/02

Academic Year: 2018-19 Term: Sem. VI
Department: SFC Class: TYBMS

Subject: International Finance

Name of the Faculty: Ms. Kavita Shah

Week	Topics to be covered			
	November-December	January	February	March
1	Unit 1 Fundamentals of International Finance Meaning and scope of International Finance Emerging challenges in International Finance	Unit II Foreign Exchange Market, Exchange rate determination and currency derivatives Structure and types of transactions Annualized forward margins	International Equity Markets and Investments – ADR, GDR, IDR	International Tax environment- Meaning, objectives, types and tax havens
2	Balance of Payment Exchange rate Systems – Gold Standard System, Bretton Woods System.	Interest rate parity, Purchasing power parity	International Foreign Exchange Markets-FERA v/s FEMA, FDI v/s FPI	International project appraisal- Meaning, NPV and option approach
3	Fixed and Flexible Exchange rate system Foreign Exchange Quotations and factors affecting exchange rate	Introduction to currency option Futures Contract Hedging and Speculation with interest rate futures	International Capital Budgeting- Meaning and Techniques	Case studies based on Unit IV
4		Currency options in India Case studies based on unit II topics	Case Studies on Unit III	
5		Unit III World financial markets, Institutions and risks Euro currency bond market Types, Advantages and regulation	Unit IV Foreign Exchange risk, appraisal and tax management Types of risk, Portfolio management in foreign assets	

Remarks by H.O.D.: *Syllabus as per autonomy*
Date: 4/12/18

Sign: _____

*Kavita
Shah*

M Datta

Issued by MR: Dr. Moushumi Datta

MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084



NAGINDAS KHANDWALA COLLEGE
Autonomous

TERMWISE TEACHING PLAN

18-19-Nov. / D – TTP-SFC/BMS/PTND/03

Academic Year: 2018-19

Department: SFC-BMS

Name of the Faculty: Prof. NEHA DOSHI

Term: Sem. VI

Class: TYBMS

Subject: INNOVATIONS IN FINANCIAL SERVICES

Week	Topics to be covered			
	November-December	January	February	March
1	Introduction to financial services Concept, objectives of Banking and non banking services	Issue management :Introduction Merchant banking,Underwriters	Definition 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	Factoring: Introduction and types Disadvantages	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	Forfaiting Factoring cost Working of forfaiting Drawbacks	Securitization Defination Mechanism Pass through certificates	Growth factors NHB HFC Trade practice for HFC.	Credit rating Meaning and origin Features, advantages Credit rating process
4	_____	New guidelines Benefits of securitization	Venture capital: Introduction and features, Types , Disinvestment Venture capital investment process.	
5	_____	Lease and hire purchase Meaning and types Finance lease Operating lease: Advantages and disadvantages.		

Remarks by H.O.D.:

Date:

*Syllabus as per
Autonomy*

Sign. :

M Datta

Issued by MR: Dr. Moushumi Datta

MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 064



NAGINDAS KHANDWALA COLLEGE

Autonomous

TERMWISE TEACHING PLAN

18-19-Nov. / D – TTP-SFC/BMS/PTSM/04

Academic Year: 2018-19
Subject: Project Management

Term: Sem 6

Department: SFC-BMS
Name of the Faculty: Sunny Mondal

Class: TYBMS - A

Week	Topics to be covered			
	November-December	January	February	March
1	Introduction to Project Management: • Meaning/Definition of Project & Project Management, Classification of Projects, Why Project Management, Characteristics	Project Initiation: • Project Selection-Meaning of Project Selection, Importance of Project Selection, Criteria for Project Selection (Models), Types of Project Selection, Understanding Risk & Uncertainty in Project Selection	Funds Estimation in Project: • Means of Financing, Types of Financing, Sources of Finance, Government Assistance towards Project Management for Start ups	Modern Development in Project Management: • Introduction to Modern Development in Project Management, Project Management Maturity Model (PMMM), Continuous Improvement, Developing Effective Procedural Documentation, Capacity Planning
2	Importance of Project Management, Need for Project Management (Objectives), History of Project Management	Project Manager-Meaning of Project Manager, Role of Project Manager, Importance of Project Manager, Role of Consultants in Project Management, Selecting Criteria for Project Manager	Cost Control (Operating Cycle, Budgets & Allocations), Determining Financial Needs for Projects, Impact of Leveraging on Cost of Finance	Project Monitoring & Controlling: • Introduction to Project Monitoring & Controlling, The Planning – Monitoring-Controlling Cycle, Computerized Project Management Information System (PMIS), Balance in Control System in Project Management, Project Auditing – Life Cycle
3	Organizational Structure: Meaning/Definition of Organizational Structure, Organizational Work Flow, Developing Work Integration Positions, Types of Organizational Structure, Forms of Organization,	Project Planning-Importance of Project Planning, Functions of Project Planning, System Integration, Project Management Life Cycle, Conflicts & Negotiation Handling in Project Management, Planning Cycle & Master Production	Risk Management in Projects: What is Risk, Types of Risk in Projects, Risk Management Process, Risk Analysis	Project Termination & Solving Project Management Problems: • Meaning of Project Termination, Reasons for Termination of Projects, Process for Terminating Projects, Strategy/ Ways to Solve

Issued by MR: Dr. Moushumi Datta

MANAGEMENT REPRESENTATIVE

NAGINDAS KHANDWALA COLLEGE

(SFC/BMS)

	Strategic Business Units (SBU) in Project Management	Scheduling	Identification, Impact of Risk Handling Measures, Work break Down Structure, New Venture Valuation (Asset Based, Earnings Based, Discounted Cash flow Models)	Project Management Problems, Project Review & Administrative Aspects, Execution Tools for Closing of Projects
4		Project Feasibility Analysis: <ul style="list-style-type: none"> • Meaning/Definition of Project Feasibility, Importance of Project Feasibility, Scope of Project Feasibility • Types of Project Feasibility- Market Feasibility, Technical Feasibility, Financial Feasibility, Economic Viability, Operational Feasibility • SWOT Analysis (Environment Impact Assessment, Social Cost Benefit Analysis) 	Cost Benefit Analysis in Projects <ul style="list-style-type: none"> • Introduction to Cost Benefit Analysis, Efficient Investment Analysis, Cash - Flow Projections, Financial Criteria for Capital Allocation, Strategic Investment Decisions 	
5		Market Analysis: <ul style="list-style-type: none"> • Meaning of Market Analysis, Demand Forecasting, Product Mix Analysis, Customer Requirement Analysis Technical Analysis: <ul style="list-style-type: none"> • Meaning of Technical Analysis, Use of Various Informational Tools for Analyzing, Advancement in the Era of E- Commerce in Project Management d) Operational Analysis: <ul style="list-style-type: none"> • Meaning of Operation Management, Importance of Operation Management, Operation Strategy - Levels of Decisions, Production Planning & Control, Material Management - Work Study & Method Study, Lean Operations 		

Remarks by H.O.D.: Syllabus as per autonomy
Date: 5/12/18

Sign.: 

M Datta

Issued by MR: Dr. Moushumi Datta

MANAGEMENT REPRESENTATIVE
NAGINDAS PHULE'S COLLEGE
MALAD (W), MUMBAI - 400 064



NAGINDAS KHANDWALA COLLEGE
Autonomous

TERMWISE TEACHING PLAN

18-19-Nov. / D – TTP-SFC/BMS/PTD S/05

Academic Year: **2018-19**
Department: SFC

Term: Sem. VI
Class: TYBMS (A)

Subject: Indirect Tax

Name of the Faculty: Darshak Satra

Week	Topics to be covered			
	November-December	January	February	March
1	Introduction to Indirect tax and GST (introduction to IDT)	Concept of Supply (Taxable event : Supply Sec. 7)	Concept of Supply (value of supply)	Filing of returns (Tax invoices S.31,32)
2	Introduction to Indirect tax and GST (introduction to GST)	Concept of Supply (Place of Supply Sec 10,11,12,13)	Registration & computation of GST (Registration Sec 22)	Filing of returns (Provisions regarding filing of returns)
3	Introduction to Indirect tax and GST (Definitions and Levy of GST)	Concept of Supply (Time of supply Sec 31)	Registration & computation of GST (Registration Sec 27,28,29)	Filing of returns (Provisions regarding filing of returns)
4		Concept of Supply (Time of supply)	Registration & computation of GST (Computation of GST)	
5		Concept of Supply (value of supply Sec 15 & 16)	Registration & computation of GST (Payment of GST)	

Remarks by H.O.D.: 2/12/18

Sign.: Darshak

Date: 18th Jan 2019

D. Satra

MANAGEMENT REPRESENTATIVE

NAGINDAS KHANDWALA COLLEGE

MALAD (W), MUMBAI - 400 064



NAGINDAS KHANDWALA COLLEGE

Autonomous

TERMWISE TEACHING PLAN

18-19-Nov. / D – TTP-SFC/BMS/FTGR/06

Academic Year: 2018-19

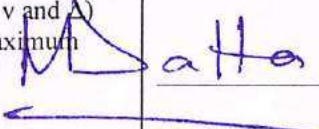
Term: Sem.

Department: SFC

Class: TYBMS B

Subject: Operation Research

Name of the Faculty: Mr.G.Hanumantharao

Week	Topics to be covered			
	November-December	January	February	March
1	Introduction To Operations Research Operations Research - Definition, Characteristics of OR, Models, OR Techniques, Areas of Application, Limitations of OR.	Concepts: Feasible Region of Solution, Unbounded Solution, Redundant Constraint, Infeasible Solution, Alternative Optima.	Prohibited Assignment Problems, Unique or Multiple Optimal Solutions, Simple Formulation of Assignment Problems. Maximum 5 x 5 Matrix. Up to Maximum Two Iterations after Row and Column Minimization.	Concepts: Activity, Event, Network Diagram, Merge Event, Burst Event, Concurrent and Burst Activity, Construction of a Network Diagram. Node Relationship and Precedence Relationship.
2	Introduction to Linear Programming Applications of LPP, Components of LPP, Requirements for Formulation of LPP, Assumptions Underlying Linear Programming, Steps in Solving LP Problems	Only Maximization Type Problems. No Minimization problems. Two or Three Decision Variables and Maximum Three Constraints Problem.	Transportation Problems, Maximization & Minimization Type Problems., Balanced and Unbalanced problems.	Costs involved in Project Crashing: Direct, Indirect, Penalty and Total Costs. Time – Cost Trade off in Project Crashing. Standard Deviation and Variance of Activities. • Project Variance and Project Standard Deviation. • Standard Normal Probability Table.
3	Maximization & Minimization Type Problems, Two Decision Variables and Maximum Three Constraints Problem	Concepts : Slack Variables, Surplus Variables, Artificial Variables, Duality, Product Mix and Profit, Feasible and Infeasible Solution, Unique or Alternate Optimal Solution, Degeneracy, Non Degenerate,	Prohibited Transportation Problems, Unique or Multiple Optimal Solutions, Simple Formulation of Transportation Problems. <u>Initial Feasible Solution (IFS) by:</u> a. North West Corner Rule (NWCR) b. Least Cost Method (LCM) c. Vogel's Approximation Method (VAM)	Decision Environments – Risk & Uncertainty. Payoff Table, Regret Table ,Decision Making under Uncertainty Job Sequencing Problem , Processing Maximum 9 Jobs through Two Machines only Terminology of Game Theory: Players, Strategies, Play, Payoff, Payoff matrix, Maximin, Maximax, Saddle Point.
4	-----	Shadow Prices of Resources, Scarce and Abundant Resources, Utilized and Unutilized Capacity of Resources, Percentage Utilization of Resources, Decision for Introduction of a New Product.	Finding Optimal Solution by Modified Distribution (MODI) Method. (u, v and Δ) Maximum Two Iterations (i.e. Maximum Two Loops) after IFS.	 MANAGEMENT REPRESENTATIVE

Issued by MR: Dr. Moushumi Datta

MANAGEMENT REPRESENTATIVE

NAGINDAS KHANDWALA COLLEGE

MALAD (W), MUMBAI - 400 064

Assignment Problem –
Hungarian Method
• Maximization &
Minimization Type Problems.
• Balanced and Unbalanced
Problems.

Remarks by H.O.D.:

Syllabus as per
Autonomy

Sign. : M Datta

Date: 2/12/18

M Datta

MANAGEMENT REPRESENTATIVE
NAGINDRAJI MALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084



NAGINDAS KHANDWALA COLLEGE

Autonomous

DI/F- TTP-00

TERMWISE TEACHING PLAN

Academic Year: 2018-19
Department: BMS Class: TYBMS

Term: Sem. VI
Subject: Brand Management

18-19-Nov. / D – TTP-SFC/BMS/ET mmp/07

Name of the Faculty: Dr. Mona Mehta

Week	Topics to be covered			
	November-December	January	February	March
1	-----	Unit I- Introduction to Brand Management Brand Positioning: Meaning, Importance, Basis	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 Matrix, Breadth of a Branding Strategy, Depth of a Branding Strategy • Brand Hierarchy: Meaning of Brand Hierarchy, Building Equity at Different Hierarchy Levels
2	-----	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 <div style="text-align: center; font-size: 2em; color: blue;">M Datta</div>	Unit III - Measuring and Interpreting Brand Performance Quantitative Research Techniques: Brand Awareness: Recognition, Recall, Brand Image, Brand Responses c) Young and Rubicam's Brand Asset Valuator	Unit IV -Growing and Sustaining Brand Equity Cause Marketing to Build Brand Equity: Meaning of Cause Marketing, Advantages, Green Marketing b) Brand Extensions: • Meaning, Advantages, Disadvantages, Brand Extension and Brand Equity

Issued by MR: Dr. Moushumi Datta

MANAGEMENT REPRESENTATIVE
ISO 9001:2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 064

3	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: Personalising Marketing: Experiential Marketing, One to One Marketing, Permission Marketing	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 Firms, Brands v/s Products, Scope of Branding, Branding Challenges and Opportunities, Strategic Brand Management Process	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 • Holistic Methods: Residual Approaches, Valuation Approaches: Historical Perspectives and Interbrand's Brand Valuation Methodology	
5	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: Promotion Strategy: Developing Integrated Marketing Communication Programs Leveraging Secondary Brand Associations to Build Brand Equity: Companies, Countries, Channel of Distribution, Co-branding, Characters, Events.	-----	

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

Sign. : Mou

Date: 3/12/18

M Datta

MANAGEMENT REPRESENTATIVE
100315-2018
NAGINDAS KHAJURIA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084

Issued by MR: Dr. Moushumi Datta



NAGINDAS KHANDWALA COLLEGE

Autonomous

TERMWISE TEACHING PLAN

18-19-Nov. / D – TTP-SFC/BMS/PFsc/08.

Academic Year: 2018-19

Term: Sem. VI

Department: SFC

Class: TYBMS

Subject: RETAIL MANAGEMENT

Name of the Faculty: SANGEETA CHAUDHARY

Week	Topics to be covered			
	November-December	January	February	March
1	RETAIL MANAGEMENT	EMERGING TRENDS IN RETAILING- IT IN RETAIL , FDI IN RETAIL FRANCHISING	HRM IN RETAIL	RETAIL STORE OPERATIONS STORE DESIGN AND LAYOUT
2	RETAIL FORMATS	AIRPORT RETAILING GREEN RETAILING CASE STUDY	.MERCHANDISE MANAGEMENT	VISUAL MERCHANDISING AND DISPLAY MALL MANAGEMENT LEGAL & ETHICAL ASPECTS OF RETAILINS CAREER OPTIONS IN RETAILING
3	RETAIL FORMATS	.RETAIL CONSUMER CRM IN RETAIL	BUYING FUNCTION CONCEPT OF LIFESTYLE MERCHANDISIG	
4		RETAIL STRATEGY STORE LOCATION SELECTION	PRIVATE LABEL RETAIL PRICING	
5			-----	

Remarks by H.O.D.:

Date:

4/12/18

Syllabus as per
Autonomy
Datta

Issued by MR: Dr. Moushumi Datta

MANAGEMENT REPRESENTATIVE
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084



NAGINDAS KHANDWALA COLLEGE
Autonomous
TERMWISE TEACHING PLAN

18-19-Nov. / D – TTP-SFC/BMS /FTSJ /09

Academic Year: 2018-19
Department: SFC

Term: Sem. VI
Class: TYBMS B

Subject: International Marketing Name of the Faculty: Swapna Joshi.

Week	Topics to be covered			
	November-December	January	February	March
1	<p>Unit 1: Introduction to International Marketing and Trade</p> <p>a) Meaning, features, drivers for IM, Process of IM, Phases of IM, challenges, difference between domestic and international marketing</p>	<ul style="list-style-type: none"> Trading Blocks – SAARC, ASEAN, NAFTA, EU, OPEC 	<ul style="list-style-type: none"> Role of packaging and labeling Branding decision Market segmentation and targeting Product positioning 	<p>Unit 4: Development in international Marketing</p> <p>a) Developing international marketing plan:</p> <ul style="list-style-type: none"> Preparing international marketing plan, examining international organizational design, controlling international marketing operations, Devising international marketing plan
2	<ul style="list-style-type: none"> EPRG Framework, Market entry method- Exporting, Licensing, Mergers, and acquisitions, Joint Venture, Strategic alliance 	<p>Unit 2: International Marketing Environment and Marketing Research</p> <ul style="list-style-type: none"> Economic Environment: International economic institution (World bank, IMF, IFC), economic integration 	<p>b) International Pricing Decision:</p> <ul style="list-style-type: none"> International pricing, objectives, factors International pricing methods – cost based method, demand based, value pricing, target return pricing, going rate pricing 	<p>b) Types of International strategies</p> <p>c) international marketing of services: concept, features, need, drivers of global international services, service culture</p>
3	<p>Contract manufacturing, Turnkey project, Globalization</p> <p>b) Introduction to International Trade: Barriers, Tariffs and non-tariffs barriers</p>	<ul style="list-style-type: none"> Political and legal Environment: Political system, risk, political instability, political instability Cultural Environment: concept, element of culture, HOFSTEDE's Six dimension of culture, cultural values 	<ul style="list-style-type: none"> International pricing strategies – skimming pricing, penetration pricing, predatory pricing International pricing issues – grey market, counter trade, dumping, transfer pricing <p>c) International Distribution decision:</p> <ul style="list-style-type: none"> International distribution 	

Issued by MR: Dr. Moushumi Datta

MANAGEMENT REPRESENTATIVE
NAGINDAS KHANDWALA COLLEGE
MALAD (W), MUMBAI - 400 064

			channel, types, factors for selecting international distribution channel	
4		b) Marketing Research : introduction, need, process, scope, IT in marketing research	d) international promotional decisions: <ul style="list-style-type: none"> • Concept • Planning international promotional campaign, steps • Standardization Vs Adaptation • International promotional element 	
5		Unit 3: International Marketing Mix a) International Product Decision: <ul style="list-style-type: none"> • International product line decision, product standardization Vs Adaptation, PLC, 		

Remarks by H.O.D.: Syllabus as per
Date: 11/2/18 Autonomy

Sign. : _____

M Datta

MANAGEMENT REPRESENTATIVE
NAGINDAS P. J. COLLEGE
MALAD (W), MUMBAI - 400 064



NAGINDAS KHANDWALA COLLEGE

Autonomous

TERMWISE TEACHING PLAN

18-19-Nov. / D – TTP-SFC/BFM/DTSN/10.

Academic Year: 2018-19

Term: Sem. VI

Department: SFC

Class: TYBMS

Subject: Media Planning & Mgmt

Name of the Faculty: Prof.Sarita G. Nair

Week	Topics to be covered			
	November-December	January	February	March
1		Role of Media Planner, Challenges of Media Planning, Org structure of Media company, regulatory framework and legal aspects of media planning	Media choices- OOH, Emerging media	Media scheduling- factors, patterns, strategies Unit IV-Media measurement-basic, television ,radio , print
2	Meaning, Features of Media, Meaning of Media Planning, Scope, Media Planning Elements	Media –research- Meaning, role and imp, Sources of media research	.Media strategy- meaning , Need, situation analysis steps in formulating media strategies	Benchmarking metrics, Plan
3	Role of Media In Business, Media Planning Process, Impact of Marketing objectives on Media Planning, Factors Influencing Media Planning decisions, Role & Imp of Media in consumer buying decision	Sources of Media research Unit II- media Mix- Meaning, Need ,identifying audience for Mass Media,	Media strategy-, defining the target group, market prioritization ,media weights, media mix, media scheduling	Evaluating media buys- Television, print media and other media buys.
4		.Factors affecting Media mix decision, Types of media mix , broad media vehicles ,media units , deciding ideal media mix	Unit III- Media budget- factors, competitive framework, market dominance, coverage cost, task pricing , Importance	
5		Media Choices – Print, Television ,Radio	Methods of setting media budget, Media buying- process, buying ,Media scheduling	

Remarks by H.O.D.: By Usha as per autonomy

Sign.: Sarita

Date: 4/12/18

M Datta

Issued by MR: Dr. Moushumi Datta

MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 001



NAGINDAS KHANDWALA COLLEGE

Autonomous

TERMWISE TEACHING PLAN

18-19-Nov. / D – TTP-SFC/BMS/ FTGHR/01

Academic Year: 2018-19

Department: SFC

Term: Sem. IV

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

Week	Topics to be covered			
	November-December	January	February	March
1	Corporate Restructuring Historical Background, Meaning of Corporate Restructuring, Corporate Restructuring as a Business Strategy, Need and Scope	Need for reconstruction and Company Law provisions, Distinction between internal and external reconstructions	Methods including alteration of share capital, variation of share-holder rights, sub division, consolidation, surrender and reissue/cancellation, reduction of share capital, with relevant legal provisions and accounting treatments for same.	Change in External Aspects on Reorganization Engagement with Statutory Authorities, Revised ISO Certification and Similar Other Certifications, Revisiting past Government approvals
2	Planning, Formulation and Execution of Various Restructuring Strategies, Important Aspects to be considered while Planning or Implementing	Presentations	In the nature of merger and purchase with corresponding accounting treatments of pooling of interests and purchase methods respectively	Impact of Reorganization Gain or Loss to Stakeholders, Implementation of Objectives
3	Forms of Restructuring - Merger, Demerger, Reverse Merger, Disinvestment, Takeover/acquisition, Joint	Presentations <i>M Datta</i>	Computation and meaning of purchase consideration and Problems based on	Integration of Businesses and Operations, Post Merger Success and Valuation and Impact on Human and Cultural

Issued by MR: Dr. Moushumi Datta

MANAGEMENT REPRESENTATIVE
ISO 9001: 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084

	Venture (JV), Strategic Alliance, Franchising and Slump sale.		purchase method of accounting only.	Aspects.
4		Presentations	Change in the Internal Aspects on Reorganization – Change of Name and Logo, Revised Organization Chart, Communication,	
5		Presentations	Employee Compensation, Benefits and Welfare Activities, Aligning Company Policies, Aligning Accounting and Internal Database Management Systems, Re-Visiting Internal Processes and Re-Allocation of People	

Remarks by H.O.D.: Syllabus as per Autonomous Sign.: MD

Date: 6/12/18

M Datta

MANAGEMENT REPRESENTATIVE
 ISO 9001 : 2015
NAGINDAS K. PATIL WALA COLLEGE
 (AUTONOMOUS)
 MALAD (W), MUMBAI - 400 064

Issued by MR: Dr. Moushumi Datta



F: TTP/01

NAGINDAS KHANDWALA COLLEGE
Autonomous

TERMWISE TEACHING PLAN

Academic Year: 2017-18

Term: Sem. IV

17-18-JUNE / D – TTP-SFC /BMS/PTSB ^{RNI/02}

Department: BMS

Class: SYBMS (A&B)

Subject: Strategic Cost Management

Faculty R.N.Iyer

Week	Nov-Dec	Jan	Feb	March
1	Activity Based Management and Activity Based Budgeting: Concept, rationale, issues, limitations. Design and Implementation of Activity Based Costing	Standard Costing (Material, Labour, Overhead, Sales & Profit	Strategic Cost Management (SCM): Concept and Philosophy-Objectives of SCM-Environmental influences on cost management practices	Cost Audit & Management Audit under companies Act, with reference to strategic assessment of cost & managerial performance- Strategic Cost-Benefit Analysis of different business
2.	(Practical Problems on ABC), Life Cycle Costing, Kaizen Costing, Back Flush Costing. Evaluation criterion; Return on Cash Systems	Labour and overhead costing ,	Key elements in SCM-Different aspects of Strategic Cost Management: Value Analysis & Value Engineering, Wastage Control, Disposal Management	Restructuring propositions-Entrepreneurial approach to cost Management, with reference to core competencies, strategic advantages & long-term perspective of cost Management
3.	Transfer Pricing and Divisional Performance. Transfer Pricing in International Business, Marginal Costing and Managerial Decision Mix (Practical Problems)	Sales & Profit calculation	Business Process Re-engineering, Total Quality Management, Total Productive Maintenance, Energy Audit	Six Sigma, Learning Curve, Praise Analysis and Simulation
4	-	Responsibility Accounting – Introduction, Types	Control of Total Distribution Cost & Supply Cost, Cost Reduction & Product Life Cycle Costing (An Overview)	-
5	-	Evaluation of Profit Centre and Investment Centre		-

Remarks by H.O.D.: Byllabus as per
Autonomy

Sign: *R.N. Iyer*

Date: 6/12/18 *R.N. Iyer*

MANAGEMENT REPRESENTATIVE
ISO 9001: 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084



NAGINDAS KHANDWALA COLLEGE
Autonomous
TERMWISE TEACHING PLAN

18-19-November / D – TTP-SFC/BMS/FT/NDS/03

Academic Year: 2018-19

Term: Sem. IV

Department: SFC-BMS

Class: SYBMS - B

Subject: Integrated Marketing Communication

Name of the Faculty: Ninoshka D' Silva

Week	Topics to be covered			
	November-December	January	February	March
1	Module 1- Introduction to Integrated Marketing Communication Meaning, Features of IMC, Reasons for Growth of IMC	Sales V/S Communication Objectives, DAGMAR, Problems in setting Objectives, Setting Objectives for the IMC Program	Managing PR- Planning, implementation, evaluation and Research, Publicity, Sponsorship- definition, Essentials of good sponsorship, event sponsorship, cause sponsorship	ETHICS & MARKETING COMMUNICATION- Stereotyping, targeting vulnerable, customers, offensive brand messages – legal issues – Commercial free speech, misleading claims, puffery, fraud, questionable B2B practices
2	Promotional Tools for IMC, IMC Planning Process, Role of IMC in Marketing	Module 2- Elements of IMC- 1 ADVERTISING- Features, Role of Advertising in IMC, Advantages & Disadvantages, Types of Advertising, Types of Media used for Advertising	PERSONAL SELLING- Features, Role of Personal Selling in IMC, Advantages & Disadvantages of Personal Selling, Selling Process, Importance of Personal	CURRENT TRENDS IN IMC- Internet & IMC, Advertising on Internet, PR through Internet Banner, Sales Promotion on Internet, Direct

Issued by MR: Dr. Moushumi Datta

MANAGEMENT REPRESENTATIVE
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084



NAGINDAS KHANDWALA COLLEGE
Autonomous
TERMWISE TEACHING PLAN

18-19-November / D – TTP-SFC/BMS/FT/NDS/ 04

Academic Year: 2018-19

Term: Sem. IV

Department: SFC-BMM

Class: SYBMS -D

Subject: Integrated Marketing Communication

Name of the Faculty: Ninoshka D' Silva

Week	Topics to be covered			
	November-December	January	February	March
1	Module 1- Introduction to Integrated Marketing Communication Meaning, Features of IMC, Reasons for Growth of IMC	Sales V/S Communication Objectives, DAGMAR, Problems in setting Objectives, Setting Objectives for the IMC Program	Managing PR- Planning, implementation, evaluation and Research, Publicity, Sponsorship- definition, Essentials of good sponsorship, event sponsorship, cause sponsorship	ETHICS & MARKETING COMMUNICATION- Stereotyping, targeting vulnerable, customers, offensive brand messages – legal issues – Commercial free speech, misleading claims, puffery, fraud, questionable B2B practices
2	Promotional Tools for IMC, IMC Planning Process, Role of IMC in Marketing	Module 2- Elements of IMC- 1 ADVERTISING- Features, Role of Advertising in IMC, Advantages & Disadvantages, Types of Advertising, Types of Media used for Advertising	PERSONAL SELLING- Features, Role of Personal Selling in IMC, Advantages & Disadvantages of Personal Selling, Selling Process, Importance of Personal	CURRENT TRENDS IN IMC- Internet & IMC, Advertising on Internet, PR through Internet Banner, Sales Promotion on Internet, Direct

Issued by MR: Dr. Moushumi Datta

3	Communication Process, Traditional & Alternative Response Hierarchy Models, Establishing objectives & Budgeting; Determining Promotional Objectives	SALES PROMOTION- Scope, Role of Sales Promotion as IMC tool, Reasons for the growth, Advantages & Disadvantages, Types of Sales Promotion. Objectives of consumer & trade promotion, Strategies of Consumer promotion & trade promotion, Sales promotion campaign, Evaluation of Sales Promotion Campaign	Selling 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	Marketing on Internet REVISION
4		Module 3- Elements of IMC- 2 DIRECT MARKETING- Role of Direct Marketing in IMC, Objectives of Direct Marketing, Components of Direct Marketing, 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 TEST MARKETS- competitive responses, scanner data, Purchase simulation tests	
5		PUBLIC RELATIONS & PUBLICITY- Introduction, Role of PR in IMC, Advantages & Disadvantages, Types of PR, Tools of PR		

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

Sign: 

Date: 6/12/18.



Issued by MR: Dr. Moushumi Datta

MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084



NAGINDAS KHANDWALA COLLEGE

Autonomous

TERMWISE TEACHING PLAN

18-19-Nov. / D – TTP-SFC/BMS/PTMS/05

Academic Year: 2018-19
Department: SFC- BMS

Term: Sem. IV
Class: Sybms B

Subject: event marketing

Name of the Faculty: Mitali sanghavi

Week	Topics to be covered			
	November-December	January	February	March
1	Definition and meaning of event marketing, evolution, advantages, 5 C's of event conceptualisation, interaction	Concept of market in events, segmentation and targeting of market for events, positioning of events	Event sponsorship: concept of sponsorship, sponsorship in communication context, synergy between sponsor and event.	Presentation
2	Importance of events as marketing communication tool, event as a marketing tool, varied marketing needs addressed by events plan	Concept of product in events, benefit levels core, generic, expected, augmented, categories of events	Identifying potential sponsors, impact measurement, practical sponsor incentivization, in kind sponsorship	Presentation
3	events and their economic implications, concept of event creativity, key elements of events, event infrastructure, customer groups, event organisers, clients, venue, media	Event variations, risk rating, setting pricing objectives, understanding local legislations and tax laws,	E event marketing, virtual events, societal event marketing, green event, cause related event marketing	Presentation
4	-----	Feedback about events from the market, skills required for negotiating the best price, validation against pricing objectives, pricing decisions	Sports events marketing, safety and security of event, event crisis management, growth of event industry in India, career in event marketing	-----
5	-----	Event charges, networking components.	-----	-----

Remarks by H.O.D.:

Syllabus as per Autonomy

Sign.:

Mitali

Date:

7/12/18

M Satta

Issued by MR: Dr. Moushumi Datta



NAGINDAS KHANDWALA COLLEGE

Autonomous

TERMWISE TEACHING PLAN

18-19-Nov. / D – TTP-SFC/BMS/ PTMs/06

Academic Year: 2018-19
Department: SFC- BMS

Term: Sem. IV
Class: Sybms C

Subject: event marketing

Name of the Faculty: Mitali sanghavi

Week	Topics to be covered			
	November-December	January	February	March
1	Definition and meaning of event marketing, evolution, advantages, 5 C's of event conceptualisation, interaction	Concept of market in events, segmentation and targeting of market for events, positioning of events	Event sponsorship: concept of sponsorship, sponsorship in communication context, synergy between sponsor and event.	Presentation
2	Importance of events as marketing communication tool, event as a marketing tool, varied marketing needs addressed by events plan	Concept of product in events, benefit levels core, generic, expected, augmented, categories of events	Identifying potential sponsors, impact measurement, practical sponsor incentivization, in kind sponsorship	Presentation
3	events and their economic implications, concept of event creativity, key elements of events, event infrastructure, customer groups, event organisers, clients, venue, media	Event variations, risk rating, setting pricing objectives, understanding local legislations and tax laws,	E event marketing, virtual events, societal event marketing, green event, cause related event marketing	Presentation
4	-----	Feedback about events from the market, skills required for negotiating the best price, validation against pricing objectives, pricing decisions	Sports events marketing, safety and security of event, event crisis management, growth of event industry in India, career in event marketing	-----
5	-----	Event charges, networking components.	-----	-----

Remarks by H.O.D.:

Syllabus as per Autonomy

Sign.:

Mitali

Date: *6/12/18*

Issued by MR: Dr. Moushumi Datta

M Datta

MANAGEMENT REPRESENTATIVE
180 2011, 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 064



NAGINDAS KHANDWALA COLLEGE
Autonomous
TERMWISE TEACHING PLAN

18-19-11 / D – TTP-SFC/BBI/PTTS / 07

Academic Year: 2018-19

Term: Sem. - IV

Department: SFC-BMS
Shah

Class: SYBMS(A) Subject: Information Technology in Management II

Name of the Faculty: Trupti

Week	Topics to be covered			
	November-December	January	February	March
1	Introduction- Meaning of MIS- Definition-Characteristics of MIS.	Characteristics – Classification- Objectives- Components-Applications of DSS.	Privacy issues and CRM. Data Mining- Concept of E- SCM	Introduction to Outsourcing- meaning- need for outsourcing- scope-
2	Reasons for failure of MIS- Marketing and sales systems- Finance and accounting system.	DSS- Components of ERP-Architecture-Generic modules of ERP.	E-SCM components- Major trends in E-SCM- Case studies-	IT and Business process- BPO- introduction- BPO service scope- Benefits BPO and IT services
3	HR system-Inventory system- subsystem- DSS Definition	ERP implementation concepts- ERP lifecycle- Features of Commercial ERP software. study of SAP-Oracle apps	- Reports- and queries. Data mining- Business applications of data warehousing and data mining <i>M Datta</i>	Process of BPO- BPO to KPO- KPO opportunity- scope- KPO challenges- Cloud computing- KPO con. Traditional Vs Cloud Computing- Doubt solving

Syllabus as per Autonomy

Issued by MR: Dr. Moushumi Datta

Date: 7/12/18

Shah

MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084



NAGINDAS KHANDWALA COLLEGE
Autonomous
TERMWISE TEACHING PLAN

18-19-11 / D – TTP-SFC/BBI/PTTs / 08

Academic Year: 2018-19

Term: Sem. - IV

Department: SFC-BMS

Class: SYBMS(B) Subject: Information Technology in Management II

Name of the Faculty: Trupti Shah

Week	Topics to be covered			
	November-December	January	February	March
1	Introduction- Meaning of MIS- Definition-Characteristics of MIS.	Characteristics – Classification- Objectives- Components-Applications of DSS.	Privacy issues and CRM. Data Mining- Concept of E-SCM	Introduction to Outsourcing- meaning- need for outsourcing- scope-
2	Reasons for failure of MIS- Marketing and sales systems- Finance and accounting system.	DSS- Components of ERP-Architecture-Generic modules of ERP.	E-SCM components- Major trends in E-SCM- Case studies-	IT and Business process- BPO- introduction- BPO service scope- Benefits of BPO and IT services
3	HR system-Inventory system- subsystem- DSS Definition	ERP implementation concepts- ERP lifecycle- Features of Commercial ERP software. study of SAP-Oracle apps	– Reports- and queries. Data mining- Business applications of data warehousing and data mining	Process of BPO- BPO to KPO- KPO opportunity- scope- KPO challenges- Cloud computing- KPO con. Traditional Vs Cloud Computing- Doubt solving

Syllabus As per Autonomy

Issued by MR: Dr. Moushumi Datta

Date : 7/12/18.

MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084



NAGINDAS KHANDWALA COLLEGE
Autonomous
TERMWISE TEACHING PLAN

18-19-11 / D – TTP-SFC/BBI/PTS / 09

Academic Year: 2018-19

Term: Sem. - IV

Department: SFC-BMS

Class: SYBMS(C) Subject: Information Technology in Management II

Name of the Faculty: Trupti Shah

Week	Topics to be covered			
	November-December	January	February	March
1	Introduction- Meaning of MIS- Definition-Characteristics of MIS.	Characteristics – Classification- Objectives- Components-Applications of DSS.	Privacy issues and CRM. Data Mining- Concept of E- SCM	Introduction to Outsourcing- meaning- need for outsourcing- scope-
2	Reasons for failure of MIS- Marketing and sales systems- Finance and accounting system.	DSS- Components of ERP-Architecture-Generic modules of ERP.	E-SCM components- Major trends in E-SCM- Case studies-	IT and Business process- BPO- introduction- BPO service scope- Benefits of BPO and IT services
3	HR system-Inventory system- subsystem- DSS Definition	ERP implementation concepts- ERP lifecycle- Features of Commercial ERP software. study of SAP-Oracle apps	– Reports- and queries. Data mining- Business applications of data warehousing and data mining	Process of BPO- BPO to KPO- KPO opportunity- scope- KPO challenges- Cloud computing- KPO con. Traditional Vs Cloud Computing- Doubt solving

Syllabus as per autonomy.

Shah

Issued by MR: Dr. Moushumi Datta

Date : 7/11/18.

M Datta

MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084



NAGINDAS KHANDWALA COLLEGE Autonomous

TERMWISE TEACHING PLAN

18-19-Nov. / D – TTP-SFC/BMS/FTGD/10.

Academic Year: 2018-19
Department: SFC

Term: Sem: IV
Class: SYBMS A

Subject: Change Management Name of the Faculty: Gargi Dubey

Week	Topics to be covered			
	November-December	January	February	March
1	Introduction and levels of change, importance, imperatives of change	Change and its implementation: individual and team change	Role Analysis Technique, coaching & mentoring, T-group	Systematic approach to change, client & consultant relationship
2	.forces of change: social, economic, technological Organizational culture and change	Change and its impact-resistance to change Sources of individual and organizational resistance	Job Expectations techniques	Classic skill for leaders
3	Types and models of change	Overcoming resistance to change- manifestations of resistance, six box model Minimizing RTC	Behavior modification Managing role stress	Caselets
4	-----	Minimizing RTC OD interventions to overcome change-meaning and importance	Effective implementation of change-change Agents and effective change programmes	-----
5	-----	Team intervention	-----	-----

Remarks by H.O.D.:

Date:

*Syllabus as per
Autonomy*
6/12/18

Sign.:

Gargi

M. Datta
MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 064

Issued by MR: Dr. Moushumi Datta



NAGINDAS KHANDWALA COLLEGE
Autonomous
TERMWISE TEACHING PLAN

18-19-Nov. / D – TTP-SFC/BMS/ fTGD/ 11

Academic Year: 2018-19
Department: SFC

Term: Sem: IV
Class: SYBMS B

Subject: Change Management Name of the Faculty: Gargi Dubey

Week	Topics to be covered			
	November-December	January	February	March
1	Introduction and levels of change, importance, imperatives of change	Change and its implementation: individual and team change	Role Analysis Technique, coaching & mentoring, T-group	Systematic approach to change, client & consultant relationship
2	forces of change: social, economic, technological Organizational culture and change	Change and its impact-resistance to change Sources of individual and organizational resistance	Job Expectations techniques	Classic skill for leaders
3	Types and models of change	Overcoming resistance to change- manifestations of resistance, six box model Minimizing RTC	Behavior modification Managing role stress	Caselets
4	----- -----	Minimizing RTC OD interventions to overcome change-meaning and importance	Effective implementation of change-change Agents and effective change programmes	-----
5	-----	Team intervention	-----	-----

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

Date: *7/12/18.*

Issued by MR: Dr. Moushumi Datta

Sign. : *Gargi*

M Datta

MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084



NAGINDAS KHANDWALA COLLEGE
Autonomous
TERMWISE TEACHING PLAN

18-19-Nov. / D – TTP-SFC/BMS/ FTGD/12

Academic Year: 2018-19
 Department: SFC

Term: Sem: IV
 Class: SYBMS C

Subject: Change Management Name of the Faculty: Gargi Dubey

Week	Topics to be covered			
	November-December	January	February	March
1	Introduction and levels of change, importance, imperatives of change	Change and its implementation: individual and team change	Role Analysis Technique, coaching & mentoring, T-group	Systematic approach to change, client & consultant relationship
2	forces of change: social, economic, technological Organizational culture and change	Change and its impact-resistance to change Sources of individual and organizational resistance	Job Expectations techniques	Classic skill for leaders
3	Types and models of change	Overcoming resistance to change- manifestations of resistance, six box model Minimizing RTC	Behavior modification Managing role stress	Caselets
4	----- -----	Minimizing RTC OD interventions to overcome change-meaning and importance	Effective implementation of change-change Agents and effective change programmes	-----
5	-----	Team intervention	-----	-----

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

Sign. : *Gargi*

Issued by MR: Dr. Moushumi Datta

Date: 7/12/18.

M Datta
MANAGEMENT REPRESENTATIVE
 ISO 9001 : 2015
 NAGINDAS KHANDWALA COLLEGE
 (AUTONOMOUS)
 MALAD (W), MUMBAI - 400 064



NAGINDAS KHANDWALA COLLEGE

Autonomous

TERMWISE TEACHING PLAN

18-19-Nov. / D – TTP-SFC/BFM/FTSP / 13

Academic Year: 2018-19

Term: Sem. IV

Department: SFC

Class: SYBMS A

Subject: Business Economics II

Name of the Faculty: Ms. Sneha Pawar

Week	Topics to be covered			
	November-December	January	February	March
1	Unit 1: Introduction to macroeconomics to data and theory Scope and importance, circular flow of income two sector economy	Unit 2: Money, Inflation and Monetary Policy----- Money Supply, factors influencing velocity of circulation of money, classical approach of demand for money	Unit 3: role of government to provide public goods, fiscal policy: contra cyclical and discretionary fiscal policy	Gain from trade- free trade versus protection, foreign portfolio investment- benefits, FDI- merits,
2	Circular flow of income in three and four sector economy, conventional methods of measuring national income, Relationship between national income and economic welfare, Green GNP, NEW	Keynesian approaches, keynes' liquidity preference theory of interest	Instruments of fiscal policy: canons of taxation, effects of taxation, significance of public expenditure,	role of multinational corporation, balance of payment- structure, types of disequilibrium, measure to correct disequilibrium
3	Trade cycle, consumption function, investment function, theory of multiplier	Quantity theory of money, fisher's equation of exchange, Cambridge cash balance approach	Social security contributions, public debt- types, public debt and fiscal solvency	Foreign exchange and Forex market---spot and forward rate—hedging, speculation and arbitrage, fixed and flexible exchange rate
4	_____	Inflation: Demand pull inflation and cost push inflation, effects of inflation, nature of inflation in a developing economy	Burden of debt finance, union budget- structure, deficit concepts, FRBMA	_____
5	_____	Monetary Policy: Meaning, objectives and instruments, inflation targeting	Ricardo theory of comparative cost advantage, heckscher ohlin theory of factor endowments, term of trade	_____

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

Sign. : Sneha

Date: 7/11/18.

Issued by MR: Dr. Moushumi Datta

MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 064



NAGINDAS KHANDWALA COLLEGE

Autonomous

TERMWISE TEACHING PLAN

18-19-Nov. / D – TTP-SFC/BFM/FTSP /14

Academic Year: 2018-19

Term: Sem. IV

Department: SFC

Class: SYBMS B

Subject: Business Economics II

Name of the Faculty: Ms. Sneha Pawar

Week	Topics to be covered			
	November-December	January	February	March
1	Unit 1: Introduction to macroeconomics to data and theory Scope and importance, circular flow of income two sector economy	Unit 2: Money, Inflation and Monetary Policy----- Money Supply, factors influencing velocity of circulation of money, classical approach of demand for money	Unit 3: role of government to provide public goods, fiscal policy: contra cyclical and discretionary fiscal policy	Gain from trade- free trade versus protection, foreign portfolio investment- benefits, FDI- merits,
2	Circular flow of income in three and four sector economy, conventional methods of measuring national income, Relationship between national income and economic welfare, Green GNP, NEW	Keynesian approaches, keynes' liquidity preference theory of interest	Instruments of fiscal policy: canons of taxation, effects of taxation, significance of public expenditure,	role of multinational corporation, balance of payment- structure, types of disequilibrium, measure to correct disequilibrium
3	Trade cycle, consumption function, investment function, theory of multiplier	Quantity theory of money, fisher's equation of exchange, Cambridge cash balance approach	Social security contributions, public debt- types, public debt and fiscal solvency	Foreign exchange and Forex market---spot and forward rate—hedging, speculation and arbitrage, fixed and flexible exchange rate
4	_____	Inflation: Demand pull inflation and cost push inflation, effects of inflation, nature of inflation in a developing economy	Burden of debt finance, union budget- structure, deficit concepts, FRBMA	_____
5	_____	Monetary Policy: Meaning, objectives and instruments, inflation targeting	Ricardo theory of comparative cost advantage, heckscher ohlin theory of factor endowments, term of trade	_____

Remarks by H.O.D.: Syllabus as per autonomy,Sign: Date: 7/12/18

Issued by MR: Dr. Moushumi Datta

MANAGEMENT REPRESENTATIVE
 ISO 9001 : 2015
 NAGINDAS KHANDWALA COLLEGE
 (AUTONOMOUS)
 MALAD (W), MUMBAI - 400 064



NAGINDAS KHANDWALA COLLEGE

Autonomous

TERMWISE TEACHING PLAN

18-19-Nov. / D – TTP-SFC/BFM/FTSP /15

Academic Year: 2018-19

Term: Sem. IV

Department: SFC

Class: SYBMS C

Subject: Business Economics II

Name of the Faculty: Ms. Sneha Pawar

Week	Topics to be covered			
	November-December	January	February	March
1	Unit 1: Introduction to macroeconomics to data and theory Scope and importance, circular flow of income two sector economy	Unit 2: Money, Inflation and Monetary Policy----- Money Supply, factors influencing velocity of circulation of money, classical approach of demand for money	Unit 3: role of government to provide public goods, fiscal policy: contra cyclical and discretionary fiscal policy	Gain from trade- free trade versus protection, foreign portfolio investment- benefits, FDI- merits,
2	Circular flow of income in three and four sector economy, conventional methods of measuring national income, Relationship between national income and economic welfare, Green GNP, NEW	Keynesian approaches, keynes' liquidity preference theory of interest	Instruments of fiscal policy: canons of taxation, effects of taxation, significance of public expenditure,	role of multinational corporation, balance of payment- structure, types of disequilibrium, measure to correct disequilibrium
3	Trade cycle, consumption function, investment function, theory of multiplier	Quantity theory of money, fisher's equation of exchange, Cambridge cash balance approach	Social security contributions, public debt- types, public debt and fiscal solvency	Foreign exchange and Forex market---spot and forward rate---hedging, speculation and arbitrage, fixed and flexible exchange rate
4	_____	Inflation: Demand pull inflation and cost push inflation, effects of inflation, nature of inflation in a developing economy	Burden of debt finance, union budget- structure, deficit concepts, FRBMA	_____
5	_____	Monetary Policy: Meaning, objectives and instruments, inflation targeting	Ricardo theory of comparative cost advantage, heckscher ohlin theory of factor endowments, term of trade	_____

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

Sign.: *Sneha*

Date: 7/12/18.

Issued by MR: Dr. Moushumi Datta

M Datta
MANAGEMENT REPRESENTATIVE
 ISO 9001 : 2015
 NAGINDAS KHANDWALA COLLEGE
 (AUTONOMOUS)
 MALAD (W), MUMBAI - 400 064



NAGINDAS KHANDWALA COLLEGE

Autonomous

TERMWISE TEACHING PLAN

DI/F- TTP-00

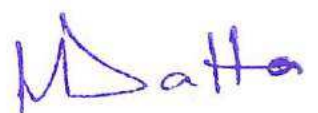
Academic Year: 2018-19

Term: Sem. IV

18-19-Nov. / D – TTP-SFC/BMS/ FTMM / 16

Department: BMS Class: SYBMS-A Subject: Research Methods in Business

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 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 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 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 b) Analysis of data- Meaning, Purpose, types. c) Interpretation of data- Essentials, importance and Significance of processing data d) Multivariate analysis – concept only	Unit 4 - Advanced techniques in Report Writing 2) Ethics and research 3) Objectivity, Confidentiality and anonymity in Research 

Issued by MR: Dr. Moushumi Datta

MANAGEMENT REPRESENTATIVE
 ISO 9001 : 2015
 NAGINDAS KHANDWALA COLLEGE
 (AUTONOMOUS)
 MALAD (W), MUMBAI - 400 084

3	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 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) structured and unstructured, ii) disguised and undisguised, iii) mechanical observations (use of gadgets)	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 4) Plagiarism
4	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: 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 4 - Advanced techniques in Report Writing 1) Report writing – i) Meaning , importance, functions of reports,	
5	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: f) Scaling techniques- i) Likert scale, ii) Semantic Differential scale	-----	

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

Date: 3/12/18

Sign.: Mou

M Datta

MANAGEMENT REPRESENTATIVE
 ISO 9001 : 2015
 NAGINDAS KHANDV/ALA COLLEGE
 (AUTONOMUS)
 MALAD (W), MUMBAI - 400 064



NAGINDAS KHANDWALA COLLEGE

Autonomous

TERMWISE TEACHING PLAN

18-19-Nov. / D – TTP-SFC/BMS/PTsB/19

Academic Year: 2018-19

Term: Sem. VI

Department: SFC- BMS

Class: SY BMS (A)

Subject: Production and Quality Mgt

Name of the Faculty: Satish Bendre.

Week	Topics to be covered			
	November-December	January	February	March
1	Manufacturing and Production systems	Importance of Purchase Management.	Concepts of productivity, quality Management	Quality 9mprovement strategies,
2	.Product Development and Product Design.	Importance of Materials Management	.TQM Philosophies, Cost of quality	Lean Thinking, Kepner, sigma quality
3	.Plant Lay out and Plant location	Types of Material Handling systems,	Deming's, Juran and Kaizen concepts and theories.	ISO 9000, Quality awards, Deming's application.
4	-----	.Inventory control and Inventory Management, ABC, VSN and GOLF management	Quality circles, Ishikawa Fish Bone theory	-----
5	-----	Theory of economic order quantity.	-----	-----

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

Sign. : Satish B.

Date: 7/12/18.

Matta

MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 064



NAGINDAS KHANDWALA COLLEGE
Autonomous

DI/F- TTP-00

TERMWISE TEACHING PLAN

18-19-Nov. / D – TTP-SFC/BMS/ PT5B/20.

Academic Year: 2018-19

Term: Sem. VI

Department: SFC- BMS

Class: SY BMS (B)

Subject: Production and Quality Mgt

Name of the Faculty: Satish Bendre.

Week	Topics to be covered			
	November-December	January	February	March
1	Manufacturing and Production systems	Importance of Purchase Management.	Concepts of productivity, quality Management	Quality 9 improvement strategies,
2	.Product Development and Product Design.	Importance of Materials Management	.TQM Philosophies, Cost of quality	Lean Thinking, Kepner, sigma
3	.Plant Lay out and Plant location	Types of Material Handling systems,	Deming's, Juran and Kaizen concepts and theories.	ISO 9000, Quality awards, Deming's application.
4	-----	.Inventory control and Inventory Management, ABC, VSN and GOLF management	Quality circles, Ishikawa Fish Bone theory	-----
5	-----	Theory of economic order quantity.	-----	-----

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

Sign. : Satish B

Date: 7/12/18.

M Datta
MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 064

Issued by MR: Dr. Moushumi Datta



NAGINDAS KHANDWALA COLLEGE

Autonomous

TERMWISE TEACHING PLAN

18-19-Nov. / D – TTP-SFC/BMS/PTSB / 21

Academic Year: 2018-19

Term: Sem. VI

Department: SFC- BMS

Class: SY BMS (A)

Subject: Production and Quality Mgt

Name of the Faculty: Satish Bendre.

Week	Topics to be covered			
	November-December	January	February	March
1	Manufacturing and Production systems	Importance of Purchase Management.	Concepts of productivity, quality Management	Quality 9mprovement strategies,
2	.Product Development and Product Design.	Importance of Materials Management	.TQM Philosophies, Cost of quality	Lean Thinking, Kepner, sigma
3	.Plant Lay out and Plant location	Types of Material Handling systems,	Deming's, Juran and Kaizen concepts and theories.	ISO 9000, Quality awards, Deming's application.
4	-----	.Inventory control and Inventory Management, ABC, VSN and GOLF management	Quality circles, Ishikawa Fish Bone theory	-----
5	-----	Theory of economic order quantity.	-----	-----

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

Sign.: Satish B

Date: 7/12/18

M Datta
MANAGEMENT REPRESENTATIVE
 ISO 9001 : 2015
 NAGINDAS KHANDWALA COLLEGE
 (AUTONOMOUS)
 MALAD (W), MUMBAI - 400 064

Issued by MR: Dr. Moushumi Datta



NAGINDAS KHANDWALA COLLEGE
Autonomous

TERMWISE TEACHING PLAN

18-19- November / D – TTP- BMS /FTND/ol

Academic Year: 2018-19

Term: Sem. II

Department: Self Finance Class : FYBMS A Subject : Business Communication - II Name of the Faculty: Nelson Daniel

Week	Topics to be covered			
	November & December	January	February	March
1	: Reading Skills for Effective Business Communication : Introduction What is Reading? Types of Reading SQ3R technique of Reading	Interviews; Group Discussion preparing for an interviews, Types of Interview- Selection , Appraisal, Grievance , Exit	Public Relations: Meaning , Functions of PR Department, External and Internal Measures of PR	Reports: Parts , Types , Feasibility Repots, Investigation Reports
2	Presentations: Principles of Effective Presentation	Meetings: Need and importance of Meeting, Conduct of Meeting and Group Dynamics	Public Relations: Meaning , Functions of PR Department, External and Internal Measures of PR	Summarization: Identification of main and supporting / sub points Presenting these in a cohesive manner
3	Presentations: How to make a Power Point Presentation Making an Effective Presentation	Meetings: Role of the Chairperson, Role of the Participants , Drafting of Notice , Agenda and Resolutions	Trade Letter: Order , Credit and Status Enquire, Collection	Social Media and Communication: How is Social Media Affecting Communication Understanding Facebook and Twitter as a new way of communication How to tweet on Twitter Tips for more effective tweets
4	-----	Conference: Meaning and Importance of Conference, Organizing a Conference	Letters under Right to Information (RTI) Act	-----
5	-----	Conference: Modern Methods: video and Tele-Conferencing	-----	-----

Remarks by H.O.D.: Syllabus as per autonomy.
Date: 5/1/2019

Sign.

MANAGEMENT REPRESENTATIVE
 ISO 9001 : 2015
 NAGINDAS KHANDWALA COLLEGE
 (AUTONOMOUS)
 MALAD (W), MUMBAI - 400 064



NAGINDAS KHANDWALA COLLEGE
Autonomous

TERMWISE TEACHING PLAN

18-19- November / D – TTP- BMS /FTND/02

Academic Year: 2018-19

Term: Sem. II

Department: Self Finance Class : FYBMS B Subject : Business Communication - II Name of the Faculty: Nelson Daniel

Week	Topics to be covered			
	November & December	January	February	March
1	: Reading Skills for Effective Business Communication : Introduction What is Reading? Types of Reading SQ3R technique of Reading	Interviews; Group Discussion preparing for an interviews, Types of Interview- Selection , Appraisal, Grievance , Exit	Public Relations: Meaning , Functions of PR Department, External and Internal Measures of PR	Reports: Parts , Types , Feasibility Repots, Investigation Reports
2	Presentations: Principles of Effective Presentation	Meetings: Need and importance of Meeting, Conduct of Meeting and Group Dynamics	Public Relations: Meaning , Functions of PR Department, External and Internal Measures of PR	Summarization: Identification of main and supporting / sub points Presenting these in a cohesive manner
3	Presentations: How to make a Power Point Presentation Making an Effective Presentation	Meetings: Role of the Chairperson, Role of the Participants , Drafting of Notice , Agenda and Resolutions	Trade Letter: Order , Credit and Status Enquire, Collection	Social Media and Communication: How is Social Media Affecting Communication Understanding Facebook and Twitter as a new way of communication How to tweet on Twitter Tips for more effective tweets
4	-----	Conference: Meaning and Importance of Conference, Organizing a Conference	Letters under Right to Information (RTI) Act	-----
5	-----	Conference: Modern Methods; video and Tele-Conferencing	-----	-----

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

Date : 5/1/19

Sign. :

MANAGEMENT REPRESENTATIVE
 ISO 9001 : 2015
 NAGINDAS KHANDWALA COLLEGE
 (AUTONOMOUS)
 MALAD (W), MUMBAI - 400 064



NAGINDAS KHANDWALA COLLEGE
Autonomous

TERMWISE TEACHING PLAN

18-19- November / D – TTP- BMS /FTND/03

Academic Year: 2018-19

Term: Sem. II

Department: Self Finance Class : FYBMS C Subject :Business Communication - II Name of the Faculty: Nelson Daniel

Topics to be covered				
Week	November & December	January	February	March
1	: Reading Skills for Effective Business Communication : Introduction What is Reading? Types of Reading SQ3R technique of Reading	Interviews; Group Discussion preparing for an interviews, Types of Interview- Selection , Appraisal, Grievance , Exit	Public Relations: Meaning , Functions of PR Department, External and Internal Measures of PR	Reports: Parts , Types , Feasibility Repots, Investigation Reports
2	Presentations: Principles of Effective Presentation	Meetings: Need and importance of Meeting, Conduct of Meeting and Group Dynamics	Public Relations: Meaning , Functions of PR Department, External and Internal Measures of PR	Summarization: Identification of main and supporting / sub points Presenting these in a cohesive manner
3	Presentations: How to make a Power Point Presentation Making an Effective Presentation	Meetings: Role of the Chairperson, Role of the Participants , Drafting of Notice , Agenda and Resolutions	Trade Letter: Order , Credit and Status Enquire, Collection	Social Media and Communication: How is Social Media Affecting Communication Understanding Facebook and Twitter as a new way of communication How to tweet on Twitter Tips for more effective tweets
4	-----	Conference: Meaning and Importance of Conference, Organizing a Conference	Letters under Right to Information (RTI) Act	-----
5	-----	Conference: Modern Methods; video and Tele-Conferencing	-----	-----

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

Date : 5/1/19

Sign. :

MANAGEMENT REPRESENTATIVE

ISO 9001 : 2015

NAGINDAS KHANDWALA COLLEGE

(AUTONOMOUS)

MALAD (W), MUMBAI - 400 064



NAGINDAS KHANDWALA COLLEGE
Autonomous
TERMWISE TEACHING PLAN

18-19-11 / D – TTP-SFC/BMS/FT/SS/04

Academic Year: 2018-19


Term: Sem. II

Department: SFC-BMS

Class: FYBMS A

Subject: Foundation Course II

Name of the Faculty: Sonali Singh

Week	Topics to be covered			
	November-December	January	February	March
1	Globalization & Indian Society <ul style="list-style-type: none"> • Liberalization, Privatization, Globalization • IT and Communication :Growth ;Impact 	<ul style="list-style-type: none"> • Farmer's Suicides • Corporate Farming 	<ul style="list-style-type: none"> • Environmental Degradation : Causes & Impact • Sustainable Development 	<ul style="list-style-type: none"> • Significance of Values, Ethics and Prejudices • Stereotyping & prejudice
2	<ul style="list-style-type: none"> • Impact of Globalization on Industry • Changes in employment 	Human Rights <ul style="list-style-type: none"> • Concept • Origin & Evolution 	<ul style="list-style-type: none"> • Poverty and Environment 	<ul style="list-style-type: none"> • Aggression & Violence Managing Stress in Contemporary Society Types & Coping Mechanisms
3	<ul style="list-style-type: none"> • Migration • Changes in Agrarian Sector 	<ul style="list-style-type: none"> • Universal Declaration of Human Rights • Human Rights constituents 	Understanding Stress & Conflict <ul style="list-style-type: none"> • Causes of Stress in Individuals & Society 	<ul style="list-style-type: none"> • Case Study 

Issued by MR: Dr. Moushumi Datta

4		Ecology <ul style="list-style-type: none"> • Importance • Concept 	<ul style="list-style-type: none"> • Causes of Conflict in Individuals & Society • Agents of Socialization 	
5		<ul style="list-style-type: none"> • Ecology and their interconnectedness • Environment : natural capital & Quality of Human Life 		

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

Sign. : Bonali

Date: 5/1/19

M Datta

MANAGEMENT REPRESENTATIVE
 ISO 9001 : 2015
 NAGINDAS KHANDWALA COLLEGE
 (AUTONOMOUS)
 MALAD (W), MUMBAI - 400 064



NAGINDAS KHANDWALA COLLEGE
Autonomous
TERMWISE TEACHING PLAN

18-19-11 / D – TTP-SFC/BMS/FT/SS/05

Academic Year: 2018-19

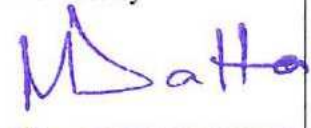
Term: Sem. II

Department: SFC-BMS

Class: FYBMS B

Subject: Foundation Course II

Name of the Faculty: Sonali Singh

Week	Topics to be covered			
	November-December	January	February	March
1	Globalization & Indian Society <ul style="list-style-type: none"> • Liberalization, Privatization, Globalization • IT and Communication :Growth ;Impact 	<ul style="list-style-type: none"> • Farmer's Suicides • Corporate Farming 	<ul style="list-style-type: none"> • Environmental Degradation : Causes & Impact • Sustainable Development 	<ul style="list-style-type: none"> • Significance of Values, Ethics and Prejudices • Stereotyping & prejudice
2	<ul style="list-style-type: none"> • Impact of Globalization on Industry • Changes in employment 	Human Rights <ul style="list-style-type: none"> • Concept • Origin & Evolution 	<ul style="list-style-type: none"> • Poverty and Environment 	<ul style="list-style-type: none"> • Aggression & Violence Managing Stress in Contemporary Society Types & Coping Mechanisms
3	<ul style="list-style-type: none"> • Migration • Changes in Agrarian Sector 	<ul style="list-style-type: none"> • Universal Declaration of Human Rights • Human Rights constituents 	Understanding Stress & Conflict <ul style="list-style-type: none"> • Causes of Stress in Individuals & Society 	<ul style="list-style-type: none"> • Case Study 

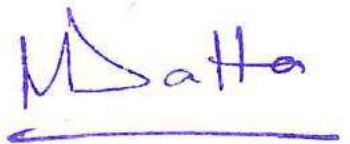
Issued by MR: Dr. Moushumi Datta

4		Ecology <ul style="list-style-type: none"> • Importance • Concept 	<ul style="list-style-type: none"> • Causes of Conflict in Individuals & Society • Agents of Socialization 	
5		<ul style="list-style-type: none"> • Ecology and their interconnectedness • Environment : natural capital & Quality of Human Life 		

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

Sign. : 

Date: 5/1/19



MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANOWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 064

Issued by MR: Dr. Moushumi Datta



NAGINDAS KHANDWALA COLLEGE
Autonomous
TERMWISE TEACHING PLAN

18-19-11 / D – TTP-SFC/BMS/FT/SS/06

Academic Year: 2018-19

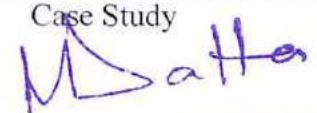
Term: Sem. II

Department: SFC-BMS

Class: FYBMS C

Subject: Foundation Course II

Name of the Faculty: Sonali Singh

Week	Topics to be covered			
	November-December	January	February	March
1	Globalization & Indian Society <ul style="list-style-type: none"> • Liberalization, Privatization, Globalization • IT and Communication :Growth ;Impact 	<ul style="list-style-type: none"> • Farmer's Suicides • Corporate Farming 	<ul style="list-style-type: none"> • Environmental Degradation : Causes & Impact • Sustainable Development 	<ul style="list-style-type: none"> • Significance of Values, Ethics and Prejudices • Stereotyping & prejudice
2	<ul style="list-style-type: none"> • Impact of Globalization on Industry • Changes in employment 	Human Rights <ul style="list-style-type: none"> • Concept • Origin & Evolution 	<ul style="list-style-type: none"> • Poverty and Environment 	<ul style="list-style-type: none"> • Aggression & Violence Managing Stress in Contemporary Society Types & Coping Mechanisms
3	<ul style="list-style-type: none"> • Migration • Changes in Agrarian Sector 	<ul style="list-style-type: none"> • Universal Declaration of Human Rights • Human Rights constituents 	Understanding Stress & Conflict <ul style="list-style-type: none"> • Causes of Stress in Individuals & Society 	<ul style="list-style-type: none"> • Case Study 

Issued by MR: Dr. Moushumi Datta

MANAGEMENT REPRESENTATIVE
ISO 9001: 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 064

4		Ecology <ul style="list-style-type: none"> • Importance • Concept 	<ul style="list-style-type: none"> • Causes of Conflict in Individuals & Society • Agents of Socialization 	
5		<ul style="list-style-type: none"> • Ecology and their interconnectedness • Environment : natural capital & Quality of Human Life 		

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

Sign. : *Gonali*

Date: 5/1/19

M Datta
 MANAGEMENT REPRESENTATIVE
 ISO 9001 : 2015
 NAGINDAS KHANOWALA COLLEGE
 (AUTONOMOUS)
 MALAD (W), MUMBAI - 400 064



NAGINDAS KHANDWALA COLLEGE
Autonomous

TERMWISE TEACHING PLAN

18-19-Nov. / D – TTP-SFC/BMS/FTGD/07


Year: 2018-19 Term: Sem. - II

Department: SFC-BMS

Class: FYBMS A

Subject: Business Environment

Name of the Faculty Academic: Gargi Dubey


Week	Topics to be covered			
	November-December	January	February	March
1	Business: Definition, nature and scope, types	Macro component: Demographic, natural, political, technological, Economic and international	Social Audit-meaning and importance	WTO: functions, pros and cons Globalization: Meaning, nature and stages, LPG model
2	Business Environment: characteristics, components of business environment	SWOT Analysis Political institutions	Technological Environment: features, impact on business	MNC : Definition, merits and demerits FDI: Meaning, concepts, need and factors
3	Micro-Environment- internal and external environment	Economic Environment: economic system and policies, Concept of capitalism, socialism and mixed economy	Competitive Environment: Meaning, Micheal Porter's Five force Analysis Presentation	Challenges faced by International Business and investment opportunities for Indian industry Revision
4	-----	Impact of business on private, public and joint sector Sunrise sectors of Indian economy	Competitive strategies International Environment: GATT/WTO-objective, Evolution, Uruguay round	

Issued by MR: Dr. Moushumi Datta

MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084

5		Social and cultural environment: nature, impact of foreign culture, traditional values		
---	--	--	--	--

Remarks by H.O.D.: Syllabus as per autonomy
Date: 5/1/19

Sign.: 

Issued by MR: Dr. Moushumi Datta


MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084

DI/F- TTP-00



NAGINDAS KHANDWALA COLLEGE
Autonomous

TERMWISE TEACHING PLAN

18-19-Nov. / D – TTP-SFC/BMS/ETGD/08

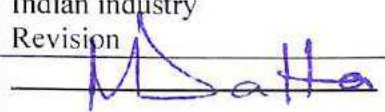
Year: 2018-19 Term: Sem. - II

Department: SFC-BMS

Class: FYBMS B

Subject: Business Environment

Name of the Faculty Academic: Gargi Dubey

Week	Topics to be covered			
	November-December	January	February	March
1	Business: Definition, nature and scope, types	Macro component: Demographic, natural, political, technological, Economic and international	Social Audit-meaning and importance	WTO: functions, pros and cons Globalization: Meaning, nature and stages, LPG model
2	Business Environment: characteristics, components of business environment	SWOT Analysis Political institutions	Technological Environment: features, impact on business	MNC : Definition, merits and demerits FDI: Meaning, concepts, need and factors
3	Micro-Environment- internal and external environment	Economic Environment: economic system and policies, Concept of capitalism, socialism and mixed economy	Competitive Environment: Meaning, Micheal Porter's Five force Analysis Presentation	Challenges faced by International Business and investment opportunities for Indian industry Revision
4	-----	Impact of business on private, public and joint sector Sunrise sectors of Indian economy	Competitive strategies International Environment: GATT/WTO-objective, Evolution,	

Issued by MR: Dr. Moushumi Datta

MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 064

			Uruguay round	
5		Social and cultural environment: nature, impact of foreign culture, traditional values		

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

Sign. : _____

Gangji

Date: 5/1/19

Issued by MR: Dr. Moushumi Datta

M Datta

MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084

DI/F- TTP-00



NAGINDAS KHANDWALA COLLEGE
Autonomous

TERMWISE TEACHING PLAN

18-19-Nov. / D – TTP-SFC/BMS/FTGD/09

Year: 2018-19

Term: Sem. - II

Department: SFC-BMS

Class: FYBMS C

Subject: Business Environment

Name of the Faculty Academic: Gargi Dubey

Week	Topics to be covered			
	November-December	January	February	March
1	Business: Definition, nature and scope, types	Macro component: Demographic, natural, political, technological, Economic and international	Social Audit-meaning and importance	WTO: functions, pros and cons Globalization: Meaning, nature and stages, LPG model
2	Business Environment: characteristics, components of business environment	SWOT Analysis Political institutions	Technological Environment: features, impact on business	MNC : Definition, merits and demerits FDI: Meaning, concepts, need and factors
3	Micro-Environment- internal and external environment	Economic Environment: economic system and policies, Concept of capitalism, socialism and mixed economy	Competitive Environment: Meaning, Micheal Porter's Five force Analysis Presentation	Challenges faced by International Business and investment opportunities for Indian industry Revision

M Datta

Issued by MR: Dr. Moushumi Datta

MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084

4		Impact of business on private, public and joint sector Sunrise sectors of Indian economy	Competitive strategies International Environment: GATT/WTO-objective, Evolution, Uruguay round	
5		Social and cultural environment: nature, impact of foreign culture, traditional values		

Remarks by H.O.D.: Syllabus as per autonomy
Date: 5/1/19

Sign. : _____

Issued by MR: Dr. Moushumi Datta

M Datta
MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084



NAGINDAS KHANDWALA COLLEGE
Autonomous

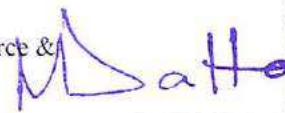
TERMWISE TEACHING PLAN

18-19- November / D – TTP- BMS /PTAB/10

Academic Year: 2018-19
Department: Self Finance

Term: Sem. II
Class : FYBMS A Subject : Principles of Marketing

Name of the Faculty: Alok Baptist

Week	Topics to be covered			
	November & December	January	February	March
1	Unit 1. Importance of Marketing- Meaning, Importance, 4P's & 4C's and Sales vs. marketing	Unit 2. Segmentation: Meaning, Importance & basis	Branding Strategy: building strong brands, brand equity & managing brands.	Public Relations: Role & impact, major public relations tools.
2	Core Marketing Concepts- Need, Wants & Demand, target market, positioning & segmentation, Offering & brands, Value & satisfaction, Marketing channels, Supply chain, Competition & marketing environment.	Targeting: Meaning, evaluating market segments, selecting market segment, concentrated & micromarketing, choosing a target market strategy	Pricing & Physical Distribution: Objective, factors influencing pricing policy and strategy. And, meaning of physical distribution, factors affecting channel selection, types of marketing channels.	Personal Selling : Nature, role of sales force, Direct marketing-new model, benefits & growth of direct marketing.
3	Company Orientation towards market place & Changes in Marketing place: Production, Product, Selling, Marketing & Holistic Concept. New Digital Age, Globalization, Ethics & Responsibility and Growth for not for profit making.	Positioning & MIS & Consumer Behavior: Meaning, strategies, developing a positioning statement & Meaning of MIS. Features & importance, consumer behavior meaning, importance, factors affecting consumer behavior.	Unit 4. Advertising : Setting objectives & budgets & developing strategies.	Marketing Strategies in the Digital Age.: E-business, E-Commerce & 

Issued by MR: Dr. Moushumi Datta

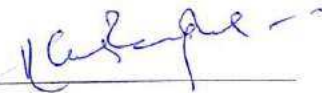
MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 064

				EMarketing, Benefits to buyers & sellers, E Market domain, B2B, B2C & C2B. Click vs. click & mortras E Marketers, opportunities & changes to E Marketing.
4	-----	Unit 3. Marketing Mix: Meaning - elements of marketing mix.	Sales Promotion: Objectives & major sales promotion tools.	-----
5	-----	Product: Product services and experience, levels of products, product line decisions, product mix decisions, new product development, -failure of new product, product life cycle strategies.	-----	-----

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

Date : 5/1/19

Sign. :





MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084

Issued by MR: Dr. Moushumi Datta



NAGINDAS KHANDWALA COLLEGE
Autonomous

TERMWISE TEACHING PLAN

18-19- November / D – TTP- BMS /PTAB/11

Academic Year: 2018-19

Term: Sem. II

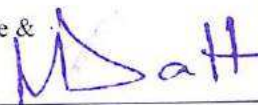
Department: Self Finance

Class :

FYBMS B

Subject :Principles of Marketing

Name of the Faculty: Alok Baptist

Week	Topics to be covered			
	November & December	January	February	March
1	Unit 1. Importance of Marketing- Meaning, Importance, 4P's & 4C's and Sales vs. marketing	Unit 2. Segmentation: Meaning, Importance & basis	Branding Strategy: building strong brands, brand equity & managing brands.	Public Relations: Role & impact, major public relations tools.
2	Core Marketing Concepts- Need, Wants & Demand, target market, positioning & segmentation, Offering & brands, Value & satisfaction, Marketing channels, Supply chain, Competition & marketing environment.	Targeting: Meaning, evaluating market segments, selecting market segment, concentrated & micromarketing, choosing a target market strategy	Pricing & Physical Distribution: Objective, factors influencing pricing policy and strategy. And, meaning of physical distribution, factors affecting channel selection, types of marketing channels.	Personal Selling : Nature,role of sales force,Direct marketing-new model,benefits & groth of direct marketing.
3	Company Orientation towards market place & Changes in Marketing place: Production, Product, Selling, Marketing & Holistic Concept. New Digital Age, Globalization, Ethics & Responsibility and Growth for not for profit making.	Positioning & MIS & Consumer Behavior: Meaning, strategies, developing a positioning statement & Meaning of MIS, Features & importance, consumer behavior meaning, importance, factors affecting consumer behavior.	Unit 4. Advertising : Setting objectives & budgets & developing startegies.	Marketing Strategies in the Digital Age.: E-business, E-Commerce & 

Issued by MR: Dr.Moushumi Datta.

MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 064

				EMarketing, Benefits to buyers & sellers, E Market domain, B2B, B2C & C2B. Click vs. click & mortras E Marketers, opportunities & changes to E Marketing.
4	-----	Unit 3. Marketing Mix: Meaning - elements of marketing mix.	Sales Promotion: Objectives & major sales promotion tools.	-----
5	-----	Product: Product services and experience, levels of products, product line decisions, product mix decisions, new product development, -failure of new product, product life cycle strategies.	-----	-----

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

Date : 5/1/19

Sign. : 



MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 064

Issued by MR: Dr. Moushumi Datta.



NAGINDAS KHANDWALA COLLEGE (Autonomous)

18-19-NOV/ D – TTP- /SFC/BMS/FT/MTM/12

TERMWISE TEACHING PLAN

Class: FYBMS C

Academic Year: 2018-19

Term: Sem. II

Department: SFC- BMS

Name of the Faculty: Meha Mandawewala

Subject: Principles of Marketing

Week	Topics to be covered			
	November/ December	January	February	March
1	UNIT 1: Marketing- meaning, definition, importance, 4Ps and 4Cs	Changes in marketing place: new digital era, rapid globalization, ethics and responsibility, growth for not for profit making organization.	Product strategies, new product development and failure	Personal selling Direct marketing
2	Core marketing concepts: needs, wants, demand, target market, positioning, segmentation, offerings and brands, value and satisfaction, marketing channel, supply chain, competition, marketing environment	UNIT 2: Segmentation- meaning, importance, basis Positioning- meaning, strategies, developing positioning statement	Branding strategy Pricing	Marketing strategies in digital era E-business E-commerce E-marketing <i>M. Datta</i>

MANAGEMENT REPRESENTATIVE
ISO 9001:2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 064

3	Company orientation towards market place: production concept, product concept, selling concept, marketing concept, holistic concept	Targeting- meaning, evaluation, selection, concentrated marketing, micro marketing, choosing a target marketing strategy MIS: meaning, features and importance	Physical distribution UNIT 4: Advertising	Benefits, domains, opportunities, challenges, types
4	-----	Consumer behavior: meaning, importance and factors	Sales promotion Public relations	-----
5	-----	UNIT 3: Marketing mix Product	-----	-----

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

Sign. : *Mela*

Date: 5/1/19



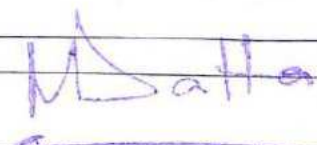
NAGINDAS KHANDWALA COLLEGE
Autonomous
TERMWISE TEACHING PLAN

18-19-November / D – TTP-SFC/BMS/PT/SC/13

Academic Year: 2018-19

Term: Sem.- II:

Department: SFC-BMS Class: FYBMS A Subject: Business Economics - I Name of the Faculty: Shylaja Chakravorty

Week	Topics to be covered			
	November-December	January	February	March
1	Module-I Definitions of Eco- Micro, Macro	Module –I Continued, Market Equilibrium-Changes-Demand- Module-II Determinants, Exceptions,	Module –IV Markets- Perfect Competition, Short Run & Long Run Equilibrium	Presentation- Project
2	Business Economics-Scope, Basic Economic Concepts, Basic Tools of Economic Concepts Analysis	Elasticity of demand : Definition, types, Factors, Affecting, Ed-significance numerical Probs	Monopoly ; Features, Short Run & Long Run Equilibrium	Presentation- project
3	Demand- law Change and Variation – Supply Factors	Demand Forecasting – Meaning , Types, Importance & Methods, Numerical illustrations. Module –III Production Function : Types, Isoquants,Ridge lines and Production Laws.	Monopolistic Competition- Oligopoly- Types-Cartels And price Leadership Models.	Revision
4	_____	Cost Concepts, Short Run & Long Run , Cost Curves – LAC & Learning Curve Numericals on Cost Concepts	Pricing – Methods- Discriminating Pricing,	

Issued by MR: Dr. Moushumi Datta.

MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 064

5		Break Even Analysis-with Business Application,		
---	--	--	--	--

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

Sign. : Schakerwarty

Date: 5/1/19

Issued by MR: Dr. Moushumi Datta.

M Datta
MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 064



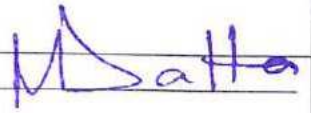
NAGINDAS KHANDWALA COLLEGE
Autonomous
TERMWISE TEACHING PLAN

18-19-November / D – TTP-SFC/BMS/PT/SC/14

Academic Year: 2018-19

Term: Sem.- II:

Department: SFC-BMS Class: FYBMS B Subject: Business Economics - I Name of the Faculty: Shylaja Chakravorty

Week	Topics to be covered			
	November-December	January	February	March
1	Module-I Definitions of Eco- Micro, Macro	Module –I Continued, Market Equilibrium-Changes-Demand- Module-II Determinants, Exceptions,	Module –IV Markets- Perfect Competition, Short Run & Long Run Equilibrium	Presentation- Project
2	Business Economics-Scope, Basic Economic Concepts, Basic Tools of Economic Concepts Analysis	Elasticity of demand : Definition, types, Factors, Affecting, Ed-significance numerical Probs	Monopoly ; Features, Short Run & Long Run Equilibrium	Presentation- project
3	Demand- law Change and Variation – Supply Factors	Demand Forecasting – Meaning , Types, Importance & Methods, Numerical illustrations. Module –III Production Function : Types, Isoquants,Ridge lines and Production Laws.	Monopolistic Competition- Oligopoly- Types-Cartels And price Leadership Models.	Revision
4	_____	Cost Concepts, Short Run & Long Run , Cost Curves – LAC & Learning Curve Numericals on Cost Concepts	Pricing – Methods- Discriminating Pricing,	

Issued by MR: Dr. Moushumi Datta.

MANAGEMENT REPRESENTATIVE

ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 064

5		Break Even Analysis-with Business Application,		
---	--	--	--	--

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

Sign. : Schakraverty

Date: 5/1/19

Issued by MR: Dr. Moushumi Datta.

M Datta
MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084



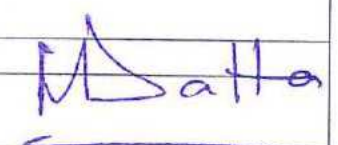
NAGINDAS KHANDWALA COLLEGE
Autonomous
TERMWISE TEACHING PLAN

18-19-November / D – TTP-SFC/BMS/PT/SC/15

Academic Year: 2018-19

Term: Sem.- II:

Department: SFC-BMS Class: FYBMS C Subject: Business Economics - I Name of the Faculty: Shylaja Chakravorty

Week	Topics to be covered			
	November-December	January	February	March
1	Module-I Definitions of Eco- Micro, Macro	Module –I Continued, Market Equilibrium-Changes-Demand- Module-II Determinants, Exceptions,	Module –IV Markets- Perfect Competition, Short Run & Long Run Equilibrium	Presentation- Project
2	Business Economics-Scope, Basic Economic Concepts, Basic Tools of Economic Concepts Analysis	Elasticity of demand : Definition, types, Factors, Affecting, Ed-significance numerical Probs	Monopoly ; Features, Short Run & Long Run Equilibrium	Presentation- project
3	Demand- law Change and Variation – Supply Factors	Demand Forecasting – Meaning , Types, Importance & Methods, Numerical illustrations. Module –III Production Function : Types, Isoquants,Ridge lines and Production Laws.	Monopolistic Competition- Oligopoly- Types-Cartels And price Leadership Models.	Revision
4	_____	Cost Concepts, Short Run & Long Run , Cost Curves – LAC & Learning Curve Numericals on Cost Concepts	Pricing – Methods- Discriminating Pricing,	

Issued by MR: Dr. Moushumi Datta.

MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084

5		Break Even Analysis-with Business Application,		
---	--	--	--	--

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

Sign. : Schakraverty

Date: 5/1/19

Issued by MR: Dr. Moushumi Datta.

M Datta
MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 064



NAGINDAS KHANDWALA COLLEGE
Autonomous

TERMWISE TEACHING PLAN

18-19- November / D – TTP- BMS /FTSD/16

Academic Year: 2018-19

Term: Sem. II

Department: Self Finance

Class : FYBMS A

Subject : Industrial Law

Name of the Faculty: Sheetal Desai

Topics to be covered				
Week	November & December	January	February	March
1	Module 1: Industrial Dispute Act 1947: Objectives, Authorities, Award, Settlement.	The Trade Union Act, 1926: Objectives, Definitions, Registration, Role, Cancellation of Registration, Dissolution of Trade Union, Amalgamation of Trade Union, Rights & liabilities of Registered Trade Union.	Module 3: The Employee State Insurance Act, 1948: Objects, Scope Definition, Insurable Limit, Sickness, Maternity, Disablement, Dependant & Funerals benefit, Offences & penalties, Occupational diseases.	Payment of Gratuity Act 1972: Introduction, Eligibility conditions to receive gratuity, Payment of gratuity
2	Strikes, Lay-off, Retrenchment, Closure, Lock-out, Arbitration.	Module 2: The Factories Act 1948: Definitions, Approval, licensing & registration Occupier, Inspecting Staff, Health provision.	The Employees Provident Fund & Miscellaneous Provisions Act, 1952: Meaning, Scheme, Contribution, Recovery, Obligation & rights of employers & employees.	Nomination & Rules for Nomination, Obligation & rights of Employers & Employees.

M Datta

MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084

Issued by MR: Dr.Moushumi Datta.

3	Obligation & rights of Employers & Employees, Difference between Strike & Lock Out, Difference between Individual Dispute & Industrial Dispute	Safety Provision & Welfare Provisions.	Module 4: The Payment of Wages Act 1936: Definitions, Authorized deductions, Responsibility of Payment of Wages, Fixation of wage period, time of Payment.	Revision.
4	-----	The Workmen Compensation Act 1923: Introduction, Employers liability for compensation.	Payment of Bonus Act 1965: Introduction, Minimum Bonus, Maximum Bonus, Set off & Set On.	-----
5	-----	Nature of Employers Liability: The Doctrine of Assumed Risk. The Doctrine of Common Employment The Doctrine of Contributory Negligence	-----	-----

Remarks by H.O.D.: Syllabus as per autonomy.
Date : 5/1/19

Sign. : Sheetal

M Datta
MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 064

Issued by MR: Dr.Moushumi Datta.



NAGINDAS KHANDWALA COLLEGE
Autonomous

TERMWISE TEACHING PLAN

18-19- November / D – TTP- BMS /FTSD/17

Academic Year: 2018-19

Term: Sem. II

Department: Self Finance

Class : FYBMS B

Subject : Industrial Law

Name of the Faculty: Sheetal Desai

Topics to be covered				
Week	November & December	January	February	March
1	Module 1: Industrial Dispute Act 1947: Objectives, Authorities, Award, Settlement.	The Trade Union Act, 1926: Objectives, Definitions, Registration, Role, Cancellation of Registration, Dissolution of Trade Union, Amalgamation of Trade Union, Rights & liabilities of Registered Trade Union.	Module 3: The Employee State Insurance Act, 1948: Objects, Scope Definition, Insurable Limit, Sickness, Maternity, Disablement, Dependant & Funerals benefit, Offences & penalties, Occupational diseases.	Payment of Gratuity Act 1972: Introduction, Eligibility conditions to receive gratuity, Payment of gratuity
2	Strikes, Lay-off, Retrenchment, Closure, Lock-out, Arbitration.	Module 2: The Factories Act 1948: Definitions, Approval, licensing & registration Occupier, Inspecting Staff, Health provision.	The Employees Provident Fund & Miscellaneous Provisions Act, 1952: Meaning, Scheme, Contribution, Recovery, Obligation & rights of employers & employees.	Nomination & Rules for Nomination, Obligation & rights of Employers & Employees.

Issued by MR: Dr.Moushumi Datta.

MANAGEMENT REPRESENTATIVE
 ISO 9001 : 2015
 NAGINDAS KHANDWALA COLLEGE
 (AUTONOMOUS)
 MALAD (W), MUMBAI - 400 064

3	Obligation & rights of Employers & Employees, Difference between Strike & Lock Out, Difference between Individual Dispute & Industrial Dispute	Safety Provision & Welfare Provisions.	Module 4: The Payment of Wages Act 1936: Definitions, Authorized deductions, Responsibility of Payment of Wages, Fixation of wage period, time of Payment.	Revision.
4	-----	The Workmen Compensation Act 1923: Introduction, Employers liability for compensation.	Payment of Bonus Act 1965: Introduction, Minimum Bonus, Maximum Bonus, Set off & Set On.	-----
5	-----	Nature of Employers Liability: The Doctrine of Assumed Risk. The Doctrine of Common Employment The Doctrine of Contributory Negligence	-----	-----

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

Date : 5/1/19

Sign. : Sheetal

Issued by MR: Dr.Moushumi Datta.

M Datta
MANAGEMENT REPRESENTATIVE
 ISO 9001 : 2015
 NAGINDAS KHANDWALA COLLEGE
 (AUTONOMOUS)
 MALAD (W), MUMBAI - 400 084



NAGINDAS KHANDWALA COLLEGE
Autonomous

TERMWISE TEACHING PLAN

18-19- November / D – TTP- BMS /FTSD/18

Academic Year: 2018-19

Term: Sem. II

Department: Self Finance

Class : FYBMS C

Subject : Industrial Law

Name of the Faculty: Sheetal Desai

Topics to be covered				
Week	November & December	January	February	March
1	Module 1: Industrial Dispute Act 1947: Objectives, Authorities, Award, Settlement.	The Trade Union Act, 1926: Objectives, Definitions, Registration, Role, Cancellation of Registration, Dissolution of Trade Union, Amalgamation of Trade Union, Rights & liabilities of Registered Trade Union.	Module 3: The Employee State Insurance Act, 1948: Objects, Scope Definition, Insurable Limit, Sickness, Maternity, Disablement, Dependant & Funerals benefit, Offences & penalties, Occupational diseases.	Payment of Gratuity Act 1972: Introduction, Eligibility conditions to receive gratuity, Payment of gratuity
2	Strikes, Lay-off, Retrenchment, Closure, Lock- out, Arbitration.	Module 2: The Factories Act 1948: Definitions, Approval, licensing & registration Occupier, Inspecting Staff, Health provision.	The Employees Provident Fund & Miscellaneous Provisions Act, 1952: Meaning, Scheme, Contribution, Recovery, Obligation & rights of employers & employees.	Nomination & Rules for Nomination, Obligation & rights of Employers & Employees.

Issued by MR: Dr. Moushumi Datta.


MANAGEMENT REPRESENTATIVE
 ISO 9001 : 2015
 NAGINDAS KHANDWALA COLLEGE
 (AUTONOMOUS)
 MALAD (W), MUMBAI - 400 064

3	Obligation & rights of Employers & Employees, Difference between Strike & Lock Out, Difference between Individual Dispute & Industrial Dispute	Safety Provision & Welfare Provisions.	Module 4: The Payment of Wages Act 1936: Definitions, Authorized deductions, Responsibility of Payment of Wages, Fixation of wage period, time of Payment.	Revision.
4	-----	The Workmen Compensation Act 1923: Introduction, Employers liability for compensation.	Payment of Bonus Act 1965: Introduction, Minimum Bonus, Maximum Bonus, Set off & Set On.	-----
5	-----	Nature of Employers Liability: The Doctrine of Assumed Risk. The Doctrine of Common Employment The Doctrine of Contributory Negligence	-----	-----

Remarks by H.O.D.: Syllabus as per autonomy.
Date : 5/1/19

Sign. : Sheetal

Issued by MR: Dr. Moushumi Datta.

M Datta
MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 084



NAGINDAS KHANDWALA COLLEGE

Autonomous

TERMWISE TEACHING PLAN

18-19-Nov. / D – TTP-SFC/BMS/19

Academic Year: 2018-19

Term: SEM II

Department: SFC

Class: FYBMS A Subject: Business Mathematics

Name of the Faculty: Mr.G.H.Rao

Week	Topics to be covered			
	November-December	January	February	March
1	Simple and Compound Interest: Interest Compounded once a year, more than once a year, continuous, nominal and effective rate of interest	Permutation and Combination: (Simple Problems to be solved with the calculator only)	Introduction and Concept: Derivatives of Constant Function, Logarithmic Functions, Polynomial and Exponential Function.	Backward Operator, Backward Formula with examples Difference Newton's Interpolation with Simple
2	Annuity: Present and future value-sinking funds	Determinants of a Matrix of order two or three: Properties and Results of Determinants, Solving a system of linear equations using Cramer's Rule.	Rules of Derivatives: Addition, Multiplication, Quotient, Second Order Derivatives	Presentations
3	Equated Monthly Installments (EMI) using flat interest rate and reducing balance method.	Matrices: Some important definitions and some important results, Matrix operation (Addition, Scalar Multiplication, Matrix Multiplication, Transpose of a Matrix), Inverse of a Matrix (Up to Order Three) using ad-joint of a matrix and matrix inversion method, Application of Matrices in Decision Making	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 <i>M. Datta</i>

Issued by MR: Dr. Moushumi Datta

MANAGEMENT REPRESENTATIVE
 ISO 9001 : 2015
 NAGINDAS KHANDWALA COLLEGE
 (AUTONOMOUS)
 MALAD (W), MUMBAI - 400 084

4		<p>Case Studies: Input Output Analysis</p>	<p>Introduction and Concept: Finite Differences – Forward Difference Operator – Newton’s Forward Difference Formula with simple examples</p>	
5		<p>Functions: Algebraic function and the Functions used in business and Economics, Break Even and Equilibrium Point</p>	<p>Introduction and Concept: Finite Differences – Forward Difference Operator – Newton’s Forward Difference Formula with simple examples</p>	

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

Sign.: H. Gaf

Date: 5/1/19

M Datta

MANAGEMENT REPRESENTATIVE
 ISO 9001 : 2015
 NAGINDAS KHANDWALA COLLEGE
 (AUTONOMOUS)
 MALAD (W), MUMBAI - 400 064



NAGINDAS KHANDWALA COLLEGE

Autonomous

TERMWISE TEACHING PLAN

18-19-Nov. / D – TTP-SFC/BMS/20

Academic Year: 2018-19

Term: SEM II

Department: SFC

Class: FYBMS B Subject: Business Mathematics

Name of the Faculty: Mr.G.H.Rao

Week	Topics to be covered			
	November-December	January	February	March
1	Simple and Compound Interest: Interest Compounded once a year, more than once a year, continuous, nominal and effective rate of interest	Permutation and Combination: (Simple Problems to be solved with the calculator only)	Introduction and Concept: Derivatives of Constant Function, Logarithmic Functions, Polynomial and Exponential Function.	Backward Operator, Backward Formula with examples Difference Newton's Interpolation with Simple
2	Annuity: Present and future value-sinking funds	Determinants of a Matrix of order two or three: Properties and Results of Determinants, Solving a system of linear equations using Cramer's Rule.	Rules of Derivatives: Addition, Multiplication, Quotient, Second Order Derivatives	Presentations
3	Equated Monthly Installments (EMI) using flat interest rate and reducing balance method.	Matrices: Some important definitions and some important results, Matrix operation (Addition, Scalar Multiplication, Matrix Multiplication, Transpose of a Matrix), Inverse of a Matrix (Up to Order Three) using ad-joint of a matrix and matrix inversion method, Application of Matrices in Decision Making	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 <i>M Datta</i>

MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W), MUMBAI - 400 064

4		<p>Case Studies: Input Output Analysis</p>	<p>Introduction and Concept: Finite Differences – Forward Difference Operator – Newton’s Forward Difference Formula with simple examples</p>	
5		<p>Functions: Algebraic function and the Functions used in business and Economics, Break Even and Equilibrium Point</p>	<p>Introduction and Concept: Finite Differences – Forward Difference Operator – Newton’s Forward Difference Formula with simple examples</p>	

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

Sign.: H. Goff

Date: 5/1/19

M Datta

MANAGEMENT REPRESENTATIVE
 ISO 9001 : 2015
 NAGINDAS KHANDWALA COLLEGE
 (AUTONOMOUS)
 MALAD (W), MUMBAI - 400 034



NAGINDAS KHANDWALA COLLEGE

Autonomous

TERMWISE TEACHING PLAN

18-19-Nov. / D – TTP-SFC/BMS/FT/GHR/21


Academic Year: 2018-19

Term: SEM II

Department: SFC

Class: FYBMS C Subject: Business Mathematics

Name of the Faculty: Mr.G.H.Rao

Week	Topics to be covered			
	November-December	January	February	March
1	Simple and Compound Interest: Interest Compounded once a year, more than once a year, continuous, nominal and effective rate of interest	Permutation and Combination: (Simple Problems to be solved with the calculator only)	Introduction and Concept: Derivatives of Constant Function, Logarithmic Functions, Polynomial and Exponential Function.	Backward Operator, Backward Formula with Simple examples Difference Newton's Interpolation with Simple
2	Annuity: Present and future value-sinking funds	Determinants of a Matrix of order two or three: Properties and Results of Determinants, Solving a system of linear equations using Cramer's Rule.	Rules of Derivatives: Addition, Multiplication, Quotient, Second Order Derivatives	Presentations
3	. Equated Monthly Installments (EMI) using flat interest rate and reducing balance method.	Matrices: Some important definitions and some important results, Matrix operation (Addition, Scalar Multiplication, Matrix Multiplication, Transpose of a Matrix), Inverse of a Matrix (Up to Order Three) using ad-joint of a matrix and matrix inversion method, Application of Matrices in Decision Making	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 

MANAGEMENT REPRESENTATIVE
 ISO 9001:2015
 NAGINDAS KHANDWALA COLLEGE
 (AUTONOMOUS)
 MALAD (W), MUMBAI - 400 084

4		Case Studies: Input Output Analysis	Introduction and Concept: Finite Differences – Forward Difference Operator – Newton's Forward Difference Formula with simple examples	
5		Functions: Algebraic function and the Functions used in business and Economics, Break Even and Equilibrium Point	Introduction and Concept: Finite Differences – Forward Difference Operator – Newton's Forward Difference Formula with simple examples	

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

Sign.: H. Gaf

Date: 5/1/19

M Datta

MANAGEMENT REPRESENTATIVE
ISO 9001 : 2015
NAGINDAS KHANDWALA COLLEGE
(AUTONOMOUS)
MALAD (W). MUMBAI - 400 034