



# NAGINDAS KHANDWALA COLLEGE

Autonomous

## TERMWISE TEACHING PLAN

19-20-June /D – TTP-SFC /BMS /PTSB/ 01

Academic Year: 2019-20

Term: Sem. V

Department: SFC

Class: TYBMS

Subject: Logistics and supply chain

Name of the Faculty: Satish Bendre

Week	June	July	August	September
1		Demand Forecasting: Meaning, Objectives, Approaches to Forecasting, Forecasting Methods, Forecasting Techniques. (Numerical on Simple Moving Average, Weighted Moving Average).	Performance Measurement in Supply Chain : Meaning, objectives of Performance Measurement, Types of Performance measurement, Dimensions of Performance measurement. Characteristics of Ideal Measurement System	
2	<b>Unit 1 : Overview of Logistics and Supply Chain Management</b> Logistics Management: Meaning Logistical Performance Cycle, Inbound Logistics, In process Logistics, Outbound Logistics, Logistical Competency, Integrated Logistics, Reverse Logistics and Green Logistics.	<b>Unit 2 : Elements of Logistics Mix</b> Transportation : Introduction, Principles and Participants in Transportation, Transport functionality, Factors Influencing Transportation Decisions, Modes of Transportation- Railways, Roadways, Airways, Waterways, Ropeways, Pipeline, Transportation Infrastructure, Intermodal Transportation.	Logistical Network Analysis: Meaning, Objectives, Importance, Scope, RORO/LASH. <b>Unit 4 : Recent Trends in Logistics and Supply Chain Management</b> Information Technology in Logistics : Introduction, Objectives, Role of Information Technology in Logistics and Supply Chain Management, Logistical Information System.	Logistics Outsourcing : Meaning, Objectives, Benefits of Outsourcing, Third Party Logistics Provider, Fourth Party Logistics Provider, Drawbacks of Outsourcing, Selection of Logistics Service Provider, Outsourcing-Value Proposition
3	Introduction to Supply Chain Management: Meaning, Objectives, Functions, Participants of Supply Chain, Role of Logistics in Supply Chain, Comparison between Logistics and Supply Chain Management, Channel Management and	Warehousing: Introduction, Warehouse Functionality, Benefits of Warehousing, Warehouse Operating Principles, Types of Warehouses, Warehousing Strategies, and Factors affecting Warehousing.	Principles of Logistical Information System, Types of Logistical Information System, Logistical Information Functionality, Information Technology Infrastructure.	Logistics in the Global Environment : Managing the Global Supply Chain. Impact of Globalization on Logistics and Supply Chain Management.

Issued by MR: Dr.Moushumi Datta

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	Channel Integration.	c) Materials Handling: Meaning, Objectives, Principles of Materials Handling, Systems of Materials Handling, Equipments used for Materials Handling, Factors affecting Materials Handling Equipments.		Global Logistics Trends, Global Issues and Challenges in Logistics and Supply Chain Management.
4	Customer Service: Meaning of Customer Service, Objectives, Elements, Levels of customer service, Rights of Customers	Packaging: Introduction, Objectives of Packaging, Functions/Benefits of Packaging, Design Considerations in Packaging, Types of Packaging Material, Packaging Costs.	Modern Logistics Infrastructure : Golden Quadrilateral, Logistics Parks, Deep Water Ports, Dedicated Freight Corridor, Inland Container Depots/Container Freight Stations, Maritime Logistics, Double Stack Containers/Unit Trains.	Case Study and Revision.
5		<b><u>Unit 3 : Inventory Management, Logistics Costing, Performance Management and Logistical Network Analysis</u></b> Inventory Management: Meaning, Objectives, Functions, Importance, Techniques of Inventory Management (Numericals - EOQ and Reorder levels). Logistics Costing : Meaning, Total Cost Approach, Activity Based Costing, Mission Based Costing.		

Remarks by H.O.D.: Syllabus as per autonomy Sign.: [Signature]  
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Date: 12<sup>th</sup> June 2019

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## TERMWISE TEACHING PLAN

19-20-June / D – TTP-SFC /BMS /PTSB/02

Academic Year: 2019-20

Term: Sem. V

Department: SFC

Class: TYBMS

Subject: Logistics and supply chain

Name of the Faculty: Satish Bendre

Week	June	July	August	September
1		Demand Forecasting: Meaning, Objectives, Approaches to Forecasting, Forecasting Methods, Forecasting Techniques, (Numerical on Simple Moving Average, Weighted Moving Average).	Performance Measurement in Supply Chain : Meaning, objectives of Performance Measurement, Types of Performance measurement, Dimensions of Performance measurement, Characteristics of Ideal Measurement System	
2	<b>Unit 1 : Overview of Logistics and Supply Chain Management</b> Logistics Management: Meaning Logistical Performance Cycle, Inbound Logistics, In process Logistics, Outbound Logistics, Logistical Competency, Integrated Logistics , Reverse Logistics and Green Logistics.	<b>Unit 2 : Elements of Logistics Mix</b> Transportation : Introduction, Principles and Participants in Transportation, Transport functionality, Factors Influencing Transportation Decisions, Modes of Transportation- Railways, Roadways, Airways, Waterways, Ropeways, Pipeline, Transportation Infrastructure, Intermodal Transportation.	Logistical Network Analysis: Meaning, Objectives, Importance, Scope, RORO/LASH. <b>Unit 4 : Recent Trends in Logistics and Supply Chain Management</b> Information Technology in Logistics : Introduction, Objectives, Role of Information Technology in Logistics and Supply Chain Management, Logistical Information System,	Logistics Outsourcing : Meaning, Objectives, Benefits of Outsourcing, Third Party Logistics Provider, Fourth Party Logistics Provider, Drawbacks of Outsourcing, Selection of Logistics Service Provider, Outsourcing-Value Proposition
3	Introduction to Supply Chain Management: Meaning, Objectives, Functions, Participants of Supply Chain, Role of Logistics in Supply Chain, Comparison between Logistics and Supply Chain Management, Channel Management and	Warehousing: Introduction, Warehouse Functionality, Benefits of Warehousing, Warehouse Operating Principles, Types of Warehouses, Warehousing Strategies, and Factors affecting Warehousing.	Principles of Logistical Information System, Types of Logistical Information System, Logistical Information Functionality, Information Technology Infrastructure.	Logistics in the Global Environment : Managing the Global Supply Chain, Impact of Globalization on Logistics and Supply Chain Management,

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*None*

	Channel Integration.	c) Materials Handling: Meaning, Objectives, Principles of Materials Handling, Systems of Materials Handling, Equipments used for Materials Handling, Factors affecting Materials Handling Equipments.		Global Logistics Trends, Global Issues and Challenges in Logistics and Supply Chain Management.
4	Customer Service: Meaning of Customer Service, Objectives, Elements, Levels of customer service, Rights of Customers	Packaging: Introduction, Objectives of Packaging, Functions/Benefits of Packaging, Design Considerations in Packaging, Types of Packaging Material, Packaging Costs.	Modern Logistics Infrastructure : Golden Quadrilateral, Logistics Parks, Deep Water Ports, Dedicated Freight Corridor, Inland Container Depots/Container Freight Stations, Maritime Logistics, Double Stack Containers/Unit Trains.	Case Study and Revision.
5		<b><u>Unit 3 : Inventory Management, Logistics Costing, Performance Management and Logistical Network Analysis</u></b> Inventory Management: Meaning, Objectives, Functions, Importance, Techniques of Inventory Management (Numericals - EOQ and Reorder levels). Logistics Costing : Meaning, Total Cost Approach, Activity Based Costing, Mission Based Costing.		

Remarks by H.O.D.:

*Syllabus as per autonomy*

Sign.:

*[Signature]*

Date:

*12<sup>th</sup> June 2019*

*None*

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## TERMWISE TEACHING PLAN

19-20-June / D – TTP-SFC /BMS /PTYN/03

Academic Year: 2019-20

Term: Sem. V

Department: SFC

Class: TYBMS A

Subject: Analytical Skills for Managers

Name of the Faculty: Yasha N

### Topics to be covered

Week	June	July	August	September
1	-----	Averages (Quantitative Ability) And Grammar 1 (Verbal Ability)	Ratio and Proportion (Quantitative Ability) and Divisibility of Nos. (Quantitative Ability)	-----
2	Speed calculation (Vedic Maths) And Family Relationships (Logical Reasoning)	Grammar 2 (Verbal Ability) and Alligations (Quantitative Ability)	Simple Interest and Compound Interest (Quantitative Ability) and Profit and Loss (Quantitative Ability)	Bar Graph(Data Interpretation) and Selection Criteria(Logical Reasoning)
3	Reading Comprehension (Verbal Ability) and Vocabulary (Verbal Ability)	Courses of Action and Arguments(Verbal Ability) and Simple and Compound Interest (Quantitative Ability)	Linear Equations (Quantitative Ability) and Coding Decoding(Logical Reasoning)	Pie Charts(Data interpretation) and Time Speed Distance (Quantitative Ability)
4	Circular and Linear Arrangements (Logical Reasoning) and Introduction to Percentages(Quantitative Ability)	Spellings and Homophones (Verbal Ability) and HCF and LCM (Quantitative Ability)	Line Graph(Data interpretation) and Math Based Puzzles (Logical Reasoning)	Case lets and Venn Diagrams (Data Interpretation) and  Time and Work (Quantitative Ability)
5	-----	Matrix Arrangements and Groups and Conditional ties and Numerical Logic(Logical Reasoning)	-----	-----

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

Sign. :

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Date: 12/6/17

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## TERMWISE TEACHING PLAN

19-20-June / D – TTP-SFC /BMS /PTYN/04

Academic Year: 2019-20

Term: Sem. V

Department: SFC

Class: TYBMS B

Subject: Analytical Skills for Managers

Name of the Faculty: Yasha N

### Topics to be covered

Week	June	July	August	September
1	-----	Averages (Quantitative Ability) And Grammar 1 (Verbal Ability)	Ratio and Proportion (Quantitative Ability) and Divisibility of Nos. (Quantitative Ability)	-----
2	Speed calculation (Vedic Maths) And Family Relationships (Logical Reasoning)	Grammar 2 (Verbal Ability) and Alligations (Quantitative Ability)	Simple Interest and Compound Interest (Quantitative Ability) and Profit and Loss (Quantitative Ability)	Bar Graph(Data Interpretation) and Selection Criteria(Logical Reasoning)
3	Reading Comprehension (Verbal Ability) and Vocabulary (Verbal Ability)	Courses of Action and Arguments(Verbal Ability) and Simple and Compound Interest (Quantitative Ability)	Linear Equations (Quantitative Ability) and Coding Decoding(Logical Reasoning)	Pie Charts(Data interpretation) and Time Speed Distance (Quantitative Ability)
4	Circular and Linear Arrangements (Logical Reasoning) and Introduction to Percentages(Quantitative Ability)	Spellings and Homophones (Verbal Ability) and HCF and LCM (Quantitative Ability)	Line Graph(Data interpretation) and Math Based Puzzles (Logical Reasoning)	Case lets and Venn Diagrams (Data Interpretation) and  Time and Work (Quantitative Ability)
5	-----	Matrix Arrangements and Groups and Conditional ties and Numerical Logic(Logical Reasoning)	-----	-----

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

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Date: 12/6/19 M Datta

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## TERMWISE TEACHING PLAN

19-20-June/ D – TTP-SFC/BMS/PTRNI/05

Academic Year: 2019-20

Term: Sem. V

Department: SFC

Class: TYBMS A

Subject: Investment Analysis and Portfolio Management

Name of the Faculty: R.N Iyer

Week	June	July	August	September
1		<b>Module 1 : Introduction to Investment Environment</b> Introduction, Investment Process, Criteria for investment, Types of Investors.	<b>Module 4 :- Capital Asset Pricing Model and Portfolio Performance Measurement</b> Dow Jones Theory, Elliot Wave Theory	
2	<b>Module 2 :Risk – Return Relationship</b> Meaning, Types, Measurement of Beta	Investment v/s Speculation v/s Gambling, Investment Avenues, factors influencing selection of investment alternatives.	Efficient Market Theory Capital Asset Pricing Model:- Assumptions ,CAPM Equation	<b>Module 4 :- Portfolio management</b> Meaning and Concept, Portfolio Management Process, Objectives, Basic Principles.
3	Standard Deviation, Variance Numerical Problems.	Capital Market : Introduction ,concept of investment Bank , Role and functions of investment bank.	Capital market Line, Security Market Line <u>Portfolio Performance Measurement:</u> Meaning of Portfolio Evaluation, Sharpe's Ratio	Factors affecting Investment Decisions in Portfolio Management, Portfolio Strategy Mix. Security Analysis :-Fundamental Analysis, Economic Analysis, Industry Analysis, Company analysis
4	Reduction of Risk through Diversification.	Stock Market Index, NASDAQ,SDL Benefits of Depository settlement,	Treynor's Ratio (Basic Problems), Jensen's Differential Returns (Basic Problems).	Technical Analysis - Basic Principles Uses of Charts: Line Chart, Bar Chart, Candlestick Chart, Mathematical Indicators: Moving Averages, Oscillators
5		Online Share Trading ,its advantages, Concepts of Small Cap, Mid Cap ,Large Cap ,Penny Stocks		

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

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**TERMWISE TEACHING PLAN**

19-20- June / D – TTP- SFC/BMS/ FTGHR / 06

Academic Year: 2019-20

Term: Sem V

Department: Self Finance

Class: TYBMS A

Subject: Wealth Management

Name of the Faculty: Mr. G. Hanumantharao

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

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

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## TERMWISE TEACHING PLAN

19-20-June/ D - TTP-SFC/BMS/FTSL/07

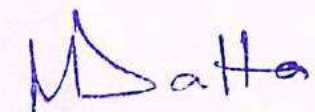
Academic Year: 2019-20

TERM: SEM 5

Department: SFC

Class: TYBMS A Subject: Direct Taxation

Name of the faculty: Prof Shezad Lalani

Week	June	July	August	September
1	-----	Determination of Residential Status <b>(FLIP CLASS)</b>	Profit & Gains from Business & Profession (Sec 28,30,31,32)  Practical Problems	-----
2	<b>UNIT 1</b> <b>Definitions &amp; Residential Status</b>  Basic Terms (Sec 2,3,4)  Assessee ,Assessment,Assessment Year,Previous Year, Transfer	<b>UNIT 2</b> <b>Heads of Income -I</b>  Income from House Property (Sec 22-27)  Practical Problems	Profits & Gains from Business & Profession (Sec 35,35D,36,37,40,40A,43B)  Practical Problems	<b>UNIT 4</b> <b>Computation of Taxable Income of individuals</b>  Computation of Total Income of individuals
3	Determination of Residential Status  Practical Problems	Income from House Property (Sect 22-27)  Practical Problems	<b>UNIT 3</b> <b>Heads of Income -II</b>  Capital Gain (Sec 45,48,49,50,54)  Practical Problems  Exclusions of Total Income (Sec 10)	Computation of Total Income of individuals   <b>MANAGEMENT REPRESENTATIVE</b> NAGINDAS KHANDWALA COLLEGE MUMBAI - 400 034
4	Scope of Total Income Sec 5  Practical Problems	Salary (Sec 15-17)  Practical Problems	<b>Heads of Income II &amp; Deductions under Chapter VI A</b>  Income from Other Sources (Sec 56-59)	Computation of Total Income  <b>(FLIP CLASS)</b>

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*None*

		Practical Problems	
		Deductions from Total Income	
		(Sec 80C,80CCC,80D,80DD,80E,80U,80TTA)	
5	Salary (Sec 15-17) Practical Problems		

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Date: 12/6/19

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**TERMWISE TEACHING PLAN**

19-20-June / D – TTP-SFC /BMS /FTSM/08

Academic Year: 2019-20

Term: Sem. V

Department: SFC

Class: TYBMS A

Subject: Commodities and Derivatives Market

Name of the Faculty: Sunny Mondal

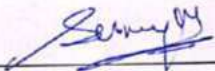
Week	Topics to be covered			
	June	July	August	September
1	-----	(Advantages / Disadvantages, Difference between Forward and Futures)	<b>Chap 6: Option Pricing Models</b> (Binomial Option Pricing Model)	-----
2	<b>Module-I</b> <b>Introduction to Commodities and Derivatives Market</b>  <b>Chap 1: Introduction to Commodities Market</b> (History, Origin, Types, Market in India, Market in Abroad & Participants of the Market)	<b>Module-II</b> <b>Futures and Hedging</b>  <b>Chap 3: Futures</b> (Terminologies, Concept, Relationship, Basis, Cost of Carry Model, Pricing)	(Black Scholes Option Pricing Model)  Sums and Examples related to the Above Pricing Models	<b>Chap 8: Types of Risk</b> (Value at Risk, Methods of Calculating VAR)
3	(Structure and Reasons for Investing)	<b>Chap 4: Hedging</b> (Speculation, Long Hedge, Short Hedge, Cash & Carry and Payoff Charts)	<b>Module-IV</b> <b>Trading, Clearing &amp; Settlement</b>  <b>Chap 7: Trading, Clearing and Settlement</b> (Meaning, Concept, Trading,	(Risk Management Measures, Types of Margins, SPAN Margin)

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			Types of Orders)	
4	<b>Chap 1: Introduction to Derivatives Market</b> (Meaning, Origin, History, Types, Participants)	<b>Module-III</b> <b>Options and Option Pricing Models</b>  <b>Chap 5: Options</b> (Specifications, Terminologies, Call and Put, Difference between Futures and Options)	(Clearing Mechanism, NSCCL, Settlement Mechanism, Trading Mechanism)	REVISION
5	-----	(Premium Payoff Charts, Basic Understanding of Option Strategies)	-----	-----

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

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Date: 12/6/19.

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## NAGINDAS KHANDWALA COLLEGE Autonomous

### TERMWISE TEACHING PLAN

19-20-June/ D – TTP-SFC/BMS/FTGD/09

Academic Year: 2019-20

Term: Sem. V

Department: SFC

Class: TYBMS B

Subject: Service Marketing

Name of the Faculty: Gargi Dubey

Week	June	July	August	September
1	<u>Unit I</u>	Service Marketing Mix Product, Price	SERVQUAL Model, Zone of Tolerance	
2	<b>Introduction to Service Marketing</b> Concept, characteristics, significance, classification, Marketing Triangle, Purchase Process,	Promotion and communication mix, Place Mix, Process Mix	Improving Service Quality	Recent Trends in Marketing of Services: Tourism, Hotel, Education
3	Consumer Behavior, service recovery, Variations in customer involvement,	Service Mapping, Flowcharting,	Demand and Capacity Alignment	<b>Health Care, Banking and Insurance</b>
4	Types of contact,, sensitivity to customers, Reluctance to change	Branding of services-Problems, solutions Presentation, Options for service delivery	International global strategies in service Marketing, Transnational Marketing	Ethics in service Marketing: Meaning, Importance and Unethical practices
5		<b>Managing Quality Aspects of Service Marketing</b> Improving service Quality and Productivity, GAP Model		

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

Date: 12/6/2019

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### TERMWISE TEACHING PLAN

19-20-June/ D – TTP-SFC/BMS/FTMTM/10

Academic Year: 2019-20

Term: Sem. V

Department: SFC-BMS

Class: TYBMS B

Subject: E-Commerce and Digital Marketing

Name of the faculty: Meha Mandawewala

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

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

Sign.: Meha

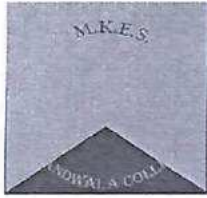
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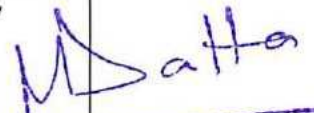
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19-20-<sup>JUNE</sup>TD - TTP-<sup>SFC</sup>BMS / FTMM/11

Academic Year: 2019-20

Term: Sem. V

Department: B.M.S. Class: TYBMS B Subject: Sales & Distribution Management Name of the Faculty: Dr. Mona Mehta

Week	June	July	August	September	October
1		Evolution of Distribution Channels. <b>c) Integration of Marketing, Sales and Distribution</b>  <b>Unit 2a) Market Analysis:</b> Market Analysis and Sales Forecasting, Methods of Sales Forecasting	<b>Unit 3) Management of Distribution Channel – Meaning &amp; Need</b> Channel Partners- Wholesalers, Distributors and Retailers & their Functions in Distribution Channel Difference Between a Distributor and a Wholesaler		
2		Types of Sales Quotas – Value Quota, Volume Quota, Activity Quota, Combination Quota Factors Determining Fixation of Sales Quota	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>Unit 4a) Evaluation &amp; Control of Sales Performance:</b> • Sales Performance – Meaning • Methods of Supervision and Control of Sales Force  Sales Performance Evaluation Criteria- Key Result Areas (KRAs) Sales Performance Review Sales Management Audit	
3	<b>Unit 1a) Sales Management:</b> • Meaning, Role of Sales	Assigning Territories to Salespeople	Resolution of Conflicts: Methods – Kenneth Thomas's	<b>b) Measuring Distribution Channel Performance:</b>	<div style="text-align: right;">   <b>MANAGEMENT REPRESENTATIVE</b>            ISO 9001 : 2015            NAGINDAS KHANDWALA COLLEGE            (AUTONOMOUS)            MALAD (W), MUMBAI - 400 064         </div>

Vice Principal – Academics

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	Department Evolution of Sales Management Interface of Sales with Other Management Functions • Qualities of a Sales Manager	<b>b) Selling:</b> • Process of Selling Methods of Closing a Sale, Reasons for Unsuccessful Closing	Five Styles of Conflict Resolution Motivating Channel Members Selecting Channel Partners Evaluating Channels Channel Control	• Evaluating Channels- Effectiveness, Efficiency and Equity • Control of Channel – Instruments of Control – Contract or Agreement, Budgets and Reports, Distribution Audit	
4	Sales Management: Meaning, Developments in Sales Management-Effectiveness to Efficiency, Multidisciplinary Approach, Internal Marketing, Increased Use of Internet, CRM, Professionalism in Selling	Theories of Selling – Stimulus Response Theory, Product Orientation Theory, Need Satisfaction Theory	<b>Unit 4a) Evaluation &amp; Control of Sales Performance:</b> • Sales Performance – Meaning • Methods of Supervision and Control of Sales Force	• Control of Channel – Instruments of Control – Contract or Agreement, Budgets and Reports, Distribution Audit  <b>c) Ethics in Sales Management</b> <b>d) New Trends in Sales and Distribution Management</b>	
5	Structure of Sales Organization – Functional, Product Based, Market Based, Territory Based, Combination or Hybrid Structure  <b>b) Distribution Management:</b> • Meaning, Importance, Role of Distribution, Role of Intermediaries	Selling Skills – Communication Skill, Listening Skill, Trust Building Skill, Negotiation Skill, Problem Solving Skill, Conflict Management Skill Selling Strategies – Softsell Vs. Hardsell Strategy, Client Centered Strategy, Product-Price Strategy, Win-Win Strategy, Negotiation Strategy			

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

Date: 12/6/19

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### TERMWISE TEACHING PLAN

19-20-June / D – TTP-SFC /BMS /FTSD/ 12

Academic Year: 2019-20

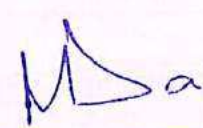
Term: Sem. V

Department: SFC

Class: TYBMS B

Subject: Customer Relationship Management.

Name of the Faculty: Sheetal Desai.

Week	Topics to be covered			
	June	July	August	September
1	-----	<b>Module-III</b> <b>CRM Strategy, Planning, Implementation and Evaluation.</b> a. Understanding customers: Customer Value, Customer Care, Company Profit Chain: Satisfaction, Loyalty, Retention and Profits b. Objectives of CRM strategy, The CRM Strategy Cycle	b. Software App for customer service.	-----
2	<b>Module-I</b> <b>Introduction to CRM</b> a. Concept, evolution, benefits & components. b. Relationship Marketing & CRM. c. Relationship challenges.	b. CRM & Data Management: Types of Data, Types of Data Analysis. c. Planning & implementation of CRM: Business to Business CRM, Sales and CRM, Sales Force Automation, Sales Process/ Activity Management, Sales Territory Management, Contact Management, Lead Management, Configuration Support, Knowledge Management	c. Social Networking & CRM. d. Activity Management, Agent Management, Case Assignment, Contract Management, Customer Self Service, Email Response Management, Escalation, Inbound Communication Management, Invoicing, Outbound Communication Management, Queuing and Routing, Scheduling	f. CRM- trends, challenges & opportunities  <div style="text-align: right;">   <b>MANAGEMENT REPRESENTATIVE</b>            ISO 9001 : 2015            NAGINDAS KHANDWALA COLLEGE            (AUTONOMOUS)            MALAD (W), MUMBAI - 400 064         </div>

Issued by MR: Dr. Moushumi Datta

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3	<p>a. Acquisition tactical management(actman) model. e. Crm-based segmentation</p> <p><b>Module-II</b> <b>CRM Marketing Initiatives, Customer service &amp; Data management.</b></p> <p>a. CRM &amp; Marketing Initiatives : Cross-Selling and Up-Selling, Customer Retention, Behaviour Prediction, Customer Profitability and Value Modeling, Channel Optimization, Personalization and Event-Based Marketing</p>	d. CRM implementation- Steps.	e. Mobile CRM.	g. Ethical issues in CRM.
4	b. CRM & Customer Service: Call Routing, Contact Center Sales-Support, Web Based Self Service, Customer Satisfaction Measurement, Call-Scripting, Cyber Agents and Workforce Management	e. CRM Evaluation: Basic Measures: Service Quality, Customer Satisfaction and Loyalty, Company 3E Measures: Efficiency, Effectiveness and Employee Change	f. CRM- trends, challenges & opportunities.	Revision.
5	-----	<p><b>Module- IV</b> <b>CRM New Horizons.</b></p> <p>a. E-CRM : Concept, Different Levels of E- CRM, Privacy in E-CRM</p>	-----	-----

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

Sign. :

Sheetal

Date: 12 June 2019.

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## TERMWISE TEACHING PLAN

~~19-20~~ JUNE / D – TTP-SFC / BMS/PTMS/01

Academic Year: 2019-20

Term: Sem. III

Department: BMS

Class: SYBMS- A

Subject: Personal Effectiveness Management

Name of the Faculty: Mitali Sanghavi

Week	Topics to be covered				
	June	July	August	September	October
1		Value-added qualities – cheerfulness, sense of humour, tactfulness, empathy and sympathy, willingness to participate	Cultural Conflicts – Understanding other cultures, managing language barriers, making cultural adjustments		
2	Unit 1: Self-Esteem – What is self-esteem? Self-concept and self-esteem, how self-esteem is formed, Causes of low self-esteem, Depression and self-esteem,	Negative traits to avoid – resentment, irritating habits, envy or jealousy, self-pity	Discrimination – Prejudice and stereotyping, avoiding, resisting or fighting discrimination	Planning your career – Visualize success in your career, career goal, goal planning, how to leave a job	----- <i>M. Datta</i> MANAGEMENT REPRESENTATIVE ISO 9001 : 2015 NAGINDAS KHANDWALA COLLEGE (AUTONOMOUS) MALAD (W), MUMBAI - 400 064

3	Techniques to increase self-esteem-behavioural methods, cognitive methods, humanistic methods, assertiveness, Physical appearance as a source of self-esteem, Improving body image	Being a team player – Keys to getting along with others, being a good team player, understanding your role in the team	First day on the job – Preparing a resume, Employment forms, Job description, rules of the job, safety rules	Role play	-----
4	Positive Attitudes – Definition, How attitudes develop, How attitudes are learned, Attitudes and their influence on others, Ways of improving attitudes, Coping with other people's negative attitudes.	Understanding your work group – helping your colleagues, identify colleagues with special characteristics – complainers, tattletale, bossy, favorite, arguer	Keeping your job – work environment, workplace politics, integrity and ethics at the workplace, understanding employer expectations, keeping high standards – honesty, petty theft, expense account abuses, alcohol abuse	Role play	-----
5	-----	Diversity at the workplace – understanding the workforce today, taking pride in once culture and understanding other's perspective			-----

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

Date: 10/06/19

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## TERMWISE TEACHING PLAN

~~19-20~~ JUNE / D – TTP-SFC / BMS/PTMS/02

Academic Year: 2019-20 Term: Sem. III

Department: BMS Class: SYBMS- B Subject: Personal Effectiveness Management Name of the Faculty: Mitali Sanghavi

Week	Topics to be covered				
	June	July	August	September	October
1		Value-added qualities – cheerfulness, sense of humour, tactfulness, empathy and sympathy, willingness to participate	Cultural Conflicts – Understanding other cultures, managing language barriers, making cultural adjustments		
2	Unit 1: Self-Esteem – What is self-esteem? Self-concept and self-esteem, how self-esteem is formed, Causes of low self-esteem, Depression and self-esteem,	Negative traits to avoid – resentment, irritating habits, envy or jealousy, self-pity	Discrimination – Prejudice and stereotyping, avoiding, resisting or fighting discrimination	Planning your career – Visualize success in your career, career goal, goal planning, how to leave a job	-----

  
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3	Techniques to increase self-esteem-behavioural methods, cognitive methods, humanistic methods, assertiveness, Physical appearance as a source of self-esteem, Improving body image	Being a team player – Keys to getting along with others, being a good team player, understanding your role in the team	First day on the job – Preparing a resume, Employment forms, Job description, rules of the job, safety rules	Role play	-----
4	Positive Attitudes – Definition, How attitudes develop, How attitudes are learned, Attitudes and their influence on others, Ways of improving attitudes, Coping with other people's negative attitudes.	Understanding your work group – helping your colleagues, identify colleagues with special characteristics – complainers, tattletale, bossy, favorite, arguer	Keeping your job – work environment, workplace politics, integrity and ethics at the workplace, understanding employer expectations, keeping high standards – honesty, petty theft, expense account abuses, alcohol abuse	Role play	-----
5	-----	Diversity at the workplace – understanding the workforce today, taking pride in once culture and understanding other's perspective			-----

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Date: 10/06/19

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**TERMWISE TEACHING PLAN**

1920- JUNE / D – TTP-SFC / BMS/PTMS/03

Academic Year: 2019-20 Term: Sem. III

Department: BMS Class: SYBMS- C Subject: Personal Effectiveness Management Name of the Faculty: Mitali Sanghavi

Week	Topics to be covered				
	June	July	August	September	October
1		Value-added qualities – cheerfulness, sense of humour, tactfulness, empathy and sympathy, willingness to participate	Cultural Conflicts – Understanding other cultures, managing language barriers, making cultural adjustments		
2	Unit 1: Self-Esteem – What is self-esteem? Self-concept and self-esteem, how self-esteem is formed, Causes of low self-esteem, Depression and self-esteem,	Negative traits to avoid – resentment, irritating habits, envy or jealousy, self-pity	Discrimination – Prejudice and stereotyping, avoiding, resisting or fighting discrimination	Planning your career – Visualize success in your career, career goal, goal planning, how to leave a job	-----


  
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3	Techniques to increase self-esteem-behavioural methods, cognitive methods, humanistic methods, assertiveness, Physical appearance as a source of self-esteem, Improving body image	Being a team player – Keys to getting along with others, being a good team player, understanding your role in the team	First day on the job – Preparing a resume, Employment forms, Job description, rules of the job, safety rules	Role play	-----
4	Positive Attitudes – Definition, How attitudes develop, How attitudes are learned, Attitudes and their influence on others, Ways of improving attitudes, Coping with other people's negative attitudes.	Understanding your work group – helping your colleagues, identify colleagues with special characteristics – complainers, tattletale, bossy, favorite, arguer	Keeping your job – work environment, workplace politics, integrity and ethics at the workplace, understanding employer expectations, keeping high standards – honesty, petty theft, expense account abuses, alcohol abuse	Role play	-----
5	-----	Diversity at the workplace – understanding the workforce today, taking pride in once culture and understanding other's perspective			-----

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

Date: 10/06/19

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## TERMWISE TEACHING PLAN

F: TTP/01

19-20-June/ D – TTP-SFC/BMS/FTGD /04

Academic Year: 2019-20

Term: Sem. III

Department: SFC

Class: SYBMS - B

Subject: Business Planning and Entrepreneurial Management

Name of the Faculty: Gargi Dubey

Week	June	July	August	September
1		<b>Types and classification:</b> Intrapreneur, Women, Social entrepreneurship,	Idea generation, Environmental scanning and presentations	
2	<b>Unit I</b> <b>Foundations of Entrepreneurship development:</b> Concept, need, importance, growth, qualities	Self-help group with women's, social responsibility of women, NGO's	Creating entrepreneurial venture, business planning process and presentations	<b>Venture Development-</b> Steps, institutional support, Venture funding
3	<b>Theories of entrepreneur:</b> Innovation, high achievement, X-Efficiency, social change, profit,	Entrepreneurial development programme, project development and innovation in business idea	Elements of business plan, market and feasibility and presentations	Sources of finance, problem of venture, <b>Start-ups-</b> Concept, guidelines
4	<b>External influences:</b> Socio-cultural, political, Economic, personal	<b>Options to entrepreneur-</b> Ancillarisation, BPO, Franchise, M&A	Market and feasibility, contingencies proposal, scheduling and presentations	Start-ups- Role of industry to promote Start-ups, funding support New Trends in entrepreneurship: Scalability, Incubation, Fintech and Education Tech
5		<b>Innovation and Creativity.</b> Opportunities through change		

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

Date: 10/06/19

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**TERMWISE TEACHING PLAN**

19-20-June/ D – TTP-SFC/BMS/FTGD /05

Academic Year: 2019-20

Term: Sem. III

Department: SFC

Class: SYBMS – C

Subject: Business Planning and Entrepreneurial Management

Name of the Faculty: Gargi Dubey

Week	June	July	August	September
1		<b>Types and classification:</b> Intrapreneur, Women, Social entrepreneurship,	Idea generation, Environmental scanning and presentations	
2	<b>Unit I</b> <b>Foundations of Entrepreneurship development:</b> Concept, need, importance, growth, qualities	Self-help group with women's, social responsibility of women, NGO's	Creating entrepreneurial venture, business planning process and presentations	<b>Venture Development-</b> Steps, institutional support, Venture funding
3	<b>Theories of entrepreneur:</b> Innovation, high achievement, X-Efficiency, social change, profit,	Entrepreneurial development programme, project development and innovation in business idea	Elements of business plan, market and feasibility and presentations	Sources of finance, problem of venture, <b>Start-ups-</b> Concept, guidelines
4	<b>External influences:</b> Socio-cultural, political, Economic, personal	<b>Options to entrepreneur-</b> Ancillarisation, BPO, Franchise, M&A	Market and feasibility, contingencies proposal, scheduling and presentations	<b>Start-ups-</b> Role of industry to promote Start-ups, funding support New Trends in entrepreneurship: Scalability, Incubation, Fintech and Education Tech
5		<b>Innovation and Creativity.</b> Opportunities through change		

Remarks by H.O.D.: *Syllabus as per autonomy.*Date: *10/06/19*Sign: *Gargi Dubey*

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**TERMWISE TEACHING PLAN**

19-20-June/D- TTP- SFC/BBI/FTPP/07

Academic Year: 2019-20

Term: Sem III

Department: BMS

Class: SYBMS-A

Subject: Accounting for Managerial decisions

Name of the Faculty: Poonam Popat

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

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

Issued by MR: Dr. Moushumi Datta

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Sign: *Poonam*

Date: 10/06/19



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**TERMWISE TEACHING PLAN**

19-20-June/D- TTP- SFC/BBI/F TPP/08

Academic Year: 2019-20

Term: Sem III

Department: BMS

Class: SYBMS-B

Subject: Accounting for Managerial decisions

Name of the Faculty: Poonam Popat

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

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

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Date: 10/06/19



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**TERMWISE TEACHING PLAN**

19-20-June/D- TTP- SFC/BBI/F TPP/09

Academic Year: 2019-20

Term: Sem III

Department: BMS

Class: SYBMS-C

Subject: Accounting for Managerial decisions

Name of the Faculty: Poonam Papat

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

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

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Date: *10/06/19*



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**TERMWISE TEACHING PLAN**

18-19- JUNE / D – TTP-SFC / BMS / FTSJ /10

Academic Year: 2019-20

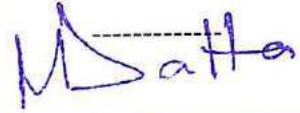
Term: Sem. III

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		Environment Analysis and Scanning: Internal factors, External micro factors and External Macro factors. SWOT analysis.	Business Level – cost leadership, product differentiation and focus. Functional level – HR, Marketing, Finance and production.		
2	Unit1: Strategy - Meaning, definition. Strategic management process, levels of strategy.	Resource Based View (RBV). Key Success Factor	<b>Unit :3 Strategic Implementation &amp; Control</b> Strategic analysis and choices. Strategic Implementation – Concept and process.	Organizational Structure – Line, line and staff, functional, divisional, matrix, relation between strategy and structure.	 <b>MANAGEMENT REPRESENTATIVE</b> ISO 9001 : 2015 NAGINDAS KHANDWALA COLLEGE (AUTONOMOUS) MALAD (W), MUMBAI - 400 084
3	Concept and importance of Strategic Business Units (SBUs). Intent- Mission, vision, goals,	Unit : 2 Models of strategy making. <b>(Flip Class)</b>	Strategic Management Tools - BCG Matrix, 7S Frame Work.	Strategic Evaluation and Control – Meaning, steps and techniques. <b>Unit 4 : International Strategies</b> Opportunities and challenges	

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	objective, plans.			from globalization. Impact of national conditions on competitive advantage. Pattern of global expansion and entry modes. <b>(Flip Class)</b>	
4	goals, objective, plans. Meaning, importance, functions and types	Corporate Level of strategies – stability, growth – Intensive strategy, diversification, Integration and	GE 9 Cell, Porter's Forces	Strategies in geographical expansion. Tapping the Mass – Market in emerging economies. Competing with multinational firms, becoming a global contender.	-----
5	_____	Defensive strategies – retrenchment, liquidation, harvesting, disinvestment,			-----

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

Sign.: *Gost*

Date: 10/06/19

Reference Books:

1. Human Resource Management . Gary Dessler
2. Personnel Management – C. B Matoria
3. Human Resource Management – V.P. Michael
4. Human Resource Management – L. M Prasad

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**TERMWISE TEACHING PLAN**

18-19- JUNE / D – TTP-SFC / BMS / FTSJ / II

Academic Year: 2019-20      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		Environment Analysis and Scanning: Internal factors, External micro factors and External Macro factors. SWOT analysis.	Business Level – cost leadership, product differentiation and focus. Functional level – HR, Marketing, Finance and production.		
2	Unit1: Strategy - Meaning, definition. Strategic management process, levels of strategy.	Resource Based View (RBV), Key Success Factor	<b>Unit :3 Strategic Implementation &amp; Control</b> Strategic analysis and choices. Strategic Implementation – Concept and process.	Organizational Structure – Line, line and staff, functional, divisional, matrix, relation between strategy and structure.	 <b>MANAGEMENT REPRESENTATIVE</b> ISO 9001 : 2015 NAGINDAS KHANDWALA COLLEGE (AUTONOMOUS) MALAD (W), MUMBAI - 400 084
3	Concept and importance of Strategic Business Units (SBUs). Intent- Mission, vision, goals,	Unit : 2 Models of strategy making. <b>(Flip Class)</b>	Strategic Management Tools - BCG Matrix, 7S Frame Work.	Strategic Evaluation and Control – Meaning, steps and techniques. <b>Unit 4 : International Strategies</b> Opportunities and challenges	-----

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*Moushumi*

	objective, plans.			from globalization. Impact of national conditions on competitive advantage. Pattern of global expansion and entry modes. <b>(Flip Class)</b>	
4	goals, objective, plans. Meaning, importance, functions and types	Corporate Level of strategies – stability, growth – Intensive strategy, diversification, Integration and	GE 9 Cell, Porter's Forces	Strategies in geographical expansion. Tapping the Mass – Market in emerging economies. Competing with multinational firms, becoming a global contender.	-----
5	-----	Defensive strategies – retrenchment, liquidation, harvesting, disinvestment,			-----

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

Sign.: *Siosh*

Date: 10/06/19

None

Reference Books:

1. Human Resource Management . Gary Dessler
2. Personnel Management – C. B Mamoria
3. Human Resource Management – V.P. Michael
4. Human Resource Management – L. M Prasad

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**TERMWISE TEACHING PLAN**

18-19- JUNE / D – TTP-SFC / BMS / FTSJ / 12

Academic Year: 2019-20      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		Environment Analysis and Scanning: Internal factors, External micro factors and External Macro factors. SWOT analysis.	Business Level – cost leadership, product differentiation and focus. Functional level – HR, Marketing, Finance and production.		
2	Unit1: Strategy - Meaning, definition. Strategic management process, levels of strategy.	Resource Based View (RBV), Key Success Factor	<b>Unit :3 Strategic Implementation &amp; Control</b> Strategic analysis and choices. Strategic Implementation – Concept and process.	Organizational Structure – Line, line and staff, functional, divisional, matrix, relation between strategy and structure.	 <b>MANAGEMENT REPRESENTATIVE</b> ISO 5001 : 2015 NAGINDAS KHANDWALA COLLEGE (AUTONOMOUS) MALAD (W), MUMBAI - 400 084
3	Concept and importance of Strategic Business Units (SBUs). Intent- Mission, vision, goals,	Unit : 2 Models of strategy making. <b>(Flip Class)</b>	Strategic Management Tools - BCG Matrix, 7S Frame Work.	Strategic Evaluation and Control – Meaning, steps and techniques. <b>Unit 4 : International Strategies</b> Opportunities and challenges	-----

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	objective, plans.			from globalization. Impact of national conditions on competitive advantage. Pattern of global expansion and entry modes. <b>(Flip Class)</b>	
4	goals, objective, plans.  Meaning, importance, functions and types	Corporate Level of strategies – stability, growth – Intensive strategy, diversification, Integration and	GE 9 Cell, Porter5 Forces	Strategies in geographical expansion. Tapping the Mass – Market in emerging economies. Competing with multinational firms, becoming a global contender.	-----
5	-----	Defensive strategies – retrenchment, liquidation, harvesting , disinvestment,			-----

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

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Date: 10/06/19

Reference Books:

1. Human Resource Management , Gary Dessler
2. Personnel Management – C. B Mamoria
3. Human Resource Management – V.P. Michael
4. Human Resource Management – L. M Prasad

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**TERMWISE TEACHING PLAN**

19-20- / D – TTP- JUNE / BMS/ FTGHR

Academic Year: 2019-20

Term: Sem III

Department: Self Finance

Class: SYBMS A (FINANCE)

Subject: EQUITY & DEBT MARKET

Name of the Faculty: Mr. G. Hanumantharao /13

Week	June (3)	July (5)	August (4)	September (3)
1	-----	Red Herring Prospectus, Features of RHP, Numerical on Sweat Equity, ESOP, and Right Issue of Shares	Players in Debt Market – Government Securities, Public Sector Bonds and Corporate Bonds	Dividend Growth Model , Price Earning Model
2	Equity Market – Meaning, definition Growth of Corporate Sector, Growth of Equity Shareholders, Growth of Equity Culture in India	Secondary Market- Definition and Functions of Stock Exchanges, Evolution and Growth of Stock Exchanges	Open Market Operations, Security Trading Corporation of India, Primary Dealers in Government Securities	Valuation of Bonds – Determinants of the value, Yield to Maturity
3	Debt Market – Evolution, Debt Market in India, Money Market, Regulatory Framework in the Indian Debt Market	Stock Exchanges in India, NSE, BSE, role, functions and importance	Bonds – Features of Bonds, Types of Bonds	Interest Rate Risk , Determinants of Interest Rate Risk
4	Primary Market – IPO , Book Building , Role of Merchant Bankers in Fixing the Price	OTCEI, and Overseas Stock Exchanges role , functions and importance	Valuation of Equity – Balance Sheet Valuation	-----
5	-----	Recent Developments in Stock Exchanges , Stock Market Indices	-----	-----

Remarks by H.O.D.: *Synabus as per autonomy,*  
Date: 10/06/19 *Now*

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## TERMWISE TEACHING PLAN

18-19- JUNE / D – TTP-SFC / BMS/PTRNI/14

Academic Year: 2019-20 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		<b>Introduction to ownership securities</b> -Ordinary shares , preference shares, creditor ship securities	<b>Introduction :</b> Capital structure theories , EBIT, EPS analysis for capital structure decision		
2	<b>Introduction to Time Value of Money</b> -Compounding and discounting	Debtors and bonds , convertible debentures, concept of private placement of securities	<b>Cost of capital –</b> Cost of debts, cost of preference shares, cost of equity shares	Public deposits and RBI regulations, company deposits and SEBI regulations, protection of depositors, RBI and public deposits with NBFCs	-----
3	<b>Introduction to concepts of Leverage</b> -Operating leverage, financial leverage and combined leverage	<b>Introduction to Corporate Finance:</b> Meaning, principles of corporate finance , significance of corporate finance	Cost of retained earnings, calculation of weighted cost of capital	Foreign capital and collaborations, foreign Direct Investment (FDI), emerging trends in FDI	

  
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4	Numerical on combined leverage and financial leverage	Amount of capitalization, over capitalization, undercapitalization	Introduction to basics of capital budgeting – -Time value of money based method NPV and IRR Importance of risk and return analysis in corporate finance	Global Depository Receipt, Policy Development, capital flow and equity debts, sources of short term finance	-----
5	_____	Fixed capital and working capital fund	_____	_____	-----

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

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Date: 10/06/19.

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**TERMWISE TEACHING PLAN**

19-20-June / D – TTP/SFC/BMS/FT/NDS/15

Academic Year: 2019-20

Term: Sem. III

Department: SFC-BMS

Class: SYBMS B

Subject: Consumer Behaviour

Name of the Faculty: Ninoshka D'Silva

Week	June	July	August	September
1		<p><b>Unit 2- Individual-Determinants of Consumer Behaviour</b> Consumer Needs &amp; Motivation (Theories - Maslow, Mc Cleland).</p> <p><b>FLIP CLASS</b> Personality – Concept, Nature of personality, Freudian, non - Freudian and Trait theories, Personality Traits and it's Marketing significance, Product personality and brand personification.</p>	<p>Group Dynamics &amp; Consumer Reference Groups, Social Class &amp; 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.</p>	<p align="center"><i>M Datta</i></p> <p><b>MANAGEMENT REPRESENTATIVE</b> ISO 9001:2015 NAGINDAS KHANDWALA COLLEGE (AUTONOMOUS) MALAD (W), MUMBAI - 400 064</p>
2	<p><b>Unit 1- Introduction to Consumer Behaviour</b></p> <ul style="list-style-type: none"> <li>Meaning of Consumer Behaviour, Features and Importance</li> </ul> <p>Types of Consumer (Institutional &amp; Retail), Diversity of consumers and</p>	<ul style="list-style-type: none"> <li>Self-Concept – Concept</li> <li>Consumer Perception</li> <li>Learning - Theory, Nature of Consumer Attitudes, Consumer Attitude</li> </ul>	<ul style="list-style-type: none"> <li>Cultural Influences on Consumer Behaviour Understanding cultural and sub-cultural influences on individual, norms and their role, customs, traditions and value system.</li> </ul> <p><b>FLIP CLASS</b></p>	<ul style="list-style-type: none"> <li>E-Buying behaviour. The E-buyer vis-a vis the Brick and Mortar buyer, Influences on E-buying</li> </ul>

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	their behaviour- Types Of Consumer Behaviour			
3	<ul style="list-style-type: none"> <li>Profiling the consumer and understanding their needs</li> <li>Consumer Involvement</li> <li>Application of Consumer Behaviour knowledge in Marketing</li> </ul>	<ul style="list-style-type: none"> <li>Formation &amp; Change.</li> <li>Attitude - Concept of attitude</li> </ul>	<b>Unit 4- Consumer decision making models and New Trends</b> <ul style="list-style-type: none"> <li>Consumer Decision making models: Howard Sheth Model, Engel Blackwell, Miniard Model, Nicosia Models of Consumer Decision Making</li> </ul>	<b>PRESENTATIONS</b>
4	<ul style="list-style-type: none"> <li>Consumer Decision Making Process and Determinants of Buyer Behaviour,</li> <li>Factors affecting each stage, and Need recognition.</li> </ul>	<b>Unit 3- Environmental Determinants of Consumer Behaviour</b> <ul style="list-style-type: none"> <li>Family Influences on Buyer Behaviour</li> <li>Roles of different members, needs perceived and evaluation rules.</li> </ul>	<ul style="list-style-type: none"> <li>Diffusion of innovations Process of Diffusion and Adoption, Innovation, Decision process, Innovator profiles</li> </ul>	<b>REVISION</b>
5	_____	<ul style="list-style-type: none"> <li>Factors affecting the need of the family, family life cycle stage and size.</li> <li>Social Class and Influences.</li> </ul>	_____	_____

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

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## TERMWISE TEACHING PLAN

19-20-June / D – TTP/SFC/BMS/FT/NDS/ 16

Academic Year: 2019-20

Term: Sem. III

Department: SFC-BMS

Class: SYBMS C

Subject: Consumer Behaviour

Name of the Faculty: Ninoshka D'Silva

Week	June	July	August	September
1		<b>Unit 2- Individual-Determinants of Consumer Behaviour</b> <ul style="list-style-type: none"> <li>Consumer Needs &amp; Motivation (Theories - Maslow, Mc Cleland).</li> </ul> FLIP CLASS Personality – Concept, Nature of personality, Freudian, non - Freudian and Trait theories, Personality Traits and it's Marketing significance, Product personality and brand personification.	<ul style="list-style-type: none"> <li>Group Dynamics &amp; Consumer Reference Groups, Social Class &amp; 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.</li> </ul>	
2	<b>Unit 1- Introduction to Consumer Behaviour</b> <ul style="list-style-type: none"> <li>Meaning of Consumer Behaviour, Features and Importance</li> </ul> Types of Consumer (Institutional & Retail), Diversity of consumers and	<ul style="list-style-type: none"> <li>Self-Concept - Concept</li> <li>Consumer Perception</li> <li>Learning - Theory, Nature of Consumer Attitudes, Consumer Attitude</li> </ul>	<ul style="list-style-type: none"> <li>Cultural influences on Consumer Behaviour Understanding cultural and sub-cultural influences on individual, norms and their role, customs, traditions and value system.</li> </ul> FLIP CLASS	<ul style="list-style-type: none"> <li>E-Buying behaviour. The E-buyer vis-a vis the Brick and Mortar buyer, Influences on E-buying</li> </ul>

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	their behaviour- Types Of Consumer Behaviour			
3	<ul style="list-style-type: none"> <li>Profiling the consumer and understanding their needs</li> <li>Consumer Involvement</li> <li>Application of Consumer Behaviour knowledge in Marketing</li> </ul>	<ul style="list-style-type: none"> <li>Formation &amp; Change.</li> <li>Attitude - Concept of attitude</li> </ul>	<b>Unit 4- Consumer decision making models and New Trends</b> <ul style="list-style-type: none"> <li>Consumer Decision making models: Howard Sheth Model, Engel Blackwell, Miniard Model, Nicosia Models of Consumer Decision Making</li> </ul>	<b>PRESENTATIONS</b>
4	<ul style="list-style-type: none"> <li>Consumer Decision Making Process and Determinants of Buyer Behaviour,</li> <li>Factors affecting each stage, and Need recognition.</li> </ul>	<b>Unit 3- Environmental Determinants of Consumer Behaviour</b> <ul style="list-style-type: none"> <li>Family Influences on Buyer Behaviour</li> <li>Roles of different members, needs perceived and evaluation rules.</li> </ul>	<ul style="list-style-type: none"> <li>Diffusion of innovations Process of Diffusion and Adoption, Innovation, Decision process, Innovator profiles</li> </ul>	<b>REVISION</b>
5		<ul style="list-style-type: none"> <li>Factors affecting the need of the family, family life cycle stage and size.</li> <li>Social Class and Influences.</li> </ul>		

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

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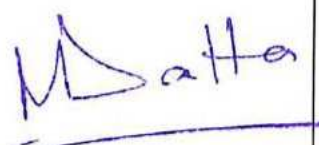
## TERMWISE TEACHING PLAN

19-20 -JUNE/ D – TTP-BMS / FTMM/ 17

Academic Year: 2019-20

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		<b>Unit 2. Managerial Aspects of Innovations functions</b> <ul style="list-style-type: none"> <li>Organizing for Innovations</li> </ul> Introduction; Concepts; Organizational theories and structures.	<b>Unit 3. Product innovations, Process Innovations and Innovations Diffusion</b> <ul style="list-style-type: none"> <li>Introduction to product innovations</li> </ul> Types of new products; Technology strategy for product innovation		
2	<b>Unit 1. Innovations Management</b> <ul style="list-style-type: none"> <li>Introduction -Innovations Management</li> </ul> Innovations: Concept; Features; Types of Innovations; Innovations management; Features of Innovations Management; Significance of innovations; Principles of innovations.	Traits of innovative organization; Factors influencing organizational design and Size decision.	New product development process; Packaging innovations; Positioning innovations; New product failures; Cases of Innovating companies	<ul style="list-style-type: none"> <li>Innovations Diffusion</li> </ul> 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.	
3	<ul style="list-style-type: none"> <li>Thinking Tools for Innovations</li> </ul> Left and right brain thinking; Creative thinking; Traditional V/S	<ul style="list-style-type: none"> <li>Strategizing Innovations</li> </ul> Introduction; Innovations as a strategy component; Developing	New product development process; Packaging innovations; Positioning innovations; New product failures; Cases of	<b>Unit 4. New Product Development Strategy</b>	<b>MANAGEMENT REPRESENTATIVE</b> ISO 9001 : 2015 NAGINDAS KHANDWALA COLLEGE (AUTONOMOUS) MALAD (W), MUMBAI - 400 064

Vice Principal – Academics



	Creative thinking; Intuition; Introduction to creativity; Process of creativity; Creativity methods.	innovation strategy; Innovation strategies; Market standing based strategies	Innovating companies	<ul style="list-style-type: none"> <li>• New Product Development and Product specifications</li> </ul> <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"> <li>• Legal Aspects of innovations</li> </ul> <p>Safeguarding innovations; Concept of Intellectual Property Rights; Patents; Patenting trends; trademarks; Industrial designs; Copyrights ;Trade secrets.</p>	<ul style="list-style-type: none"> <li>• Managing Innovations Functions</li> </ul> <p>Introduction; Style at the top; Planning; Organizing; Staffing; Controlling; Characteristics of good management</p>	<p><b>Process Innovations</b></p> <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"> <li>• Concept Generation, Selection and Testing</li> </ul> <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> <ul style="list-style-type: none"> <li>• Product testing</li> </ul> <p>Introduction, Purpose of product testing; Overriding concerns of product testing;</p>	
5		<ul style="list-style-type: none"> <li>• Climate and culture for innovations</li> </ul> <p>Introduction; Need for creative organizations; Characteristics of creative organizations; Creating creative organizations – 7s framework; Fostering innovations climate and culture</p>			

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Date: 11 June 2019

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## TERMWISE TEACHING PLAN

19-20 -JUNE/ D – TTP-BMS / FTMM/ 18

Academic Year: 2019-20


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		<b>Unit 2. Managerial Aspects of Innovations functions</b> <ul style="list-style-type: none"> <li>Organizing for Innovations</li> </ul> Introduction; Concepts; Organizational theories and structures.	<b>Unit 3. Product innovations, Process Innovations and Innovations Diffusion</b> <ul style="list-style-type: none"> <li>Introduction to product innovations</li> </ul> Types of new products; Technology strategy for product innovation		
2	<b>Unit 1. Innovations Management</b> <ul style="list-style-type: none"> <li>Introduction -Innovations Management</li> </ul> Innovations: Concept; Features; Types of Innovations; Innovations management; Features of Innovations Management; Significance of innovations; Principles of innovations.	Traits of innovative organization; Factors influencing organizational design and Size decision.	New product development process; Packaging innovations; Positioning innovations; New product failures; Cases of Innovating companies	<ul style="list-style-type: none"> <li>Innovations Diffusion</li> </ul> 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.	 <b>MANAGEMENT REPRESENTATIVE</b> ISO 9001 : 2015 NAGINDAS KHANDWALA COLLEGE (AUTONOMOUS) MALAD (W), MUMBAI - 400 064
3	<ul style="list-style-type: none"> <li>Thinking Tools for Innovations</li> </ul> Left and right brain thinking; Creative thinking; Traditional V/S	<ul style="list-style-type: none"> <li>Strategizing Innovations</li> </ul> Introduction; Innovations as a strategy component; Developing	New product development process; Packaging innovations; Positioning innovations; New product failures; Cases of	<b>Unit 4. New Product Development Strategy</b>	

Vice Principal – Academics

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	Creative thinking; Intuition; Introduction to creativity; Process of creativity; Creativity methods.	innovation strategy; Innovation strategies; Market standing based strategies	Innovating companies	<ul style="list-style-type: none"> <li>• New Product Development and Product specifications</li> </ul> <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"> <li>• Legal Aspects of innovations</li> </ul> <p>Safeguarding innovations; Concept of Intellectual Property Rights; Patents; Patenting trends; trademarks; Industrial designs; Copyrights ;Trade secrets.</p>	<ul style="list-style-type: none"> <li>• Managing Innovations Functions</li> </ul> <p>Introduction; Style at the top; Planning; Organizing; Staffing; Controlling; Characteristics of good management</p>	<p><b>Process Innovations</b></p> <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"> <li>• Concept Generation, Selection and Testing</li> </ul> <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> <ul style="list-style-type: none"> <li>• Product testing</li> </ul> <p>Introduction, Purpose of product testing; Overriding concerns of product testing;</p>	
5		<ul style="list-style-type: none"> <li>• Climate and culture for innovations</li> </ul> <p>Introduction; Need for creative organizations; Characteristics of creative organizations; Creating creative organizations – 7s framework; Fostering innovations climate and culture</p>			

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

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Date: 11 June 2018

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**TERMWISE TEACHING PLAN**

18-19 JUNE/ D – TTP-SFC/BMS/PTTS/19

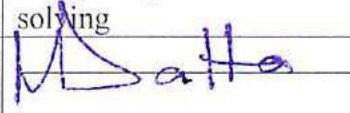
Academic Year: 2019-20

Term: Sem.- III

Department: SFC-BMS

Class: SYBMS- A Subject: Information Technology in Management II

Name of the Faculty: Trupti Shah

Week	Topics to be covered			
	June	July	August	September
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- Benefits0 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
4		Concepts of e-CRM-. E-CRM solutions- advantages-how technology helps? CRM capabilities- customer life cycle.	Importance of Data warehouse-Data Independence-Functions -	

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5		-Introduction to DBMS - Need for DBMS- Concepts- tables- integrity constraints-Schema architecture DBMS	Data warehouse architecture	
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Remarks by H.O.D.: Syllabus as per autonomy.

Sign: *[Signature]*

Date : 10/06/19

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## TERMWISE TEACHING PLAN

18-19 JUNE/ D – TTP-SFC/BMS/PTTS/20

Academic Year: 2019-20

Term: Sem.- III

Department: SFC-BMS

Class: SYBMS- B Subject: Information Technology in Management II

Name of the Faculty: Trupti Shah


Week	Topics to be covered			
	June	July	August	September
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- Benefits0 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
4		Concepts of e-CRM-. E-CRM solutions- advantages-how technology helps? CRM capabilities- customer life cycle.	Importance of Data warehouse-Data Independence-Functions -	

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5		-Introduction to DBMS - Need for DBMS- Concepts- tables- integrity constraints-Schema architecture DBMS	Data warehouse architecture	
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Remarks by H.O.D.: Syllabus as per autonomy.

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Date : 10/06/19

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**NAGINDAS KHANDWALA COLLEGE**  
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**TERMWISE TEACHING PLAN**

18-19 JUNE/ D – TTP-SFC/BMS/PTTS/21

Academic Year: 2019-20

Term: Sem.- III

Department: SFC-BMS

Class: SYBMS- C Subject: Information Technology in Management II

Name of the Faculty: Trupti Shah

Week	Topics to be covered			
	June	July	August	September
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
4		Concepts of e-CRM-. E-CRM solutions- advantages-how technology helps? CRM capabilities- customer life cycle.	Importance of Data warehouse-Data Independence-Functions -	

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5		-Introduction to DBMS - Need for DBMS- Concepts- tables- integrity constraints-Schema architecture DBMS	Data warehouse architecture	
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Remarks by H.O.D.: Syllabus as per autonomy.

Sign: *[Signature]*

Date : 10/06/19

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*M Datta*  
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## TERMWISE TEACHING PLAN

19-20 -July / D - TTP- BMS / FTND/01 <sup>SFC</sup>

Academic Year: 2019-20

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
1	<b>Theory of Communication</b> ➤ The Concept of Communication	<b>Obstacles to Communication in Business World</b> ➤ Barriers to Communication	---	<b>Language and Writing Skills</b> ➤ Paragraph Writing
2	<b>Theory of Communication</b> ➤ Channels and Objectives of Communication	<b>Obstacles to Communication in Business World</b> ➤ Listening Skills	<b>Business Correspondence</b> ➤ Personnel Correspondence	---
3	<b>Theory of Communication</b> ➤ Methods and Modes of Communication	<b>Obstacles to Communication in Business World</b> ➤ Introduction to Business Ethics	<b>Language and Writing Skills</b> ➤ Commercial Terms used in Business Communication	---

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4	<b>Theory of Communication</b> ➤ Methods and Modes of Communication	<b>Business Correspondence</b> ➤ Theory of Business Letter Writing	<b>Language and Writing Skills</b> ➤ Commercial Terms used in Business Communication	---
5	<b>Obstacles to Communication in Business World</b> ➤ Problems in Communication	---	<b>Language and Writing Skills</b> ➤ Paragraph Writing	---

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

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Date:

12/7/2019.

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## TERMWISE TEACHING PLAN

DI/F-TTP/01

SFC  
19-20 - July / D - TTP- BMS / FTND / 02

Academic Year: 2019-20

Term: Sem. I

Department: SFC-BMS

Class: FYBMS-B

Subject: Business Communication I

Name of the Faculty: Nelson Daniel

Week	Topics to be covered			
	July	August	September	October
1	<b>Theory of Communication</b> ➤ The Concept of Communication	<b>Obstacles to Communication in Business World</b> ➤ Barriers to Communication	---	<b>Language and Writing Skills</b> ➤ Paragraph Writing
2	<b>Theory of Communication</b> ➤ Channels and Objectives of Communication	<b>Obstacles to Communication in Business World</b> ➤ Listening Skills	<b>Business Correspondence</b> ➤ Personnel Correspondence	---
3	<b>Theory of Communication</b> ➤ Methods and Modes of Communication	<b>Obstacles to Communication in Business World</b> ➤ Introduction to Business Ethics	<b>Language and Writing Skills</b> ➤ Commercial Terms used in Business Communication	---

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4	<b>Theory of Communication</b> ➤ Methods and Modes of Communication	<b>Business Correspondence</b> ➤ Theory of Business Letter Writing	<b>Language and Writing Skills</b> ➤ Commercial Terms used in Business Communication	---
5	<b>Obstacles to Communication in Business World</b> ➤ Problems in Communication	---	<b>Language and Writing Skills</b> ➤ Paragraph Writing	---

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

Date: 12/7/2019

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DI/F-TTP/09

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## TERMWISE TEACHING PLAN

19-20 - July / D - TTP- BMS / FTND / 03 <sup>SFC.</sup>

Academic Year: 2019-20

Term: Sem. I

Department: SFC-BMS

Class: FYBMS-C

Subject: Business Communication I

Name of the Faculty: Nelson Daniel

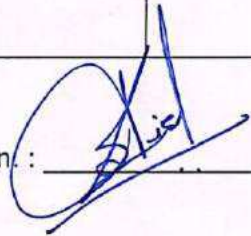
Week	Topics to be covered			
	July	August	September	October
1	<b>Theory of Communication</b> ➤ The Concept of Communication	<b>Obstacles to Communication in Business World</b> ➤ Barriers to Communication	---	<b>Language and Writing Skills</b> ➤ Paragraph Writing
2	<b>Theory of Communication</b> ➤ Channels and Objectives of Communication	<b>Obstacles to Communication in Business World</b> ➤ Listening Skills	<b>Business Correspondence</b> ➤ Personnel Correspondence	---
3	<b>Theory of Communication</b> ➤ Methods and Modes of Communication	<b>Obstacles to Communication in Business World</b> ➤ Introduction to Business Ethics	<b>Language and Writing Skills</b> ➤ Commercial Terms used in Business Communication	---

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4	<b>Theory of Communication</b> ➤ Methods and Modes of Communication	<b>Business Correspondence</b> ➤ Theory of Business Letter Writing	<b>Language and Writing Skills</b> ➤ Commercial Terms used in Business Communication	---
5	<b>Obstacles to Communication in Business World</b> ➤ Problems in Communication	---	<b>Language and Writing Skills</b> ➤ Paragraph Writing	---

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

Sign: 

Date: 12/7/19

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**TERMWISE TEACHING PLAN**

19-20-JULY/ D – TTP-SFC/BMS/FTNDS/04

Academic Year: 2019-20

Term: Sem. I

Department: SFC

Class : FYBMS A

Subject : Foundation Course-1

Name of the Faculty: Ninoshka D' Silva

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

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

Sign. : *Mou*

Date : 12/7/19

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**TERMWISE TEACHING PLAN**

19-20-JULY/ D – TTP-SFC/BMS/FTNDS/05

Academic Year: 2019-20

Term: Sem. I

Department: SFC

Class : FYBMS B

Subject : Foundation Course-1

Name of the Faculty: Ninoshka D' Silva

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

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

*None*

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Date : 12/7/19

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**TERMWISE TEACHING PLAN**

19-20-JULY/ D – TTP-SFC/BMS/FTNDS/06

Academic Year: 2019-20

Term: Sem. I

Department: SFC

Class : FYBMS C

Subject : Foundation Course-1

Name of the Faculty: Ninoshka D' Silva

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

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

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**TERMWISE TEACHING PLAN**

19-20-June/ D – TTP-SFC/BMS/FTMM/07.

Academic Year: 2019-20

Term: Sem. I

Department: SFC-BMS

Class: FYBMS A

Subject: Foundation of Human skills

Name of the Faculty: Dr. Mona Mehta

Week	July	August	September	October
1	<b>Unit 1:</b> Understanding of Human nature, individual difference, personality traits	Team Effectiveness: nature, types and ways	-----	Work Stress: consequences and ways to cope stress Revision
2	Johari window, components and functions of changing attitudes	<b>Unit 3</b> Power and Politics	Organizational Culture: culture, types and barriers of culture	-----
3	Thinking, learning and perception skills, styles, theories	Organizational Conflict: features, types and levels of conflict	<b>Unit 4</b> Motivation at workplace, theories of motivation, Organizational creativity: ways of enhancing creativity	-----
4	Theories of thinking, individual perception	Conflict resolution strategies	Ways of creativity, creative problem solving Organizational Development: need, techniques	-----
5	<b>Unit: 2</b> Introduction to group behavior: nature, types, group models	-----	Work Stress: types, causes	-----

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

Date: 12/7/19

Issued by MR: Dr. Moushumi Datta

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**TERMWISE TEACHING PLAN**

19-20-June/ D – TTP-SFC/BMS/FTGD /08

Academic Year: 2019-20

Term: Sem. I

Subject: Foundation of Human skills

Department: SFC-BMS

Class: FYBMS B

Name of the Faculty: Ms. Gargi Dubey

Week	July	August	September	October
1	<b>Unit 1:</b> Understanding of Human nature, individual difference, personality traits	Team Effectiveness: nature, types and ways	-----	Work Stress: consequences and ways to cope stress Revision
2	Johari window, components and functions of changing attitudes	<b>Unit 3</b> Power and Politics	Organizational Culture: culture, types and barriers of culture	-----
3	Thinking, learning and perception skills, styles, theories	Organizational Conflict: features, types and levels of conflict	<b>Unit 4</b> Motivation at workplace, theories of motivation, Organizational creativity: ways of enhancing creativity	-----
4	Theories of thinking, individual perception	Conflict resolution strategies	Ways of creativity, creative problem solving Organizational Development: need, techniques	-----
5	<b>Unit: 2</b> Introduction to group behavior: nature, types, group models	-----	Work Stress: types, causes	-----

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

Sign. : *Gargi*

Date: 12/11/19

Issued by MR: Dr. Moushumi Datta

*M Datta*

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19-20-June/ D – TTP-SFC/BMS/FTGD/09

Academic Year: 2019-20

Term: Sem. I

Department: SFC-BMS

Class: FYBMS C

Name of the Faculty: Ms. Gargi Dubey

Subject: Foundation of Human skills

Week	July	August	September	October
1	<b>Unit 1:</b> Understanding of Human nature, individual difference, personality traits	Team Effectiveness: nature, types and ways	-----	Work Stress: consequences and ways to cope stress Revision
2	Johari window, components and functions of changing attitudes	<b>Unit 3</b> Power and Politics	Organizational Culture: culture, types and barriers of culture	-----
3	Thinking, learning and perception skills, styles, theories	Organizational Conflict: features, types and levels of conflict	<b>Unit 4</b> Motivation at workplace, theories of motivation, Organizational creativity: ways of enhancing creativity	-----
4	Theories of thinking, individual perception	Conflict resolution strategies	Ways of creativity, creative problem solving Organizational Development: need, techniques	-----
5	<b>Unit: 2</b> Introduction to group behavior: nature, types, group models	-----	Work Stress: types, causes	<i>M Datta</i>

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

Date: 12/7/19

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Sign: *Gargi*

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### TERMWISE TEACHING PLAN

19-20 – July / D – TTP-SFC/BMS/FTSS/10

Academic Year: 2019-20

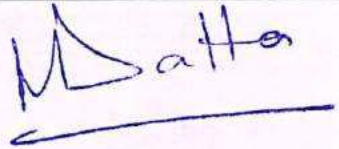
Term: Sem. I

Department: SFC-BMS

Class: FYBMS A

Subject: Principles of Management

Name of the Faculty: Sonali Singh

Week	Topics to be covered			
	July	August	September	October
1	<b><u>Module 1:- Management and its Evolution</u></b> Concept of Management, Significance, 6Ms of Management.	Planning premises, pitfalls of planning, formal planning, opportunity planning. Decision Making: Meaning and importance	-----	Power Models, Transformational Leadership, Case study and examples of great leaders .
2	POSDCORB Concept (Functions of management), Mintzberg Role of Manager, Levels of Management.	Decision Process, Techniques, difference between planning and decision making Cognitive Biases and decision making.	Managing the structure: - Unity of command, Authority, Responsibility, Accountability. Span of control.	
3	Management as set of skills, Managerial Grid. Case Study.	Controlling: Meaning, process, techniques. Close relationship of planning and controlling.	Centralization, Decentralization Funnel structure, Divisional structure, Matrix Structure Directing: Meaning and process	
4	Contribution of F.W Taylor. Bureaucratic Management. Hawthorne Studies.	<b><u>Module 3 :- Organizational Management</u></b> Organizing: Meaning, importance, features	<b><u>Module 4:- Leadership and Change</u></b> Business Ethics: Meaning, purpose, scope of Business Ethics towards society and	<b>MANAGEMENT REPRESENTATIVE</b> ISO 9001:2015 NAGINDAS KHANDWALA COLLEGE (WV) MALAD MALAD (WV), MUMBAI - 400 064

Issued by MR: Dr. Moushumi Datta

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		stakeholders, Cs, Myths.	
5	<b>Module 2 :- Planning ,Decision Making and Controlling</b> Planning: Meaning, importance, process, MBO	Corporate Social Responsibility: Meaning, Need, Issues in CSR. ESG. Leadership: Meaning, Style, Quality of good leader.	

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

Sign. : *Sonali*

Date: 12/7/19

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## TERMWISE TEACHING PLAN

19-20 –July / D –TTP-SFC/BMS/FTSS/ 11

Academic Year: 2019-20

Term: Sem. I

Department: SFC-BMS

Class: FYBMS B

Subject: Principles of Management

Name of the Faculty: Sonali Singh

Week	Topics to be covered			
	July	August	September	October
1	<b>Module 1:- Management and its Evolution</b> Concept of Management, Significance, 6Ms of Management.	Planning premises, pitfalls of planning, formal planning, opportunity planning. Decision Making: Meaning and importance	-----	Power Models, Transformational Leadership, Case study and examples of great leaders .
2	POSDCORB Concept (Functions of management), Mintzberg Role of Manager, Levels of Management.	Decision Process, Techniques, difference between planning and decision making Cognitive Biases and decision making.	Managing the structure: - Unity of command, Authority, Responsibility, Accountability. Span of control.	
3	Management as set of skills, Managerial Grid. Case Study.	Controlling: Meaning, process, techniques. Close relationship of planning and controlling.	Centralization, Decentralization Funnel structure, Divisional structure, Matrix Structure Directing : Meaning and process	
4	Contribution of F.W Taylor. Bureaucratic Management. Hawthorne Studies.	<b>Module 3 :- Organizational Management</b> Organizing: Meaning, importance, features	<b>Module 4:- Leadership and Change</b> Business Ethics: Meaning, purpose, scope of Business Ethics towards society and	<i>M. Datta</i> <b>MANAGEMENT REPRESENTATIVE</b> ISO 9001 : 2015 NAGINDAS KHANDWALA COLLEGE (AUTONOMOUS) MALAD (W), MUMBAI - 400 084

Issued by MR: Dr. Moushumi Datta

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		stakeholders, 5 Cs, Myths.	
5	<b>Module 2 :- Planning ,Decision Making and Controlling</b> Planning: Meaning, importance, process, MBO	Corporate Social Responsibility: Meaning, Need, Issues in CSR. ESG. Leadership: Meaning, Style, Quality of good leader.	

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

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Sign. : *Soneli*

Date: 12/7/19

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## TERMWISE TEACHING PLAN

19-20 – July / D – TTP-SFC/BMS/FTSS/12

Academic Year: 2019-20

Term: Sem. I

Department: SFC-BMS

Class: FYBMS C

Subject: Principles of Management

Name of the Faculty: Sonali Singh

### Topics to be covered

Week	July	August	September	October
1	<b>Module 1:- Management and its Evolution</b> Concept of Management, Significance, 6Ms of Management.	Planning premises, pitfalls of planning, formal planning, opportunity planning. Decision Making: Meaning and importance	-----	Power Models, Transformational Leadership, Case study and examples of great leaders .
2	POSDCORB Concept (Functions of management), Mintzberg Role of Manager, Levels of Management.	Decision Process, Techniques, difference between planning and decision making Cognitive Biases and decision making.	Managing the structure: - Unity of command, Authority, Responsibility, Accountability. Span of control.	
3	Management as set of skills, Managerial Grid. Case Study.	Controlling: Meaning, process, techniques. Close relationship of planning and controlling.	Centralization, Decentralization Funnel structure, Divisional structure, Matrix Structure Directing : Meaning and process	<i>M Datta</i>
4	Contribution of F.W Taylor. Bureaucratic Management. Hawthorne Studies.	<b>Module 3 :- Organizational Management</b> Organizing: Meaning, importance, features	<b>Module 4:- Leadership and Change</b> Business Ethics: Meaning, purpose, scope of Business Ethics towards society and	<b>MANAGEMENT REPRESENTATIVE</b> ISO 9001 : 2015 NAGINDAS KHANDWALA COLLEGE (AUTONOMOUS) MALAD (W), MUMBAI - 400 064

Issued by MR: Dr. Moushumi Datta

*Sonali*

		stakeholders, 5 Cs, Myths.	
5	<b>Module 2 :- Planning ,Decision Making and Controlling</b> Planning: Meaning, importance, process, MBO	Corporate Social Responsibility: Meaning, Need, Issues in CSR. ESG. Leadership: Meaning, Style, Quality of good leader.	

Remarks by H.O.D.: Syllabus as per autonomy. *None*

Sign. : *Sandya*

Date: 12/7/19

*M Datta*

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**TERMWISE TEACHING PLAN**

19-20-June/ D – TTP-SFC/BMS/FTVP/13

Academic Year: 2019-20

Term: Sem. I

Department: SFC

Class: FYBMS A

Subject: Introduction to Financial Accounts

Name of the Faculty : Vishnupriya Iyengar

Week	July	August	September	October
1	<p><b><u>Unit I Introduction</u></b> Meaning and scope for accounting: Need and development, definition: book-keeping and accounting, persons interested in accounting, branches of accounting, objective of accounting</p> <p><b><u>Accounting principles</u></b> Introduction to concepts and conventions</p>	<p><b><u>Profit &amp; Loss: Revenue profit or loss, capital profit or loss</u></b></p>	<p>----- -----</p>	<p><b><u>International Financial Reporting std (IFRS)- Introduction</u></b> IAS-1 Presentation of Financial Statement IAS-2 Inventories (Introduction) <b><u>Accounting in Computerized Env:</u></b> Introduction, features and application in various areas of accounting</p>
2	<p><b><u>Unit 2 Accounting Transactions</u></b> Accounting cycle, journal, journal proper, opening and closing entries, relationship between journal &amp; ledger: Rules regarding posting: Trail balance:</p>	<p><b><u>Depreciation accounting &amp; trial balance</u></b> Depreciation accounting: Practical problems based on depreciation using SLM and RBM (Where provisions for depreciation account not maintained)</p>	<p>Rectification of errors</p>	<hr/>

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*None*

	subsidiary books(Purchase, Purchase Returns, sales, Sales returns % Cash book- Triple column), Bank Reconciliation statement	<b>Preparation of Trial Balance</b> Introduction and preparation of Trial balance	Manufacturing account, Trading account, profit and loss account and balance sheet	
4	<b>Expenditure:</b> Classification of Expenditure- Capital, revenue and deferred. Revenue expenditure unusual expenses: Effect of error: Criteria test	<b>Final Accounts</b> Introduction to Final Accounts of a sole proprietor	Preparation and presentation of Final accounts in horizontal format Introduction to Schedule 6 of Companies Act, 2013	
5	<b>Receipts:</b> Capital receipt, Revenue receipt, distinction between capital receipts and revenue receipts		<b>Introduction to accounting Std</b> AS1- Disclosure to Accounting policies As6- Depreciation Accounting AS9- Revenue Recognition AS10- Accounting for Fixed Assets	

Remarks by H.O.D.: Syllabus as per autonomy. None Sign: VP Date: 12/7/19

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### TERMWISE TEACHING PLAN

19-20-June/ D – TTP-SFC/BMS/FTVP/14

Academic Year: 2019-20

Term: Sem. I

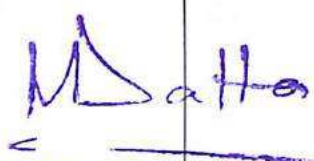
Department: SFC

Class: FYBMS B

Subject: Introduction to Financial Accounts

Name of the Faculty : Vishnupriya Iyengar

Week	July	August	September	October
1	<p><b><u>Unit I Introduction</u></b>            Meaning and scope for accounting: Need and development, definition: book-keeping and accounting, persons interested in accounting, branches of accounting, objective of accounting  <b><u>Accounting principles</u></b>            Introduction to concepts and conventions</p>	<p><b><u>Profit &amp; Loss: Revenue profit or loss, capital profit or loss</u></b></p>	<p>-----            -----</p>	<p><b><u>International Financial Reporting std (IFRS)- Introduction</u></b>            IAS-1 Presentation of Financial Statement            IAS-2 Inventories (Introduction)  <b><u>Accounting in Computerized Env:</u></b>            Introduction, features and application in various areas of accounting</p>
2	<p><b><u>Unit 2 Accounting Transactions</u></b>            Accounting cycle, journal, journal proper, opening and closing entries, relationship between journal &amp; ledger: Rules regarding posting: Trail balance:</p>	<p><b><u>Depreciation accounting &amp; trial balance</u></b>            Depreciation accounting: Practical problems based on depreciation using SLM and RBM (Where provisions for depreciation account not maintained)</p>	<p>Rectification of errors</p>	

  
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3	Subsidiary books(Purchase, Purchase Returns, sales, Sales returns % Cash book- Triple column), Bank Reconciliation statement	<b>Preparation of Trial Balance</b> Introduction and preparation of Trial balance	Manufacturing account, Trading account, profit and loss account and balance sheet	
4	<b>Expenditure:</b> Classification of Expenditure- Capital, revenue and deferred. Revenue expenditure unusual expenses: Effect of error: Criteria test	<b>Final Accounts</b> Introduction to Final Accounts of a sole proprietor	Preparation and presentation of Final accounts in horizontal format Introduction to Schedule 6 of Companies Act, 2013	
5	<b>Receipts:</b> Capital receipt, Revenue receipt, distinction between capital receipts and revenue receipts		<b>Introduction to accounting Std</b> AS1- Disclosure to Accounting policies As6- Depreciation Accounting AS9- Revenue Recognition AS10- Accounting for Fixed Assets	

Remarks by H.O.D.: Syllabus as per autonomy. Mou Sign.: UP Date: 12/7/19

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### TERMWISE TEACHING PLAN

19-20-June/ D – TTP-SFC/BMS/FTVP/15

Academic Year: 2019-20

Term: Sem. I

Department: SFC

Class: FYBMS C

Subject: Introduction to Financial Accounts

Name of the Faculty : Vishnupriya Iyengar

Week	July	August	September	October
1	<p><b><u>Unit I Introduction</u></b>            Meaning and scope for accounting: Need and development, definition: book-keeping and accounting, persons interested in accounting, branches of accounting, objective of accounting  <b><u>Accounting principles</u></b>            Introduction to concepts and conventions</p>	<p><b><u>Profit &amp; Loss: Revenue profit or loss, capital profit or loss</u></b></p>	<p>-----            -----</p>	<p><b><u>International Financial Reporting std (IFRS)- Introduction</u></b>            IAS-1 Presentation of Financial Statement            IAS-2 Inventories (Introduction)  <b><u>Accounting in Computerized Env:</u></b>            Introduction, features and application in various areas of accounting</p>
2	<p><b><u>Unit 2 Accounting Transactions</u></b>            Accounting cycle, journal, journal proper, opening and closing entries, relationship between journal &amp; ledger:            Rules regarding posting:            Trail balance:</p>	<p><b><u>Depreciation accounting &amp; trial balance</u></b>            Depreciation accounting: Practical problems based on depreciation using SLM and RBM (Where provisions for depreciation account not maintained)</p>	<p>Rectification of errors</p>	

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*None*

3	Subsidiary books(Purchase, Purchase Returns, sales, Sales returns % Cash book- Triple column), Bank Reconciliation statement	<b>Preparation of Trial Balance</b> Introduction and preparation of Trial balance	Manufacturing account, Trading account, profit and loss account and balance sheet	
4	<b>Expenditure:</b> Classification of Expenditure- Capital, revenue and deferred. Revenue expenditure unusual expenses: Effect of error: Criteria test	<b>Final Accounts</b> Introduction to Final Accounts of a sole proprietor	Preparation and presentation of Final accounts in horizontal format Introduction to Schedule 6 of Companies Act, 2013	
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Remarks by H.O.D.: Syllabus as per autonomy.

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Date: 12/7/19

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## TERMWISE TEACHING PLAN

19-20-July / D – TTP-BMS /FTSD/ 16 <sup>SFC</sup>

Academic Year: 2019-20

Term: Sem. I

Department: SFC

Class: FYBMS A

Subject: Business Law

Name of the Faculty: Sheetal Desai.

### Topics to be covered

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

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

Sign: Sheetal

Date: 12/7/19.

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## TERMWISE TEACHING PLAN

19-20-July / D - TTP-BMS / FTSD/17<sup>SFC</sup>

Academic Year: 2019-20

Term: Sem. I

Department: SFC

Class: FYBMS B

Subject: Business Law

Name of the Faculty: Sheetal Desai.

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

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

Sign. :

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### TERMWISE TEACHING PLAN

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19-20-June / D – TTP-BMS /FTSD/18

Academic Year: 2019-20

Term: Sem. I

Department: SFC

Class: FYBMS C

Subject: Business Law

Name of the Faculty: Sheetal Desai.

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

Remarks by H.O.D.: Syllabus as per autonomy.Sign. : Sheetal Desai Date: 12/7/19

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**TERMWISE TEACHING PLAN**

19-20-JULY / D – TTP-SFC/BMS / FTGHR / 19

Academic Year: 2019-20

Term: Sem. I

Department: SFC

Class: FYBMS A

Subject: Business Statistics

Name of the Faculty: Mr.G.Hanumantharao

**Topics to be covered**

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

Remarks by H.O.D.: Syllabus as per autonomy. *None*

Sign. : *H. Hanumantharao*

Date: 12/7/19

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### TERMWISE TEACHING PLAN

19-20-JULY / D – TTP-SFC/BMS / FTGHR / 20

Academic Year: 2019-20

Term: Sem. I

Department: SFC

Class: FYBMS B

Subject: Business Statistics

Name of the Faculty: Mr.G.Hanumantharao

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

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

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Date: 12/7/19

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### TERMWISE TEACHING PLAN

19-20-JULY / D – TTP-SFC/BMS / FTGHR / 21

Academic Year: 2019-20

Term: Sem. I

Department: SFC

Class: FYBMS C

Subject: Business Statistics

Name of the Faculty: Mr.G.Hanumantharao

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

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

None

Sign. :

H.H.

Date:

12/7/19.

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**TERMWISE TEACHING PLAN**

19-20-Nov./ D – TTP-SFC/BMS/FTND/01

Academic Year: 2019-20 Term: Sem. II

Department: SFC-BMS

Class: FYBMS-A

Subject: Business Communication II

Name of the Faculty: Nelson Daniel

Week	Topics to be covered				
	November	December	January	February	March
1	-----	<b>Presentations:</b> Principles of Effective Presentation	<b>Meetings:</b> Need and importance of Meeting, Conduct of Meeting and Group Dynamics	<b>Public Relations:</b> Meaning , Functions of PR Department, External and Internal Measures of PR	<b>Reports:</b> Parts , Types , Feasibility Repots, Investigation Reports
2	-----	<b>Presentations:</b> How to make a Power Point Presentation Making an Effective Presentation	<b>Meetings:</b> Role of the Chairperson, Role of the Participants , Drafting of Notice , Agenda and Resolutions	<b>Public Relations:</b> Meaning , Functions of PR Department, External and Internal Measures of PR	<b>Summarization:</b>  Identification of main and supporting / sub points Presenting these in a cohesive manner
3	-----	<b>Interviews;</b> Group Discussion preparing for an interviews, Types of Interview- Selection , Appraisal, Grievance , Exit	<b>Conference:</b> Meaning and Importance of Conference, Organizing a Conference	<b>Trade Letter:</b> Order , Credit and Status Enquire, Collection	<b>Social Media and Communication:</b>
4	-----	-----	<b>Conference:</b> Modern Methods; video and Tele- Conferencing	<b>Letters under Right to Information (RTI) Act</b>	-----

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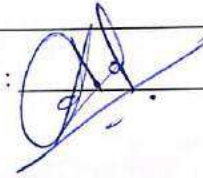
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Reading Skills for Effective  
Business Communication :

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

Date: 24/11/2019.

Sign. :



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## TERMWISE TEACHING PLAN

19-20-Nov./ D – TTP-SFC/BMS/FTND/02

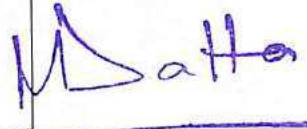
Academic Year: 2019-20 Term: Sem. II

Department: SFC-BMS

Class: FYBMS-B

Subject: Business Communication II

Name of the Faculty: Nelson Daniel

Week	Topics to be covered				
	November	December	January	February	March
1	-----	<b>Presentations:</b> Principles of Effective Presentation	<b>Meetings:</b> Need and importance of Meeting, Conduct of Meeting and Group Dynamics	<b>Public Relations:</b> Meaning , Functions of PR Department, External and Internal Measures of PR	<b>Reports:</b> Parts , Types , Feasibility Repots, Investigation Reports
2	-----	<b>Presentations:</b> How to make a Power Point Presentation Making an Effective Presentation	<b>Meetings:</b> Role of the Chairperson, Role of the Participants , Drafting of Notice , Agenda and Resolutions	<b>Public Relations:</b> Meaning , Functions of PR Department, External and Internal Measures of PR	<b>Summarization:</b>  Identification of main and supporting / sub points Presenting these in a cohesive manner
3	-----	<b>Interviews;</b> Group Discussion preparing for an interviews, Types of Interview- Selection , Appraisal, Grievance , Exit	<b>Conference:</b> Meaning and Importance of Conference, Organizing a Conference	<b>Trade Letter:</b> Order , Credit and Status Enquire, Collection	<b>Social Media and Communication:</b>
4	-----	-----	<b>Conference:</b> Modern Methods; video and Tele- Conferencing	<b>Letters under Right to Information (RTI) Act</b>	-----  

Issued by MR: Dr. Moushumi Datta

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Reading Skills for Effective  
Business Communication :

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

Sign. :



Date: 24/11/2019.



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**TERMWISE TEACHING PLAN**

19-20-Nov./ D – TTP-SFC/BMS/FTND/03

Academic Year: 2019-20 Term: Sem. II

Department: SFC-BMS

Class: FYBMS-C

Subject: Business Communication II

Name of the Faculty: Nelson Daniel

Week	Topics to be covered				
	November	December	January	February	March
1	-----	<b>Presentations:</b> Principles of Effective Presentation	<b>Meetings:</b> Need and importance of Meeting, Conduct of Meeting and Group Dynamics	<b>Public Relations:</b> Meaning , Functions of PR Department, External and Internal Measures of PR	<b>Reports:</b> Parts , Types , Feasibility Repots, Investigation Reports
2	-----	<b>Presentations:</b> How to make a Power Point Presentation Making an Effective Presentation	<b>Meetings:</b> Role of the Chairperson, Role of the Participants , Drafting of Notice , Agenda and Resolutions	<b>Public Relations:</b> Meaning , Functions of PR Department, External and Internal Measures of PR	<b>Summarization:</b>  Identification of main and supporting / sub points Presenting these in a cohesive manner
3	-----	<b>Interviews;</b> Group Discussion preparing for an interviews, Types of Interview- Selection , Appraisal, Grievance , Exit	<b>Conference:</b> Meaning and Importance of Conference, Organizing a Conference	<b>Trade Letter:</b> Order , Credit and Status Enquire, Collection	<b>Social Media and Communication:</b>
4	-----	-----	<b>Conference:</b> Modern Methods; video and Tele- Conferencing	<b>Letters under Right to Information (RTI) Act</b>	-----

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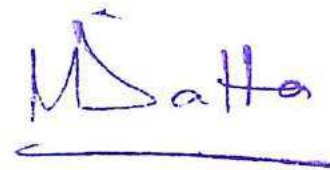
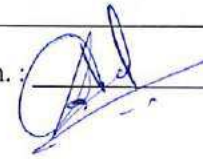
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Reading Skills for Effective  
Business Communication :

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

Date: 24/11/2019.

Sign. :



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## TERMWISE TEACHING PLAN

19-20-Nov / D – TTP-SFC/BMS /FTSS/04

Academic Year: 2019-2020

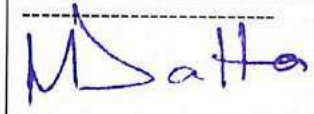
Term: Sem. II

Department: SFC

Class: FYBMS A

Subject: Foundation Course II

Name of the Faculty: Sonali Singh

Week	Topics to be covered				
	November	December	January	February	March
1		Significance of <ul style="list-style-type: none"> <li>➤ Agents of Socialization</li> <li>➤ Values, ethics</li> <li>➤ Prejudices</li> </ul>	<b>Human Rights</b> <ul style="list-style-type: none"> <li>➤ Concept, Origin and Evolution of Human Rights</li> </ul>	<ul style="list-style-type: none"> <li>➤ Growth and Impact of IT and communication</li> <li>➤ Globalization and Technology</li> </ul>	<ul style="list-style-type: none"> <li>➤ Environment as Natural Capital and Connection to quality of human life.</li> </ul>
2		<ul style="list-style-type: none"> <li>➤ Aggression and violence as public expression of conflict</li> <li>➤ Stereotyping and prejudice as significant factor in causing conflicts</li> </ul>	Universal Declaration of Human Rights. <ul style="list-style-type: none"> <li>➤ Articles of UDHR</li> </ul>	Impact of Globalization on <ul style="list-style-type: none"> <li>➤ Industry</li> <li>➤ Changes in employment</li> <li>➤ Migration</li> </ul>	Environmental Degradation <ul style="list-style-type: none"> <li>➤ Types</li> <li>➤ Causes and Impact on human life.</li> </ul>
3		<ul style="list-style-type: none"> <li>➤ Types of Conflict</li> <li>➤ Conflict resolution strategies.</li> <li>➤ Maslow's theory of self-actualization</li> </ul>	Human Rights constituents with special reference to Fundamental Rights stated in the constitution.	Impact of Globalization on Agriculture <ul style="list-style-type: none"> <li>➤ Corporate Farming</li> <li>➤ Increase in Farmer's Suicides</li> </ul>	Sustainable Development: <ul style="list-style-type: none"> <li>➤ Concept and Components</li> </ul> Poverty and Environment
4			<b>Globalization and Indian Society</b> <ul style="list-style-type: none"> <li>➤ Concept of Liberalization, Privatization and Globalization</li> </ul>	<b>Ecology</b> <ul style="list-style-type: none"> <li>➤ Importance of Environment studies</li> <li>➤ Understanding Environment, Ecology</li> </ul>	

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**Understanding  
Stress and Conflict**

5

- Causes of Stress
- Causes of Conflicts

Remarks by H.O.D.:

*Syllabus as per  
autonomy*

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Date:

*24/11/19*

*M Datta*

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## TERMWISE TEACHING PLAN

19-20-Nov / D – TTP-SFC/BMS /FTSS/05

Academic Year: 2019-2020


Term: Sem. II

Department: SFC

Class: FYBMS B

Subject: Foundation Course II

Name of the Faculty: Sonali Singh

Week	Topics to be covered				
	November	December	January	February	March
1	-----	Significance of <ul style="list-style-type: none"> <li>➤ Agents of Socialization</li> <li>➤ Values, ethics</li> <li>➤ Prejudices</li> </ul>	<b>Human Rights</b> <ul style="list-style-type: none"> <li>➤ Concept, Origin and Evolution of Human Rights</li> </ul>	<ul style="list-style-type: none"> <li>➤ Growth and Impact of IT and communication</li> <li>➤ Globalization and Technology</li> </ul>	<ul style="list-style-type: none"> <li>➤ Environment as Natural Capital and Connection to quality of human life.</li> </ul>
2	-----	<ul style="list-style-type: none"> <li>➤ Aggression and violence as public expression of conflict</li> <li>➤ Stereotyping and prejudice as significant factor in causing conflicts</li> </ul>	Universal Declaration of Human Rights. <ul style="list-style-type: none"> <li>➤ Articles of UDHR</li> </ul>	Impact of Globalization on <ul style="list-style-type: none"> <li>➤ Industry</li> <li>➤ Changes in employment</li> <li>➤ Migration</li> </ul>	Environmental Degradation <ul style="list-style-type: none"> <li>➤ Types</li> <li>➤ Causes and Impact on human life.</li> </ul>
3	-----	<ul style="list-style-type: none"> <li>➤ Types of Conflict</li> <li>➤ Conflict resolution strategies.</li> <li>➤ Maslow's theory of self-actualization</li> </ul>	Human Rights constituents with special reference to Fundamental Rights stated in the constitution.	Impact of Globalization on Agriculture <ul style="list-style-type: none"> <li>➤ Corporate Farming</li> <li>➤ Increase in Farmer's Suicides</li> </ul>	Sustainable Development: <ul style="list-style-type: none"> <li>➤ Concept and Components</li> </ul> Poverty and Environment
4	-----	-----	<b>Globalization and Indian Society</b> <ul style="list-style-type: none"> <li>➤ Concept of Liberalization, Privatization and Globalization</li> </ul>	<b>Ecology</b> <ul style="list-style-type: none"> <li>➤ Importance of Environment studies</li> <li>➤ Understanding Environment, Ecology</li> </ul>	----- 

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5

**Understanding  
Stress and Conflict**

- Causes of Stress
- Causes of Conflicts

Remarks by H.O.D.:

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autonomy*

Sign:

*[Signature]*

Date:

*24/11/19*

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## TERMWISE TEACHING PLAN

19-20-Nov / D – TTP-SFC/BMS /FTSS/06

Academic Year: 2019-2020

Term: Sem. II

Department: SFC

Class: FYBMS C

Subject: Foundation Course II

Name of the Faculty: Sonali Singh

Week	Topics to be covered				
	November	December	January	February	March
1	-----	Significance of <ul style="list-style-type: none"> <li>➤ Agents of Socialization</li> <li>➤ Values, ethics</li> <li>➤ Prejudices</li> </ul>	<b>Human Rights</b> <ul style="list-style-type: none"> <li>➤ Concept, Origin and Evolution of Human Rights</li> </ul>	<ul style="list-style-type: none"> <li>➤ Growth and Impact of IT and communication</li> <li>➤ Globalization and Technology</li> </ul>	<ul style="list-style-type: none"> <li>➤ Environment as Natural Capital and Connection to quality of human life.</li> </ul>
2	-----	<ul style="list-style-type: none"> <li>➤ Aggression and violence as public expression of conflict</li> <li>➤ Stereotyping and prejudice as significant factor in causing conflicts</li> </ul>	Universal Declaration of Human Rights. <ul style="list-style-type: none"> <li>➤ Articles of UDHR</li> </ul>	Impact of Globalization on <ul style="list-style-type: none"> <li>➤ Industry</li> <li>➤ Changes in employment</li> <li>➤ Migration</li> </ul>	Environmental Degradation <ul style="list-style-type: none"> <li>➤ Types</li> <li>➤ Causes and Impact on human life.</li> </ul>
3	-----	<ul style="list-style-type: none"> <li>➤ Types of Conflict</li> <li>➤ Conflict resolution strategies.</li> <li>➤ Maslow's theory of self-actualization</li> </ul>	Human Rights constituents with special reference to Fundamental Rights stated in the constitution.	Impact of Globalization on Agriculture <ul style="list-style-type: none"> <li>➤ Corporate Farming</li> <li>➤ Increase in Farmer's Suicides</li> </ul>	Sustainable Development: <ul style="list-style-type: none"> <li>➤ Concept and Components</li> </ul> Poverty and Environment
4	-----	-----	<b>Globalization and Indian Society</b> <ul style="list-style-type: none"> <li>➤ Concept of Liberalization, Privatization and Globalization</li> </ul>	<b>Ecology</b> <ul style="list-style-type: none"> <li>➤ Importance of Environment studies</li> <li>➤ Understanding Environment, Ecology</li> </ul>	-----

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5	<b>Understanding Stress and Conflict</b> > Causes of Stress > Causes of Conflicts				
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Date: 24/11/19

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**TERMWISE TEACHING PLAN**

19-20-Nov./ D – TTP-SFC/B<sup>M5</sup>/FTSJ/07

Academic Year: 2019-20 Term: Sem. II

Department: SFC

Class: FYBMS A

Subject: Business Environment

Name of the Faculty: Ms. Swapna Joshi

Week	Topics to be covered				
	November	December	January	February	March
1	----- -----	<b>Introduction to Micro-Environment:</b> <b>Internal Environment:</b> Value system, Mission, Objectives, Organizational Structure, Organizational Resources, Company Image, Brand Equity	<b>Unit 2: Political and Legal environment : Political Institutions:</b> Legislature, Executive, Judiciary, Role of government in business, legal framework in India.	Corporate Governance and Social Responsibility of Business  <b>Technological environment:</b> Features, impact of technology on Business	<b>MNCs:</b> Definition, meaning, merits, demerits, MNCs in India
2	----- -----	<b>External Environment:</b> Firm, customers, suppliers, distributors, Competitors, Society.	<b>Economic environment:</b> economic system and economic policies. Concept of Capitalism, Socialism and Mixed Economy.	<b>Competitive Environment:</b> Meaning, Michael Porter's Five Forces Analysis, Competitive Strategies	<b>FDI:</b> Meaning, FDI concepts and functions, Need for FDI in developing countries, Factors influencing FDI, FDI operations in India.
3	----- -----	<b>Introduction to Macro Components:</b> Demographic, Natural, Political, Social, Cultural, Economic, Technological, International and Legal). <b>Responding to Different business environment:</b> Analysis of business	Impact of business on Private sector, Public sector and Joint sector. Sunrise sectors of India Economy. Challenges of Indian economy	<b>Unit 4: International Environment: International Environment – GATT/ WTO:</b> Objective and Evolution of GATT, Uruguay round, GATT v/s WTO, Functions of WTO, Pros and Cons of WTO	<b>Challenges faced by International Business and Investment Opportunities for Indian Industry.</b>  <i>M Datta</i>

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		environment, SWOT analysis		
4			<b>Unit 3: Social and Cultural Environment, Technological environment and Competitive Environment : Social and Cultural Environment:</b> Nature, Impact of foreign culture on Business, Traditional Values and its Impact, Social Audit - Meaning and Importance Corporate Governance and Social Responsibility of Business .	<b>Globalization:</b> Meaning, Nature and stages of Globalization, features of Globalization, Foreign Market entry strategies, LPG model.
5	<b>Unit 1 Introduction to Business Environment:</b> <b>Business:</b> Meaning, Definition, Nature and Scope, Types of Business Organizations. <b>Business:</b> Meaning, Definition, Nature and Scope, Types of Business Organizations			

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

Date: 24/11/19.

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**TERMWISE TEACHING PLAN**

19-20-Nov./ D – TTP-SFC/B<sup>MS</sup>/ FTSJ/08

Academic Year: 2019-20

Term: Sem. II

Department: SFC

Class: FYBMS B

Subject: Business Environment

Name of the Faculty: Ms. Swapna Joshi

Week	Topics to be covered				
	November	December	January	February	March
1	----- -----	<b>Introduction to Micro-Environment:</b> <b>Internal Environment:</b> Value system, Mission, Objectives, Organizational Structure, Organizational Resources, Company Image, Brand Equity	<b>Unit 2: Political and Legal environment : Political Institutions:</b> Legislature, Executive, Judiciary, Role of government in business, legal framework in India.	Corporate Governance and Social Responsibility of Business  <b>Technological environment:</b> Features, impact of technology on Business	<b>MNCs:</b> Definition, meaning, merits, demerits, MNCs in India
2	----- -----	<b>External Environment:</b> Firm, customers, suppliers, distributors, Competitors, Society.	<b>Economic environment:</b> economic system and economic policies. Concept of Capitalism, Socialism and Mixed Economy.	<b>Competitive Environment:</b> Meaning, Michael Porter's Five Forces Analysis, Competitive Strategies	<b>FDI:</b> Meaning, FDI concepts and functions, Need for FDI in developing countries, Factors influencing FDI, FDI operations in India.
3	----- -----	<b>Introduction to Macro Components:</b> Demographic, Natural, Political, Social, Cultural, Economic, Technological, International and Legal). <b>Responding to Different business environment:</b> Analysis of business	Impact of business on Private sector, Public sector and Joint sector. Sunrise sectors of India Economy. Challenges of Indian economy	<b>Unit 4: International Environment: International Environment – GATT/ WTO:</b> Objective and Evolution of GATT, Uruguay round, GATT v/s WTO, Functions of WTO, Pros and Cons of WTO	<b>Challenges faced by International Business and Investment Opportunities for Indian Industry.</b>  

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4		environment, SWOT analysis	<b>Unit 3: Social and Cultural Environment, Technological environment and Competitive Environment : Social and Cultural Environment:</b> Nature, Impact of foreign culture on Business, Traditional Values and its Impact, Social Audit - Meaning and Importance Corporate Governance and Social Responsibility of Business .	<b>Globalization:</b> Meaning, Nature and stages of Globalization, features of Globalization, Foreign Market entry strategies, LPG model.	
5	<b>Unit 1 Introduction to Business Environment:</b> <b>Business:</b> Meaning, Definition, Nature and Scope, Types of Business Organizations. <b>Business:</b> Meaning, Definition, Nature and Scope, Types of Business Organizations				

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

Date: 24/11/19.

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**TERMWISE TEACHING PLAN**

MS  
19-20-Nov./ D – TTP-SFC/BTE/ FTSJ/09

Academic Year: 2019-20 Term: Sem. II  
Department: SFC Class: FYBMS C

Subject: Business Environment

Name of the Faculty: Ms. Swapna Joshi

Week	Topics to be covered				
	November	December	January	February	March
1	----- -----	<b>Introduction to Micro-Environment:</b> <b>Internal Environment:</b> Value system, Mission, Objectives, Organizational Structure, Organizational Resources, Company Image, Brand Equity	<b>Unit 2: Political and Legal environment : Political Institutions:</b> Legislature, Executive, Judiciary, Role of government in business, legal framework in India.	Corporate Governance and Social Responsibility of Business  <b>Technological environment:</b> Features, impact of technology on Business	<b>MNCs:</b> Definition, meaning, merits, demerits, MNCs in India
2	----- -----	<b>External Environment:</b> Firm, customers, suppliers, distributors, Competitors, Society.	<b>Economic environment:</b> economic system and economic policies. Concept of Capitalism, Socialism and Mixed Economy.	<b>Competitive Environment:</b> Meaning, Michael Porter's Five Forces Analysis, Competitive Strategies	<b>FDI:</b> Meaning, FDI concepts and functions, Need for FDI in developing countries, Factors influencing FDI, FDI operations in India.
3	----- -----	<b>Introduction to Macro Components:</b> Demographic, Natural, Political, Social, Cultural, Economic, Technological, International and Legal). <b>Responding to Different business environment:</b> Analysis of business	Impact of business on Private sector, Public sector and Joint sector. Sunrise sectors of India Economy. Challenges of Indian economy	<b>Unit 4: International Environment: International Environment – GATT/ WTO:</b> Objective and Evolution of GATT, Uruguay round, GATT v/s WTO, Functions of WTO, Pros and Cons of WTO	<b>Challenges faced by International Business and Investment Opportunities for Indian Industry.</b>  <i>M Datta</i>

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		environment, SWOT analysis.		
4			<b>Unit 3: Social and Cultural Environment, Technological environment and Competitive Environment : Social and Cultural Environment:</b> Nature, Impact of foreign culture on Business, Traditional Values and its Impact, Social Audit - Meaning and Importance Corporate Governance and Social Responsibility of Business .	<b>Globalization:</b> Meaning, Nature and stages of Globalization, features of Globalization, Foreign Market entry strategies, LPG model.
5	<b>Unit 1 Introduction to Business Environment:</b> <b>Business:</b> Meaning, Definition, Nature and Scope, Types of Business Organizations. <b>Business:</b> Meaning, Definition, Nature and Scope, Types of Business Organizations			

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

Date: 24/11/19.

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## TERMWISE TEACHING PLAN

19-20-Nov./ D – TTP-SFC/Bm4 PTS C/10 .

Academic Year: 2019-20

Term: Sem. II

Department: SFC - BMS

Class: FYBMS Div: A

Subject: Business Economics-I

Name of the Faculty: Shylaja Chakravorty

Week	Topics to be covered				
	November	December	January	February	March
1	-----	Module : I Continued Law of demand – Change & Variation , Market Equilibrium	Module II – Contd:- Relation between ED & AR, MR	Ridge Lines , Expansion Path , Internal & External , Economies & Diseconomies Of Scale	Monopolistic competition , Features , Long Run Equilibrium , Oligopoly Features & types
2	-	Changes in Market Equilibrium , Module II - Factors Affecting demand , Demand Function , Nature of demand Curve under the different markets	Demand Forecasting , Def, types, Importance, Methods, Numericals	Module – IV Cost Concepts ,Types, Short Run & Cost Curves , Features of LAC, Numericals	Pricing – Objectives Methods of pricing Marginal Cost Pricing
3	-----	Elasticity of demand – def, Types , factors affecting ED, & its importance Numericals	Module : III Production Function – Def, Features & types Isoquant Map,	Break Even Analysis, Business Application Module IV- Markets , Features , of perfect competition, Short Run , Long Run Equilibrium	Full Cost Pricing , Multiple Product Pricing , Transfer Pricing & Discriminatory Pricing - types
4	-----	-----	Laws of Production	Monopoly , Features ,Long Run Equilibrium ,	-----
5	Module : I Def : Micro & Macro , Business Economics , Scope , Basic Economics	-	-----	-----	-----

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Date: 24/11/2019.

Sign. : Chakravorty

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**TERMWISE TEACHING PLAN**

19-20-Nov./ D – TTP-SFC/ BMS/ PTSC/ 11

Academic Year: 2019-20

Term: Sem. II

Department: SFC - BMS

Class: FYBMS B

Subject: Business Economics- I

Name of the Faculty: Shylaja Chakravorty

Week	Topics to be covered				March
	November	December	January	February	
1	-----	Module : I Continued Law of demand – Change & Variation , Market Equilibrium	Module II – Contd:- Relation between ED & AR, MR	Ridge Lines , Expansion Path , Internal & External , Economies & Diseconomies Of Scale	Monopolistic competition , Features , Long Run Equilibrium , Oligopoly Features & types
2	-	Changes in Market Equilibrium , Module II - Factors Affecting demand , Demand Function , Nature of demand Curve under the different markets	Demand Forecasting , Def , types, Importance, Methods, Numericals	Module – IV Cost Concepts , Types, Short Run & Cost Curves , Features of LAC, Numericals	Pricing – Objectives Methods of pricing Marginal Cost Pricing
3	-----	Elasticity of demand – def , Types , factors affecting ED, & its importance Numericals	Module : III Production Function – Def, Features & types Isoquant Map,	Break Even Analysis, Business Application Module IV- Markets , Features , of perfect competition, Short Run , Long Run Equilibrium	Full Cost Pricing , Multiple Product Pricing , Transfer Pricing & Discriminatory Pricing - types
4	-----	-----	Laws of Production	Monopoly , Features , Long Run Equilibrium ,	-----
5	Module : I Def : Micro & Macro , Business Economics , Scope , Basic Economics	-----	-----	-----	-----

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Concepts , Basic tools of Economic Analysis			--
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## TERMWISE TEACHING PLAN

19-20-Nov./ D – TTP-SFC/ BMS/PTSC/12

Academic Year: 2019-20

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 Continued Law of demand – Change & Variation , Market Equilibrium	Module II – Contd:- Relation between ED & AR, MR	Ridge Lines , Expansion Path , Internal & External , Economies & Diseconomies Of Scale	Monopolistic competition , Features , Long Run Equilibrium , Oligopoly Features & types
2	-	Changes in Market Equilibrium , Module II - Factors Affecting demand , Demand Function , Nature of demand Curve under the different markets	Demand Forecasting , Def, types, Importance, Methods, Numericals	Module – IV Cost Concepts ,Types, Short Run & Cost Curves , Features of LAC, Numericals	Pricing – Objectives Methods of pricing Marginal Cost Pricing
3	-----	Elasticity of demand – def, Types , factors affecting ED, & its importance Numericals	Module : III Production Function – Def, Features & types Isoquant Map,	Break Even Analysis, Business Application Module IV- Markets , Features , of perfect competition, Short Run , Long Run Equilibrium	Full Cost Pricing , Multiple Product Pricing , Transfer Pricing & Discriminatory Pricing - types
4	-----	-----	Laws of Production	Monopoly , Features ,Long Run Equilibrium ,	-----
5	Module : I Def : Micro & Macro , Business Economics , Scope , Basic Economics	-----	-----	-----	-----

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Concepts , Basic tools of Economic Analysis			--
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**TERMWISE TEACHING PLAN**

19-20- November / D – TTP- BMS /FTGD/13

Academic Year: 2019-20

Term: Sem. II


Department: Self Finance

Class : FYBMS A

Subject :Principles of Marketing

Name of the Faculty: Ms. Gargi Dubey

Week	Topics to be covered				
	November	December	January	February	March
1	-----	Core Marketing Concepts: Need, Target markets, Supply chain, Marketing environment	Targeting-Meaning, evaluating, Marketing strategy Presentation	Advertising-setting objectives, advertising budget and strategy  Presentation	Marketing strategies in digital age: E-business, E-commerce, benefits to buyer, seller
2	-----	Concepts of Marketing: Production, Product, Selling, Marketing, Holistic Changes in Marketing Place: Rapid globalization, Ethics and Responsibility, Growth	Positioning and MIS-Meaning, importance, factors, consumer Behavior Presentation	Sales Promotion-Objectives, Tools of sales Promotion  Public Relations- role and impact, tools of PR Presentation	E-market domains (B2C, B2B, C2C, C2B) Click only Vs Click and Mortar E-Marketers, Opportunities and challenges to E-marketing  Revision
3	-----	Segmentation-Meaning, importance, basis	Marketing Mix-Meaning, elements Product-Product service, levels, product line	Personal Selling-Nature, role of sales force, Direct Marketing, Benefits and growth of Direct Marketing Presentation	-----
4	-----	-----	Pricing-Objectives, Factors and strategy  Physical distribution-Meaning, Factors, types of marketing channel	Presentation and Case study	-----

  
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5	Introduction to Marketing: Importance, 4C's of Marketing	-----	. Branding strategy- building strong brands	-----	-----
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Remarks by H.O.D.: Syllabus as per autonomy.  
Date : 24 November 2019.

Sign. : *Rangji*

*MSatta*  
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**TERMWISE TEACHING PLAN**

19-20- November / D – TTP- BMS /FTGD/14

Academic Year: 2019-20

Term: Sem. II

Department: Self Finance

Class : FYBMS B

Subject : Principles of Marketing

Name of the Faculty: Ms. Gargi Dubey

Week	Topics to be covered				
	November	December	January	February	March
1	-----	Core Marketing Concepts: Need, Target markets, Supply chain, Marketing environment	Targeting-Meaning, evaluating, Marketing strategy Presentation	Advertising-setting objectives, advertising budget and strategy  Presentation	Marketing strategies in digital age: E-business, E-commerce, benefits to buyer, seller
2	-----	Concepts of Marketing: Production, Product, Selling, Marketing, Holistic Changes in Marketing Place: Rapid globalization, Ethics and Responsibility, Growth	Positioning and MIS-Meaning, importance, factors, consumer Behavior Presentation	Sales Promotion-Objectives, Tools of sales Promotion  Public Relations- role and impact, tools of PR Presentation	E-market domains (B2C, B2B, C2C, C2B) Click only Vs Click and Mortar E-Marketers, Opportunities and challenges to E-marketing  Revision
3	-----	Segmentation-Meaning, importance, basis	Marketing Mix-Meaning, elements Product-Product service, levels, product line	Personal Selling-Nature, role of sales force, Direct Marketing, Benefits and growth of Direct Marketing Presentation	-----
4	-----	-----	Pricing-Objectives, Factors and strategy  Physical distribution-Meaning, Factors, types of marketing channel	Presentation and Case study	-----

*M. Datta*

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5	Introduction to Marketing: Importance, 4C's of Marketing	-----	. Branding strategy- building strong brands	-----	-----
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Date : 24 November 2019.

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**TERMWISE TEACHING PLAN**

19-20- November / D – TTP- BMS /FTGD/ 15

Academic Year: 2019-20

Term: Sem. II

Department: Self Finance

Class : FYBMS C

Subject :Principles of Marketing

Name of the Faculty: Ms. Gargi Dubey

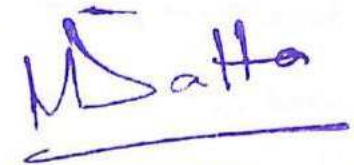
Week	Topics to be covered				
	November	December	January	February	March
1	-----	Core Marketing Concepts: Need, Target markets, Supply chain, Marketing environment	Targeting-Meaning, evaluating, Marketing strategy Presentation	Advertising-setting objectives, advertising budget and strategy  Presentation	Marketing strategies in digital age: E-business, E-commerce, benefits to buyer, seller
2	-----	Concepts of Marketing: Production, Product, Selling, Marketing, Holistic Changes in Marketing Place: Rapid globalization, Ethics and Responsibility, Growth	Positioning and MIS-Meaning, importance, factors, consumer Behavior Presentation	Sales Promotion-Objectives, Tools of sales Promotion  Public Relations- role and impact, tools of PR Presentation	E-market domains (B2C, B2B, C2C, C2B) Click only Vs Click and Mortar E-Marketers, Opportunities and challenges to E-marketing  Revision
3	-----	Segmentation-Meaning, importance, basis	Marketing Mix-Meaning, elements Product-Product service, levels, product line	Personal Selling-Nature, role of sales force, Direct Marketing, Benefits and growth of Direct Marketing Presentation	-----
4	-----	-----	Pricing-Objectives, Factors and strategy  Physical distribution-Meaning, Factors, types of marketing channel	Presentation and Case study	-----  <i>M. Datta</i>

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5	Introduction to Marketing: Importance, 4C's of Marketing	-----	. Branding strategy- building strong brands	-----	-----
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Date : 24 November 2019.

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**TERMWISE TEACHING PLAN**

19-20- November / D – TTP- BMS /FTSD/16

Academic Year: 2019-20  
Department: Self Finance

Term: Sem. II  
Class : FYBMS A Subject : Industrial Law

Name of the Faculty: Sheetal Desai

Week	Topics to be covered				
	November	December	January	February	March
1	-----	Strikes, Lay-off, Retrenchment, Closure, Lock-out, Arbitration.	<b>Module 2:</b> The Factories Act 1948: Definitions, Approval, licensing & registration Occupier, Inspecting Staff, Health provision.	<b>Module 3:</b> 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	-----	Obligation & rights of Employers & Employees, Difference between Strike & Lock Out, Difference between Individual Dispute & Industrial Dispute	Safety Provision & Welfare Provisions.	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.
3	-----	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.	The Workmen Compensation Act 1923: Introduction, Employers liability for compensation.	<b>Module 4:</b> The Payment of Wages Act 1936: Definitions, Authorized deductions, Responsibility of Payment of Wages, Fixation of wage period, time of	----- 

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				Payment.	
4		-----	. Nature of Employers Liability: The Doctrine of Assumed Risk. The Doctrine of Common Employment The Doctrine of Contributory Negligence	Payment of Bonus Act 1965: Introduction, Minimum Bonus, Maximum Bonus, Set off & Set On.	-----
5	<b>Module 1:</b> Industrial Dispute Act 1947: Objectives, Authorities, Award, Settlement.	-----	.	-----	-----

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Date : 24 November 2019.

Sign. : Sheetal

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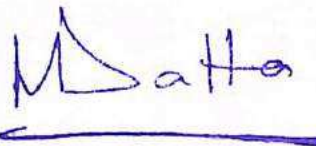
**TERMWISE TEACHING PLAN**

19-20- November / D – TTP- BMS /FTSD/ 17

Academic Year: 2019-20  
Department: Self Finance

Term: Sem. II  
Class : FYBMS B Subject : Industrial Law

Name of the Faculty: Sheetal Desai

Week	Topics to be covered				
	November	December	January	February	March
1	-----	Strikes, Lay-off, Retrenchment, Closure, Lock-out, Arbitration.	<b>Module 2:</b> The Factories Act 1948: Definitions, Approval, licensing & registration Occupier, Inspecting Staff, Health provision.	<b>Module 3:</b> 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	-----	Obligation & rights of Employers & Employees, Difference between Strike & Lock Out, Difference between Individual Dispute & Industrial Dispute	Safety Provision & Welfare Provisions.	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.
3	-----	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.	The Workmen Compensation Act 1923: Introduction, Employers liability for compensation.	<b>Module 4:</b> The Payment of Wages Act 1936: Definitions, Authorized deductions, Responsibility of Payment of Wages, Fixation of wage period, time of	-----  <b>MANAGEMENT REPRESENTATIVE</b>

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				Payment.	
4		-----	. Nature of Employers Liability: The Doctrine of Assumed Risk. The Doctrine of Common Employment The Doctrine of Contributory Negligence	Payment of Bonus Act 1965: Introduction, Minimum Bonus, Maximum Bonus, Set off & Set On.	-----
5	<b>Module 1:</b> Industrial Dispute Act 1947: Objectives, Authorities, Award, Settlement.	-----	.	-----	-----

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Date : 24 November 2019.

Sign. : Sheetal

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**TERMWISE TEACHING PLAN**

19-20- November / D – TTP- BMS /FTSD/18

Academic Year: 2019-20

Term: Sem. II

Department: Self Finance

Class : FYBMS C

Subject : Industrial Law

Name of the Faculty: Sheetal Desai

Week	Topics to be covered				
	November	December	January	February	March
1	-----	Strikes, Lay-off, Retrenchment, Closure, Lock-out, Arbitration.	<b>Module 2:</b> The Factories Act 1948: Definitions, Approval, licensing & registration Occupier, Inspecting Staff, Health provision.	<b>Module 3:</b> 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	-----	Obligation & rights of Employers & Employees, Difference between Strike & Lock Out, Difference between Individual Dispute & Industrial Dispute	Safety Provision & Welfare Provisions.	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.
3	-----	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.	The Workmen Compensation Act 1923: Introduction, Employers liability for compensation.	<b>Module 4:</b> The Payment of Wages Act 1936: Definitions, Authorized deductions, Responsibility of Payment of Wages, Fixation of wage period, time of	----- <i>M Datta</i> <b>MANAGEMENT REPRESENTATIVE</b>

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				Payment.	
4			. Nature of Employers Liability: The Doctrine of Assumed Risk. The Doctrine of Common Employment The Doctrine of Contributory Negligence	Payment of Bonus Act 1965: Introduction, Minimum Bonus, Maximum Bonus, Set off & Set On.	
5	<b>Module 1:</b> Industrial Dispute Act 1947: Objectives, Authorities, Award, Settlement.				

Remarks by H.O.D.: Syllabus as per autonomy.  
Date : 24 November 2019.

Sign. : Sheetal

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## TERMWISE TEACHING PLAN

19-20-Nov./ D – TTP-SFC/BMS/STKR/19

Academic Year: 2019-20 Term: Sem. II

Department: SFC

Class: FYBMS A

Subject: Business Mathematics

Name of the Faculty: Kavita Rana

Week	Topics to be covered				
	November	December	January	February	March
1	-----	Annuity: Present and future value-sinking funds, Depreciation of Assets : Equated monthly installments(EMI) using flat interest rate and reducing balance method.	Matrices: Definition, results, operations, inverse using adjoint method	Derivatives of constant function Logarithmic, polynomial and exponential function,	Finite differences – Forward difference operator, Newton's forward difference formula
2	-----	Permutation and combination : Simple problems to be solved using calculator	Matrix inversion method, application in decision making, case studies	Rules of derivatives : addition, multiplication, quotient Second order derivatives	Backward difference operator – Newton's backward interpolation formula
3	-----	Determinants of matrix : Properties and results, solving a system of linear equations using Cramer's rule	Functions : algebraic function, function used in business and economics	Applications of derivatives : Maxima, minima, average cost, marginal cost	REVISION
4	-----	-----	Break even and equilibrium point. REVISION	Total revenue, marginal revenue, average revenue, average and marginal profit, price elasticity of demand	-----
5	Simple and compound interest: interest compounded once a year, more than a year.	-----	-----	-----	-----

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

Date: 24/11/2019.

Issued by MR: Dr. Moushumi Datta

Sign. :

*Kavita Rana*  
*M. Datta*

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### TERMWISE TEACHING PLAN

19-20-Nov./ D – TTP-SFC/BMS/STKR/20

Academic Year: 2019-20 Term: Sem. II

Department: SFC

Class: FYBMS B

Subject: Business Mathematics

Name of the Faculty: Kavita Rana

Week	Topics to be covered				
	November	December	January	February	March
1	-----	Annuity: Present and future value-sinking funds. Depreciation of Assets : Equated monthly installments(EMI) using flat interest rate and reducing balance method.	Matrices: Definition, results, operations, inverse using adjoint method	Derivatives of constant function Logarithmic, polynomial and exponential function,	Finite differences – Forward difference operator, Newton's forward difference formula
2	-----	Permutation and combination : Simple problems to be solved using calculator	Matrix inversion method, application in decision making, case studies	Rules of derivatives : addition, multiplication, quotient Second order derivatives	Backward difference operator – Newton's backward interpolation formula
3	-----	Determinants of matrix : Properties and results, solving a system of linear equations using Cramer's rule	Functions : algebraic function, function used in business and economics	Applications of derivatives : Maxima, minima, average cost, marginal cost	REVISION
4	-----	-----	Break even and equilibrium point. REVISION	Total revenue, marginal revenue, average revenue, average and marginal profit, price elasticity of demand	-----
5	Simple and compound interest: interest compounded once a year, more than a year.	-----	-----	-----	<u>M Datta</u>

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

Date: 24/11/2019.

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Sign. : Kavita

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**TERMWISE TEACHING PLAN**

19-20-Nov./ D – TTP-SFC/BMS/STKR/21

Academic Year: 2019-20 Term: Sem. II  
Department: SFC Class: FYBMS C

Subject: Business Mathematics

Name of the Faculty: Kavita Rana

Week	Topics to be covered				
	November	December	January	February	March
1	-----	Annuity: Present and future value-sinking funds, Depreciation of Assets : Equated monthly installments(EMI) using flat interest rate and reducing balance method.	Matrices: Definition, results, operations, inverse using adjoint method	Derivatives of constant function Logarithmic, polynomial and exponential function,	Finite differences – Forward difference operator, Newton's forward difference formula
2	-----	Permutation and combination : Simple problems to be solved using calculator	Matrix inversion method, application in decision making, case studies	Rules of derivatives : addition, multiplication, quotient Second order derivatives	Backward difference operator – Newton's backward interpolation formula
3	-----	Determinants of matrix : Properties and results, solving a system of linear equations using Cramer's rule	Functions : algebraic function, function used in business and economics	Applications of derivatives : Maxima, minima, average cost, marginal cost	REVISION
4	-----	-----	Break even and equilibrium point. REVISION	Total revenue, marginal revenue, average revenue, average and marginal profit, price elasticity of demand	-----
5	Simple and compound interest: interest compounded once a year, more than a year.	-----	-----	-----	-----

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

Date: 24/11/2019.

Issued by MR: Dr. Moushumi Datta

Sign. :

*Kavita Rana* *M Datta*

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**TERMWISE TEACHING PLAN**

19-20-Nov./ D – TTP-SFC/BMSPTSV/01

Academic Year: 2019-20  
Department: SFC- BMS  
VERMA

Term: Sem. IV  
Class: SYBMS A Subject: ECONOMICS II

Name of the Faculty: Ms. SHILPA

Week	Topics to be covered				
	November	December	January	February	March
1	-----	Consumption Function Investment Function and MEC	Inflation- Causes Effects Nature of inflation in a developing economy	Fiscal Policy - Objectives and instruments	Foreign Investment  Balance of Payments
2	-----	Theory of Multiplier <b>UNIT II</b> Money Supply	Monetary Policy- objectives and instruments	Public Expenditure Public Debt Union Budget	Foreign Exchange market
3	-----	Demand for Money Quantity theory of Money	<b>UNIT III</b> Role of Government to provide public Goods	<b>UNIT IV</b> Theories of International Trade	-----
4	<b>UNIT I</b> Macro Economics -Meaning, Scope and Importance. Measurement of National Product	-----	Class Test	Terms of Trade and Gains  From Trade  Free Trade vs Protection	-----  <i>M. Datta</i>
5	Short run Economic Fluctuations Keynesian Principle of Effective Demand	-----	-----	-----	-----

Remarks by H.O.D.: Syllabus as per autonomy. 20/11/19

Sign. : *Slips*

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**TERMWISE TEACHING PLAN**

19-20-Nov./ D – TTP-SFC/BMS/PTSV/02

Academic Year: 2019-20  
Department: SFC- BMS

Term: Sem. IV  
Class: SYBMS B      Subject: ECONOMICS II

Name of the Faculty: Ms. SHILPA VERMA

Week	Topics to be covered				
	November	December	January	February	March
1	-----	Consumption Function Investment Function and MEC	Inflation- Causes Effects Nature of inflation in a developing economy	Fiscal Policy - Objectives and instruments	Foreign Investment  Balance of Payments
2	-----	Theory of Multiplier <b>UNIT II</b> Money Supply	Monetary Policy- objectives and instruments	Public Expenditure Public Debt Union Budget	Foreign Exchange market
3	-----	Demand for Money Quantity theory of Money	<b>UNIT III</b> Role of Government to provide public Goods	<b>UNIT IV</b> Theories of International Trade	-----
4	<b>UNIT I</b> Macro Economics -Meaning, Scope and Importance. Measurement of National Product	-----	Class Test	Terms of Trade and Gains  From Trade  Free Trade vs Protection	-----
5	Short run Economic Fluctuations Keynesian Principle of Effective Demand	-----	-----	-----	-----

Remarks by H.O.D.: Syllabus as per autonomy.  
Date: 20/11/19

Sign. :

*Shilpa*  
*M Datta*

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## TERMWISE TEACHING PLAN

19-20-Nov./ D – TTP-SFC/BMS/PTSV/03

Academic Year: 2019-20  
Department: SFC- BMS  
VERMA

Term: Sem. IV  
Class: SYBMS C  
Subject: ECONOMICS II

Name of the Faculty: Ms. SHILPA

Week	Topics to be covered				
	November	December	January	February	March
1	-----	Consumption Function Investment Function and MEC	Inflation- Causes Effects Nature of inflation in a developing economy	Fiscal Policy - Objectives and instruments	Foreign Investment  Balance of Payments
2	-----	Theory of Multiplier <b>UNIT II</b> Money Supply	Monetary Policy- objectives and instruments	Public Expenditure Public Debt Union Budget	Foreign Exchange market
3	-----	Demand for Money Quantity theory of Money	<b>UNIT III</b> Role of Government to provide public Goods	<b>UNIT IV</b> Theories of International Trade	-----
4	<b>UNIT I</b> Macro Economics -Meaning, Scope and Importance. Measurement of National Product	-----	Class Test	Terms of Trade and Gains  From Trade  Free Trade vs Protection	-----
5	Short run Economic Fluctuations Keynesian Principle of Effective Demand	-----	-----	-----	-----

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

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20/11/19

Sign. :

*Shilpa M Datta*

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### TERMWISE TEACHING PLAN

Academic Year: 2019-20

Term: Sem. IV

19-20- / D – TTP- NOV/SF/BMS / PTMM / 4,5,6.

Department: B.M.S

Class: SYBMS-A,B,C

Subject: Business Research Methods

Name of the Faculty: Dr. Mona Mehta

Week	Nov	Dec	Jan	Feb	Mar
1		<p><b>Unit 1 - Introduction to Business Research Methods</b></p> <ul style="list-style-type: none"> <li>• Concepts in Research: Variables, Qualitative and Quantitative Research.</li> </ul> <p>Stages in research process.</p> <ul style="list-style-type: none"> <li>• Characteristics of Good Research.</li> </ul>	<p><b>Unit 2 - Research Design, Sampling and Scales</b></p> <p>Sampling–</p> <p>a) meaning of sample and sampling,</p> <p>b) methods of sampling-i) Non Probability Sampling– Convenient, Judgment, Quota, Snow ball</p> <p>ii) Probability– Simple Random, Systematic, Stratified, Cluster, Area, Multi Stage.</p>	<p><b>Unit 3 - Primary and Secondary Data</b></p> <p>c) Interview – i) Personal Interview ii) focused group, iii) in- depth interviews -Method, d) Survey– Telephonic survey, Mail, E-mail, Internet survey, Social media and Media listening.</p>	<p><b>Unit 4 - Data analysis, interpretation and report writing</b></p> <ul style="list-style-type: none"> <li>• Analysis of data-Meaning, Purpose, types.</li> <li>• Interpretation of data-Essentials, importance and Significance of processing data</li> <li>• Multivariate analysis– concept only</li> </ul>
2		<p><b>Unit 1 - Introduction to Business Research Methods</b></p> <p>Hypothesis-Meaning, Nature, Significance, Types of Hypothesis, Sources.</p>	<p><b>Unit 2 - Research Design, Sampling and Scales</b></p> <p><b>Types of scales -</b> i) Likert scale, ii) Semantic Differential scale iii) Rating methods – itemised rating scale, rank-order scale, constant sum scale, graphic rating scales.</p>	<p><b>Unit 3 - Primary and Secondary Data</b></p> <p>e) Survey instrument– i) Questionnaire designing.</p> <div style="text-align: right; margin-top: 10px;"> <p><b>MANAGEMENT REPRESENTATIVE</b> ISO 9001 : 2015 NAGINDAS KHANDWALA COLLEGE (AUTONOMOUS) MALAD (W), MUMBAI - 400 084</p> </div>	<p><b>Unit 4 - Data analysis, interpretation and report writing</b></p> <p>Report writing – i) Meaning, importance, functions of reports, essential of a good report, content of report, steps in writing a report, Bibliography</p> <ul style="list-style-type: none"> <li>• Ethics and research</li> <li>• Objectivity, Confidentiality and anonymity in Research</li> <li>• Plagiarism</li> </ul>

3	<p>Unit 2 - Research design, Sampling and Scales</p> <p>Research design— Meaning, definition, need and Importance, steps in research design, Essentials of a good research design, Areas / Scope of research design.</p>	<p>Unit 3 - Primary and Secondary Data</p> <p>Types of data and sources- primary and secondary data sources</p> <ul style="list-style-type: none"> <li>• Methods of collection of primary data.</li> </ul>	<p>Unit 3 - Primary and Secondary Data</p> <p>f) Types of questions— i) structured/ close ended and ii) unstructured/ open ended, iii) Dichotomous, iv) Multiple Choice Questions.</p>
4	<p>Unit 1 - Introduction to Business Research Methods</p> <p>Meaning and objectives of research, when research is necessary and unnecessary, threats to marketing research.</p>	<p>Unit 3 - Primary and Secondary Data</p> <p>a) Observation- i) structured and unstructured, ii) disguised and undisguised, iii) mechanical observations (use of gadgets)</p> <p>b) Experimental i) Field ii) Laboratory.</p>	<p>Unit 4 - Data analysis, interpretation and report writing</p> <p>Processing of data— i) Editing- field and office editing, ii) coding— meaning and essentials, iii) tabulation – note</p>
5	<p>Unit 1 - Introduction to Business Research Methods</p> <p>Types of research— a) Pure, Basic and Fundamental b) Applied, c) Empirical d) Scientific &amp; Social e) Historical f) Exploratory g) Descriptive h) Causal.</p>		

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

Date: 20/Nov/2019

Sign.: Matta

Matta

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**TERMWISE TEACHING PLAN**

19-20-Nov./ D – TTP-SFC/BMS/FTGD/ 07.

Academic Year: 2019-20 Term: Sem. IV

Department: SFC-BMS

Class: SYBMS A

Subject: Change Management

Name of the Faculty: Gargi Dubey

Week	Topics to be covered				March
	November	December	January	February	
1	-----	Models of Change Management	Agent Styles, Areas of change Agent	OD interventions : T-group, job expectations, behavior modification, Managing roll stress	Knowledge Organization-Importance, Process
2	-----	Individual Change: Concept, need, importance Team Change: Concept, Need, importance	Resistance to change and sources Overcoming resistance to change	Systematic Approach to change and consultant relationship  Presentation	Case study on smart change leaders, Action research
3	-----	Team change: Limitations, Change Agents: types, roles and competencies ,	Six Box Model, Minimizing RTC OD interventions to overcome change	Learning Organization-concept, Process Presentation	-----
4	Introduction: levels, Importance, forces of change, Imperatives of change	-----	Internal Exam	Senge approach  Knowledge Organization-Concept, evolution	-----
5	Organizational Culture: Types,  Models: Kurt Levin's change model, action research, A.J.Leavitt's Model	-----	-----	-----	-----

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

Date: 20/11/19.

*M. Datta*

Sign. : *Gargi*

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19-20-Nov./ D – TTP-SFC/BMS/FTSJ/8

Academic Year: 2019-20 Term: Sem. IV

Department: SFC- BMS

Class: SYBMS B

Subject: Change Management

Name of the Faculty: Dr. Swapna Joshi

Week	Topics to be covered				
	November	December	January	February	March
1	-----	Models of Change Management	Agent Styles, Areas of change Agent	OD interventions : T-group, job expectations, behavior modification, Managing roll stress	Knowledge Organization-Importance, Process
2	-----	Individual Change: Concept, need, importance Team Change: Concept, Need, importance	Resistance to change and sources Overcoming resistance to change	Systematic Approach to change and consultant relationship  Presentation	Case study on smart change leaders, Action research
3	-----	Team change: Limitations, Change Agents: types, roles and competencies ,	Six Box Model, Minimizing RTC OD interventions to overcome change	Learning Organization-concept, Process Presentation	-----
4	Introduction: levels, Importance, forces of change, Imperatives of change	-----	Internal Exam	Senge approach  Knowledge Organization-Concept, evolution	-----
5	Organizational Culture: Types,  Models: Kurt Levin's change model, action research, A.J.Leavitt's Model	-----	-----	-----	-----

Remarks by H.O.D.: Syllabus as per autonomy.Date: 20/11/19Sign. : g. Joshi

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19-20-Nov./ D – TTP-SFC/BMS/FTGD/ 09 .

Academic Year: 2019-20 Term: Sem. IV

Department: SFC-BMS

Class: SYBMS C

Subject: Change Management

Name of the Faculty: Gargi Dubey

Week	Topics to be covered				
	November	December	January	February	March
1	-----	Models of Change Management	Agent Styles, Areas of change Agent	OD interventions : T-group, job expectations, behavior modification, Managing roll stress	Knowledge Organization-Importance, Process
2	-----	Individual Change: Concept, need, importance Team Change: Concept, Need, importance	Resistance to change and sources Overcoming resistance to change	Systematic Approach to change and consultant relationship  Presentation	Case study on smart change leaders, Action research
3	-----	Team change: Limitations, Change Agents: types, roles and competencies ,	Six Box Model, Minimizing RTC OD interventions to overcome change	Learning Organization-concept, Process Presentation	-----
4	Introduction: levels, Importance, forces of change, Imperatives of change	-----	Internal Exam	Senge approach  Knowledge Organization-Concept, evolution	-----
5	Organizational Culture: Types,  Models: Kurt Levin's change model, action research, A.J.Leavitt's Model	-----	-----	-----	-----

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Date: 20/11/19 \_\_\_\_\_

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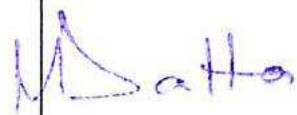
## TERMWISE TEACHING PLAN

19-20-Nov./ D – TTP-SFC/BMS/FTSD/10.

Academic Year: 2018-19 Term: Sem. IV  
Department: SFC Class: SYBMS A

Subject: Production and TQM

Name of the Faculty: Sheetal Desai

Week	Topics to be covered				
	November	December	January	February	March
1		<b>Unit II: Materials Management</b> Concept, objectives and importance of materials management, various types of material handling systems	<b>Unit III: Basics Of Productivity &amp; TQM:</b> Concepts of productivity, modes of calculating productivity. Importance Of Quality Management, factors affecting quality;	Sigma features, Enablers, goals, DMAIC/DMADV	Deming's Application Prize
2		<b>Inventory Management:</b> Importance–Inventory Control Techniques ABC, VED, FSN, GOLF, XYZ, SOS, HML	TQM– concept and importance, cost of quality, philosophies and approaches to quality: Edward Deming, J. Juran , Kaizen , P. Crosby's philosophy.	Taguchi's quality engineering	Revision
3		EOQ: Assumptions limitations & advantages of Economic Order Quantity, Simple numerical on EOQ , Lead Time, Reorder Level, Safety Stock.	<b>Product &amp; Service Quality Dimensions, SERVQUAL</b> Characteristics of quality, quality assurance. quality circle: objectives of Quality Circles, Ishikawa Fish Bone -	ISO 9000, ISO 1400, QS9000	 <b>MANAGEMENT REPRESENTATIVE</b> ISO 9001:2015 NAGINDAS KHANDWALA COLLEGE (AUTONOMOUS) MALAD (W), MUMBAI - 400 064

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			applications in organizations. Simple numerical on productivity.	
4	<b>Unit I: Production Management</b> Objectives, Components–Manufacturing systems: intermittent and continuous production systems.  Product development, classification and product design.	----- -----	<b>Unit IV: Quality Improvement Strategies &amp; Certifications:</b>  Lean Thinking, Kepner Tregor methodology of problem solving.	Malcolm Baldrige National Quality Award(MBNQA),  -----
5	Plant Location & Plant Layout– Objectives, principles of good product layout, types of layout.  Importance of purchase management.	----- -----	-----	-----

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

Date: 20/11/19

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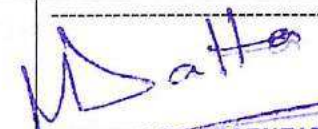
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**TERMWISE TEACHING PLAN**

19-20-Nov./ D – TTP-SFC/BMS/ f TSD/11

Academic Year: 2018-19 Term: Sem. IV  
Department: SFC Class: SYBMS B

Subject: Production and TQM

Name of the Faculty: Sheetal Desai

Week	Topics to be covered				
	November	December	January	February	March
1		<b>Unit II: Materials Management</b> Concept, objectives and importance of materials management, various types of material handling systems	<b>Unit III: Basics Of Productivity &amp; TQM:</b> Concepts of productivity, modes of calculating productivity. Importance Of Quality Management, factors affecting quality;	Sigma features, Enablers, goals, DMAIC/DMADV	Deming's Application Prize
2		<b>Inventory Management:</b> Importance–Inventory Control Techniques ABC, VED, FSN, GOLF, XYZ, SOS, HML	TQM– concept and importance, cost of quality, philosophies and approaches to quality: Edward Deming, J. Juran , Kaizen , P. Crosby's philosophy.	Taguchi's quality engineering	Revision
3		EOQ: Assumptions limitations & advantages of Economic Order Quantity, Simple numerical on EOQ , Lead Time, Reorder Level, Safety Stock.	<b>Product &amp; Service Quality Dimensions, SERVQUAL</b> Characteristics of quality, quality assurance, quality circle: objectives of Quality Circles, Ishikawa Fish Bone -	ISO 9000, ISO 1400, QS9000	 <b>MANAGEMENT REPRESENTATIVE</b> 19/09/2018 NAGINDAS KHANDWALA COLLEGE (AUTONOMOUS) MALAD (W), TELANGANA - 500 004

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4	<b>Unit 1: Production Management</b> Objectives, Components—Manufacturing systems: intermittent and continuous production systems.  Product development, classification and product design.		<b>Unit IV: Quality Improvement Strategies &amp; Certifications:</b>  Lean Thinking, Kepner Tregor methodology of problem solving.	Award(MBNQA),
5	Plant Location & Plant Layout— Objectives, principles of good product layout, types of layout.  Importance of purchase management.			

Remarks by H.O.D.: Syllabus as per autonomy.  
 Date: 26/11/19

Sign.: Sheetal

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			applications in organizations. Simple numerical on productivity.	
4	<b>Unit I: Production Management</b> Objectives, Components–Manufacturing systems: intermittent and continuous production systems.  Product development, classification and product design.	----- -----	<b>Unit IV: Quality Improvement Strategies &amp; Certifications:</b>  Lean Thinking, Kepner Tregor methodology of problem solving.	Malcolm Baldrige National Quality Award(MBNQA),
5	Plant Location & Plant Layout– Objectives, principles of good product layout, types of layout.  Importance of purchase management.	----- -----		

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### TERMWISE TEACHING PLAN

19-20-Nov./ D – TTP-SFC/BMS/ FTSD/12


Academic Year: 2018-19 Term: Sem. IV

Department: SFC

Class: SYBMS C

Subject: Production and TQM

Name of the Faculty: Sheetal Desai

Week	Topics to be covered				
	November	December	January	February	March
1		<b>Unit II: Materials Management</b> Concept, objectives and importance of materials management, various types of material handling systems	<b>Unit III: Basics Of Productivity &amp;TQM:</b> Concepts of productivity, modes of calculating productivity. Importance Of Quality Management, factors affecting quality;	Sigma features, Enablers, goals, DMAIC/DMADV	Deming's Application Prize
2		<b>Inventory Management:</b> Importance–Inventory Control Techniques ABC, VED, FSN, GOLF, XYZ, SOS, HML	TQM– concept and importance, cost of quality, philosophies and approaches to quality: Edward Deming, J. Juran , Kaizen , P. Crosby's philosophy.	Taguchi's quality engineering	Revision
3		EOQ: Assumptions limitations & advantages of Economic Order Quantity, Simple numerical on EOQ , Lead Time, Reorder Level, Safety Stock.	<b>Product &amp; Service Quality Dimensions, SERVQUAL</b> Characteristics of quality, quality assurance, quality circle: objectives of Quality Circles, Ishikawa Fish Bone -	ISO 9000, ISO 1400, QS9000	 <b>MANAGEMENT REPRESENTATIVE</b> ISO 9001 : 2015 NAGINDAS KHANDWALA COLLEGE (AUTONCMUS) MALAD (W), MUMBAI - 400 084


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			applications in organizations.	
			Simple numerical on productivity.	
4	<b>Unit I: Production Management</b> Objectives, Components–Manufacturing systems: intermittent and continuous production systems.  Product development, classification and product design.	----- -----	<b>Unit IV:Quality Improvement Strategies &amp; Certifications:</b>  Lean Thinking, Kepner Tregor methodology of problem solving.	Malcolm Baldrige National Quality Award(MBNQA),  -----
5	Plant Location & Plant Layout– Objectives, principles of good product layout, types of layout.  Importance of purchase management.	----- -----	-----	-----

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

Date: 20/11/19

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19-20-Nov./ D – TTP-SFC/BMS/FTQRI/13.

Academic Year: 2019-20 Term: Sem. IV  
Department: SFC Class: SYBMS A

Subject: Strategic Cost Management

Name of the Faculty: Prof. R.N.Iyer

Week	Topics to be covered				March
	November	December	January	February	
1	-----	Business process re-engineering	Kaizen costing , Back Flush costing	Strategic Cost Management performance assessment – cost audit and management audit under Companies Act	Overhead , sales and profit costing
2	-----	TQM, Energy Audit, product life cycle	Return on cash system, Transfer pricing	Strategic Cost Benefit Analysis of different business restructuring propositions	Responsibility Accounting- types , evaluation of profit center and investment center.
3	-----	Unit 2: Activity Based Costing Budgeting , Activity based costing(ABC ), Life cycle concept	Marginal costing and marginal decision mix.	Six Sigma, Learning Curve , Praise analysis and Simulation	-----
4	Unit 1: Strategic Cost Management: Concept, objectives, SCM environmental influences on cost management.			Variance Analysis and Responsibility Accounting – Standard costing – Material and Labour costing	-----
5	Value analysis, Value engineering, Wastage control, disposal management	-----	-----	-----	-----

Remarks by H.O.D.: Syllabus as per autonomy.  
Date: 20/11/19

Sign. : M Datta

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### TERMWISE TEACHING PLAN

19-20-Nov./ D – TTP-SFC/BMS/FTSL/14.

Academic Year: 2019-20 Term: Sem. V  
Department: SFC - BMS Class: SYBMS- A

Subject: Corporate Restructuring

Name of the Faculty: Shezad Lalani

Week	Topics to be covered				
	November	December	January	February	March
1	----- -----	Internal Reconstruction	Amalgamation	Takeover ,Strategic Alliance ,Joint Venture, Acquisition, Franchising	Flipped Class- Internal Reconstruction, Amalgamation
2	----- -----	Internal Reconstruction	Amalgamation	<b>UNIT 4</b> Impact of reorganization on Company, Change of Name, Logo, Employee compensation, ISO	Flipped Class- Theory
3	----- -----	<b>UNIT 3</b> Amalgamation	Amalgamation	Case studies -Demerger, acquisition ,Slump sale	-----
4	<b>UNIT 2</b> Internal Reconstruction	----- -----	<b>UNIT 1</b> Meaning ,Scope of Restructuring ,Merger, Demerger, Slump sale	Case studies -overseas acquisition ,Merger	 <b>MANAGEMENT REPRESENTATIVE</b> ISO 9001 : 2015 NAGINDAS KHANDWALA COLLEGE (AUTONOMOUS) MALAD (W), MUMBAI - 400 064
5	Internal reconstruction	----- -----	-----	-----	----- 

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

Date: 20/11/19

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19-20-Nov/ D – TTP- SFC/BMS/FTMTM/15,16.

Academic Year: 2019-20


Term: Sem. IV

Department: SFC-BMS

Class: SYBMS B/C

Subject: Integrated Marketing Communication

Name of the Faculty: Ms. Meha Mandawewala

Week	Topics to be covered				
	November	December	January	February	March
1	-----	Communication Process, Traditional and alternative response hierarchy	Sales Promotion: Scope, role, reasons for growth, advantages, disadvantages, types, objectives, strategies, campaign and evaluation.	Personal selling: features, role, advantages, disadvantages, process and importance	Ethics and marketing communication, stereotyping, targeting vulnerable customer, offensive brand message, legal issue, commercial free speech, misleading claims, puffery, fraud, questionable B2B practices.
2	-----	Establishing objectives and budgeting, sale vs communication objectives, DAGMAR, Problems in setting objectives, Setting objectives for IMC Program	<b>Unit 3:</b> Direct marketing: role objectives, components, tools and alternative media evaluation	<b>Unit 4:</b> Evaluation process, message, advertising, copy testing, emotional reaction, cognitive neuro science, online evaluation and behavioral evaluation	Current trends in IMC, Internet, advertising through internet, PR through internet, sales promotion through internet, direct marketing on internet
3	Introduction and syllabus <b>Unit 1:</b> Meaning, Features, Evolution, Growth of IMC	<b>Unit 2:</b> Advertising: Features, roles, advantages, disadvantages, types and types of media	Public relations and Publicity: introduction, role, advantages, disadvantages, types, tools	Sales and response rate, POPAI, toll numbers, QR Codes, Facebook likes, response cards, internet response, redemption rate	----- 

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4	Promotional Tools, IMC process planning, Role of IMC in marketing	-----	Managing (planning, implementation, evaluation, research), publicity, sponsorship (definition, event sponsorship, cause sponsorship, essentials of good sponsorship)	Test market, competitive responses, scanner data, purchase simulation test	-----
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Remarks by H.O.D.: Syllabus as per autonomy.

Sign. : 26/11/19

Date : Malad

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19-20-Nov./ D – TTP-SFC/BMS/PT PP/17

Academic Year: 2019-20  
Department: SFC- BMS

Term: Sem. VI  
Class: SYBMS B

Subject: Event Marketing

Name of the Faculty: Ms. Parina

Week	Topics to be covered				March
	November	December	January	February	
1		Event creativity , key elements of events , event infrastructure , customer groups clients, event organizer	Unit 3: Risk rating, setting pricing objectives, local legislations and tax laws, feedback, skills and Negotiations	Identifying potential sponsors, impact measurement	Safety and security of events , Event crises management
2		Unit 2: Segmenting, Targeting of events and concept of Product in Event : Market in event, Segmenting, Targeting of market, event positioning	Networking components – print media, radio, television, internet , outdoor media	Practical sponsor incentivization and in kind sponsorship	Growth of event industry in India, career in event marketing
3		Categories of event and event variations – Time based framed, artist based and client industry based	Sales promotion, public relations merchandising and in-venue publicity	Unit 4: Trends and Challenges in Event Marketing: E – event marketing, virtual event societal event marketing	
4	Unit 1: Definition, meaning of event marketing , 5C's of event conceptualization , costing , canvassing , customization , carrying out , event designing		Event sponsorship , communication context , synergy between sponsor and event	Green event , cause related event marketing , sports event marketing	
5	Event as a marketing communication tool, brand Building , focus on target market, implementation of marketing plan				

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

Date: 20/11/19

Issued by MR: Dr. Moushumi Datta

Sign: P.S. Pareek

M. Datta



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19-20-Nov./ D – TTP-SFC/BMS/PTPP /18.

Academic Year: 2019-20  
Department: SFC- BMS

Term: Sem. VI  
Class: SYBMS C

Subject: Event Marketing

Name of the Faculty: Ms. Parina

Week	Topics to be covered				March
	November	December	January	February	
1	-----	Event creativity , key elements of events , event infrastructure , customer groups clients, event organizer	Unit 3: Risk rating, setting pricing objectives, local legislations and tax laws, feedback, skills and Negotiations	Identifying potential sponsors, impact measurement	Safety and security of events , Event crises management
2	-----	Unit 2: Segmenting, Targeting of events and concept of Product in Event : Market in event, Segmenting, Targeting of market, event positioning	Networking components – print media, radio, television, internet , outdoor media	<b>Practical sponsor incentivization and in kind sponsorship</b>	Growth of event industry in India, career in event marketing
3	-----	Categories of event and event variations – Time based framed, artist based and client industry based	<b>Sales promotion, public relations merchandising and in-venue publicity</b>	Unit 4: Trends and Challenges in Event Marketing: E – event marketing, virtual event societal event marketing	-----
4	Unit 1: Definition, meaning of event marketing , 5C's of event conceptualization , costing , canvassing , customization , carrying out , event designing	-----	Event sponsorship , communication context , synergy between sponsor and event	Green event , cause related event marketing , sports event marketing	-----
5	Event as a marketing communication tool, brand Building , focus on target market, implementation of marketing plan	-----	-----	-----	-----

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

Date: 20/11/19 \_\_\_\_\_

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*P.S. Paretta*  
*M. Datta*

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19-20-Nov./ D – TTP-SFC/BMS/PTTS/19

Academic Year: 2019-20 Term: Sem. IV

Department: SFC

Class: SYBMS-A

Subject: Information Technology in Management II

Name of the Faculty: Dr. Trupti Shah

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

Issued by MR: Dr. Moushumi Datta

4	Introduction- Meaning of MIS- Definition-Characteristics of MIS.		Importance of Data warehouse- Data Independence- Functions- Data warehouse architecture	Process of BPO- BPO to KPO- KPO opportunity- scope-	
5	Reasons for failure of MIS- Marketing and sales systems- Finance and accounting system.				

Remarks by H.O.D.: Syllabus as per autonomy.  
Date: 21/11/2019

Sign. : Trupti Shah

*Trupti S.*

*M Datta*

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19-20-Nov./ D – TTP-SFC/BMS/PT TS/20.


Academic Year: 2019-20 Term: Sem. IV

Department: SFC

Class: SYBMS-B

Subject: Information Technology in Management II

Name of the Faculty: Dr. Trupti Shah

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

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4	Introduction- Meaning of MIS- Definition-Characteristics of MIS.		Importance of Data warehouse- Data Independence- Functions- Data warehouse architecture	Process of BPO- BPO to KPO- KPO opportunity- scope-	
5	Reasons for failure of MIS- Marketing and sales systems- Finance and accounting system.				

Remarks by H.O.D.: Syllabus as per autonomy.  
Date: 21/11/2019

Sign. : Trupti Shah

*Trupti S*

*M Datta*

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19-20-Nov./ D – TTP-SFC/BMS/PT TS | 21

Academic Year: 2019-20 Term: Sem. IV

Department: SFC

Class: SYBMS-C

Subject: Information Technology in Management II

Name of the Faculty: Dr. Trupti Shah

Week	Topics to be covered				
	November	December	January	February	March
1	-----	Need for DBMS- Concepts- tables- integrity constraints-1 to 1 relationship- 1 to many relationship-Schema architecture - HR system-Inventory system- subsystem- DSS Definition	Concepts of e-CRM-. E-CRM solutions- advantages-how technology helps? CRM capabilities- customer life cycle.	Data mining- Business applications of data warehousing and data mining	KPO challenges-Cloud computing
2	-----	Characteristics – Classification- Objectives- Components- Applications of DSS.- DSS- Components of ERP- Architecture-Generic modules of ERP.-	Privacy issues and CRM. Data Mining- Concept of E-SCM	Introduction to Outsourcing- meaning- need for outsourcing- scope-	KPO con. Traditional Vs Cloud Computing- Doubt solving
3	-----	ERP implementation concepts- ERP lifecycle-Features of Commercial ERP software. study of SAP-Oracle apps	E-SCM components- Major trends in E-SCM- Case studies-	IT and Business process- BPO- introduction- BPO service scope- Benefits0 BPO and IT services	----- <i>M Datta</i>

Issued by MR: Dr. Moushumi Datta

4	Introduction- Meaning of MIS- Definition-Characteristics of MIS.		Importance of Data warehouse- Data Independence- Functions- Data warehouse architecture	Process of BPO- BPO to KPO- KPO opportunity- scope-	
5	Reasons for failure of MIS- Marketing and sales systems- Finance and accounting system.				

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Date: 21/12/2019

Sign. : Trupti Shah

Trupti S.

M Datta

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### TERMWISE TEACHING PLAN

19-20-Nov./ D – TTP-SFC/BMS/PTSM/01

Academic Year: 2019-20 Term: Sem. VI

Department: SFC

Class: TYBMS - A

Subject: Operation Research


Name of the Faculty: Prof. Sunny Mondal

#### Topics to be covered

Week	November	December	January	February	March
1	-----	Transportation Problems – Maximization & Minimization	Project Crashing – Normal Time, Crash Time, Process Numerical	Theory of Games – Introduction, Theory, Maximin, and Maximax, Numerical, Saddle, Payoff Point	Linear Programming – Simplex Method, Two or Three Decision Constraints, Concepts – Slack variable, Surplus Variable
2	-	Transportation Problems – North West Corner Rule & Least Cost Method & MODI method	PERT – Difference between CPM & PERT, Mean, Variance, Standard Deviation	Linear Programming – Introduction, Application, Components, Requirements, Assumptions	Linear Programming – Capacity of Resources, Degeneracy, Profit Mix, Product Mix
3	-----	Critical Path Method – Forward Pass Back Ward pass, Dummy Activity	PERT – Prob Z Formula, Standard Normal Probability, RORO / LASH	Linear Programming – Maximization & Minimization, Two Decision Variables	-----
4	Assignment Problem – Hungarian Method, Maximization & Minimization, Balanced & Unbalanced Problems.	-----	Job Sequencing Problem – Processing Maximum Jobs through TWO Machines and THREE Machines	Linear Programming – Graphical method, Feasible Region Solution, Unbounded Solution	-----
5	Assignment Problems – Prohibited problems and Multiple Optimal Solutions, Sales Maximization	-	-----	-----	-----

  
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Date: 26/11/2019

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### TERMWISE TEACHING PLAN

19-20-Nov./ D – TTP-SFC/BMS/PTSM/02

Academic Year: 2019-20 Term: Sem. VI

Department: SFC

Class: TYBMS - B

Subject: Operation Research

Name of the Faculty: Prof. Sunny Mondal

Week	Topics to be covered				
	November	December	January	February	March
1	-----	Transportation Problems – Maximization & Minimization	Project Crashing – Normal Time, Crash Time, Process Numerical	Theory of Games – Introduction, Theory, Maximin, and Maximax, Numerical, Saddle, Payoff Point	Linear Programming – Simplex Method, Two or Three Decision Constraints, Concepts – Slack variable, Surplus Variable
2	-	Transportation Problems – North West Corner Rule & Least Cost Method & MODI method	PERT – Difference between CPM & PERT, Mean, Variance, Standard Deviation	Linear Programming – Introduction, Application, Components, Requirements, Assumptions	Linear Programming – Capacity of Resources, Degeneracy, Profit Mix, Product Mix
3	-----	Critical Path Method – Forward Pass Back Ward pass, Dummy Activity	PERT – Prob Z Formula, Standard Normal Probability, RORO / LASH	Linear Programming – Maximization & Minimization, Two Decision Variables	-----
4	Assignment Problem – Hungarian Method, Maximization & Minimization, Balanced & Unbalanced Problems.	-----	Job Sequencing Problem – Processing Maximum Jobs through TWO Machines and THREE Machines	Linear Programming – Graphical method, Feasible Region Solution, Unbounded Solution	----- <i>M Datta</i>
5	Assignment Problems – Prohibited problems and Multiple Optimal Solutions, Sales Maximization	-	-----	-----	-----

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

Sign.: *Sunny Mondal*

Date: *26/11/2019*

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19-20-Nov. /D – TTP-SFC/BMS/FTKS/03

Academic Year: 2019-20

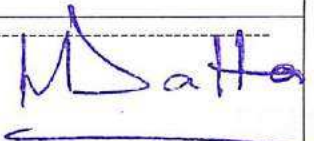
Term: Sem. VI

Department: SFC

Class: TYBMS

Subject: International Finance

Name of the Faculty: Dr. Kavita Shah.

Week	Topics to be covered				
	November	December	January	February	March
1	-----	Indian heritage in business, management, production and consumption	<b>Unit II – a) An Introduction to Exchange Rate</b> Exchange rate quotations Factors affecting exchange rate	International equity markets	International project appraisal
2	-----	<b>c) International Monetary systems</b> Evolution, Gold standard system, Bretton Woods system	<b>b) Introduction to Foreign exchange market</b> Calculation of forward rate	International Foreign exchange markets	Revision
3	-----	Fixed ERS, Flexible ERS-1973 to present. Currents exchange rate arrangements, European Monetary System.	Calculation of swap points Annualised forward margin Interest rate parity Derivatives	International Capital Budgeting	-----
4	<b>Unit I – a) Introduction</b> Meaning, Importance, Scope, goals and challenges of IF. Globalization of the world economy	-----	<b>Unit III World financial markets</b> Euro currency bond market	<b>Unit IV Foreign Exchange Risk, Appraisal and tax management</b> International tax environment	 <b>MANAGEMENT REPRESENTATIVE</b> ISO 9001: 2015 NAGINDAS KHANDWALA COLLEGE (AUTONOMOUS) MALAD (W), MUMBAI - 400 084
5	<b>b) Balance of Payments</b> Components, Accounting Principles in BOP.	-----	-----	-----	-----

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Date:

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*Kavita*  
*26/11/19*



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### TERMWISE TEACHING PLAN

19-20-June/ D – TTP-SFC/BMS/ *PALLAV 04*

Academic Year: 2019-20

Term: Sem. VI

Department: SFC-BMS

Class: TYBMS

Subject: Innovative Financial Services

Name of the faculty: CA Pallav Shah

Week	Topics to be covered				
	November	December	January	February	March
1	----- -----	Bill Discounting- Introductions, Bill Market Schemes,	Securitization - Definition, Securitization v/s Factoring, Features of Securitization	Guidelines for Asset Liability Management System in HFC, Fair Trade Practice Code for HFC's, Housing Finance Agencies	Smart Cards- Features, Types, Security Features and Financial Applications c) <b>Credit Rating</b>
2	----- -----	Issue Management and Intermediaries - Introduction, Merchant Bankers/ Lead Managers, Underwriters, Bankers to an Issue, Brokers to an Issue	New Guidelines on Securitization	Venture Capital: Introduction, Features of Venture Capital, Types of Venture Capital Financing Stages	Meaning, Origin, Features, Advantages of Rating, Regulatory Framework, Credit Rating Agencies, Credit Rating Process, Credit Rating Symbols. Credit Rating Agencies in India, Limitations of Rating
3	----- -----	Stock Broking - Introduction, Stock Brokers/ Sub Brokers, Foreign Brokers, Trading and Clearing/Self Clearing Members, stock Trading, Derivative Trading	Lease and Hire-Purchase - Meaning, Types of Lease, Advantages & Disadvantages	Consumer Finance - Types of Products, Consumer Finance Practice in India, Mechanics of Consumer Finance	-----
4	Introduction to Traditional Financial Services- Concepts, Functions etc.	----- -----	Housing Finance - Introduction, Housing Finance Industry, Housing Finance Policy Aspect, Sources of Funds	Plastic Money - Growth of Plastic Money Services in India, Types of Plastic Cards- Credit/Debit/Smart /Add-on Cards	<i>M. Datta</i> <b>MANAGEMENT REPRESENTATIVE</b>
5	Factoring and Forfaiting- Introductions, Types, advantages & Disadvantages	----- -----	-----	-----	----- ISO 9001:2015 NAGINDAS KHANDWALA COLLEGE (AUTONOMOUS) MALAD (W), MUMBAI - 400 064

Remarks by H.O.D.:

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Date: 26/11/2019

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19-20-Nov. / D – TTP-SFC/BMS/FTHT/05

Academic Year: 2019-20 Term: Sem. VI

Department: SFC Class: TYBMS- A Subject: Indirect Taxes

Name of the Faculty: Asst. Prof CA Hardik Thakkar

Week	Topics to be covered				
	November	December	January	February	March
1	-----	<b>Unit 2- Concept of supply</b> Meaning of supply	<b>Unit 3- Registration and computation of GST</b> Introduction, Person liable for registration.	<b>Unit 3- Registration and computation of GST</b> Computation of GST under interstate and intra state supplies	Types of returns and provision relating to filing of returns.
2	-----	Meaning of supply and Place of supply	Procedure for registration, Deemed registration	Computation of GST under interstate and intra state supplies	Types of returns and provision relating to filing of returns.
3	-----	Time of supply <i>Issue of invoice under supply, continuous supply of goods and services</i>	<i>Special provision, cancellation and revocation of registration.</i>	<b>Unit 4- Filing of Returns</b> Documentation- Tax invoices, credit and debit notes,	Revision with Relevant Case studies.
4	<b>Unit 1 Introduction</b> Basics of taxation, introduction of GST	Value of supply Determination of value of supply, Input tax credit, capital goods	Computation of GST under interstate and intra state supplies	Documentation- Tax invoices, credit and debit notes, E-way bills	-----
5	Important definitions- E.g.- Goods, Services, Manufacture, consideration, money etc	-----	-----	-----	-----

Remarks by H.O.D.:

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19-20-June/ D – TTP-SFC/BMS/PTDS [PARSHAN]/06

Academic Year: 2019-20

Term: Sem. VI

Department: SFC

Class: TYBMS  $\bar{A}$  Subject: PROJECT MANAGEMENT

Name of the faculty: Darshan Shah

Week	November	December	January	February	March
1	=====	Introduction to project Management (Theory)	<b>Unit II</b> Project Feasibility Analysis (Theory)	Fund Estimation in project (Theory + Sums)	<b>Unit IV</b> Modern Development in Pm. (Theory)
2	=====	Organizational Structure (Theory)	Market Analysis (Theory) Technical Analysis (Theory)	Risk Management in project (Theory + Sums)	Project Monitoring and Controlling (Theory) Project Termination (Theory)
3	=====	Project Manager (Theory) Project Planning (Theory)	Operational Analysis (Theory + Practical)	Cost Benefit Analysis (Theory + Sums)	=====
4	<b>Unit I</b> Project Selection (Theory + Sums)	=====	<b>Unit III</b> Fund Estimation in project (Theory + Sums)	Cost Benefit Analysis (Theory + Sums)	=====
5	Project Selection (Theory + Sums)	=====	=====	=====	=====

Remarks by H.O.D.:

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*D.M. Shah*

Date:

*26/11/2019*

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19-20-Nov/ D – TTP-SFC/BMS/FTMM/07

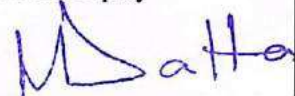
Academic Year: 2019-20

Term: Sem. VI

Department: BMS Class: TYBMS

Subject: Brand Management

Name of the Faculty: Dr. Mona Mehta

Week	Topics to be covered				
	November	December	January	February	March
1		<b>Unit I- Introduction to Brand Management</b>  Customer Based Brand Equity model (CBBE), Sources of Brand Equity, Steps of Brand Building including Brand Building Blocks.	<b>Unit II - Planning and Implementing Brand Marketing Programs:</b>  Personalising Marketing: Experiential Marketing, One to One Marketing, Permission Marketing.	<b>Unit III - Measuring and Interpreting Brand Performance</b>  Quantitative Research Techniques: Brand Awareness: Recognition, Recall, Brand Image, Brand Responses c) Young and Rubicam's Brand Asset Valuator.	<b>Unit IV -Growing and Sustaining Brand Equity</b>  Cause Marketing to Build Brand Equity: Meaning of Cause Marketing, Advantages, Green Marketing b) Brand Extensions: • Meaning, Advantages, Disadvantages, Brand Extension and Brand Equity.
2		<b>Unit I- Introduction to Brand Management</b>  Brand Positioning: Meaning, Importance, Basis	<b>Unit II - Planning and Implementing Brand Marketing Programs:</b>  Product Strategy: Perceived Quality and Relationship Marketing Pricing Strategy: Setting Prices to Build Brand Equity, Channel Strategy: Direct, Indirect Channels.	<b>Unit III - Measuring and Interpreting Brand Performance</b>  d) Measuring Outcomes of Brand Equity • Comparative Methods: Brand based Comparative Approaches, Marketing Based Comparative Approaches, Conjoint Analysis.	<b>Unit IV -Growing and Sustaining Brand Equity</b>  c) Managing Brands over Time: • Reinforcing Brands, Revitalising Brands d) Building Global Customer Based Brand Equity  

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3		<p><b>Unit II - Planning and Implementing Brand Marketing Programs:</b></p> <p>Brand Elements: Meaning, Criteria for choosing Brand Elements, Types of Brand Elements, Integrating Marketing Programs and Activities.</p>	<p><b>Unit II - Planning and Implementing Brand Marketing Programs:</b></p> <p>Promotion Strategy: Developing Integrated Marketing Communication Programs Leveraging Secondary Brand Associations to Build Brand Equity: Companies, Countries, Channel of Distribution, Co-branding, Characters, Events.</p>	<p><b>Unit III - Measuring and Interpreting Brand Performance</b></p> <ul style="list-style-type: none"> <li>• Holistic Methods: Residual Approaches, Valuation Approaches: Historical Perspectives and Interbrand's Brand Valuation Methodology.</li> </ul>	
4	<p><b>Unit I- Introduction to Brand Management</b></p> <p>Meaning of Brand, Branding, Brand Management, Importance of Branding to Consumers.</p>	-----	<p><b>Unit III - Measuring and Interpreting Brand Performance</b></p> <p>a) The Brand Value Chain b) Measuring Sources of Brand Equity:</p> <ul style="list-style-type: none"> <li>• Qualitative Research Techniques: Projective Techniques: Completion, Comparison, Brand Personality and Values: The Big Five, Free Association.</li> </ul>	<p><b>Unit IV -Growing and Sustaining Brand Equity</b></p> <p>a) Designing &amp; Implementing Branding Strategies:</p> <ul style="list-style-type: none"> <li>• Brand Architecture: Meaning of Brand Architecture, The Brand-Product Matrix, Breadth of a Branding Strategy, Depth of a Branding Strategy</li> <li>• Brand Hierarchy: Meaning of Brand Hierarchy, Building Equity at Different Hierarchy Levels.</li> </ul>	-
5	<p><b>Unit I- Introduction to Brand Management</b></p> <p>Firms, Brands v/s Products, Scope of Branding, Branding Challenges and Opportunities, Strategic Brand Management Process.</p>	-----	-----	-----	-----

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

Date: 20/Nov/2019

Issued by MR: Dr. Moushumi Datta

Sign.: Matta

Matta

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## TERMWISE TEACHING PLAN

19-20-Nov./ D – TTP-SFC/BMS/FTGD/08

Academic Year: 2019-20 Term: Sem. VI

Department: SFC

Class: TYBMS B

Subject: Retail Management

Name of the Faculty: Gargi Dubey

Week	Topics to be covered				
	November	December	January	February	March
1	-----	E-tailing: Meaning, advantages and limitations IT in retail: importance, advantages, applications, RFID tags, FDI in retailing	CRM in retail: Meaning, objectives, approaches Retail Strategy: Meaning, retail Value chain	Concept of Lifestyle Merchandising: Private Label: Meaning, need and importance, Private labels in India Retail Pricing: Pricing strategies	Mall Management: Meaning and components: Positioning, zoning, promotion Presentation
2	-----	Franchising: Meaning, types, franchising in India Airport Retailing	Store Location selection: Meaning, types, factors HRM in retail : Organization structure, retail chain/department store	<b>Module IV</b> Managing and sustaining Retail Retail Store Operations: Meaning, responsibilities of store manager	Legal and Ethical Aspects of Retailing: Licenses/Permissions , ethical issues in retailing, career options in retailing
3	-----	<b>Module II</b> Retail Consumer: Meaning, Factors, Market research as a tool for understanding retail Markets	<b>Module III</b> Merchandise Management: Concept, types, Merchandise Planning- Meaning, process Merchandise category	Store Design Layout: Meaning, objectives, Grid racetrack, Free form signage: Meaning, significance	-----
4	<b>Module I</b> Retail Management: Introduction, Factors of retail management, Scope of retail management	-----	Buying function: Meaning, cycle, Factors, types of organization Rubicam's Brand Asset Valuator-Independent store, retail chain, non-store retailer	Visual Merchandising Meaning, significance, tools Planogram display	-----

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5 Retail formats: Organized retailing, factors,  
Multichannel retailing-Meaning, types

Remarks by H.O.D.: Sw/llabus as per autonomy.

Date: 26/11/2019

Sign: 



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### TERMWISE TEACHING PLAN

19-20-Nov./ D – TTP-SFC/BMS/PT/SK/09

SARVESH.

Academic Year: 2019-20 Term: Sem. VI

Department: SFC-BMS

Class: TYBMS-B

Subject: Sports Marketing

Name of the Faculty: Sarvesh Kedia

Week	Topics to be covered				
	November	December	January	February	March
1		Role of research in sports marketing, types of primary market research, common problems in sports marketing research	Ethical issues, Sponsorship strategies.	The facility: marketing channels, the product-place matrix.	Commonwealth Games, ICC Cricket World Cup, Indian Premier League.
2		<b>Product, Pricing Strategies &amp; Sponsorship:</b> The sports products: Core & extensions, key issues in sports products strategy, Brand Equity	<b>Promotion &amp; Distribution Strategies in Sports Marketing:</b>  Promotional strategies: Promotional concepts & practice, components of promotion mix for sports marketing.	<b>Legal Aspects &amp; Marketing of major Sport Events:</b> Cross impact among the 5Ps of sports marketing mix. Case studies	FIFA Football World Cup, Wimbledon tennis tournament.
3		Sales Approach, Pricing Strategy, Sponsorship	Sales promotion, sponsorship, public relation, digital marketing & advertising	Legal aspects of sports marketing: Endorsement agreement, Player agreement.	
4	<b>Sports Marketing: Introduction, Environment &amp; Research:</b>		Media options in sports marketing, Distribution	Franchise agreement & Sponsorship agreement.	

Issued by MR: Dr. Moushumi Datta

	Introduction, Definition, Characteristics, Distinctive Features.		strategies: Placing core products & their extensions	Marketing of major sport events: Olympic Games	
5	Marketing Myopia, Implementation of sports marketing programme, decision making for sports involvement,	-----	-----	-----	-----

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

Sign. : \_\_\_\_\_

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Date: \_\_\_\_\_

26/11/2019

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19-20-Nov./ D – TTP-SFC/BMS/FT/NDS/ <sup>10</sup>

Academic Year: 2019-20 Term: Sem. VI

Department: SFC-BMS

Class: TYBMS-B

Subject: Media Planning and Management

Name of the Faculty: Ninoshka D' Silva

Week	Topics to be covered				
	November	December	January	February	March
1	-----	<b>Module 2- Media Mix and Media Strategy</b> <b>a) Media Mix:</b> <ul style="list-style-type: none"> <li>• Meaning, Need for Media Mix, Identifying Audience for Mass Media, Factors Affecting Media Mix Decision, Types of Media Mix Decisions: Broad Media Classes, Media Vehicles, Media Units, Deciding Ideal Media Mix</li> </ul>	<b>Module 3- Media Budgeting, Buying &amp; Scheduling</b>  <b>a) Media Budget</b> <ul style="list-style-type: none"> <li>• Meaning</li> <li>• Factors to be considered while Framing a Budget: Advertising Task, Competitive Framework, Market Dominance, Market Coverage, Media Cost, Market Task, Pricing, Frequency of Purchase Importance of Media Budget.</li> </ul>	<b>c) Media Scheduling</b> <ul style="list-style-type: none"> <li>• Meaning, Importance</li> <li>• Factors Affecting Scheduling: Sales Pattern, Purchase Cycle, Product Availability, Competitive Activity, Marketing Task, Budget Constraints, Target Group.</li> <li>• Scheduling Patterns – Continuity, Flighting, Pulsing</li> <li>• Scheduling Strategies for Creating Impact: Road Block, Day or Day part</li> <li>• Emphasis, Multiple Spotting, Teasers</li> </ul>	<b>Evaluating Print Media Buying:</b> <ul style="list-style-type: none"> <li>Discount on Rate Card, Negotiated Rate, Cost Per Thousand (CPT), Market Share Incentives, Readership v/s Circulation Track, Growth Incentives, Combination Rate Incentives, Full Page Discounts and Size Upgrades, Discount for Colour Ads, Date Flexibility Incentives,</li> </ul>

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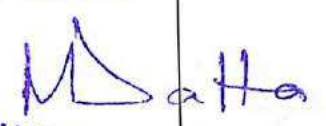
				Positioning, Innovations. • <b>Evaluating Other Media Buys:</b> Radio Buys, Outdoor Buys, Cinema Buys, Internet Buys, and Mobile Buys	
2	-----	<p>b) Media Choices:</p> <ul style="list-style-type: none"> <li>• <b>Print Meaning-</b> Factors Affecting Selection of Print Media Decisions, Types of Print Media, Advantages and Limitations</li> <li>• <b>Television-</b> Meaning, Factors Affecting Selection of Television Media Decisions, Advantages and Limitations</li> <li>• <b>Radio-</b> Meaning, Factors Affecting Selection of Radio Media Decision, Advantages and Limitations</li> <li>• <b>Out of Home (OOH)-</b> Meaning, Types of OOH, Factors Affecting OOH Planning Decision, Advantages and Limitations</li> </ul>	<p>Methods of Setting Media Budget - Status Quo, Inflation Adjusted, Advertising</p> <p>Sales, Case Rate &amp; Advertising Margin Method, Share of Market, Yardstick Method, Effective Frequency &amp; Reach Method &amp; Margin Analysis ROI Based Approach, Experimental Approach, Break Even Planning.</p>	<p><b>Module 4- Developments in International Marketing</b></p> <p><b>a) Media Measurement:</b></p> <ul style="list-style-type: none"> <li>• <b>Basic Metrics:</b> Reach, Cumulative/Frequency Reach, Discrete &amp; Cumulative distribution, Average Opportunity to See (AOTS), Effective frequency/Reach</li> <li>• <b>Television Metrics:</b> Dairy v/s Peoplemeter, TRP/TVR, Program Reach &amp; Time Spent, Stickiness Index, Ad Viewership</li> </ul>	<b>REVISION</b>
3	-----	<p><b>c) Emerging Media:</b></p> <ul style="list-style-type: none"> <li>• Online, Mobile, Gaming, In flight, In Store, Interactive Media</li> </ul> <p><b>d) Media Strategy:</b></p> <ul style="list-style-type: none"> <li>• Meaning, Need for Media Strategy, Situation Analysis for Media Strategy and its Components</li> <li>• Steps in Formulating Media Strategies: Defining the Target Group, Market Prioritization,</li> </ul>	<p><b>b) Media Buying:</b></p> <ul style="list-style-type: none"> <li>• Meaning, Role of Media Buyer, Objectives of Media Buying,</li> <li>• Buying Process: Buying Brief, Environmental Analysis, Science and Art of Buying, Benchmarking Buying Plan Presentation Deal Management and Post Buy</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Radio Metrics:</b> Arbitron Radio Rating</li> <li>• <b>Print Metrics:</b> Circulation, Average Issue Readership (AIR), Total or Claimed Reader, Sole or Solus reader.</li> <li>• <b>OOH Metrics:</b> Traffic Audit Bureau (TAB)</li> </ul>	-----

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Media Weights, Media Mix,  
Media Scheduling.

4 <b>Module 1- Overview of Media and Media Planning</b> <b>a) Overview of Media and Media Planning:</b> <ul style="list-style-type: none"><li>• Meaning of Media &amp; Features of Media, Meaning of Media Planning, Scope of Media planning, Media Planning Elements, Role of Media in Business, Media Planning Process, Impact of Marketing Objectives on Media Planning, Factors Influencing Media Planning Decisions, Role and Importance of Media in Consumer Buying Decision, Role of Media Planner, Challenges of Media Planning, Organization Structure of Media Company, Regulatory Framework and Legal Aspects in Media Planning</li></ul>		Buying brief: Concept & Elements of Buying Brief, Art of Media Buying –  Negotiation in Media Buying, Plan Presentation and Client Feedback <ul style="list-style-type: none"><li>• Criteria in Media Buying</li></ul>	<b>b) Benchmarking Metrics:</b> <ul style="list-style-type: none"><li>• Share, Profile, and Selectivity Index</li></ul> <b>c) Plan Metrics:</b> <ul style="list-style-type: none"><li>• Gross Rating Points (GRP), Gross Impressions (GI), Share of Voice (SOV).</li></ul> <b>d) Evaluating Media Buys</b> <ul style="list-style-type: none"><li>• <b>Evaluating Television Media Buying:</b> Dysfunctional Card Rate, Secondary and Effective Rate, Deal Composition, Cost Per Rating Point(CPRP), Reach Delivered by the Buy, Visibility Spots, Bonus Percentage, Upgrades and Spot Fixing, Sponsorships</li></ul>
5 <b>b) Media Research:</b> <ul style="list-style-type: none"><li>• Meaning, Role and Importance</li><li>• Sources of Media Research : Audit Bureau of Circulation, Press Audits, National Readership Survey/IRS, Businessmen's Readership Survey, TRP, National Television Study, ADMAR Satellite Cable Network Study, Reach and Coverage Study, CIB Listenership Survey</li></ul>			 <b>MANAGEMENT REPRESENTATIVE</b> ISO 9001 : 2015 NAGINDAS KHANDWALA COLLEGE (AUTONOMOUS) MALAD (W), MUMBAI - 400 084

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

Sign. : 

Date: 26/11/2019

Issued by MR: Dr. Moushumi Datta