

Smt. Durgadevi Sharma Charitable Trust



Chandrabhan Sharma College  
Arts, Science & Commerce

(Affiliated to the University of Mumbai)  
Accredited by NAAC 'B+'

# ACADEMIC YEAR 2021 – 2022

**I/C PRINCIPAL**  
**Chandrabhan Sharma College**  
**of Arts, Science & Commerce**  
Powai-Vihar, Powai, Mumbai - 400 076  
Tel. 25704526 / 25704530

Chandrabhan Sharma College of Arts, Science & Commerce, Adi Shankaracharya Marg, Powai - Vihar, Powai, Mumbai - 400076.  
Tel.: 022-25704526 / 25704530 Email: info@cscollege.co.in Web: www.cscollege.co.in

**TEACHING PLAN**

**ACADEMIC YEAR 2021 TO 2022**

**1) NAME OF THE LECTURER: VISHANLAL GUPTA**

**2) SUBJECT: ECONOMICS**

**3) CLASS: F.Y.B.COM (A & B)**

**I<sup>ST</sup> SEMESTER**

<b>Course Outcome</b>	<ul style="list-style-type: none"><li>• Students will apply the basic theories of economics in critical thinking and problem Solving</li><li>• Students will be able to make decisions wisely using cost-benefit analysis.</li><li>• Students will demonstrate a basic understanding of their career options and establish career objectives.</li></ul>
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<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
JULY	Demand Analysis	10 Lectures
AUGUST	Theory of Production and Cost	10 Lectures
SEPTEMBER	Cost Concepts	10 Lectures
OCTOBER	Revenue Analysis Revenue Concepts	06 Lectures

  
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**TEACHING PLAN**

ACADEMIC YEAR 2021 TO 2022

1) NAME OF THE LECTURER: ARUN VISHWAKARMA

2) SUBJECT: FINANCIAL ACCOUNTING

3) CLASS: FYB.COM (A &amp; B)


**I<sup>ST</sup> SEMESTER**

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>To enable the students to learn principles and concepts of Accountancy.</li> <li>To find out the technical expertise in maintaining the books of accounts</li> </ul>
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Month	Topics to be covered	No. of Lectures required
JULY	Accounting standards issued by ICAI and Inventory valuation	15
AUGUST	Final Accounts	15
	Departmental Accounts	03
SEPTEMBER	Departmental Accounts	12
	Accounting for Hire Purchase	05
OCTOBER	Accounting for Hire Purchase	06



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**TEACHING PLAN**

**ACADEMIC YEAR 2021 TO 2022**

**1) NAME OF THE LECTURER: KRISHNAKANT PANDEY**

**2) SUBJECT: FOUNDATION COURSE**

**3) CLASS: FYB.COM (A & B)**

**I<sup>ST</sup> SEMESTER**

<b>Course Outcome</b>	<ul style="list-style-type: none"><li>• Understand the multi-cultural and diverse Indian society concerning demographic factors and be sensitized towards diversity as a difference</li><li>• Examine and understand the inter-group conflicts arising due to regionalism, communalism, and linguistic differences</li><li>• Articulate an awareness of the social and community contexts concerning problems arising in the society and solutions towards the same</li></ul>
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<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
JULY	Overview of Indian Society	09
AUGUST	Concept of Disparity- 1	15
	Concept of Disparity-2	03
SEPTEMBER	The Indian Constitution	12
	Significant Aspects of Political Processes	05
OCTOBER	Growing Social Problems in India	10

  
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**TEACHING PLAN**

ACADEMIC YEAR 2021 TO 2022

1) NAME OF THE LECTURER: MS. VINITA KHEDWAL

2) SUBJECT: BUSINESS COMMUNICATION

3) CLASS: FYB.COM(A&amp;B)

**I<sup>ST</sup> SEMESTER**

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>To understand techniques of effective communication.</li> <li>To teach a professional, ethical attitude in students, effective communication skills, teamwork, a multidisciplinary approach, and an ability to understand corporate social responsibility.</li> <li>To develop &amp; improve various skills like communication, reading, listing, note-making, persuasive speaking, body language &amp; gestures.</li> </ul>
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Month	Topics to be covered	No. of Lectures required
JULY	Theory of Communication Concept of Communication Impact of Technology Enabled Communication	09
AUGUST	Communication at work place Introduction to Business Ethics Barriers to Communications Listening Skills	15 03
SEPTEMBER	Business Correspondence: - Theory of Business Letter Writing Personnel Correspondence	12 05
OCTOBER	Language and Writing Skills: - Commercial Terms used in Business Communication Paragraph Writing	06



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**TEACHING PLAN**

**ACADEMIC YEAR 2021 TO 2022**

**1) NAME OF THE LECTURER: SHARLET BHASKAR**

**2) SUBJECT: CP-I**

**3) CLASS: FYB.COM (A & B)**

**I<sup>ST</sup> SEMESTER**

<b>Course Outcome</b>	<ul style="list-style-type: none"><li>• Develop an understanding of business environment and its analysis.</li><li>• Understand the process of business planning and business promotion.</li><li>• Create awareness about entrepreneurship</li><li>• Training and development centers in India</li></ul>
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<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
JULY	<b>Business</b>	12
AUGUST	<b>Business Environment</b>	11
SEPTEMBER	<b>Project Planning</b>	12
OCTOBER	<b>Entrepreneurship</b>	05

  
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**TEACHING PLAN**

ACADEMIC YEAR 2021 TO 2022

1) NAME OF THE LECTURER: KRISHNAKANT PANDEY

2) SUBJECT: MATHEMATICAL &amp; STATISTICAL TECHNIQUES

3) CLASS: FYB.COM (A &amp; B)

**I<sup>ST</sup> SEMESTER**

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>To prepare for competitive examinations.</li> <li>Understand various data types their classification and graphical representation.</li> <li>Use business statistics for central measurements, frequency distributions, graphs, and measures of dispersion and be able to select which math method should be used for different problems.</li> </ul>
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Month	Topics to be covered	No. of Lectures required
JULY	Shares & Measures of Central Tendency	15
AUGUST	Mutual Funds	06
	Permutations	04
	Combinations	03
	Measures of Dispersions	02
SEPTEMBER	Probability Theory	08
	Probability Distribution	07
OCTOBER	Linear Programming problems	08
	Decision Theory	07



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ACADEMIC YEAR 2021 TO 2022

1) NAME OF THE LECTURER: KRISHNAKANT PANDEY

2) SUBJECT: EVS

3) CLASS: FYB.COM (A &amp; B)

**I<sup>ST</sup> SEMESTER**

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>Understand the transnational character of environmental problems and ways of addressing them, including interactions across local to global scales.</li> <li>Natural Resources - Understanding of Resources, their types, various methods to conserve them, it's the importance</li> <li>Population Issues - Understanding Population and its major concerns, its impact on Human Health, HDI, Happiness Index, Development concerns, etc.</li> </ul>
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Month	Topics to be covered	No. of Lectures required
JULY	Environment and Eco- System	12
AUGUST	Natural Resources and Sustainable Development Populations and Emerging Issues of Development	11
SEPTEMBER	Urbanization and Environment	12
OCTOBER	Reading of Thematic Maps and Map Filling	03



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**TEACHING PLAN**

**ACADEMIC YEAR 2021 TO 2022**

**1) Name of the Lecturer: VISHANLAL GUPTA**

**2) Subject: ECONOMICS**

**3) Class: S.Y.B.COM**

**III SEMESTER**

<b>Course Outcome</b>	<ul style="list-style-type: none"><li>• To expose Students of Commerce to basic microeconomic concepts and inculcate an analytical approach to the subject matter</li><li>• To apply the concept of inflation, money supply, and demand analysis for decision-making operations of the market under varying competitive conditions.</li><li>• To apply economic reasoning to problems of business.</li></ul>
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<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
JUNE	Introduction to Macro Economics	10 Lectures
JULY	Basic Concepts of Keynesian Economics	10 Lectures
AUGUST	Post Keynesian Developments in Macro Economics	10 Lectures
SEPTEMBER	Money, Prices and Inflation	15 Lectures

  
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**TEACHING PLAN**

ACADEMIC YEAR 2021 TO 2022

1) NAME OF THE LECTURER: RAVI VISHWAKARMA

3) SUBJECT: FINANCIAL ACCOUNTING

4) CLASS: SYB.COM

**III SEMESTER**

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>To instill knowledge about accounting procedures, methods, and techniques.</li> <li>To introduce the basic concepts, functions, processes, and techniques of piecemeal distribution of cash.</li> <li>To give a comprehensive overview of Amalgamation and conversion of a partnership firm.</li> </ul>
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Month	Topics to be covered	No. of Lectures required
JUNE	Partnership Final Accounts based on Adjustment of Admission or Retirement / Death of a Partner during the Year	10 Lectures
JULY	Piecemeal Distribution of Cash	04 Lectures 10 Lectures
AUGUST	Amalgamation of Firms	04 Lectures 12 Lectures
SEPTEMBER	Conversion or sale of Partnership firm into a limited company	18 Lectures



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**TEACHING PLAN**

ACADEMIC YEAR 2021 TO 2022

1) NAME OF THE LECTURER: ARUN VISHWAKARMA

2) SUBJECT: MANAGEMENT ACCOUNTING

3) CLASS: S.Y.B.COM

**III SEMESTER**

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>The learners will understand the practical application of various financial analysis tools, which will help them in the evaluation of the various targets achievable in the future.</li> <li>The course will make the students employable as Finance Managers in Accounting and Finance.</li> </ul>
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Month	Topics to be covered	No. of Lectures required
JUNE	Introduction to Management Accounting	10 Lectures
JULY	Introduction to Management Accounting Ratio Analysis	04 Lectures 10 Lectures
AUGUST	Ratio Analysis Working Capital	04 Lectures 12 Lectures
SEPTEMBER	Capital Budgeting	18 Lectures



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**TEACHING PLAN**

ACADEMIC YEAR 2021 TO 2022

1) NAME OF THE LECTURER: SHARLET BHASKAR

2) SUBJECT: ADVERTISING

4) CLASS: SYB.COM

III SEMESTER

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>To enable students to understand IMC.</li> <li>To understand the learners about the various concept of Advertising.</li> <li>To make them aware of various careers in advertising.</li> <li>To learn about various trends in advertising.</li> </ul>
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Month	Topics to be covered	No. of Lectures required
JUNE	Introduction to Advertising	09 Lectures
JULY	Introduction to Advertising Advertising Agency	02 Lectures 10 Lectures
AUGUST	Economic & Social Aspects of Advertising	11 Lectures
SEPTEMBER	Brand Building and Special Purpose Advertising	10 Lectures



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ACADEMIC YEAR 2021 TO 2022

1) NAME OF THE LECTURER: SHARLET BHASKAR

2) SUBJECT: CP-II

3) CLASS: SYB.COM

**III SEMESTER**

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>To understand the terms, concepts, evaluation, and approaches to Management.</li> <li>Learn about planning, decision making, organizing, delegation, leadership, motivation, and effective communication.</li> <li>To learn control systems and techniques of controlling in Management.</li> </ul>
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Month	Topics to be covered	No. of Lectures required
JUNE	Introduction To Management	09 Lectures
JULY	Planning & Decision Making	03 Lectures 10 Lectures
AUGUST	Organizing	12 Lectures
SEPTEMBER	Directing and controlling	10 Lectures



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**TEACHING PLAN**

ACADEMIC YEAR 2021 TO 2022

1) NAME OF THE LECTURER: ANAND MOHAN

3) SUBJECT: BUSINESS LAW

4) CLASS: S.Y.B.COM

**III SEMESTER**

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>To impart to students the knowledge of fundamentals of Company Law.</li> <li>To update the knowledge of provisions of the Companies Act of 2013.</li> <li>Communicate effectively using standard business and legal terminology.</li> </ul>
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Month	Topics to be covered	No. of Lectures required
JUNE	Indian contract Act, 1872	10 Lectures
JULY	Indian contract Act, 1872 Special Contracts	05 Lectures 11 Lectures
AUGUST	Special Contracts Sale Of Goods Act, 1930	04 Lectures 13.Lectures
SEPTEMBER	Negotiable Instruments Act,1881	12 Lectures



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ACADEMIC YEAR 2021 TO 2022

1) NAME OF THE LECTURER: MR. KRISHANKANT PANDEY

2) SUBJECT: FOUNDATION COURSE

3) CLASS: SYB.COM

**III SEMESTER**

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>To enhance learners' understanding of social, economic, and political developments in India during the period of study.</li> <li>To orient learners towards the contribution of the given leaders of our country in shaping the socio-political, spiritual, scientific, and educational fabric of our nation.</li> <li>To orient learners towards the work done by the given leaders to alleviate the sufferings of the oppressed, members of Indian society in particular, and the world in general.</li> </ul>
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Month	Topics to be covered	No. of Lectures required
JUNE	Human Rights violations and redressal	10 Lectures
JULY	Dealing with environmental concern	10 Lectures
	Science and technology	02 Lectures
AUGUST	Science and technology	08 Lectures
	Soft skill for effective interpersonal communication	06 Lectures
SEPTEMBER	Soft skill for effective interpersonal communication	02 Lectures
	Understanding Issues of right to health and education	07 Lectures



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**TEACHING PLAN**

ACADEMIC YEAR 2021 TO 2022

1) NAME OF THE LECTURER: MS. DIPTI PARAB

2) SUBJECT: COMPUTER PROGRAMMING

3) CLASS: S.Y.B.COM


FIRST TERM / III- SEMESTER

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>The learners will become computer literate and can access, create, save and manage spreadsheets and emails and use the internet effectively.</li> <li>They will be familiar with the basic protocols of computer networks.</li> <li>They will be able to establish a basic understanding of the analysis and design of a database. Concepts like relational databases, SQL functions, creation of tables and manipulating them in MySQL, join techniques and can write queries.</li> </ul>
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Month		Topics to be covered	No. of Lectures required
JUNE	<b>Theory</b>	HARDWARE, Types of computers, Binary to decimal and decimal to binary conversion, Octal number, Hexadecimal number system, Word length of a computer, processing speed of a computer.	15
	<b>Practical</b>	-	
JULY	<b>Theory</b>	Software, Types of Software System software, Computer Applications in Business	15
	<b>Practical</b>	-	
AUGUST	<b>Theory</b>	Introduction to C Programming, Types of operators and expressions, Input and output functions in C (printf(), scanf())	15
	<b>Practical</b>	Practical based on input and output functions.	09
SEPTEMBER	<b>Theory</b>	C-decision/loop statements, Decision Statement – if-else statement, break, continue, goto, switch() case and nested if statement. Loop Control Statements – for(), while(),	15



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		do-while loop() and nested loops.	
	<b>Practical</b>	Practical based on loop. Practical based on while, do-while and nested loops.	09
	<b>Practical</b>	-	



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**TEACHING PLAN**

ACADEMIC YEAR 2021 TO 2022

1) NAME OF THE LECTURER: VISHANLAL GUPTA

2) SUBJECT: BUSINESS ECONOMICS

3) CLASS: TYB.COM

V SEMESTER

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>The learners will become computer literate and can access, create, save and manage spreadsheets and emails and use the internet effectively.</li> <li>They will be familiar with the basic protocols of computer networks.</li> <li>They will be able to establish a basic understanding of the analysis and design of a database. Concepts like relational databases, SQL functions, creation of tables and manipulating them in MySQL, join techniques and can write queries.</li> </ul>
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Month	Topics to be covered	No. of Lectures required
JUNE	Introduction to Public finance	15 Lectures
JULY	Public Revenue	10 Lectures
AUGUST	Public Expenditure and Public Debt	10 Lectures
SEPTEMBER	Financial Market	10 Lectures



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**TEACHING PLAN**

ACADEMIC YEAR 2021 TO 2022

1) NAME OF THE LECTURER: SHARLET BHASKAR

2) SUBJECT: EXPORT MARKETING

3) CLASS: TYB.COM

V SEMESTER

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>To understand how trade and business are done at the international level.</li> <li>To know about various financial and nonfinancial schemes provided by the government to promote exports.</li> <li>To understand the primary procedure to be followed while entering into export marketing.</li> </ul>
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Month	Topics to be covered	No. of Lectures required
JUNE	Basic of export marketing	08 Lectures
JULY	Basic of export marketing Global frame work of export marketing	04 Lectures 10 Lectures
AUGUST	EXIM policy and promotional measure	12 Lectures
SEPTEMBER	Product and pricing decisions in export marketing	12 Lectures



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**TEACHING PLAN**

ACADEMIC YEAR 2021 TO 2022

1) NAME OF THE LECTURER: ARUN VISHWAKARMA

2) SUBJECT: COST ACCOUNTING

3) CLASS: TYB.COM

V SEMESTER

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>To understand the basic concepts and processes used to determine product costs.</li> <li>To be able to interpret cost accounting statements</li> <li>To analyses and evaluate the information for cost ascertainment, planning, control, and decision making.</li> </ul>
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Month	Topics to be covered	No. of Lectures required
JUNE	Introduction to Cost Accounting	05 Lectures
	Material Cost	05 Lectures
JULY	Material Cost	05 Lectures
	Labor Cost	10 Lectures
AUGUST	Overheads	08 Lectures
	Classification of Costs and Cost Sheets	08 Lectures
SEPTEMBER	Classification of Costs and Cost Sheets	04 Lectures
	Reconciliation of Cost and Financial Accounts	10 Lectures



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<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>Understand the amalgamation provisions, forex transactions, companies' final accounts, and under schedule.</li> <li>Read, understand, interpret, and analyze companies' financial statements.</li> <li>Understand the causes &amp; effects of internal reconstructions</li> </ul>
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Month	Topics to be covered	No. of Lectures required
JUNE	Investment Accounting w.r.t. AS 13	12 Lectures
JULY	Capital Reduction & Internal Reconstruction	10 Lectures
	Amalgamation of Companies (w.r.t AS-14, Excluding inter Company holdings)	06 Lectures
AUGUST	Amalgamation of Companies (w.r.t AS-14, Excluding inter Company holdings)	12 Lectures
	Preparation of Final Accounts of Companies	04 Lectures
SEPTEMBER	Preparation of Final Accounts of Companies	10 Lectures
	Introduction to IFRS	04 Lectures



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**ACADEMIC YEAR 2021 TO 2022**

**1) NAME OF THE LECTURER: MS. ARUNA SINGHAM**

**2) SUBJECT: DIRECT TAX**

**3) CLASS: TYB.COM**

**V SEMESTER**

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>To know the definition of important terms, residential status, taxable, and exempted income.</li> <li>To understand – deductions from total income and overall computation of taxable income.</li> <li>To ascertain the residential status of an individual and compute the taxable income of an individual.</li> </ul>
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Month	Topics to be covered	No. of Lectures required
JUNE	Basic Terms	05 Lectures
	Scope of Total Income & Residential Status	05 Lectures
JULY	Heads of Income	16 Lectures
AUGUST	Heads of Income	08 Lectures
	Deduction from Total Income	06 Lectures
SEPTEMBER	Computation of Total Income for Individual	10 Lectures



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**TEACHING PLAN**

ACADEMIC YEAR 2021 TO 2022

1) NAME OF THE LECTURER: SHARLET BHASKAR

2) SUBJECT: MHRM

4) CLASS: TYB.COM

V SEMESTER

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>After studying the topics given in the syllabus, the students will understand the marketing decisions and marketing strategies of a firm to survive and compete effectively in the industry</li> </ul>
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Month	Topics to be covered	No. of Lectures required
JUNE	Introduction to Marketing:	10 Lectures
JULY	Consumer Behaviour and Market Segmentation Marketing Mix	10 Lectures 02Lectures
AUGUST	Marketing Mix	10 Lectures
SEPTEMBER	Recent Trends in Marketing	10 Lectures



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**TEACHING PLAN**

ACADEMIC YEAR 2021 TO 2022

1) NAME OF THE LECTURER: DIPTI PARAB

2) SUBJECT: COMPUTER SYSTEM &amp; APPLICATIONS

3) CLASS: TYB.COM

V SEMESTER

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>The learners will become computer literate and can access, create, save and manage spreadsheets and emails and use the internet effectively.</li> <li>They will be familiar with the basic protocols of computer networks.</li> <li>They will be able to establish a basic understanding of the analysis and design of a database. Concepts like relational databases, SQL functions, creation of tables and manipulating them in MySQL, join techniques and can write queries.</li> </ul>
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Month	Topics to be covered	No. of Lectures required
JUNE	Data communication, networking and Internet (Theory)	06 Lectures
	Data communication, networking and Internet (Practical)	06 Lectures
JULY	Data base and SQL (Theory)	06 Lectures
	Data base and SQL (Practical)	06 Lectures
AUGUST	Spread sheet (Theory)	06 Lectures
	Spread sheet (Practical)	06 Lectures
SEPTEMBER	Functions and Data analysis (Theory)	06 Lectures
	Functions and Data analysis (Practical)	06 Lectures



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**TEACHING PLAN**

ACADEMIC YEAR 2021 TO 2022

- 1) NAME OF THE LECTURER: VISHANLAL GUPTA
- 2) SUBJECT: BUSINESS ECONOMICS
- 2) CLASS: FYB.COM
- II<sup>ND</sup> SEMESTER

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>• Students will apply the basic theories of economics in critical thinking and problem Solving</li> <li>• Students will be able to make decisions wisely using cost-benefit analysis.</li> <li>• Students will demonstrate a basic understanding of their career options and establish career objectives</li> </ul>
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Month	Topics to be covered	No. of Lectures required
NOV	Market Structure	10 Lectures
DEC	Market Structure Pricing Practices	05 Lectures 05 Lectures
JAN	Pricing Practices Market failure	05 Lectures 05 Lectures
FEB	Market failure Capital Budgeting	05 Lectures 05 Lectures
MARCH	Capital Budgeting	05 Lectures



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**TEACHING PLAN****ACADEMIC YEAR 2021 TO 2022**

- 1) **NAME OF THE LECTURER: ARUN VISHWAKARMA**
- 2) **SUBJECT: FINANCIAL ACCOUNTING**
- 3) **CLASS: FYB.COM**  
**II<sup>ND</sup> SEMESTER**

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>• To enable the students to learn principles and concepts of Accountancy.</li> <li>• To find out the technical expertise in maintaining the books of accounts.</li> </ul>
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Month	Topics to be covered	No. of Lectures required
NOV	BUSINESS	09
DEC	BUSINESS : Departmental Accounts	15 03
JAN	Departmental Accounts Accounting for Hire Purchase	12 05
FEB	Accounting for Hire Purchase	10
MARCH	Revision	04



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**TEACHING PLAN****ACADEMIC YEAR 2021 TO 2022****1) NAME OF THE LECTURER: KRISHNAKANT PANDEY****2) SUBJECT: FOUNDATION COURSE****3) CLASS: FYB.COM****II<sup>ND</sup> SEMESTER**

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>Understand the multi-cultural and diverse Indian society concerning demographic factors and be sensitized towards diversity as a difference</li> <li>Examine and understand the inter-group conflicts arising due to regionalism, communalism, and linguistic differences</li> <li>Articulate an awareness of the social and community contexts concerning problems arising in the society and solutions towards the same.</li> </ul>
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Month	Topics to be covered	No. of Lectures required
NOV	Globalisation and Indian Society	09
DEC	Human Rights	15 03
JAN	Ecology	12 05
FEB	Understanding Stress and Conflict Managing Stress and Conflict in Contemporary Society	10
MARCH	Contemporary Societal Challenges	05



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**TEACHING PLAN**

ACADEMIC YEAR 2021 TO 2022

- 1) NAME OF THE LECTURER: MS. VINITA KHEDWAL  
3) SUBJECT: BUSINESS COMMUNATION  
4) CLASS: FYB.COM


**II<sup>ND</sup> SEMESTER**

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>To understand techniques of effective communication.</li> <li>To teach a professional, ethical attitude in students, effective communication skills, teamwork, a multidisciplinary approach, and an ability to understand corporate social responsibility.</li> <li>To develop &amp; improve various skills like communication, reading, listing, note-making, persuasive speaking, body language &amp; gestures.</li> </ul>
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Month	Topics to be covered	No. of Lectures required
NOV	Presentation Skills	09
DEC	Group Communication	15 03
JAN	Business Correspondence	12 05
FEB	Language and Writing Skills	10
MARCH	Revision	04



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**TEACHING PLAN**

ACADEMIC YEAR 2021 TO 2022

- 1) NAME OF THE LECTURER: SHARLET BHASKAR  
 2) SUBJECT: COMMERCE  
 3) CLASS: FYB.COM  
 II<sup>ND</sup> SEMESTER

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>• Develop an understanding of business environment and its analysis.</li> <li>• Understand the process of business planning and business promotion.</li> <li>• Create awareness about entrepreneurship</li> <li>• Training and development centers in India</li> </ul>
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Month	Topics to be covered	No. of Lectures required
NOV	Concept of services	09
DEC	Retailing	10
JAN	Retailing Recent Trends in Service Sectors	02 10
FEB	E- Commerce	11
MARCH	Revision	04



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**TEACHING PLAN**

ACADEMIC YEAR 2021 TO 2022

- 1) NAME OF THE LECTURER: KRISHANKANT PANDEY  
 2) SUBJECT: MATHEMATICAL & STATISTICAL TECHNIQUES  
 3) CLASS: FYB.COM

**II<sup>ND</sup> SEMESTER**

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>To prepare for competitive examinations.</li> <li>Understand various data types their classification and graphical representation.</li> <li>Use business statistics for central measurements, frequency distributions, graphs, and measures of dispersion and be able to select which math method should be used for different problems.</li> </ul>
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Month	Topics to be covered	No. of Lectures required
NOV	Functions and its Applications Correlation Analysis	09 06
DEC	Derivatives and its Applications Regression Analysis	10 05
JAN	Simple and Compound Interest Time Series Index Numbers	08 03 04
FEB	Annuity Probability Distributions	11 04
MARCH	Probability Distributions Revision	06 04



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**TEACHING PLAN****ACADEMIC YEAR 2021 TO 2022****1) NAME OF THE LECTURER: JANVI AILANI****2) SUBJECT: EVS****3) CLASS: FYB.COM****II<sup>ND</sup> SEMESTER**

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>Understand the transnational character of environmental problems and ways of addressing them, including interactions across local to global scales.</li> <li>Natural Resources - Understanding of Resources, their types, various methods to conserve them, it's the importance</li> <li>Population Issues - Understanding Population and its major concerns, its impact on Human Health, HDI, Happiness Index, Development concerns, etc.</li> </ul>
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Month	Topics to be covered	No. of Lectures required
NOV	Environment and Mans Activities	09
DEC	Environment and Mans Activities Environment and Tourisms	02 10
JAN	Environmental movements and Management	14
FEB	Waste Management	12
MARCH	Map filling	08



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**TEACHING PLAN**

ACADEMIC YEAR 2021 TO 2022

1) NAME OF THE LECTURER: VISHANLAL GUPTA

2) SUBJECT: BUSINESS ECONOMICS

3) CLASS: S.Y.B.COM


IV SEMESTER

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>Goals for economics are to apply the standard analytical tools of applied economic analysis to business situations.</li> <li>To apply the concept of inflation, money supply, and demand analysis for decision-making operations of the market under varying competitive conditions.</li> <li>To analyze the causes and consequences of unemployment, inflation, and economic growth.</li> </ul>
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Month	Topics to be covered	No. of Lectures required
NOV-DEC	The role of the government in an economy, public finance	10 Lectures
JANUARY	Public revenue	10 Lectures
FEB	Public expenditure and public debt	10 Lectures
MARCH	Fiscal management & Financial Administration	15 Lectures



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**TEACHING PLAN**

ACADEMIC YEAR 2021 TO 2022

1) NAME OF THE LECTURER: RAVI VISHWAKARMA

2) SUBJECT: ACCOUNTANCY &amp; FINANCIAL MANAGEMENT

3) CLASS: SYB.COM

**IV SEMESTER**

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>To familiarize the learners with the fundamental's aspects of partnership final accounts with attributes of admission, retirement, and death of a partner.</li> <li>To introduce the basic concepts, functions, processes, and techniques of piecemeal distribution of cash.</li> <li>To give a comprehensive overview of Amalgamation and conversion of a partnership firm</li> </ul>
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Month	Topics to be covered	No. of Lectures required
NOV-DEC	Introduction to Company Accounts	15 Lectures
JANUARY	Redemption of Preference Shares	15 Lectures
FEB	Redemption of Debentures	15 Lectures
MARCH & APRIL	Ascertainment and Treatment of Profit Prior to Incorporation	15 Lectures



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**TEACHING PLAN**

ACADEMIC YEAR 2021 TO 2022

1) NAME OF THE LECTURER: ARUN VISHWAKARMA

2) SUBJECT: AUDITING

3) CLASS: S.Y.B.COM

IV SEMESTER

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>• The learners will understand the practical application of various</li> <li>• financial analysis tools which will help them in evaluation of the various targets.</li> <li>• The course will make the students employable as Finance Managers in the field of Accounting, Auditing, and Finance.</li> </ul>
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Month	Topics to be covered	No. of Lectures required
NOV-DEC	Introduction to Auditing	10 Lectures
JANUARY	Audit Planning, Procedures and Documentation	10 Lectures
FEB	Auditing Techniques and Internal Audit Introduction	15 Lectures
MARCH	Auditing Techniques: Vouching & Verification	10 Lectures



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**TEACHING PLAN**

ACADEMIC YEAR 2021 TO 2022

- 1) NAME OF THE LECTURER: SHARLET BHASKAR
  - 2) SUBJECT: ADVERTISING
  - 3) CLASS: SYB.COM
- IV SEMESTER**

<b>Course Outcome</b>	To understand the learners about the various concept of Advertising. To make them aware of various careers in advertising. To learn about various trends in advertising.
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Month	Topics to be covered	No. of Lectures required
NOV-DEC	Media in Advertising	11 Lectures
JANUARY	Planning Advertising Campaign	11 Lectures
FEB	Execution and Evaluation of Advertising	11 Lectures
MARCH	Fundamentals of Creativity in Advertising	12 Lectures



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**TEACHING PLAN****ACADEMIC YEAR 2021 TO 2022****1) NAME OF THE LECTURER: SHARLET BHASKAR****2) SUBJECT: CP-IV****3) CLASS: SYB.COM****IV SEMESTER**

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>To understand the terms, concepts, evaluation, and approaches to Management.</li> <li>To learn control systems and techniques of controlling in Management.</li> <li>To learn about planning, decision making, organizing, delegation, leadership, motivation, and effective communication</li> </ul>
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<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
NOV-DEC	Production and Inventory Management	09 Lectures
JANUARY	Quality Management	13 Lectures
FEB	Indian Financial System	12 Lectures
MARCH	Recent Trends in Finance	10 Lectures



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**TEACHING PLAN**

**ACADEMIC YEAR 2021 TO 2022**

**1) NAME OF THE LECTURER: ANAND MOHAN**

**2) SUBJECT: BUSINESS LAW**

**3) CLASS: S.Y.B.COM**

**IV SEMESTER**

<b>Course Outcome</b>	<ul style="list-style-type: none"><li>• Apply basic legal knowledge to business transactions.</li><li>• Demonstrate an understanding of the legal environment of Business.</li><li>• Identify the fundamental legal principles behind contractual agreements. Communicate effectively using standard business and legal terminology.</li></ul>
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<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
NOV-DEC	Indian Companies Act, 1956	10 Lectures
JANUARY	Corporate Law & IPR	15 Lectures
FEB	Indian Partnership Act, 1932 and Limited Liability Partnership, 2008	15 Lectures
MARCH	Consumer Protection Act, 1986 and Competition Act, 2002	15 Lectures



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**TEACHING PLAN**

ACADEMIC YEAR 2021 TO 2022

1) NAME OF THE LECTURER: MR. KRISHANKANT PANDEY

2) SUBJECT: FOUNDATION COURSE

3) CLASS: SYB.COM

IV SEMESTER

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>Human Rights – Students have a clear understanding of India's various human rights citizens have. People from different origins have different constitutional and legal rights (SC, ST, Children, Women, Disabled, etc.)</li> <li>Environmental Concerns – understanding various types of Disasters, their impact on Human Life (physical, psychological, economic, and social) dealing with these Disasters, and Human Rights issues in dealing with Disasters.</li> <li>Science – Understanding how science developed, how it works, how science helps in eradicating superstition, and how we use science in our everyday lives.</li> </ul>
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Month	Topics to be covered	No. of Lectures required
NOV-DEC	Significant, Contemporary Rights of Citizens	12 Lectures
JANUARY	Approaches to understanding Ecology	11 Lectures
FEB	Science and technology - II	11 Lectures
MARCH	Introduction to Competitive Exams	11 Lectures



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**TEACHING PLAN**

ACADEMIC YEAR 2021 TO 2022

1. NAME OF THE LECTURER: MS. DIPTI PARAB

2. SUBJECT: COMPUTER PROGRAMMING

3) CLASS: S.Y.B.COM

IV SEMESTER

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>The learners will become computer literate and can access, create, save and manage spreadsheets and emails and use the internet effectively.</li> <li>They will be familiar with the basic protocols of computer networks.</li> <li>They will be able to establish a basic understanding of the analysis and design of a database. Concepts like relational databases, SQL functions, creation of tables and manipulating them in MySQL, join techniques, and can write queries.</li> </ul>
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Month		Topics to be covered	No. of Lectures required
NOV-DEC	<b>Theory</b>	Computer Communication Systems	15
	<b>Practical</b>	-	
JANUARY	<b>Theory</b>	Principles Of DBMS	15
	<b>Practical</b>	-	
FEBRUARY	<b>Theory</b>	Case Study Of DBMS Using MS-ACCESS	15
	<b>Practical</b>	Practical	
MARCH	<b>Theory</b>	MS-ACCESS QUERIES Laboratory Training	15
	<b>Practical</b>	Practical	



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**TEACHING PLAN**

ACADEMIC YEAR 2021 TO 2022

- 1) NAME OF THE LECTURER: VISHANLAL GUPTA
- 2) SUBJECT: BUSINESS ECONOMICS
- 3) CLASS: TYB.COM

**VI SEMESTER**

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>• To understand the basic characteristics of economic development and growth of the global economy.</li> <li>• To analyze new economic policies (privatization, liberalization, and globalization) in India connected with the global economy.</li> <li>• To understand the industrial scenario of the Indian economy.</li> </ul>
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Month	Topics to be covered	No. of Lectures required
NOV	Introduction to International Trade	10 Lectures
DEC	Introduction to International Trade	05 Lectures 05 Lectures
JAN	Commercial Policy	05 Lectures 05 Lectures
FEB	Balance of Payments and International Economic Organization	05 Lectures 05 Lectures
MARCH	Foreign Exchange Market	05 Lectures



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**TEACHING PLAN**

ACADEMIC YEAR 2021 TO 2022

1) NAME OF THE LECTURER: ARUN VISHWAKARMA

2) SUBJECT: FINANCIAL ACCOUNTING

3) CLASS: TYB.COM

VI SEMESTER

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>Understand the amalgamation provisions, forex transactions, companies' final accounts, and under schedule.</li> <li>Read, understand, interpret, and analyze companies' financial statements. Understand the causes &amp; effects of internal reconstructions.</li> </ul>
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Month	Topics to be covered	No. of Lectures required
NOV	Amalgamation	08 Lectures
DEC	Limited liability partnership	09 Lectures
JAN	Underwriting of shares and debentures	09 Lectures
FEB	Liquidation of company	06 Lectures
MARCH	Foreign exchange transactions	06 Lectures



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**TEACHING PLAN**

ACADEMIC YEAR 2021 TO 2022

- 1) NAME OF THE LECTURER: ARUN VISHWAKARMA
  - 2) SUBJECT: COST ACCOUNTING
  - 3) CLASS: TYB.COM
- VI SEMESTER**

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>• To understand the basic concepts and processes used to determine product costs.</li> <li>• To be able to interpret cost accounting statements</li> <li>• To be able to analyses and evaluate the information for cost ascertainment, planning, control, and decision making.</li> </ul>
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Month	Topics to be covered	No. of Lectures required
NOV	Introduction to Marginal Costing Introduction to Standard Costing	08 Lectures 02 Lectures
DEC	Introduction to Standard Costing Process Costing	06 Lectures 06 Lectures
JAN	Process Costing Contract Costing	08 Lectures 10 Lectures
FEB	Contract Costing Cost Control Accounts	06 Lectures 10 Lectures
MARCH	Some Emerging concepts of cost accounting	06 Lectures



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**TEACHING PLAN****ACADEMIC YEAR 2021 TO 2022****1) NAME OF THE LECTURER: MS. ARUNA SINGHAM****2) SUBJECT: TAX****3) CLASS: TYB.COM****VI SEMESTER**

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>To know the definition of important terms, residential status, taxable, and exempted income.</li> <li>To understand – deductions from total income and overall computation of taxable income.</li> <li>To ascertain the residential status of an individual and compute the taxable income of an individual.</li> </ul>
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<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
NOV	Introduction to Indirect Taxation and GST	09 Lectures
DEC	Introduction to Indirect Taxation and GST	12 Lectures
JAN	Concept of supply	16 Lectures
FEB	Registration and Computation of GST	12 Lectures
MARCH	Filing of Returns	06 Lectures



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**TEACHING PLAN**

ACADEMIC YEAR 2021 TO 2022

- 1) NAME OF THE LECTURER: DIPTI PARAB  
 2) SUBJECT: COMPUTER SYSTEM & APPLICATION  
 3) CLASS: TYB.COM  
 VI SEMESTER

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>The learners will become computer literate and can access, create, save and manage spreadsheets and emails and use the internet effectively.</li> <li>They will be familiar with the basic protocols of computer networks.</li> <li>They will be able to establish a basic understanding of the analysis and design of a database. Concepts like relational databases, SQL functions, creation of tables and manipulating them in MySQL, join techniques, and can write queries.</li> </ul>
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Month	Topics to be covered	No. of Lectures required
NOV	E-Commerce (Theory) E-Commerce (Practical)	06 Lectures 06 Lectures
DEC	Introduction to C Programme (Theory) Introduction to C Programme (Practical)	06 Lectures 06 Lectures
JAN	Visual Basic (Theory) Visual Basic (Practical)	06 Lectures 06 Lectures
FEB	Decisions and condition, Menus (Theory) Decisions and condition, Menus (Practical)	06 Lectures 06 Lectures
MARCH	Multiple spread sheets, Functions And data analysis (Theory) Multiple spread sheets, Functions And data analysis (Theory)	06 Lectures 06 Lectures



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**TEACHING PLAN**

ACADEMIC YEAR 2021 TO 2022

- 1) NAME OF THE LECTURER: SHARLET BHASKAR  
 2) SUBJECT: MHRM  
 3) CLASS: TYB.COM  
 VI SEMESTER

<b>Course Outcome</b>	After studying the topics given in the syllabus, the students will understand HR & HR-related strategies and how it is effective in the industry.
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Month	Topics to be covered	No. of Lectures required
NOV	Human resources management	06 Lectures
DEC	Human resources management Human resources development	04 Lectures 06 Lectures
JAN	Human resources development Human relations	06 Lectures 06 Lectures
FEB	Human relations Recent trends in human resources management	06 Lectures 06 Lectures
MARCH	Recent trends in human resources management	06 Lectures



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**TEACHING PLAN**

ACADEMIC YEAR 2021 TO 2022

1) NAME OF THE LECTURER: SHARLET BHASKAR

2) SUBJECT: EXPORT MARKETING

3) Class: TYB.COM

VI SEMESTER

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>• To understand how trade and business are done at the international level.</li> <li>• To know about various financial and nonfinancial schemes provided by the government to promote exports.</li> <li>• To understand the primary procedure to be followed while entering into export marketing.</li> </ul>
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Month	Topics to be covered	No. of Lectures required
NOV	Product Planning	06 Lectures
DEC	Pricing Decisions	10 Lectures
JAN	Export Distribution and Promotion	12 Lectures
FEB	Export Finance	11 Lectures
MARCH	Export Procedure and Documentation	06 Lectures



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**TEACHING PLAN**  
**ACADEMIC YEAR 2021 – 2022**

- 1) Name of the Lecturer: Dr. Aruna Singham                      2) Department: B.Sc(IT)  
3) Subject: Professional Communication skills                      4) Class: FYIT

**FIRST TERM / I- SEMESTER**

Month		Topics to be covered	No. of Lectures required
JUNE	<b>Theory</b>	<b>The Seven Cs of Effective Communication:</b> Completeness, Conciseness, Consideration, Concreteness, Clarity, Courtesy, Correctness <b>Understanding Business Communication:</b> Nature and Scope of Communication, Non-verbal Communication, Cross-cultural communication, Technology-enabled Business Communication	12
	<b>Practical</b>	1. Communication Origami, Guessing Game, Guessing the emotion. 2. Body Language, Follow All Instructions, Effective Feedback Skills	6
JULY	<b>Theory</b>	<b>Writing Business Messages and Documents:</b> Business writing, Business Correspondence, Instructions Business Reports and Proposals, Career building and Resume writing. <b>Developing Oral Communication Skills for Business:</b> Effective Listening, Business Presentations and Public Speaking, Conversations, Interviews	12
	<b>Practical</b>	The Name Game, Square Talk (Effective Communication), (Influential and persuasive skills) Back to Back Communication, Paper Shapes (Importance of two-way communication), Memory Test(Presentation Skills).	6
AUGUST	<b>Theory</b>	<b>Developing Oral Communication Skills for Business:</b> Meetings and Conferences, Group Discussions and Team Presentations, Team Briefing, <b>Understanding Specific Communication Needs:</b> Communication across Functional Areas	12
	<b>Practical</b>	Exercises on Communication Principles Exercises on communication icebreakers	6

SEPTEMBER	<b>Theory</b>	<b>Understanding Specific Communication Needs:</b> Corporate Communication, Persuasive Strategies in Business Communication, Ethics in Business Communication, Business Communication Aids.	12
	<b>Practical</b>	Communication exercises For the following practicals, Microsoft Office, Open Office, Libre Office or any other software suite can be used.. Use of word processing tools for communication	6
OCTOBER	<b>Theory</b>	<b>Presentation Process:</b> Planning the presentations, executing the presentations, Impressing the audience by performing, Planning stage: Brainstorming, mind maps / concept maps, executing stage: chunking theory, creating outlines, Use of templates. Adding graphics to your Presentation: Visual communication, Impress stage: use of font, colour, layout, Importance of practice and performance.	12 12
	<b>Practical</b>	Use of spreadsheet tools for communication Use of presentation tools for communication	06

**REMARKS IF ANY:**

- Outcome : Analyze, synthesize and utilize the process and strategies from delivery to solving
  - communication problem. Learn the communication methodologies at workplace and learning
  - about importance of team collaboration. Learn about different technical communication such
  - as presentations and interviews.



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**TEACHING PLAN**

**ACADEMIC YEAR 2021 – 2022**

- 1) Name of the Lecturer: Ms. Namrata Dubey                      2) Department: B.Sc(IT)  
3) Subject: Discrete Mathematics                                      4) Class: FYIT

**FIRST TERM / I- SEMESTER**

Month		Topics to be covered	No. of Lectures required
JUNE	<b>Theory</b>	<b>Introduction:</b> Variables, The Language of Sets, The Language of Relations and Function <b>Set Theory:</b> Definitions and the Element Method of Proof, Properties of Sets, Disproofs, Algebraic Proofs, Boolean Algebras, Russell's Paradox and the Halting Problem. <b>The Logic of Compound Statements:</b> Logical Form and Logical Equivalence, Conditional Statements, Valid and Invalid Arguments.	12
	<b>Practical</b>	<b>Set Theory</b> a. Inclusion Exclusion principle. b. Power Sets c. Mathematical Induction <b>Functions and Algorithms</b> a. Recursively defined functions b. Cardinality c. Polynomial evaluation d. Greatest Common Divisor	6
JULY	<b>Theory</b>	<b>Quantified Statements:</b> Predicates and Quantified Statements, Statements with Multiple Quantifiers, Arguments with Quantified Statements <b>Elementary Number Theory and Methods of Proof:</b> Introduction to Direct Proofs, Rational Numbers, Divisibility, Division into Cases and the Quotient-Remainder Theorem, Floor and Ceiling, Indirect Argument: Contradiction and Contraposition, Two Classical Theorems, Applications in algorithms.	12
	<b>Practical</b>	<b>Counting</b> a. Sum rule principle b. Product rule principle c. Factorial d. Binomial coefficients e. Permutations	6

		f. Permutations with repetitions g. Combinations h. Combinations with repetitions i. Ordered partitions j. Unordered partitions	
AUGUST	<b>Theory</b>	<b>Sequences, Mathematical Induction, and Recursion:</b> Sequences, Mathematical Induction, Strong Mathematical Induction and the Well-Ordering Principle for the Integers, Correctness of algorithms, defining sequences recursively, solving recurrence relations by iteration, Second order linear homogenous recurrence relations with constant coefficients. general recursive definitions and structural induction. <b>Functions:</b> Functions Defined on General Sets, One-to-One and Onto, Inverse Functions, Composition of Functions, Cardinality with Applications to Computability.	12
	<b>Practical</b>	a. Sample space and events b. Finite probability spaces c. Equiprobable spaces d. Addition Principle e. Conditional Probability f. Multiplication theorem for conditional probability g. Independent events h. Repeated trials with two outcomes	6
SEPTEMBER	<b>Theory</b>	<b>Relations:</b> Relations on Sets, Reflexivity, Symmetry, and Transitivity, Equivalence Relations, Partial Order Relations <b>Graphs and Trees:</b> Definitions and Basic Properties, Trails, Paths, and Circuits, Matrix Representations of Graphs, Isomorphism's of Graphs, Trees, Rooted Trees, Isomorphism's of Graphs, Spanning trees and shortest paths.	8 8
	<b>Practical</b>	<b>Graph Theory</b> a. Paths and connectivity b. Minimum spanning tree c. Isomorphism  <b>Directed Graphs</b> a. Adjacency matrix b. Path matrix <b>Properties of integers</b> a. Division algorithm	3 3

		b. Primes c. Euclidean algorithm d. Fundamental theorem of arithmetic e. Congruence relation f. Linear congruence equation <b>Algebraic Systems</b> a. Properties of operations b. Roots of polynomials <b>Boolean Algebra</b> a. Basic definitions in Boolean Algebra b. Boolean algebra as lattices	
OCTOBER	<b>Theory</b>	<b>Counting and Probability:</b> Introduction, Possibility Trees and the Multiplication Rule, Possibility Trees and the Multiplication Rule, Counting Elements of Disjoint Sets: The Addition Rule, The Pigeonhole Principle, Counting Subsets of a Set: Combinations, r- Combinations with Repetition Allowed, Probability Axioms and Expected Value, Conditional Probability, Bayes' Formula, and Independent Events.	12
	<b>Practical</b>	<b>Recurrence relations</b> a. Linear homogeneous recurrence relations with constant coefficients b. Solving linear homogeneous recurrence relations with constant coefficients c. Solving general homogeneous linear recurrence relations	6

REMARKS IF ANY

- **Outcome :**
  - Apply basic and advanced principles of counting.
    - Define sets and Relations.
    - Calculate discrete probabilities.



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**TEACHING PLAN**

**ACADEMIC YEAR 2021 – 2022**

1) Name of the Lecturer: Ms. Dipti Parab

2) Department: B.Sc(IT)

3) Subject: Digital Electronics

4) Class: FYIT

**FIRST TERM / I- SEMESTER**

Month		Topics to be covered	No. of Lectures required
JUNE	Theory	<p><b>Number System:</b>  Analog System, digital system, numbering system, binary number system, octal number system, hexadecimal number system, conversion from one number system to another, floating point numbers, weighted codes binary coded decimal, non-weighted codes Excess – 3 code, Gray code, Alphanumeric codes – ASCII Code, EBCDIC, ISCII Code, Hollerith Code, Morse Code, Teletypewriter (TTY), Error detection and correction, Universal Product Code, Code conversion.</p> <p><b>Binary Arithmetic:</b>  Binary addition, Binary subtraction, Negative number representation, Subtraction using 1's complement and 2's complement, Binary multiplication and division, Arithmetic in octal number system, Arithmetic in hexadecimal number system, BCD and Excess – 3 arithmetic.</p>	12
	Practical	<p><b>Study of Logic gates and their ICs and universal gates:</b>  a. Study of AND, OR, NOT, XOR, XNOR, NAND and NOR gates.  b. IC 7400, 7402, 7404, 7408, 7432, 7486, 74266  c. Implement AND, OR, NOT, XOR, XNOR using NAND gates.  d. Implement AND, OR, NOT, XOR, XNOR using NOR gates.</p>	6
JULY	Theory	<p><b>Boolean Algebra and Logic Gates:</b>  Introduction, Logic (AND OR NOT), Boolean theorems, Boolean Laws, De Morgan's Theorem, Perfect Induction, Reduction of Logic expression using Boolean Algebra, Deriving Boolean expression from given circuit, exclusive OR and Exclusive NOR gates, Universal Logic gates, Implementation of other gates using universal gates, Input bubbled logic, Assertion level.</p>	12

		<b>Minterm, Maxterm and Karnaugh Maps:</b> Introduction, minterms and sum of minterm form, maxterm and Product of maxterm form, Reduction technique using Karnaugh maps – 2/3/4/5/6 variable K-maps, Grouping of variables in K-maps, K-maps for product of sum form, minimize Boolean expression using K-map and obtain K-map from Boolean expression, Quine Mc Cluskey Method.	
	<b>Practical</b>	a. Verifying De Morgan's laws. b. Implement other given expressions using minimum number of gates. c. Implement other given expressions using minimum number of ICs.	6
AUGUST	<b>Theory</b>	<b>Combinational Logic Circuits:</b> Introduction, Multi-input, multi-output Combinational circuits, Code converters design and implementations <b>Arithmetic Circuits:</b> Introduction, Adder, BCD Adder, Excess – 3 Adder, Binary Subtractors, BCD Subtractor, Multiplier, Comparator.	12
	<b>Practical</b>	<b>Implement combinational circuits.</b> a. Design and implement combinational circuit based on the problem given and minimizing using K-maps. <b>4. Implement code converters.</b> a. Design and implement Binary – to – Gray code converter. b. Design and implement Gray – to – Binary code converter. c. Design and implement Binary – to – BCD code converter d. Design and implement Binary – to – XS-3 code converter	6
SEPTEMBER	<b>Theory</b>	<b>Multiplexer, Demultiplexer, ALU, Encoder and Decoder:</b> Introduction, Multiplexer, Demultiplexer, Decoder, ALU, Encoders. <b>Sequential Circuits: Flip-Flop:</b> Introduction, Terminologies used, S-R flip-flop, D flip-flop, JK flipflop, Race-around condition, Master – slave JK flip-flop, T flip-flop, conversion from one type of flip-flop to another, Application of flip flops.	12  12
	<b>Practical</b>	<b>Implement Adder and Subtractor Arithmetic circuits.</b> a. Design and implement Half adder and Full adder. b. Design and implement BCD adder. c. Design and implement XS – 3 adder. d. Design and implement binary subtractor.	6

		<p>e. Design and implement BCD subtractor.  f. Design and implement XS – 3 subtractor.  <b>6. Implement Arithmetic circuits.</b>  a. Design and implement a 2-bit by 2-bit multiplier.  b. Design and implement a 2-bit comparator.</p>	
OCTOBER	Theory	<p><b>Counters:</b>  Introduction, Asynchronous counter, Terms related to counters, IC 7493 (4-bit binary counter), Synchronous counter, Bushing, Type T Design, Type JK Design, Presettable counter, IC 7490, IC 7492, Synchronous counter ICs, Analysis of counter circuits.  <b>Shift Register:</b>  Introduction, parallel and shift registers, serial shifting, serial-in serial-out, serial-in parallel-out , parallel-in parallel-out, Ring counter, Johnson counter, Applications of shift registers, Pseudo-random binary sequence generator, IC7495, Seven Segment displays, analysis of shift counters</p>	12
	Practical	<p><b>Implement Encode and Decoder and Multiplexer and Demultiplexers.</b>  a. Design and implement 8:3 encoder.  b. Design and implement 3:8 decoder.  c. Design and implement 4:1 multiplexer. Study of IC 74153, 74157  d. Design and implement 1:4 demultiplexer. Study of IC 74139  e. Implement the given expression using IC 74151 8:1 multiplexer.  f. Implement the given expression using IC 74138 3:8 decoder.</p> <p><b>8. Study of flip-flops and counters.</b>  a. Study of IC 7473.  b. Study of IC 7474.  c. Study of IC 7476.  d. Conversion of Flip-flops.  e. Design of 3-bit synchronous counter using 7473 and required gates.  f. Design of 3-bit ripple counter using IC 7473.</p> <p><b>9. Study of counter ICs and designing Mod-N counters.</b></p>	6

		<p>a. Study of IC 7490, 7492, 7493 and designing mod-n counters using these.</p> <p>b. Designing mod-n counters using IC 7473 and 7400 (NAND gates)</p> <p><b>10. Design of shift registers and shift register counters.</b></p> <p>a. Design serial – in serial – out, serial – in parallel – out, parallel – in serial – out, parallel – in parallel – out and bidirectional shift registers using IC 7474.</p> <p>b. Study of ID 7495.</p> <p>c. Implementation of digits using seven segment displays.</p>	
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**REMARKS IF ANY:**

Outcome :

- Apply number conversion techniques in real digital systems
- Solve Boolean Algebra expressions
- Derive and design logic circuits by applying minimization in SOP and POS forms



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**TEACHING PLAN**  
**ACADEMIC YEAR 2021 – 2022**

- 1) Name of the Lecturer: Mr Ravi Jaisawal      2) Department: B.Sc(IT)  
3) Subject: Operating system                      4) Class: FYIT

**FIRST TERM / I- SEMESTER**

Month		Topics to be covered	No. of Lectures required
JUNE	Theory	<b>Introduction:</b> What is an operating system? History of operating system, computer hardware, different operating systems, operating system concepts, system calls, operating system structure. <b>Processes and Threads:</b> Processes, threads, interprocess communication, scheduling, IPC problems	12
	Practical	1. Installation of virtual machine software. 2. Installation of Linux operating system (RedHat / Ubuntu) on virtual machine. 3. Installation of Windows operating system on virtual machine.	6
JULY	Theory	<b>Memory Management:</b> No memory abstraction, memory abstraction: address spaces, virtual memory, page replacement algorithms, design issues for paging systems, implementation issues, segmentation. <b>File Systems:</b> Files, directories, file system implementation, file-system management and optimization, MS-DOS file system, UNIX V7 file system, CD ROM file system.	12
	Practical	<b>Linux commands: Working with Directories:</b> a. pwd, cd, absolute and relative paths, ls, mkdir, rmdir, b. file, touch, rm, cp, mv, rename, head, tail, cat, tac, more, less, strings, chmod <b>Linux commands: Working with files:</b> a. ps, top, kill, pkill, bg, fg, b. grep, locate, find, locate. c. date, cal, uptime, w, whoami, finger, uname, man, df, du, free, whereis, which.	6



		d. Compression: tar, gzip.	
AUGUST	<b>Theory</b>	<b>Input-Output:</b> Principles of I/O hardware, Principles of I/O software, I/O software layers, disks, clocks, user interfaces: keyboard, mouse, monitor, thin clients, power management, <b>Deadlocks:</b> Resources, introduction to deadlocks, the ostrich algorithm, deadlock detection and recovery, deadlock avoidance, deadlock prevention, issues.	12
	<b>Practical</b>	<b>Windows (DOS) Commands – 1</b> a. Date, time, prompt, md, cd, rd, path. b. Chkdsk, copy, xcopy, format, fdisk, cls, defrag, del, move. <b>Windows (DOS) Commands – 2</b> a. Diskcomp, diskcopy, diskpart, doskey, echo b. Edit, fc, find, rename, set, type, ver	6
SEPTEMBER	<b>Theory</b>	<b>Virtualization and Cloud:</b> History, requirements for virtualization, type 1 and 2 hypervisors, techniques for efficient virtualization, hypervisor microkernels, memory virtualization, I/O virtualization, Virtual appliances, virtual machines on multicore CPUs, Clouds. <b>Multiple Processor Systems</b> Multiprocessors, multicomputers, distributed systems.	12
	<b>Practical</b>	<b>Working with Windows Desktop and utilities</b> a. Notepad b. Wordpad c. Paint d. Taskbar e. Adjusting display resolution f. Using the browsers g. Configuring simple networking h. Creating users and shares	6
OCTOBER	<b>Theory</b>	<b>Case Study on LINUX and ANDROID:</b> History of Unix and Linux, Linux Overview, Processes in Linux, Memory management in Linux, I/O in Linux, Linux file system, security in Linux. Android <b>Case Study on Windows:</b>	12

		History of windows through Windows 10, programming windows, system structure, processes and threads in windows, memory management, caching in windows, I/O in windows, Windows NT file system, Windows power management, Security in windows.	
	<b>Practical</b>	<b>Working with Linux Desktop and utilities</b> a. The vi editor. b. Graphics c. Terminal d. Adjusting display resolution e. Using the browsers f. Configuring simple networking g. Creating users and shares <b>10. Installing utility software on Linux and Windows</b>	6

**REMARKS IF ANY:**

Outcome:

- Understands the different services provided by Operating System at different level.
- They learn real life applications of Operating System in every field.
- Understands the use of different process scheduling algorithm and synchronization techniques to
- avoid deadlock.
- They will learn different memory management techniques like paging, segmentation and demand paging etc.
- To understand Operating system
- Core working of OS



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**TEACHING PLAN**  
**ACADEMIC YEAR 2021 – 2022**

- 1) Name of the Lecturer: Mr. Arvind singh      2) Department: B.Sc(IT)  
3) Subject: Imperative Programming          4) Class: FYIT

**FIRST TERM / I- SEMESTER**

Month		Topics to be covered	No. of Lectures required
JUNE	<b>Theory</b>	Introduction: Types of Programming languages, History, features and application. Simple program logic, program development cycle, pseudo code statements and flowchart symbols, sentinel value to end a program, programming and user environments, evolution of programming models., desirable program characteristics. Fundamentals: Structure of a program. Compilation and Execution of a Program, Character Set, identifiers and keywords, data types, constants, variables and arrays, declarations, expressions, statements, Variable definition, symbolic constants.	12
	<b>Practical</b>	<b>Basic Programs:</b> a. Write a program to display the message HELLO WORLD. b. Write a program to declare some variables of type int, float and double. Assign some values to these variables and display these values. c. Write a program to find the addition, subtraction, multiplication and division of two numbers. <b>Programs on variables:</b> a. Write a program to swap two numbers without using third variable. b. Write a program to find the area of rectangle, square and circle. c. Write a program to find the volume of a cube, sphere, and cylinder.	6
JULY	<b>Theory</b>	<b>Operators and Expressions:</b>	12

		Arithmetic operators, unary operators, relational and logical operators, assignment operators, assignment operators, the conditional operator, library functions. <b>Data Input and output:</b> Single character input and output, entering input data, scanf function, printf function, gets and puts functions, interactive programming.	
	<b>Practical</b>	<b>Conditional statements and loops(basic)</b> a. Write a program to enter a number from the user and display the month name. If number >13 then display invalid input using switch case. b. Write a program to check whether the number is even or odd. c. Write a program to check whether the number is positive, negative or zero. d. Write a program to find the factorial of a number. e. Write a program to check whether the entered number is prime or not. f. Write a program to find the largest of three numbers.	6
AUGUST	<b>Theory</b>	<b>Conditional Statements and Loops:</b> Decision Making Within A Program, Conditions, Relational Operators, Logical Connectives, If Statement, If-Else Statement, Loops: While Loop, Do While, For Loop. Nested Loops, Infinite Loops, Switch Statement <b>Functions:</b> Overview, defining a function, accessing a function, passing arguments to a function, specifying argument data types, function prototypes, recursion, modular programming and functions, standard library of c functions, prototype of a function: foo l al parameter list, return type, function call, block structure, passing arguments to a function: call by reference, call by value.	12
	<b>Practical</b>	Write a program to find the sum of squares of digits of a number. b. Write a program to reverse the digits of an integer. c. Write a program to find the sum of numbers from 1 to 100. d. Write a programs to print the Fibonacci series. e. Write a program to find the reverse of a number. f. Write a program to find whether a given number is palindrome or not. g. Write a program that solve the quadratic equation	6

		<p>h. Write a program to check whether the entered number is Armstrong or not.</p> <p>i. Write a program to count the digit in a number.</p>	
SEPTEMBER	<b>Theory</b>	<p><b>Program structure:</b>  Storage classes, automatic variables, external variables, static variables, multifile programs, more library functions,  <b>Preprocessor:</b> Features, #define and #include, Directives and Macros  <b>Arrays:</b>  Definition, processing, passing arrays to functions, multidimensional arrays, arrays and strings.</p>	12
	<b>Practical</b>	<p>a. Programs on Functions.  b. Programs on different patterns.</p> <p><b>Recursive functions</b>  a. Write a program to find the factorial of a number using recursive function.  b. Write a program to find the sum of natural number using recursive function.</p> <p><b>Arrays</b>  a. Write a program to find the largest value that is stored in the array.  b. Write a program using pointers to compute the sum of all elements stored in an array.  c. Write a program to arrange the 'n' numbers stored in the array in ascending and descending order.  d. Write a program that performs addition and subtraction of matrices.</p>	6
OCTOBER	<b>Theory</b>	<p><b>Pointers:</b>  Fundamentals, declarations, Pointers Address Operators, Pointer Type Declaration, Pointer Assignment, Pointer Initialization, Pointer Arithmetic, Functions and Pointers, Arrays And Pointers, Pointer Arrays, passing functions to other functions  <b>Structures and Unions:</b></p>	12

		Structure Variables, Initialization, Structure Assignment, Nested Structure, Structures and Functions, Structures and Arrays: Arrays of Structures, Structures Containing Arrays, Unions, Structures and pointers	
	<b>Practical</b>	<b>Pointers</b> a. Write a program to demonstrate the use of pointers. b. Write a program to perform addition and subtraction of two pointer variables. <b>Structures and Unions</b> a. Programs on structures. b. Programs on unions	6

**REMARKS IF ANY:**

Outcome :

- Learn the basic principles of programming.
- Develop of logic using algorithm and flowchart.
- Acquire the information about data types.



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**TEACHING PLAN**  
**ACADEMIC YEAR 2021 – 2022**

1) Name of the Lecturer: Mr. Arvind singh  
3) Subject: Web Programming

2) Department: B.Sc(IT)  
4) Class: FYIT

**SECOND TERM / II- SEMESTER**

Month		Topics to be covered	No. of Lectures required
NOVEMBER	<b>Theory</b>	<p><b>Internet and the World Wide Web:</b>  What is Internet? Introduction to internet and its applications, E-mail, telnet, FTP, e-commerce, video conferencing, e-business.  Internet service providers, domain name server, internet address, World Wide Web (WWW): World Wide Web and its evolution, uniform resource locator (URL), browsers – internet explorer, Netscape navigator, opera, Firefox, chrome, Mozilla. search engine, web saver – apache, IIS, proxy server, HTTP protocol</p> <p><b>HTML5:</b>  Introduction, Why HTML5? Formatting text by using tags, using lists and backgrounds, Creating hyperlinks and anchors. Style sheets, CSS  formatting text using style sheets, formatting paragraphs using style sheets.</p>	12
	<b>Practical</b>	<p><b>Use of Basic Tags</b>  a. Design a web page using different text formatting tags.  b. Design a web page with links to different pages and allow navigation between web pages.  Design a web page demonstrating all Style sheet types</p>	3

DECEMBER	<b>Theory</b>	<p><b>HTML5 Page layout and navigation:</b>  Creating navigational aids: planning site organization, creating text based navigation bar, creating graphics based navigation bar, creating graphical navigation bar, creating image map, redirecting to another URL, creating division based layouts: HTML5 semantic tags, creating divisions, creating HTML5 semantic layout, positioning and formatting divisions.</p> <p><b>HTML5 Tables, Forms and Media:</b>  Creating tables: creating simple table, specifying the size of the table, specifying the width of the column, merging table cells, using tables for page layout, formatting tables: applying table borders, applying background and foreground fills, changing cell padding, spacing and alignment, creating user forms: creating basic form, using check boxes and option buttons, creating lists, additional input types in HTML5, Incorporating sound and video: audio and video in HTML5, HTML multimedia basics, embedding video clips, incorporating audio on web page.</p>	12
	<b>Practical</b>	<p><b>Image maps, Tables, Forms and Media</b></p> <p>a. Design a web page with Imagemaps.  b. Design a web page demonstrating different semantics  c. Design a web page with different tables. Design a webpages using table so that the content appears well placed.  d. Design a web page with a form that uses all types of controls.</p> <p>Design a web page embedding with multimedia features</p>	6



JANUARY	Theory	<p><b>Java Script:</b> Introduction, Client-Side JavaScript, Server-Side JavaScript, JavaScript Objects, JavaScript Security,</p> <p><b>Operators:</b> Assignment Operators, Comparison Operators, Arithmetic</p>	12
		<p><b>Operators, % (Modulus), ++(Increment), -- (Decrement), - (Unary Negation), Logical Operators, Short-Circuit Evaluation, String Operators, Special Operators, ?: (Conditional operator), , (Comma operator), delete, new, this, void Statements: Break, comment, continue, delete, do...while, export, for, for...in, function, if...else, import, labelled, return, switch, var, while, with Core JavaScript (Properties and Methods of Each) :</b></p> <p><b>Array, Boolean, Date, Function, Math, Number, Object, String, RegExp Document and its associated objects: document, Link, Area, Anchor, Image, Applet, Layer</b></p> <p><b>Events and Event Handlers : General Information about Events, Defining Event Handlers, event, onAbort, onBlur, onChange, onClick, onDblClick, onDragDrop, onError, onFocus, onKeyDown, onKeyPress, onKeyUp, onLoad, onMouseDown, onMouseMove, onMouseOut, onMouseOver, onMouseUp, onMove, onReset, onResize, onSelect, onSubmit, onUnload</b></p>	
	Practical	<p><b>Java Script</b></p> <p>a. Using JavaScript design, a web page that prints factorial/Fibonacci series/any given series.</p> <p>b. Design a form and validate all the controls placed on the form using Java Script.</p> <p>c. Write a JavaScript program to display all the prime numbers between 1 and 100.</p> <p>a. Write a JavaScript program to accept a number from the user and display the sum of its digits.</p> <p><b>Java Script</b></p> <p>a. Using JavaScript design, a web page that prints factorial/Fibonacci series/any given series.</p> <p>b. Design a form and validate all the controls placed on the form using Java Script.</p>	6

FEBURARY	Theory	<b>PHP:</b> <b>Why PHP and MySQL? Server-side scripting, PHP syntax and variables, comments, types, control structures, branching, looping, termination, functions, passing information with PHP, GET, POST, formatting form variables, superglobal arrays, strings and string functions, regular expressions, arrays, number handling, basic PHP errors/problems</b>	12
	Practical	. Control and looping statements and Java Script references <b>a. Design a web page demonstrating different conditional statements.</b> <b>b. Design a web page demonstrating different looping statements.</b> <b>Design a web page demonstrating different Core JavaScript reference</b>	6




MARCH	<b>Theory</b>	<b>Advanced PHP and MySQL : PHP/MySQL Functions,</b> Integrating web forms and databases, Displaying queries in tables, Building Forms from queries, String and Regular Expressions, Sessions, Cookies and HTTP, E-Mail	12
	<b>Practical</b>	<b>Basic PHP I</b> a. Write a PHP Program to accept a number from the user and print it factorial. b. Write a PHP program to accept a number from the user and print whether it is prime or not. <b>6. Basic PHP II</b> a. Write a PHP code to find the greater of 2 numbers. Accept the no. from the user. b. Write a PHP program to display the following Binary Pyramid: 1 0 1 1 0 1 0 1 0 1 <b>7. String Functions and arrays</b> a. Write a PHP program to demonstrate different string functions. b. Write a PHP program to create one dimensional array. <b>8. PHP and Database</b> a. Write a PHP code to create:  Create a database College  Create a table Department (Dname, Dno, Number_Of_faculty)	06

		<p>b. Write a PHP program to create a database named “College”. Create a table named “Student” with following fields (sno, sname, percentage). Insert 3 records of your choice. Display the names of the students whose percentage is between 35 to 75 in a tabular format.</p> <p>c. Design a PHP page for authenticating a user.</p> <p><b>9. Email</b></p> <p>a. Write a program to send email with attachment.</p> <p><b>10. Sessions and Cookies</b></p> <p>a. Write a program to demonstrate use of sessions and cookies.</p>	
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**REMARKS IF ANY:**

Outcome :

- Use different ways of styling web pages using CSS.
- Implement basic and complex functionalities of JavaScript in a web page.
- Employ PHP Scripts to execute dynamic tasks in a web page.
- Perform various database tasks using PHP.



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**TEACHING PLAN**  
**ACADEMIC YEAR 2021 – 2022**

- 1) Name of the Lecturer: Ms. Namrata Dubey    2) Department: B.Sc(IT)  
3) Subject: Numerical and Statistical Methods    4) Class: FYIT

**SECOND TERM / II- SEMESTER**

Month		Topics to be covered	No. of Lectures required
NOVEMBER	<b>Theory</b>	<b>Mathematical Modeling and Engineering Problem Solving: A</b> Simple Mathematical Model, Conservation Laws and Engineering Problems <b>Approximations and Round-Off Errors:</b> Significant Figures, Accuracy and Precision, Error Definitions, Round-Off Errors <b>Truncation Errors and the Taylor Series:</b> The Taylor Series, Error Propagation, Total Numerical Errors, Formulation Errors and Data Uncertainty	12
	<b>Practical</b>	<b>Iterative Calculation</b> a. Program for iterative calculation. b. Program to calculate the roots of a quadratic equation using the formula. c. Program to evaluate $e^x$ using infinite series. <b>2. Solution of algebraic and transcendental equations:</b> a. Program to solve algebraic and transcendental equation by bisection method. b. Program to solve algebraic and transcendental equation by false position method. c. Program to solve algebraic and transcendental equation by Secant method. d. Program to solve algebraic and transcendental equation by Newton Raphson method	6

DECEMBER	<b>Theory</b>	<p><b>Solutions of Algebraic and Transcendental Equations:</b>  The Bisection Method, The Newton-Raphson Method, The Regula-falsi method, The Secant Method.  <b>Interpolation:</b> Forward Difference, Backward Difference, Newton's Forward Difference Interpolation, Newton's Backward Difference Interpolation, Lagrange's Interpolation.</p>	12
	<b>Practical</b>	<p><b>Interpolation</b>  a. Program for Newton's forward interpolation.  b. Program for Newton's backward interpolation.  c. Program for Lagrange's interpolation.  <b>4. Solving linear system of equations by iterative methods</b>  a. Program for solving linear system of equations using Gauss Jordan method.  b. Program for solving linear system of equations using Gauss Seidel method.</p>	6
JANUARY	<b>Theory</b>	<p><b>Solution of simultaneous algebraic equations (linear) using iterative methods:</b> Gauss-Jordan Method, Gauss-Seidel Method.  <b>Numerical differentiation and Integration:</b> Numerical differentiation, Numerical integration using Trapezoidal Rule, Simpson's 1/3rd and 3/8th rules.  <b>Numerical solution of 1st and 2nd order differential equations:</b>  Taylor series, Euler's Method, Modified Euler's Method, Runge-Kutta Method for 1st and 2nd Order Differential Equations.</p>	12
	<b>Practical</b>	<p><b>Numerical Differentiation</b>  a. Programing to obtain derivatives numerically.  <b>6. Numerical Integration</b>  a. Program for numerical integration using Trapezoidal rule.  b. Program for numerical integration using Simpson's 1/3rd rule.  c. Program for numerical integration using Simpson's 3/8th rule.</p>	6

FEBURARY	<b>Theory</b>	<p><b>Least-Squares Regression:</b>  Linear Regression, Polynomial Regression, Multiple Linear Regression, General Linear Least Squares, Nonlinear Regression</p> <p><b>Linear Programming:</b> Linear optimization problem, Formulation and Graphical solution, Basic solution and Feasible solution.</p>	12
	<b>Practical</b>	<p><b>Solution of differential equations</b></p> <p>a. Program to solve differential equation using Euler's method  b. Program to solve differential equation using modified Euler's method.  c. Program to solve differential equation using Runge-kutta 2<sup>nd</sup> order and 4<sup>th</sup> order methods.</p> <p><b>8. Regression</b></p> <p>a. Program for Linear regression.  b. Program for Polynomial Regression.  c. Program for multiple linear regression.  d. Program for non-linear regression.</p>	6
MARCH	<b>Theory</b>	<p><b>Random variables:</b> Discrete and Continuous random variables, Probability density function, Probability distribution of random variables, Expected value, Variance.</p> <p><b>Distributions:</b> Discrete distributions: Uniform, Binomial, Poisson, Bernoulli, Continuous distributions: uniform distributions, exponential, (derivation of mean and variance only and state other properties and discuss their applications) Normal distribution state all the properties and its applications.</p>	12
	<b>Practical</b>	<p><b>Random variables and distributions</b></p> <p>a. Program to generate random variables.  b. Program to fit binomial distribution.  c. Program to fit Poisson distribution.</p> <p><b>10. Distributions</b></p> <p>a. Program for Uniform distribution.  b. Program for Negative binomial distribution.</p>	6



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**REMARKS IF ANY:**

Outcome :

- Understand numerical techniques to find the roots of non-linear equations and solution of
  - systems of linear equations.
  - Understand the difference operators and the use of interpolation.

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**TEACHING PLAN**  
**ACADEMIC YEAR 2021 – 2022**

- 1) Name of the Lecturer: Ms. Dipti Parab                      2) Department: B.Sc(IT)  
3) Subject Microprocessor Architecture                      4) Class: FYIT

**SECOND TERM / II- SEMESTER**

Month		Topics to be covered	No. of Lectures required
NOVEMBER	Theory	<p><b>Microprocessor, microcomputers, and Assembly Language:</b>  Microprocessor, Microprocessor Instruction Set and Computer Languages, From Large Computers to Single-Chip Microcontrollers, Applications.</p> <p><b>Microprocessor Architecture and Microcomputer System:</b>  Microprocessor Architecture and its operation's, Memory, I/O Devices, Microcomputer System, Logic Devices and Interfacing, Microprocessor-Based System Application.</p> <p><b>8085 Microprocessor Architecture and Memory Interface:</b>  Introduction, 8085 Microprocessor unit, 8085-Based Microcomputer, Memory Interfacing, Interfacing the 8155 Memory Segment, Illustrative Example: Designing Memory for the MCTS Project, Testing and Troubleshooting Memory Interfacing Circuit, 8085-Based Single-Board microcomputer.</p>	12
	Practical	<p><b>1. Perform the following Operations related to memory locations.</b>  a. Store the data byte 32H into memory location 4000H.  b. Exchange the contents of memory locations 2000H and 4000H</p> <p><b>2. Simple assembly language programs.</b>  a. Subtract the contents of memory location 4001H from the memory location 2000H and place the result in memory location 4002H.  b. Subtract two 8-bit numbers.</p>	6

		<p>c. Add the 16-bit number in memory locations 4000H and 4001H to the 16-bit number in memory locations 4002H and 4003H. The most significant eight bits of the two numbers to be added are in memory locations 4001H and 4003H. Store the result in memory locations 4004H and 4005H with the most significant byte in memory location 4005H.</p> <p>d. Add the contents of memory locations 40001H and 4001H and place the result in the memory locations 4002H and 4003H.</p> <p>e. Subtract the 16-bit number in memory locations 4002H and 4003H from the 16-bit number in memory locations 4000H and 4001H. The most significant eight bits of the two numbers are in memory locations 4001H and 4003H. Store the result in memory locations 4004H and 4005H with the most significant byte in memory location 4005H.</p> <p>f. Find the 1's complement of the number stored at memory location 4400H and store the complemented number at memory location 4300H.</p> <p>g. Find the 2's complement of the number stored at memory location 4200H and store the complemented number at memory location 4300H.</p>	
DECEMBER	Theory	<p><b>Interfacing of I/O Devices</b>  Basic Interfacing concepts, Interfacing Output Displays, Interfacing Input Devices, Memory Mapped I/O, Testing and Troubleshooting I/O Interfacing Circuits.</p> <p><b>Introduction to 8085 Assembly Language Programming:</b>  The 8085 Programming Model, Instruction Classification, Instruction, Data and Storage, Writing assembling and Execution of a simple program, Overview of 8085 Instruction Set, Writing and Assembling Program.</p> <p><b>Introduction to 8085 Instructions:</b>  Data Transfer Operations, Arithmetic Operations, Logic Operation, Branch Operation, Writing Assembly Languages Programs, Debugging a Program,</p>	12

	<b>Practical</b>	<p><b>Packing and unpacking operations.</b></p> <p>a. Pack the two unpacked BCD numbers stored in memory locations 4200H and 4201H and store result in memory location 4300H. Assume the least significant digit is stored at 4200H.</p> <p>b. Two digit BCD number is stored in memory location 4200H. Unpack the BCD number and store the two digits in memory locations 4300H and 4301H such that memory location 4300H will have lower BCD digit.</p> <p><b>4. Register Operations.</b></p> <p>a. Write a program to shift an eight bit data four bits right. Assume that data is in register C.</p> <p>b. Program to shift a 16-bit data 1 bit left. Assume data is in the HL register pair</p> <p>c. Write a set of instructions to alter the contents of flag register in 8085.</p> <p>d. Write a program to count number of 1's in the contents of D register and store the count in the B register.</p>	6
JANUARY	<b>Theory</b>	<p><b>Programming Techniques With Additional Instructions:</b>  Programming Techniques: Looping, Counting and Indexing,  Additional Data Transfer and 16-Bit Arithmetic Instructions, Arithmetic Instruction Related to Memory, Logic Operations: Rotate, Logics Operations: Compare, Dynamic Debugging.</p> <p><b>Counters and Time Delays:</b>  Counters and Time Delays, Illustrative Program: Hexadecimal Counter, Illustrative Program: zero-to-nine (Modulo Ten) Counter, Generating Pulse Waveforms, Debugging Counter and Time-Delay Programs.</p> <p><b>Stacks and Sub-Routines:</b>  Stack Subroutine, Restart, Conditional Call, Return Instructions, Advanced Subroutine concepts.</p>	12
	<b>Practical</b>	<p><b>Multiple memory locations.</b></p> <p>a. Calculate the sum of series of numbers. The length of the series is in memory</p>	6

		<p>location 4200H and the series begins from memory location 4201H. a. Consider the sum to be 8 bit number. So, ignore carries. Store the sum at memory location 4300H.</p> <p>b. Consider the sum to be 16 bit number. Store the sum at memory locations 4300H and 4301H</p> <p>c Find the largest number in a block of data. The length of the block is in memory location 2200H and the block itself starts from memory location 2201H. Store the maximum number in memory location 2300H. Assume that the numbers in the block are all 8 bit unsigned binary numbers.</p> <p><b>6. Calculations with respect to memory locations.</b></p> <p>a. Write a program to sort given 10 numbers from memory location 2200H in the ascending order.</p> <p>b. Calculate the sum of series of even numbers from the list of numbers. The length of the list is in memory location 2200H and the series itself begins from memory location 2201H. Assume the sum to be 8 bit number so you can ignore carries and store the sum at memory location</p>	
FEBURARY	Theory	<p>Code Conversion, BCD Arithmetic, and 16-Bit Data Operations:</p> <p>BCD-to-Binary Conversion, Binary-to-BCD Conversion, BCD-to- Seven-Segment-LED Code Conversion, Binary-to- ASCII and ASCII to- Binary Code Conversion, BCD Addition, BCD Subtraction, Introduction To Advanced Instructions and Applications, Multiplication, Subtraction With Carry.</p>	12

		<p><b>Software Development System and Assemblers:</b>  Microprocessors-Based Software Development system, Operating System and Programming Tools, Assemblers and Cross-Assemblers, Writing Program Using Cross Assemblers.</p> <p><b>Interrupts:</b>  The 8085 Interrupt, 8085 Vectored Interrupts, Restart as S/W Instructions, Additional I/O Concepts and processes.</p>	
	<b>Practical</b>	<p><b>Assembly programs on memory locations.</b></p> <p>a. Write an assembly language program to separate even numbers from the given list of 50 numbers and store them in the another list starting from 2300H. Assume starting address of 50 number list is 2200H</p> <p>b. Write assembly language program with proper comments for the following:  A block of data consisting of 256 bytes is stored in memory starting at 3000H.  This block is to be shifted (relocated) in memory from 3050H onwards. Do not shift the block or part of the block anywhere else in the memory.</p> <p>c. Write an assembly language program to generate fibonacci number.</p> <p><b>String operations in assembly programs.</b></p> <p>a. Write an 8085 assembly language program to insert a string of four characters from the tenth location in the given array of 50 characters</p>	6

MARCH	<b>Theory</b>	<p><b>The Pentium and Pentium Pro microprocessors:</b> Introduction, Special Pentium registers, Memory management, Pentium instructions, Pentium Pro microprocessor, Special Pentium Pro features.</p> <p><b>Core 2 and later Microprocessors:</b> Introduction, Pentium II software changes, Pentium IV and Core 2, i3, i5 and i7.</p> <p><b>SUN SPARC Microprocessor:</b> Architecture, Register file, data types and instruction format</p>	16
	<b>Practical</b>	<p><b>Calculations on memory locations.</b></p> <p>a. To test RAM by writing '1' and reading it back and later writing '0' (zero) and reading it back. RAM addresses to be checked are 40FFH to 40FFH. In case of any error, it is indicated by writing 01H at port 10</p> <p>b. Arrange an array of 8 bit unsigned no in descending order</p> <p>c. Transfer ten bytes of data from one memory to another memory block. Source memory block starts from memory location 2200H where as destination memory block starts from memory location 2300H</p> <p><b>Operations on BCD numbers.</b></p> <p>a. Add two 4 digit BCD numbers in HL and DE register pairs and store result in memory locations, 2300H and 2301H. Ignore carry after 16bit.</p> <p>b. Subtract the BCD number stored in E register from the number stored in the D register</p>	6

**REMARKS IF ANY:**

Outcome :

- Understand the basic concepts of Micro Computer Systems
- Understand the architecture and hardware aspects of 8085
- Write assembly language programs in 8085

*Sandeep*

*Singh*

*[Signature]*  
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**TEACHING PLAN**  
**ACADEMIC YEAR 2021 – 2022**

- 1) Name of the Lecturer: Mr. Sandeep Vishwakarma      2) Department: B.Sc(IT)  
3) Subject: Object Oriented Programming                      4) Class: FYIT

**SECOND TERM / II- SEMESTER**

Month		Topics to be covered	No. of Lectures required
NOVEMBER	<b>Theory</b>	<b>Object Oriented Methodology:</b> Introduction, Advantages and Disadvantages of Procedure Oriented Languages, what is Object Oriented? What is Object Oriented Development? Object Oriented Themes, Benefits and Application of OOPS. <b>Principles of OOPS:</b> OOPS Paradigm, Basic Concepts of OOPS: Objects, Classes, Data Abstraction and Data Encapsulation, Inheritance, Polymorphism, Dynamic Binding, Message Passing	12
	<b>Practical</b>	a. Design an employee class for reading and displaying the employee information, the getInfo() and displayInfo() methods will be used respectively. Where getInfo() will be private method b. Design the class student containing getData() and displayData() as two of its methods which will be used for reading and displaying the student information respectively. Where getData() will be private method. c. Design the class Demo which will contain the following methods: readNo(), factorial() for calculating the factorial of a number, reverseNo() will reverse the given number, isPalindrome() will check the given number is palindrome, isArmstrong() which will calculate the given number is armStrong or not. Where	6

		readNo() will be private method. d. Write a program to demonstrate function definition outside class and accessing class members in function definition.	
DECEMBER	<b>Theory</b>	<b>Classes and Objects:</b> Simple classes (Class specification, class members accessing), Defining member functions, passing object as an argument, Returning object from functions, friend classes, Pointer to object, Array of pointer to object. <b>Constructors and Destructors:</b> Introduction, Default Constructor, Parameterized Constructor and examples, Destructors	12
	<b>Practical</b>	<b>Using friend functions.</b> a. Write a friend function for adding the two complex numbers, using a single class b. Write a friend function for adding the two different distances and display its sum, using two classes. c. Write a friend function for adding the two matrix from two different classes and display its sum. <b>Polymorphism:</b> Concept of function overloading, overloaded operators, overloading unary and binary operators, overloading comparison operator, overloading arithmetic assignment operator, Data Conversion between objects and basic types,	6
JANUARY	<b>Theory</b>	<b>Polymorphism:</b> Concept of function overloading, overloaded operators, overloading unary and binary operators, overloading comparison operator, overloading arithmetic assignment operator, Data Conversion between objects and basic types, <b>Virtual Functions:</b> Introduction and need, Pure Virtual Functions, Static Functions, this Pointer, abstract classes, virtual destructors.	12



	<b>Practical</b>	<p><b>Constructors and method overloading.</b></p> <p>a. Design a class Complex for adding the two complex numbers and also show the use of constructor.</p> <p>b. Design a class Geometry containing the methods area() and volume() and also overload the area() function .</p> <p>c. Design a class StaticDemo to show the implementation of static variable and static function</p> <p><b>Operator Overloading</b></p> <p>a. Overload the operator unary(-) for demonstrating operator overloading.</p> <p>b. Overload the operator + for adding the timings of two clocks, And also pass objects as an argument.</p> <p>c. Overload the + for concatenating the two strings. For e.g “Py” + “thon” = Python</p>	6
FEBURARY	<b>Theory</b>	<p><b>Program development using Inheritance:</b> Introduction, understanding inheritance, Advantages provided by inheritance, choosing the access specifier, Derived class declaration, derived class constructors, class hierarchies, multiple inheritance, multilevel inheritance, containership, hybrid inheritance.</p> <p><b>Exception Handling:</b> Introduction, Exception Handling Mechanism, Concept of throw &amp; catch with example</p>	12
	<b>Practical</b>	<p><b>Inheritance</b></p> <p>a. Design a class for single level inheritance using public and private type derivation.</p> <p>b. Design a class for multiple inheritance.</p> <p>c. Implement the hierarchical inheritance.</p> <p><b>Virtual functions and abstract classes</b></p> <p>a. Implement the concept of method overriding.</p> <p>b. Show the use of virtual function</p> <p>c. Show the implementation of abstract class</p>	6
MARCH	<b>Theory</b>	<p><b>Program development using Inheritance:</b> Introduction,</p>	12

		<p>understanding inheritance, Advantages provided by inheritance,  choosing the access specifier, Derived class declaration, derived class  constructors, class hierarchies, multiple inheritance, multilevel  Inheritance, containership, hybrid inheritance.  <b>Exception Handling:</b> Introduction, Exception Handling Mechanism,  Concept of throw &amp; catch with example  <b>Templates:</b> Introduction, Function Template and examples, Class  Template and examples.  <b>Working with Files:</b> Introduction, File Operations, Various File  Modes, File Pointer and their Manipulation</p>	
	<b>Practical</b>	<p><b>String handling</b>  a. String operations for string length , string concatenation  b. String operations for string reverse, string comparison,  c. Console formatting functions.  <b>Exception handling</b>  a. Show the implementation of exception handling  b. Show the implementation for exception handling for strings  c. Show the implementation of exception handling for using the pointers.  <b>File handling</b>  a. Design a class FileDemo open a file in read mode and display the total number of words and lines in the file.  b. Design a class to handle multiple files and file operations  c. Design a editor for appending and editing the files  <b>Templates</b>  a. Show the implementation for the following  b. Show the implementation of template class library for swap function.  c. Design the template class library for sorting ascending to descending and viceversa</p>	6



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**REMARKS IF ANY:**

Outcome :

- Understand the concept of OOPs, feature of C++ language.
- Understand and apply various types of Data types, Operators, Conversions while designing the program.
- Understand and apply the concepts of Classes & Objects, friend function, constructors & destructors in program design.

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**TEACHING PLAN**  
**ACADEMIC YEAR 2021 – 2022**

- 1) Name of the Lecturer: Mr. Ravi Jaisawal      2) Department: B.Sc(IT)  
3) Subject: Green Computing                      4) Class: FYIT

**FIRST TERM / II- SEMESTER**

Month		Topics to be covered	No. of Lectures required
NOVEMBER	Theory	<b>Overview and Issues:</b> Problems: Toxins, Power Consumption, Equipment Disposal, Company's Carbon Footprint: Measuring, Details, reasons to bother, Plan for the Future, Cost Savings: Hardware, Power. <b>Initiatives and Standards:</b> Global Initiatives: United Nations, Basel Action Network, Basel Convention, North America: The United States, Canada, Australia, Europe, WEEE Directive, RoHS, National Adoption, Asia: Japan, China, Korea.	12
DECEMBER	Theory	<b>Minimizing Power Usage:</b> Power Problems, Monitoring Power Usage, Servers, Low-Cost Options, Reducing Power Use, Data De-Duplication, Virtualization, Management, Bigger Drives, Involving the Utility Company, Low- Power Computers, PCs, Linux, Components, Servers, Computer Settings, Storage, Monitors, Power Supplies, Wireless Devices, Software. <b>Cooling:</b> Cooling Costs, Power Cost, Causes of Cost, Calculating Cooling Needs, Reducing Cooling Costs, Economizers, On-Demand Cooling, HP's Solution, Optimizing Airflow, Hot Aisle/Cold Aisle, Raised Floors, Cable Management, Vapour Seal, Prevent Recirculation of Equipment Exhaust, Supply Air Directly to Heat Sources, Fans, Humidity, Adding Cooling, Fluid Considerations, System Design, Datacentre Design, Centralized Control, Design for Your Needs, Put Everything Together.	12

JANUARY	Theory	<p><b>Changing the Way of Work:</b>  Old Behaviours, starting at the Top, Process Reengineering with Green in Mind, Analysing the Global Impact of Local Actions, Steps: Water, Recycling, Energy, Pollutants, Teleworkers and Outsourcing, Telecommuting, Outsourcing, how to Outsource.</p> <p><b>Going Paperless:</b>  Paper Problems, The Environment, Costs: Paper and Office, Practicality, Storage, Destruction, Going Paperless, Organizational Realities, Changing Over, Paperless Billing, Handheld Computers vs. the Clipboard, Unified Communications, Intranets, What to Include, Building an Intranet, Microsoft Office SharePoint Server 2007, Electronic Data Interchange (EDI), Nuts and Bolts, Value Added Networks, Advantages, Obstacles.</p>	12
FEBRUARY	Theory	<p><b>Recycling:</b>  Problems, China, Africa, Materials, Means of Disposal, Recycling, Refurbishing, Make the Decision, Life Cycle, from beginning to end, Life, Cost, Green Design, Recycling Companies, Finding the Best One, Checklist, Certifications, Hard Drive Recycling, Consequences, cleaning a Hard Drive, Pros and cons of each method, CDs and DVDs, good and bad about CD and DVDs disposal, Change the mind-set, David vs. America Online</p> <p><b>Hardware Considerations:</b>  Certification Programs, EPEAT, RoHS, Energy Star, Computers, Monitors, Printers, Scanners, All-in-Ones, Thin Clients, Servers, Blade Servers, Consolidation, Products, Hardware Considerations, Planned Obsolescence, Packaging, Toxins, Other Factors, Remote Desktop, Using Remote Desktop, Establishing a Connection.</p>	12

MARCH	Theory	<p><b>Greening Your Information Systems:</b>  <b>Initial Improvement Calculations, Selecting Metrics, Tracking Progress, Change Business Processes, Customer Interaction, Paper Reduction, Green Supply Chain, Improve Technology Infrastructure, Reduce PCs and Servers, Shared Services, Hardware Costs, Cooling.</b>  <b>Staying Green:</b>  <b>Organizational Check-ups, Chief Green Officer, Evolution, Sell the CEO, SMART Goals, Equipment Check-ups, Gather Data, Tracking the data, Baseline Data, Benchmarking, Analyse Data, Conduct Audits, Certifications, Benefits, Realities, Helpful Organizations.</b></p>	12
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**REMARKS IF ANY:**

Outcome :

- Understand the concept of Green IT and problems related to it.
- Know different standards for Green IT.
- Understand the how power usage can be minimized in Technology.
- Learn about how the way of work is changing.



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**TEACHING PLAN**

**ACADEMIC YEAR 2021 – 2022**

- |   |                         |
|---|-------------------------|
| 1) Name of the Lecturer: Mrs Namrata Dube | 2) Department: B.Sc(IT) |
| 3) Subject: Applied Maths                 | 4) Class: S.Y.B.Sc(IT)  |

**FIRST TERM / III- SEMESTER**

Month		Topics to be covered	No. of Lectures required
JUNE	<b>Theory</b>	<p><b>Matrices:</b> Inverse of a matrix, Properties of matrices, Elementary Transformation, Rank of Matrix, Echelon or Normal Matrix, Inverse of matrix, Linear equations, Linear dependence and linear independence of vectors, Linear transformation, Characteristics roots and characteristics vectors, Properties of characteristic vectors, Caley-Hamilton Theorem, Similarity of matrices, Reduction of matrix to a diagonal matrix which has elements as characteristics values.</p> <p><b>Complex Numbers:</b> Complex number, Equality of complex numbers, Graphical representation of complex number(Argand's Diagram), Polar form of complex numbers, Polar form of <math>x+iy</math> for different signs of <math>x,y</math>, Exponential form of complex numbers, Mathematical operation with complex numbers and their representation on Argand's Diagram, Circular functions of complex angles, Definition of hyperbolic function, Relations between circular and hyperbolic functions, Inverse hyperbolic functions, Differentiation and Integration, Graphs of the hyperbolic functions, Logarithms of complex quality, <math>j(=i)</math> as an operator(Electrical circuits)</p>	12

JULY	<b>Theory</b>	<p><b>Equation of the first order and of the first degree:</b> Separation of variables, Equations homogeneous in x and y, Non-homogeneous linear equations, Exact differential Equation, Integrating Factor, Linear Equation and equation reducible to this form, Method of substitution.</p> <p><b>Differential equation of the first order of a degree higher than the first:</b> Introduction, Solvable for p (or the method of factors), Solve for y, Solve for x, Clairaut's form of the equation, Methods of Substitution, Method of Substitution.</p> <p><b>Linear Differential Equations with Constant Coefficients:</b> Introduction, The Differential Operator, Linear Differential Equation <math>f(D)y = 0</math>, Different cases depending on the nature of the root of the equation <math>f(D) = 0</math>, Linear differential equation <math>f(D)y = X</math>, The complimentary Function, The inverse operator <math>1/f(D)</math> and the symbolic expiration for the particular integral <math>1/f(D)X</math>; the general methods, Particular integral : Short methods, Particular integral : Other methods, Differential equations reducible to the linear differential equations with constant coefficients.</p>	12
AUGUST	<b>Theory</b>	<p><b>The Laplace Transform:</b> Introduction, Definition of the Laplace Transform, Table of Elementary Laplace Transforms, Theorems on Important Properties of Laplace Transformation, First Shifting Theorem, Second Shifting Theorem, The Convolution Theorem, Laplace Transform of an Integral, Laplace Transform of Derivatives, <b>Inverse Laplace Transform:</b> Shifting Theorem, Partial fraction Methods, Use of Convolution Theorem, Solution of Ordinary Linear Differential Equations with Constant Coefficients, Solution of Simultaneous Ordinary Differential Equations, Laplace Transformation of Special Function, Periodic Functions, Heaviside Unit Step Function, Dirac-delta Function (Unit Impulse Function),</p>	12



SEPTEMBER	<b>Theory</b>	<b>Multiple Integrals:</b> Double Integral, Change of the order of the integration, Double integral in polar co-ordinates, Triple integrals. <b>Applications of integration:</b> Areas, Volumes of solids.	12
OCTOBER	<b>Theory</b>	<b>Beta and Gamma Functions</b> – Definitions, Properties and Problems. Duplication formula. <b>Differentiation Under the Integral Sign</b> <b>Error Functions</b>	12

**REMARKS IF ANY:**

Outcome :

- The course teaches you to use the mathematical concepts in 3D graphics, Data Science and
  - Application in physics astronomy.
  - Upon completion of degree requirements, graduates from the Applied Mathematics\
- program will be able to demonstrate skills and proficiencies that are highly appealing
  - to employers across industries.



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Tel. 25704526 / 25704530



**TEACHING PLAN**  
**ACADEMIC YEAR 2021 – 2022**

1) Name of the Lecturer: Mr Ravi Jaisawal  
3) Subject: DBMS

2) Department: B.Sc(IT)  
4) Class: S.Y.B.Sc(IT)

**FIRST TERM / III- SEMESTER**

Month		Topics to be covered	No. of Lectures required
JUNE	Theory	<p><b>Introduction to Databases and Transactions</b>  What is database system, purpose of database system, view of data, relational databases, database architecture, transaction management</p> <p><b>Data Models</b>  The importance of data models, Basic building blocks, Business rules, The evolution of data models, Degrees of data abstraction.</p> <p><b>Database Design, ER Diagram and Unified Modeling Language</b>  Database design and ER Model: overview, ER Model, Constraints, ER Diagrams, ER Issues, weak entity sets, Codd's rules, Relational Schemas, Introduction to UML</p>	12
	Practical	<p><b>SQL Statements – 1</b>  Writing Basic SQL SELECT Statements  Restricting and Sorting Data  Single-Row Functions</p> <p><b>SQL Statements – 2</b>  Displaying Data from Multiple Tables  Aggregating Data Using Group Functions  Subqueries</p>	06

JULY	Theory	<b>Relational database model:</b> Logical view of data, keys, integrity rules, Relational Database design: features of good relational database design, atomic domain and Normalization (1NF, 2NF, 3NF, BCNF). <b>Relational Algebra and Calculus</b> Relational algebra: introduction, Selection and projection, set operations, renaming, Joins, Division, syntax, semantics. Operators, grouping and ungrouping, relational comparison. <b>Calculus:</b> Tuple relational calculus, Domain relational Calculus, calculus vs algebra, computational capabilities	10
	Practical	<b>Manipulating Data</b> Using INSERT statement Using DELETE statement Using UPDATE statement <b>Creating and Managing Tables</b> Creating and Managing Tables Including Constraints	6
	Theory	<b>Constraints, Views and SQL</b> Constraints, types of constraints, Integrity constraints, Views: Introduction to views, data independence, security, updates on views, comparison between tables and views SQL: data definition, aggregate function, Null Values, nested sub queries, Joined relations. Triggers	12
AUGUST	Practical	<b>Creating and Managing other database objects</b> Creating Views Other Database Objects Controlling User Access	06

SEPTEMBER	<b>Theory</b>	<b>Transaction management and Concurrency</b> Control Transaction management: ACID properties, serializability and concurrency control, Lock based concurrency control (2PL, Deadlocks), Time stamping methods, optimistic methods, database recovery management.	15
	<b>Practical</b>	<b>Using SET operators, Date/Time Functions, GROUP BY clause (advanced features) and advanced subqueries</b> a. Using SET Operators b. Datetime Functions c. Enhancements to the GROUP BY Clause Advanced Subqueries  <b>PL/SQL Basics</b>  Declaring Variables  Writing Executable Statements  Interacting with the Oracle Server	06
OCTOBER	<b>Theory</b>	<b>PL-SQL: Beginning with PL / SQL, Identifiers and Keywords, Operators, Expressions, Sequences, Control Structures, Cursors and Transaction, Collections and composite data types, Procedures and Functions, Exceptions Handling, Packages, With Clause and Hierarchical Retrieval, Triggers.</b>	05

	<b>Practical</b>	<p>Working with Composite Data Types  Writing Explicit Cursors</p> <p>b.</p> <p>Handling Exceptions</p> <p>c.</p> <p><b>Procedures and Functions</b></p> <p><b>9.</b></p> <p>Creating Procedures</p> <p>a.</p> <p>Creating Functions</p> <p>b.</p> <p>Managing Subprograms</p> <p>c.</p> <p>Creating Packages</p>	06
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**REMARKS IF ANY:**

Outcome:

- The objective of this course is to introduce the concept of the DBMS with respect to the
  - relational model, to understand creation, manipulation and querying of data in databases and to
  - explore the idea behind PL/SQL.



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**TEACHING PLAN**  
**ACADEMIC YEAR 2021 – 2022**

1) Name of the Lecturer: Mr. Arvind Singh  
3) Subject: Python Programming

2) Department: B.Sc.(IT)  
4) Class: S.Y.B.Sc.(IT)

**FIRST TERM / III- SEMESTER**

Month		Topics to be covered	No. of Lectures required
JUNE	Theory	<p><b>Introduction:</b> The Python Programming Language, History, features, Installing Python, Running Python program, Debugging : Syntax Errors, Runtime Errors, Semantic Errors, Experimental Debugging, Formal and Natural Languages, The Difference Between Brackets, Braces, and Parentheses,</p> <p><b>Variables and Expressions</b> Values and Types, Variables, Variable Names and Keywords, Type conversion, Operators and Operands, Expressions, Interactive Mode and Script Mode, Order of Operations.</p> <p><b>Conditional Statements:</b> if, if-else, nested if –else</p> <p><b>Looping:</b> for, while, nested loops</p> <p><b>Control statements:</b> Terminating loops, skipping specific conditions</p>	12
	Practical	<p><b>Write the program for the following:</b></p> <p>Create a program that asks the user to enter their name and their age. Print out a message addressed to them that tells them the year that they will turn 100 years old.</p> <p>Enter the number from the user and depending on</p> <p>b. whether the number is even or odd, print out an appropriate message to the user.</p> <p>Write a program to generate the Fibonacci series.</p> <p>Write a function that reverses the user defined value.</p> <p>Write a function to check the input value is Armstrong and also write the function for Palindrome.</p> <p>e.</p> <p>Write a recursive function to print the factorial for a given number.</p> <p>f.</p>	06

JULY	<b>Theory</b>	<p><b>Functions:</b> Function Calls, Type Conversion Functions, Math Functions, Composition, Adding New Functions, Definitions and Uses, Flow of Execution, Parameters and Arguments, Variables and Parameters Are Local, Stack Diagrams, Fruitful Functions and Void Functions, Why Functions? Importing with from, Return Values, Incremental Development, Composition, Boolean Functions, More Recursion, Leap of Faith, Checking Types</p> <p><b>Strings:</b> A String Is a Sequence, Traversal with a for Loop, String Slices, Strings Are Immutable, Searching, Looping and Counting, String Methods, The in Operator, String Comparison, String Operations</p>	12
	<b>Practical</b>	<p>Write a function that takes a character (i.e. a string of length 1) and returns True if it is a vowel, False otherwise.</p> <p>Define a function that computes the <i>length</i> of a given</p> <p>b. list or string.</p> <p>Define a <i>procedure</i> histogram() that takes a list of</p> <p>c. integers and prints a histogram to the screen. For example, histogram([4, 9, 7]) should print the following:</p> <pre>**** ***** *****</pre>	06
AUGUST	<b>Theory</b>	<p><b>Lists:</b> Values and Accessing Elements, Lists are mutable, traversing a List, Deleting elements from List, Built-in List Operators, Concatenation, Repetition, In Operator, Built-in List functions and methods</p> <p><b>Tuples and Dictionaries:</b> Tuples, Accessing values in Tuples, Tuple Assignment, Tuples as return values, Variable-length argument tuples, Basic tuples operations, Concatenation, Repetition, in Operator, Iteration, Built-in Tuple Functions</p> <p>Creating a Dictionary, Accessing Values in a dictionary, Updating Dictionary, Deleting Elements from Dictionary, Properties of Dictionary keys, Operations in Dictionary, Built-In Dictionary Functions, Built-in Dictionary Methods</p> <p><b>Files:</b> Text Files, The File Object Attributes, Directories</p> <p><b>Exceptions:</b> Built-in Exceptions, Handling Exceptions, Exception , with Arguments, User-defined Exceptions</p>	12

	<b>Practical</b>	<p>a. A <i>pangram</i> is a sentence that contains all the letters of the English alphabet at least once, for example: <i>The quick brown fox jumps over the lazy dog</i>. Your task here is to write a function to check a sentence to see if it is a pangram or not.</p> <p>Take a list, say for example this one:</p> <p>b. <code>a=[1, 1, 2, 3, 5, 8, 13, 21, 34, 55, 89]</code> and write a program that prints out all the elements of the list that are less than 5.</p>	06
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SEPTEMBER	<b>Theory</b>	<p><b>Regular Expressions</b> – Concept of regular expression, various types of regular expressions, using match function.</p> <p><b>Classes and Objects:</b> Overview of OOP (Object Oriented Programming), Class Definition, Creating Objects, Instances as Arguments, Instances as return values, Built-in Class Attributes, Inheritance, Method Overriding, Data Encapsulation, Data Hiding</p> <p><b>Multithreaded Programming:</b> Thread Module, creating a thread, synchronizing threads, multithreaded priority queue</p> <p><b>Modules:</b> Importing module, Creating and exploring modules, Math module, Random module, Time module</p>	12
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		<p>Write a program that takes two lists and returns True if they have at least one common member.</p> <p>Write a Python program to print a specified list after removing the 0th, 2nd, 4th and 5th elements.</p> <p>write a Python program to clone or copy a list  <b>Write the program for the following:</b></p> <p>Write a Python program to read an entire text file.</p> <p>Write a Python program to append text to a file and display the text.</p> <p>Write a Python program to read last n lines of a file.</p>	
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	<b>Practical</b>	<p><b>Write the program for the following:</b></p> <p>Design a class that store the information of student and display the same</p> <p>Implement the concept of inheritance using python</p>	06
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		<p>Write a method called value which returns a tuple containing the values of x and y. Make this method into a property, and write a setter and a deleter for manipulating the values of x and y</p>	
<b>October</b>	<b>Theory</b>	<p><b>Creating the GUI Form and Adding Widgets:</b>  <b>Widgets:</b> Button, Canvas, Checkbutton, Entry, Frame, Label, Listbox, Menubutton, Menu, Message, Radiobutton, Scale, Scrollbar, text, Toplevel, Spinbox, PanedWindow, LabelFrame, tkMessageBox.  Handling Standard attributes and Properties of Widgets.  <b>Layout Management:</b> Designing GUI applications with proper Layout Management features.  <b>Look and Feel Customization:</b> Enhancing Look and Feel of GUI using different appearances of widgets.  <b>Storing Data in Our MySQL Database via Our GUI</b>  <b>:Connecting to a MySQL database from Python, Configuring the MySQL connection, Designing the Python GUI database, Using the INSERT command, Using the UPDATE command, Using the DELETE command, Storing and retrieving data from MySQL database.</b></p>	12

OCTOBER	<b>Practical</b>	<p>Write a Python script to sort (ascending and descending) a dictionary by value.</p> <p>Write a Python script to concatenate following</p> <p>b. dictionaries to create a new one.  Sample Dictionary : dic1={1:10, 2:20} dic2={3:30, 4:40} dic3={5:50,6:60}  Expected Result : {1: 10, 2: 20, 3: 30, 4: 40, 5: 50, 6: 60}</p> <p>Write a Python program to sum all the items in a</p> <p>c. dictionary.  Open a new file in IDLE (“New Window” in the “File” menu) and save it as geometry.py in the directory where you keep the files you create for this course. Then copy the functions you wrote for calculating volumes and areas in the “Control Flow and Functions” exercise into this file and save it.  Now open a new file and save it in the same directory.  You should now be able</p>	06
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**REMARKS IF ANY:**

Outcome:

- The objective of this paper is learn the new programming style To give the idea to the students
  - how programming can be used for designing real-life applications by reading/writing to files,
  - GUI programming, interfacing with database.



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**TEACHING PLAN**  
**ACADEMIC YEAR 2021 – 2022**

1) Name of the Lecturer: Mr. Sandeep Vishwakarma  
3) Subject: Data Structure

2) Department: B.Sc(IT)  
4) Class: S.Y.B.Sc(IT)

**FIRST TERM / III- SEMESTER**

Month	Topics to be covered	No. of Lectures required
JUNE	<p><b>Theory</b></p> <p><b>Introduction:</b> Data and Information, Data Structure, Classification of Data Structures, Primitive Data Types, Abstract Data Types, Data structure vs. File Organization, Operations on Data Structure, Algorithm, Importance of Algorithm Analysis, Complexity of an Algorithm, Asymptotic Analysis and Notations, Big O Notation, Big Omega Notation, Big Theta Notation, Rate of Growth and Big O Notation.</p> <p><b>Array:</b> Introduction, One Dimensional Array, Memory Representation of One Dimensional Array, Traversing, Insertion, Deletion, Searching, Sorting, Merging of Arrays, Multidimensional Arrays, Memory Representation of Two Dimensional Arrays, General Multi-Dimensional Arrays, Sparse Arrays, SparseMatrix, Memory Representation of Special kind of Matrices, Advantages and Limitations of Arrays.</p>	12

	<b>Practical</b>	<p>1. Write a program to store the elements in 1-D array and perform</p> <ol style="list-style-type: none"> <li>a. the operations like searching, sorting and reversing the elements. [Menu Driven] Read the two arrays from the user and merge them and display</li> <li>b. the elements in sorted order.[Menu Driven]</li> </ol> <p>Write a program to perform the Matrix addition, Multiplication and Transpose Operation. [Menu Driven]</p> <ol style="list-style-type: none"> <li>c. <b>2. Implement the following for Linked List:</b> <ol style="list-style-type: none"> <li>a. Write a program to create a single linked list and display the node elements in reverse order.</li> <li>b. Write a program to search the elements in the linked list and display the same</li> <li>c. Write a program to create double linked list and sort the elements in the linked list.</li> </ol> </li> </ol>	06
JULY	<b>Theory</b>	<p><b>Linked List:</b> Linked List, One-way Linked List, Traversal of Linked List, Searching, Memory Allocation and De-allocation, Insertion in Linked List, Deletion from Linked List, Copying a List into Other List, Merging Two Linked Lists, Splitting a List into Two Lists, Reversing One way linked List, Circular Linked List, Applications of Circular Linked List, Two way Linked List, Traversing a Two way Linked List, Searching in a Two way linked List, Insertion of an element in Two way Linked List, Deleting a node from Two way Linked List, Header Linked List, Applications of the Linked list, Representation of Polynomials, Storage of Sparse Arrays, Implementing other Data Structures</p>	12

	<b>Practical</b>	<p style="text-align: center;"><b>Implement the following for Stack:</b></p> <p>3.</p> <p>Write a program to implement the concept of Stack with Push,  a. Pop, Display and Exit operations.</p> <p>Write a program to convert an infix expression to postfix and  b. prefix conversion.</p> <p>Write a program to implement Tower of Hanoi problem.  c.</p> <p style="text-align: center;"><b>Implement the following for Queue:</b></p> <p>4.</p> <p>Write a program to implement the concept of Queue with Insert,  a. Delete, Display and Exit operations.</p> <p>Write a program to implement the concept of Circular Queue  b.</p> <p>Write a program to implement the concept of Deque.  c.</p>	06
AUGUST	<b>Theory</b>	<p><b>Stack:</b> Introduction, Operations on the Stack Memory Representation of Stack, Array Representation of Stack, Applications of Stack, Evaluation of Arithmetic Expression, Matching Parenthesis, infix and postfix operations, Recursion.</p> <p><b>Queue:</b> Introduction, Queue, Operations on the Queue, Memory Representation of Queue, Array representation of queue, Linked List Representation of Queue, Circular Queue, Some special kinds of queues, Deque, Priority Queue, Application of Priority Queue, Applications of Queues.</p>	12

	<b>Practical</b>	<p style="text-align: center;"><b>Implement the following sorting techniques:</b></p> <p>5.</p> <p>Write a program to implement bubble sort.</p> <p>a.</p> <p>Write a program to implement selection sort.</p> <p>b.</p> <p>Write a program to implement insertion sort.</p> <p>c.</p> <p style="text-align: center;"><b>Implement the following data structure techniques:</b></p> <p>Write a program to implement merge sort.</p> <p>a.</p> <p>Write a program to search the element using sequential search.</p> <p>b.</p>	06
SEPTEMBER	<b>Theory</b>	<p style="text-align: right;"><b>12</b></p> <p><b>Sorting and Searching Techniques</b>  Bubble, Selection, Insertion, Merge Sort. Searching: Sequential, Binary, Indexed Sequential Searches, Binary Search.  <b>Tree:</b>Tree, Binary Tree, Properties of Binary Tree, Memory Representation of Binary Tree, Operations Performed on Binary Tree, Reconstruction of Binary Tree from its Traversals, Huffman Algorithm, Binary Search Tree, Operations on Binary Search Tree, Heap, Memory Representation of Heap, Operation on Heap, Heap Sort.  <b>Advanced Tree Structures:</b>Red Black Tree, Operations Performed on Red Black Tree, AVL Tree, Operations performed on AVL Tree, 2-3 Tree, B-Tree.</p>	12

	<b>Practical</b>	<p style="text-align: center;"><b>Implement the following data structure techniques:</b></p> <p>7.</p> <p>Write a program to create the tree and display the elements.</p> <p>a.</p> <p>Write a program to construct the binary tree.</p> <p>b.</p> <p>Write a program for inorder, postorder and preorder traversal of tree</p> <p>c.</p> <p style="text-align: center;"><b>Implement the following data structure techniques:</b></p> <p>8.</p> <p>Write a program to insert the element into maximum heap.</p> <p>a.</p> <p>Write a program to insert the element into minimum heap.</p> <p>b.</p>	06
OCTOBER	<b>Theory</b>	<p><b>Hashing Techniques</b>  Hash function, Address calculation techniques, Common hashing functions Collision resolution, Linear probing, Quadratic, Double hashing, Buckethashing, Deletion and rehashing</p> <p><b>Graph:</b> Introduction, Graph, Graph Terminology, Memory Representation of Graph, Adjacency Matrix Representation of Graph, Adjacency List or Linked Representation of Graph, Operations Performed on Graph, Graph Traversal, Applications of the Graph, Reachability, Shortest Path Problems, Spanning Trees.</p>	12

	<b>Practical</b>	<p style="text-align: center;"><b>Implement the following data structure techniques:</b></p> <p><b>9.</b></p> <p>Write a program to implement the collision technique.</p> <p>a.</p> <p>Write a program to implement the concept of linear probing.</p> <p>b.</p> <p style="text-align: center;"><b>Implement the following data structure techniques:</b></p> <p><b>10.</b></p> <p>Write a program to generate the adjacency matrix.</p> <p>a.</p> <p>Write a program for shortest path diagram.</p> <p>b.</p>	06
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**REMARKS IF ANY:**

Outcome:

- To develop basic understanding of Data Structure.
- To understand arrays, link list, various types of queue, stack, tree and graphs.
- Provide a holistic approach to design, use and implement abstract data types.
- Understand the commonly used data structures and various forms of its implementation.

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**TEACHING PLAN**  
**ACADEMIC YEAR 2021 – 2022**

1) Name of the Lecturer: Mrs. Dipti Parab  
3) Subject: Computer Networks

2) Department: B.Sc(IT)  
4) Class: S.Y.B.Sc(IT)

**FIRST TERM / III- SEMESTER**

Month		Topics to be covered	No. of Lectures required
JUNE	Theory	<p><b>Introduction:</b> Data communications, networks, network types, Internet history, standards and administration.</p> <p><b>Network Models:</b> Protocol layering, TCP/IP protocol suite, The OSI model.</p> <p><b>Introduction to Physical layer:</b> Data and signals, periodic analog signals, digital signals, transmission impairment, data rate limits, performance.</p> <p><b>Digital and Analog transmission:</b> Digital-to-digital conversion, analog-to-digital conversion, transmission modes, digital-to-analog conversion, analog-to-analog conversion.</p>	12
	Practical	<p><b>IPv4 Addressing and Subnetting</b></p> <p>1. a) Given an IP address and network mask, determine other information about the IP address such as:</p> <ul style="list-style-type: none"> <li>• Network address</li> <li>• Network broadcast address</li> <li>• Total number of host bits</li> <li>• Number of hosts</li> </ul> <p>b) Given an IP address and network mask, determine other information about the IP address such as:</p> <ul style="list-style-type: none"> <li>• The subnet address of this subnet</li> <li>• The broadcast address of this subnet</li> <li>• The range of host addresses for this subnet</li> <li>• The maximum number of subnets for this subnet mask</li> <li>• The number of hosts for each subnet</li> <li>• The number of subnet bits</li> <li>• The number of this subnet</li> </ul> <p>Use of ping and tracert / traceroute, ipconfig / ifconfig, route and arp utilities</p>	06

JULY	<b>Theory</b>	<b>Bandwidth Utilization: Multiplexing and Spectrum Spreading:</b> Multiplexing, Spread Spectrum <b>Transmission media:</b> Guided Media, Unguided Media <b>Switching:</b> Introduction, circuit switched networks, packet switching, structure of a switch. <b>Introduction to the Data Link Layer:</b> Link layer addressing, Data Link Layer Design Issues, Error detection and correction, block coding, cyclic codes, checksum, forward error correction, error correcting codes, error detecting codes.	12
	<b>Practical</b>	Configure IP static routing. Configure IP routing using RIP.	03
AUGUST	<b>Theory</b>	<b>Data Link Control:</b> DLC services, data link layer protocols, HDLC, Point-to-point protocol. <b>Media Access Control:</b> Random access, controlled access, channelization, Wired LANs – Ethernet Protocol, standard ethernet, fast ethernet, gigabit ethernet, 10 gigabit ethernet, <b>Wireless LANs:</b> Introduction, IEEE 802.11 project, Bluetooth, WiMAX, Cellular telephony, Satellite networks. <b>Connecting devices and Virtual LANs.</b>	12
	<b>Practical</b>	Configuring Simple OSPF. Configuring DHCP server and client.  Create virtual PC based network using virtualization software and virtual NIC.  . Configuring DNS Server and client.	06
SEPTEMBER	<b>Theory</b>	<b>Introduction to the Network Layer:</b> Network layer services, packet switching, network layer performance, IPv4 addressing, forwarding of IP packets, Internet Protocol, ICMPv4, Mobile IP <b>Unicast Routing:</b> Introduction, routing algorithms, unicast routing protocols. <b>Next generation IP:</b> IPv6 addressing, IPv6 protocol, ICMPv6 protocol, transition from IPv4 to IPv6.	14

	<b>Practical</b>	Configuring OSPF with multiple areas. Use of Wireshark to scan and check the packet	12
OCTOBER	<b>Theory</b>	<b>Introduction to the Transport Layer:</b> Introduction, Transport layer protocols (Simple protocol, Stop-and-wait protocol, Go-Back-n protocol, Selective repeat protocol, Bidirectional protocols), Transport	12
	<b>Practical</b>	information of following protocols <ul style="list-style-type: none"> <li>• HTTP</li> <li>• ICMP</li> <li>• TCP</li> <li>• SMTP</li> <li>• POP3</li> </ul>	06

**REMARKS IF ANY:**

- Outcome: To make the learner to conceptualize and understand the framework and working of
- communication networks and to have a firm grip over this very important segment of Internet.



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**TEACHING PLAN**

**ACADEMIC YEAR 2021 – 2022**

- 1) Name of the Lecturer: Mr. Ravi Jaiswal      2) Department: B.Sc(IT)  
3) Subject: Mobile Programming                      4) Class: S.Y.B.Sc(IT)

**FIRST TERM / III- SEMESTER**

Month	Topics to be covered	No. of Lectures required
JUNE	Setting up CORDOVA, Phone GAP Project and environment.  1. <ul style="list-style-type: none"> <li>• Creating and building simple “Hello World” App using Cordova</li> <li>• Adding and Using Buttons</li> <li>• Adding and Using Event Listeners</li> </ul> 2. <ul style="list-style-type: none"> <li>• Creating and Using Functions</li> <li>• Using Events</li> <li>• Handling and Using Back Button</li> </ul>	6
JULY	3. <ul style="list-style-type: none"> <li>• Installing and Using Plugins</li> <li>• Installing and Using Battery Plugin</li> <li>• Installing and Using Camera Plugin</li> </ul> 4. <ul style="list-style-type: none"> <li>• Installing and Using Contacts Plugin</li> <li>• Installing and Using Device Plugin</li> <li>• Installing and Using Accelerometer Plugin</li> </ul>	6

AUGUST	<p>5.</p> <ul style="list-style-type: none"> <li>• Install and Using Device Orientation plugin</li> <li>• Install and Using Device Orientation plugin</li> <li>• Create and Using Prompt Function</li> </ul> <p>6.</p> <ul style="list-style-type: none"> <li>• Installing and Using File Plugin</li> <li>• Installing and Using File Transfer Plugin</li> <li>• Using Download and Upload functions</li> </ul>	6
SEPTEMBER	<p>7.</p> <ul style="list-style-type: none"> <li>• Installing and Using Globalization Plugin</li> <li>• Installing and Using Media Plugin</li> <li>• Installing and Using Media Capture Plugin</li> </ul> <p>8.</p> <ul style="list-style-type: none"> <li>• Installing and Using Network Information Plugin</li> </ul>	6
OCTOBER	<p>9.</p> <ul style="list-style-type: none"> <li>• Developing Single Page Apps</li> <li>• Developing Multipage Apps</li> <li>• Storing Data Locally in a Cordova App</li> </ul> <p>10.</p> <ul style="list-style-type: none"> <li>• Use of sqlite plugin with PhoneGap / apache Cordova</li> <li>• Using Sqlite read/write and search</li> <li>• Populating Cordova SQLite storage with the JQuery API</li> </ul>	6

**REMARKS IF ANY:**

outcome:

- design and develop User Interfaces for the Android platform.



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Name of the Lecturer : Mr. Sandeep Vishwakarma  
Subject: CORE JAVA

Department: B.Sc(IT)  
Class: S.Y.B.Sc(IT)

### SECOND TERM / IV- SEMESTER

Month		Topics to be covered	No. of Lectures required
DECEMBER	<b>Theory</b>	Introduction, Data types	12
	<b>Practical</b>	A Write a Java program that takes a number as input and prints its multiplication table upto 10. b. Write a Java program to display the following pattern. ***** **** * *** ** ** * * c. Write a Java program to print the area and perimeter of a circle.	06
JANUARY	<b>Theory</b>	Control Flow Statements, Iterations, Classes:, Inheritance, Packages:	12
	<b>Practical</b>	a. Write a Java program to add two binary numbers. b. Write a Java program to convert a decimal number to binary number and vice versa. c. Write a Java program to reverse a string. a. Designed a class SortData that contains the method asec() and desc(). b. Designed a class that demonstrates the use of constructor and destructor. c. Write a java program to demonstrate the implementation of abstract class.	06
FEBRUARY	<b>Theory</b>	Enumerations, Arrays, Multithreading, Exceptions, Byte streams	12
	<b>Practical</b>	File Handling a. Write a java program to open a file and display the contents in the console window. b. Write a java program to copy the contents from one file to other file. c. Write a java program to read the student data from user and store it in the file. 9. GUI and Exception Handling a. Design a AWT program to print the factorial for an input value. b. Design an AWT program to perform various string operations like reverse string, string concatenation etc. c. Write a java program to implement	06



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		exception handling.	
MARCH	<b>Theory</b>	Event Handling, Abstract Window Toolkit, Layouts	12
	<b>Practical</b>	GUI Programming. a. Design an AWT application that contains the interface to add student information and display the same. b. Design a calculator based on AWT application. c. Design an AWT application to generate result marks sheet.	06

Remarks if any :  
Outcome:

- To develop basic understanding of java program.
- To understand arrays, link list, various types of queue, stack, tree and graphs.
- Provide a holistic approach to design, use and implement abstract data types.

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**ACADEMIC YEAR 2020 – 2021**

1) **Name of the Lecturer:** Mrs. Dipti Parab  
3) **Subject:** Introduction to Embedded System

2) **Department:** B.Sc(IT)  
4) **Class:** S.Y.B.Sc(IT)

**SECOND TERM / IV- SEMESTER**

Month		Topics to be covered	No. of Lectures required
DECEMBER	<b>Theory</b>	Introduction, Core of embedded systems, Characteristics and quality attributes of embedded systems	12
	<b>Practical</b>	Design and develop a reprogrammable embedded computer using 8051 microcontrollers and to show the following aspects. a. Programming b. Execution c. Debugging	06
JANUARY	<b>Theory</b>	Embedded Systems – Application and Domain Specific:, Embedded Hardware, Peripherals, The 8051 Microcontrollers, 8051 Programming in C:	12
	<b>Practical</b>	A. Configure timer control registers of 8051 and develop a program to generate given time delay. B To demonstrate use of general purpose port i.e. Input/ output port of two controllers for data transfer between them. Port I / O: Use one of the four ports of 8051 for O/P interfaced to eight LED's. Simulate binary counter (8 bit) on LED's B To interface 8 LEDs at Input-output port and create different patterns. C To demonstrate timer working in timer mode and blink LED without using any loop delay routine.	06
FEBRUARY	<b>Theory</b>	Designing Embedded System with 8051 Microcontroller, Programming embedded systems	12



	<b>Practical</b>	Serial I / O: Configure 8051 serial port for asynchronous serial communication with serial port of PC exchange text messages to PC and display on PC screen. Signify end of message by carriage return. B To demonstrate interfacing of seven-segment LED display and generate counting from 0 to 99 with fixed time delayInterface 8051 with D/A converter and generate triangular wave of given frequency on oscilloscope. 40 B Using D/A converter generate sine wave on oscilloscope with the help of lookup table stored in data area of 8051	06
MARCH	<b>Theory</b>	Real Time Operating System (RTOS), Design and Development	12
	<b>Practical</b>	Interface stepper motor with 8051 and write a program to move the motor through a given angle in clock wise or counter clock wise direction. 7. Generate traffic signal. 8. Implement Temperature controller. 9. Implement Elevator control.	06

Remarks if any :

Outcome:

- To develop basic understanding of microcontroller.
- To understand sensor based technology.
- Provide a holistic approach to design, use and implement control system for other big system.



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**ACADEMIC YEAR 2020 – 2021**

1) Name of the Lecturer: Mrs. Namrata Dube  
3) Subject: COST

2) Department: B.Sc(IT)  
4) Class: S.Y.B.Sc(IT)

**SECOND TERM / IV- SEMESTER**

Month		Topics to be covered	No. of Lectures required
December	<b>Theory</b>	The Mean, Median, Mode, and Other Measures of Central Tendency, The Standard Deviation and Other Measures of Dispersion	12
	<b>Practical</b>	1 Using R execute the basic commands, array, list and frames. 2. Create a Matrix using R and Perform the operations addition, inverse, transpose and multiplication operations. 3. Using R Execute the statistical functions: mean, median, mode, quartiles, range, inter quartile range histogram	06
January	<b>Theory</b>	Moments, Skewness, and Kurtosis, Elementary Probability Theory	12
	<b>Practical</b>	4. Using R import the data from Excel / .CSV file and Perform the above functions. 5. Using R import the data from Excel / .CSV file and Calculate the standard deviation, variance, co-variance.	06
February	<b>Theory</b>	Elementary Sampling Theory, Statistics in R, Small Sampling Theory, The Chi-Square Test	12
	<b>Practical</b>	6. Using R import the data from Excel / .CSV file and draw the skewness. 7. Import the data from Excel / .CSV and perform the hypothetical testing. 8. Import the data from Excel / .CSV and perform the Chi-squared Test.	06
MARCH	<b>Theory</b>	Curve Fitting and the Method of Least Squares, Correlation Theory, Sampling Theory of Regression.	12
	<b>Practical</b>	9. Using R perform the binomial and normal distribution on the data. 10. Perform the Linear Regression using R.	06



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**REMARKS IF ANY:**

Outcome:

Computer-based statistical techniques have made data analysis and statistical calculations much faster and more efficient. Tasks that would have taken hours or even days to perform manually can now be completed within seconds or minutes using computeComputer-based statistical techniques have made data analysis and statistical calculations much faster and more efficient. Tasks that would have taken hours or even days to perform manually can now be completed within seconds or minutes using computer algorithms and software.r algorithms and software..

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**ACADEMIC YEAR 2020 – 2021**

1) Name of the Lecturer: Mr. Arvind Singh  
3) Subject: Software Engineering

2) Department: B.Sc(IT)  
4) Class: S.Y.B.Sc(IT)

**SECOND TERM / IV- SEMESTER**

Month		Topics to be covered	No. of Lectures required
DECEMBER	<b>Theory</b>	Introduction, Software Requirements, Software Processes, Software Development Process Models. Agile software development	12
	<b>Practical</b>	1. Study and implementation of class diagrams. 2. Study and implementation of Use Case Diagrams	06
JANUARY	<b>Theory</b>	Socio-technical system, Critical system, Requirements Engineering Processes, System Models:	12
	<b>Practical</b>	3. Study and implementation of Entity Relationship Diagrams. 4. Study and implementation of Sequence Diagrams.	06
FEBRUARY	<b>Theory</b>	Architectural Design, User Interface Design, Project Management, Quality Management:	12
	<b>Practical</b>	5. Study and implementation of State Transition Diagrams. 6. Study and implementation of Data Flow Diagrams. 7. Study and implementation of Collaboration Diagrams.	06
MARCH	<b>Theory</b>	Verification and Validation, Software Measurement, Service Oriented Software Engineering, Software reuse, Distributed software engineering	12
	<b>Practical</b>	8. Study and implementation of Activity Diagrams. 9. Study and implementation of Component Diagrams. 10. Study and implementation of Deployment Diagrams.	06



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**REMARKS IF ANY:**

Outcome:

Software engineering practices focus on improving development efficiency by promoting modular design, code reuse, and automation. Techniques like agile development, DevOps, and continuous integration/continuous delivery (CI/CD) streamline the software

development process, allowing teams to deliver software more rapidly and

efficiently.ine the software development process, allowing teams to

deliver software more rapidly and efficiently.

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**ACADEMIC YEAR 2020 – 2021**

- 1) Name of the Lecturer: Mr. Nitesh Shukla  
2) Department: B.Sc(IT)  
3) Subject: COMPUTER GRAPHICS & ANIMATION  
4) Class: S.Y.B.Sc(IT)

**SECOND TERM / IV- SEMESTER**

Month		Topics to be covered	No. of Lectures required
DECEMBER	<b>Theory</b>	Introduction to Computer Graphics Scan conversion	12
	<b>Practical</b>	Solve the following: a. Study and enlist the basic functions used for graphics in C / C++ / Python language. Give an example for each of them. b. Draw a co-ordinate axis at the center of the screen Divide your screen into four region, draw circle, rectangle, ellipse and half ellipse in each region with appropriate message. b. Draw a simple hut on the screen.	06
JANUARY	<b>Theory</b>	Two-Dimensional Transformations Three-Dimensional Transformations	12
	<b>Practical</b>	i. Circle ii. Rectangle iii. Square iv. Concentric Circles v. Ellipse vi. Line ii. Develop the program for DDA Line drawing algorithm. iii. b. Develop the program for Bresenham's Line drawing algorithm.	06
FEBRUARY	<b>Theory</b>	Viewing in 3D Light and Color	12
	<b>Practical</b>	a. Develop the program for the mid-point circle drawing algorithm. b. Develop the program for the mid-point ellipse drawing algorithm b. a. Write a program to implement 2D scaling. b. Write a program to perform 2D translation	06

MARCH	<b>Theory</b>	Visible-Surface Determination Plane Curves and Surfaces Computer Animation Image Manipulation and Storage	12
	<b>Practical</b>	Solve the following: a. Perform 2D Rotation on a given object. b. Program to create a house like figure and perform the following operations. i. Scaling about the origin followed by translation. ii. Scaling with reference to an arbitrary point. iii. Reflect about the line $y = mx + c$ . 8. Solve the following: a. Write a program to implement Cohen-Sutherland clipping. b. Write a program to implement Liang - Barsky Line Clipping Algorithm Solve the following: a. Write a program to fill a circle using Flood Fill Algorithm. b. Write a program to fill a circle using Boundary Fill Algorithm. 10. Solve the following: a. Develop a simple text screen saver using graphics functions. b. Perform smiling face animation using graphic functions. c. Draw the moving car on the screen.	06

**Remark if any:**

**Outcome:**

**Computer graphics enables effective visual communication by creating compelling and informative visual representations. Graphics can convey complex information, data, and concepts in a concise and intuitive manner, making it easier for viewers to understand and interpret the content**



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**TEACHING PLAN**  
**ACADEMIC YEAR 2021 – 2022**

1) Name of the Lecturer: Mr. Ravi Jaisawal  
3) Subject: Internet of Things

2) Department: B.Sc. (IT)  
4) Class: TYIT (SEM-V)

**FIRST TERM / V- SEMESTER**

Month		Topics to be covered	No. of Lectures required
JUNE	<b>Theory</b>	Introduction to Internet of Things, Design Principles, Internet Principles	12
	<b>Practical</b>	Starting Raspbian OS, Familiarising with raspberry Pi	06
JULY	<b>Theory</b>	Thinking About Prototyping, Prototyping Embedded Devices	12
	<b>Practical</b>	LED Pattern with Raspberry, Time over 4-DIGIT 7-SEGMENT Oscilloscope	06
AUGUST	<b>Theory</b>	Prototyping The Physical Design, Prototyping Online Component	12
	<b>Practical</b>	Controlling Raspberry Pi with WhatsApp, Wireless Access Point, Finger Print Sensor.	06
SEPTEMBER	<b>Theory</b>	Techniques for writing Embedded Code, Business Models	12
	<b>Practical</b>	IoT based Web Controlled Home Automation, Pi Camera	06
OCTOBER	<b>Theory</b>	Moving to Manufacturer, Ethics	12





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	<b>Practical</b>	Interfacing RFID, Windows 10 IoT Core	06
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**REMARKS IF ANY:**

- Able to understand the application areas of IOT
- Able to realize the revolution of Internet in Mobile Devices, Cloud & Sensor Networks
- Able to understand building blocks of Internet of Things and characteristics.

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**TEACHING PLAN**  
**ACADEMIC YEAR 2021 – 2022**

1) Name of the Lecturer: Mr. Sandeep Vishwakarma  
3) Subject: Enterprise Java

2) Department: B.Sc. (IT)  
4) Class: TYIT (SEM-V)

**FIRST TERM / V- SEMESTER**

Month		Topics to be covered	No. of Lectures required
JUNE	<b>Theory</b>	Understanding Java EE,Architecture ,Server and Container,Java Servlets,API and life cycle,Databases	12
	<b>Practical</b>	Program based Servlet application, Registration servlet using JDBC	06
JULY	<b>Theory</b>	Request Dispatcher,Cookies, Sessions, Working with files,Non-blocking I/O	12
	<b>Practical</b>	Programmed Based on Servlet Application with Cookies and sessions	06
AUGUST	<b>Theory</b>	Java SeverPages,Action ,Elemnets,Implicit Objects,Scope and EIExpression,tag libraries	12
	<b>Practical</b>	Program based on Servlet I/O and File Application	06
SEPTEMBER	<b>Theory</b>	Java Server Faces Enterprise Java Beans Naming and Directory Interfaces	12
	<b>Practical</b>	Program based on Java Server Faces,JSP Applications Program based on EJB Program based on Hibernate	06
OCTOBER	<b>Theory</b>	Persistence,Object Relational mapping,JavaPersistence API,Hibernate	12



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	<b>Practical</b>	Program based on JPA With ORM And HIBernate	06
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**REMARKS IF ANY:**

- Understand the concepts related to Java Technology
- Explore and understand use of Java Server Programming
- Students learn skills to develop real time applications

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**TEACHING PLAN**  
**ACADEMIC YEAR 2021 – 2022**

- 1) Name of the Lecturer: Mrs. SANDEEP VISHWAKARMA      2) Department: B.Sc. (IT)  
3) Subject: Artificial Intelligence      4) Class: TYIT (SEM-V)

**FIRST TERM / V- SEMESTER**

Month		Topics to be covered	No. of Lectures required
JUNE	<b>Theory</b>	Introduction to Artificial Intelligence, History and Intelligent Agents	12
	<b>Practical</b>	Programs To implement Depth First Search and Breadth First Search Algorithm, Programs To implement 4-Queen /N-Queen Problem and Tower of Hanoi Problem	06
JULY	<b>Theory</b>	Solving Problem by searching and Beyond Classical Search	12
	<b>Practical</b>	Programs To implement Alpha Beta Search and Hill Climbing Problem, A* and A0* algorithms	06
AUGUST	<b>Theory</b>	Adversarial Search, Logical Agent	12
	<b>Practical</b>	Implementing Water Jug Problem, Tic –Tac-Toe Game, Missionaries and cannibals problems	06
SEPTEMBER	<b>Theory</b>	First Order Logic Inference in first order Logic	12
	<b>Practical</b>	Implementing Shuffle deck Deck Of cards, Traveling Salesman Problem	06
OCTOBER	<b>Theory</b>	Planning and Knowledge Representation	12
	<b>Practical</b>	Implementing Associative law and Dissociative Law based on Expression, Family Tree	06



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**REMARKS IF ANY:**

- Demonstrate fundamental understanding of the history of artificial intelligence (AI) and its foundations.
- Apply basic principles of AI in solutions that require problem solving, inference, perception, knowledge representation, and learning.

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**TEACHING PLAN**  
**ACADEMIC YEAR 2021 – 2022**

1) Name of the Lecturer: Mrs Dipti Parab  
 3) Subject: Software Project Management

2) Department: B.Sc. (IT)  
 4) Class: TYIT (SEM-V)

**FIRST TERM / V- SEMESTER**

Month		Topics to be covered	No. of Lectures required
JUNE	<b>Theory</b>	Introduction to Software Project Management, Project Evaluation and Programme Management Project Planning	12
JULY	<b>Theory</b>	Selection of an appropriate Project Approach Software Effort Estimation	12
AUGUST	<b>Theory</b>	Activity Planning Risk Management Resource Allocation	12
SEPTEMBER	<b>Theory</b>	Monitoring And controlling Managing Contract Software Environment	12
OCTOBER	<b>Theory</b>	Working In Team Software Quality Project Closeout	12



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**REMARKS IF ANY:**

- Identify the different project contexts and suggest an appropriate management strategy.
- Practice the role of professional ethics insuccessful software development.
- Identify and describe the key phases of project management.

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**TEACHING PLAN**  
**ACADEMIC YEAR 2021 – 2022**

1) Name of the Lecturer: Mr Arvind Singh  
3) Subject: Advanced Web Programming

2) Department: B.Sc. (IT)  
4) Class: TYIT (SEM-V)

**FIRST TERM / V- SEMESTER**

Month		Topics to be covered	No. of Lectures required
JUNE	<b>Theory</b>	Introduction to .NET framework C# LANGUAGE Types ,Object and Namespace	12
	<b>Practical</b>	Programs based on Basic of C# and asp.net, Basic operation programs	06
JULY	<b>Theory</b>	Web Form Fundamental Form Controls	12
	<b>Practical</b>	Program on Object Oriented C# and ASP.NET Function Overloading, Inheritance, Constructor Exception Handling	06
AUGUST	<b>Theory</b>	Error Handling , Logging and Tracing State Management, Styles, Themes and Master Pages	12
	<b>Practical</b>	Program using Web Forms and Controls	06
SEPTEMBER	<b>Theory</b>	ADO.NET Fundamental Data Binding, The Data Controls	12
	<b>Practical</b>	Implementation of Form Controls , Validation controls, Adrotator Control, User Control	06
OCTOBER	<b>Theory</b>	XML, Security Fundamentals, ASP.NET AJAX	12





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	<b>Practical</b>	Implementation of Database, Grid View Control. AJAX and XML, Beautification	06
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**REMARKS IF ANY:**

- Students review client-side web technologies used for static webpages and interactive web applications on clients.
- Students examine advanced topics in Hyper Text Markup Language, Cascade Style Sheet and JavaScript for interactive web applications that use rich user interfaces.

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**TEACHING PLAN**  
**ACADEMIC YEAR 2021 – 2022**

- 1) Name of the Lecturer: Mr. Arvind Singh  
2) Department: B.Sc(IT)  
3) Subject: Software Quality Assurance  
4) Class: TYIT

**FIRST TERM / V- SEMESTER**

Month		Topics to be covered	No. of Lectures required
JUNE	Theory	Fundamentals of testing:	12
	Practical	Manual testing Regression Testing	06
JULY	Theory	Testing throughout the software life cycle	12
	Practical	Unit Testing Integration Testing	06
AUGUST	Theory	Static techniques	12
	Practical	Boundary value Testing Decision Table	06
SEPTEMBER	Theory	Test design techniques Test management	12
	Practical	Test Analysis	06
OCTOBER	Theory	Tool support for testing	12
	Practical	Performance Testing Load Testing	06

REMARKS IF ANY:



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Course Outcome:

- Understand fundamental concepts of software automation.
- Apply Selenium automation tool for testing web based application.
- Demonstrate the quality management, assurance, and quality standard to software system.
- Demonstrate Software Quality Tools and analyze their effectiveness.

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**TEACHING PLAN**  
**ACADEMIC YEAR 2021 – 2022**

- 1) Name of the Lecturer: Mr Ravi jaiswal  
3) Subject: Security in Computing

- 2) Department: B.Sc(IT)  
4) Class: TYIT

**SECOND TERM / VI- SEMESTER**

Month		Topics to be covered	No. of Lectures required
NOVEMBER	Theory	Computer Security Cryptography Symmetric Key Algorithms and AES	12
	Practical	Caesar Cipher ,Modified Caesar Cipher Mono-Alphabetic ,Poly-Alphabetic	06
DECEMBER	Theory	Asymmetric Key Algorithms, Digital Signatures and RSA	12
	Practical	Rail fence Techniques , Simple Columnar	06
JANUARY	Theory	Digital Certificates and Public Key Infrastructure (PKI)	12
	Practical	Implementing Diffie Helman Key Exchange Algorithm , Implementing DES Algorithm	06
FEBRUARY	Theory	Network Security, Firewalls and Virtual Private Networks Internet Security Protocols	12
	Practical	Implementing IDEA , Implementing AES	06
MARCH	Theory	User Authentication and Kerberos	12

	<b>Practical</b>	Implementing RSA Algorithm	06
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**REMARKS IF ANY:**

Course outcome:

- . Formulate information security governance, and related legal and regulatory issues.
- Devices how threats to an organization are discovered, analyzed, and dealt with.
- Evaluate network security threats and countermeasures.



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**TEACHING PLAN**  
**ACADEMIC YEAR 2021 – 2022**

- 1) Name of the Lecturer: Mr Sandeep Vishwakarma      2) Department: B.Sc(IT)  
3) Subject: Business Intelligence                              4) Class: TYIT

**SECOND TERM / VI- SEMESTER**

Month		Topics to be covered	No. of Lectures required
NOVEMBER	<b>Theory</b>	Introduction to Data Warehousing Data Warehousing Design Consideration and Dimensional Modeling	12
	<b>Practical</b>	Importing the source data structures in Oracle. Design the target data structure using Oracle	06
DECEMBER	<b>Theory</b>	An Introduction to Oracle Warehouse Builder Defining and Importing Source Data Structures	12
	<b>Practical</b>	Create the target structure in OWB (Oracle Web Builder) Designed and build the ETL mapping	06
JANUARY	<b>Theory</b>	Designing the Target Structure Creating the Target Structure in OWB Extract, Transform, and Load Basics	12
	<b>Practical</b>	Perform the ETL process and transform it to data marts. Create the cube and process it in OWB.	06
FEBRUARY	<b>Theory</b>	Designing and building an ETL mapping ETL: Transformations and Other Operators Validating, Generating, Deploying, and Executing Objects	12
	<b>Practical</b>	Generate the different types of reports in using Oracle. Perform the deployment of Warehouse	06
MARCH	<b>Theory</b>	Metadata change management Datawarehousing and OLAP	12

	<b>Practical</b>	Create the Pivot table and Pivot chart using some existing data or create the new data. Import the cube in access and create Pivot table and chart.	06
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**REMARKS IF ANY:**

Course Outcome;

- Evaluate classification models, Bayesian methods, Clustering methods,
- Partition methods, Hierarchical methods
- define development of a model, representation of input data ,data mining process,



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**TEACHING PLAN**  
**ACADEMIC YEAR 2021 – 2022**

1) Name of the Lecturer: Mrs Dipti Parab  
3) Subject: Geographical Information System

2) Department: B.Sc(IT)  
4) Class: TYIT

**SECOND TERM / VI- SEMESTER**

Month		Topics to be covered	No. of Lectures required
NOVEMBER	<b>Theory</b>	Introduction to GIS, Geographically referenced data, Geographic, projected and planer coordinate system, Map projections	12
	<b>Practical</b>	Implement data in import and generation coordinate system basics	06
DECEMBER	<b>Theory</b>	Existing GIS data, Metadata, Conversion of existing data, Creating new data, Geometric transformation, RMS	12
	<b>Practical</b>	Generate data (points, line, polygons) and topology.	06
JANUARY	<b>Theory</b>	Attribute data in GIS, Relational model, Data entry, Manipulation of fields and attribute data, cartographic symbolization	12
	<b>Practical</b>	Geo-referencing and image registration , Implement 3D layers (DEM, Contours, TIN, 3D models )	06
FEBRUARY	<b>Theory</b>	Exploration, attribute data query, spatial data query Vector data analysis, Raster data analysis	12
	<b>Practical</b>	Querying GIS data 6. Distance and decisions analysis	06
MARCH	<b>Theory</b>	Elements, Global methods, local methods, Kriging	12





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	<b>Practical</b>	3D visualizations Cartography	06
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**REMARKS IF ANY:**

Course Outcome:

- Provide exposure to basic tools and techniques in GIS software
- Introduce applications of GIS in relevant areas
- Understand and manage spatial information •
- Apply GIS tools and techniques in related applications

**SIGNATURE OF THE HEAD OF  
THE DEPARTMENT/VICE-PRINCIPAL**

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**TEACHING PLAN**

Class	-	FYBAF
Year	-	2021 -22
Semester	-	First (I)
Subject	-	Foundation Course
Name of the Teacher	-	Vicky Kukreja

<b>Course Outcome</b>	<ol style="list-style-type: none"> <li>1. Gain comprehension of India's demographic makeup, considering factors such as language, religion, gender, and more.</li> <li>2. Grasp the various factors contributing to differences and challenges faced by women.</li> <li>3. Acquire an understanding of the fundamental responsibilities outlined for Indian citizens in the Indian Constitution.</li> <li>4. Comprehend the hierarchical structure of local self-government and its corresponding amendments.</li> </ol>
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Month	Topics to be Covered	No. of Lectures required
August	Overview of Indian Society	10
September	Concept of Disparity - I	12
October	Concept of Disparity - II	12
November	The Indian Constitution	16
December	Significant Aspects of Political Processes	10
	<b>Total Lectures</b>	<b>60</b>

REMARKS IF ANY:

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**TEACHING PLAN**

Class	–	FYBAF
Year	–	2021 -22
Semester	–	First (I)
Subject	–	Business Communication
Name of the Teacher	–	Nikhil

<b>Course Outcome</b>	<ol style="list-style-type: none"> <li>1. Understand the concept of communication, its types, and various channels and modes of communication.</li> <li>2. Acquire knowledge on how to overcome communication barriers and improve listening skills.</li> <li>3. Understand the importance of ethics and how it should be followed in communication.</li> <li>4. Gain a deep understanding of the parts and structure of letter writing, the principles of letter writing, and how to write a variety of personal letters.</li> </ol>
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Month	Topics to be Covered	No. of Lectures required
August	1. The Concept of Communication 2. Channels and Objectives of Communication	10
September	3. Methods and Modes of Communication 4. Barriers to Communication	10
October	5. Listening 6. Business Ethics	12
November	7. Theory of Business Letter Writing 8. Personnel Corresponding	16
December	9. Language and Writing Skills 10. Paragraph Writing	10
	<b>Total Lectures</b>	<b>58</b>

REMARKS IF ANY:

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**TEACHING PLAN**

Class – FYBAF  
 Year – 2021 -22  
 Semester – First (I)  
 Subject – Commerce I  
 Name of the Teacher – Sharlet Bhaskar

Course Outcome	<ul style="list-style-type: none"> <li>- Comprehend the concept of the business environment and various tools for environmental analysis.</li> <li>- Understand the importance of business ethics and its impact on business.</li> <li>- Recognize various consumer laws in India.</li> <li>- Identify the factors that influence the international business environment.</li> <li>- Understand the positive and negative impacts of the environment on business.</li> </ul>
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Month	Topics to be Covered	No. of Lectures required
August	1. Business Objectives	10
September	2. Environmental Analysis 3. Business Ethics	12
October	4. Development of Business Entrepreneurship 5. Consumerism and Consumer Protection	12
November	6. Corporate Social Responsibility and Corporate Governance 7. Social Audit	13
December	8. Strategies for Going Global 9. Foreign Trade in India	10
	<b>Total Lectures</b>	<b>57</b>

REMARKS IF ANY:



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**TEACHING PLAN**

Class – FYBAF  
 Year – 2021 -22  
 Semester – First (I)  
 Subject – Business Economics  
 Name of the Teacher – Vishanlal Gupta

<b>Course Outcome</b>	- Familiarity with essential concepts of Microeconomics and a critical, analytical approach to the subject. - Increased interest in the subject matter through practical examples and applications of various economic theories and functions.
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Month	Topics to be Covered	No. of Lectures required
August	1. Introduction to Business Economics 2. Market Demand and Market Supply	10
September	3. Demand Analysis 4. Demand Estimation and Forecasting	12
October	5. Supply and Production Decisions 6. Economies of Scale and Diseconomies of Scale 7. Cost Concepts 8. Extension of Cost Analysis	12
November	9. Perfect Competition 10. Monopoly 11. Monopolistic Competition 12. Oligopolistic Market	16
December	13. Pricing Methods 14. Price Discrimination	10
	<b>Total Lectures</b>	<b>60</b>

REMARKS IF ANY

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**TEACHING PLAN**

Class	-	FYBAF
Year	-	2021 -22
Semester	-	First (I)
Subject	-	Financial Accounting - I
Name of the Teacher	-	Tushar Shah

<b>Course Outcome</b>	Resolve practical issues relating to inventory valuation, using the FIFO and Weighted Average methods. - Categorize transactions based on their specific features and competently apply the structure of Final Accounts. - Account for the financial activities of departmental stores. - Comprehend the practical application of Hire Purchase transactions in everyday life as a regular occurrence in society.
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Month	Topics to be Covered	No. of Lectures required
August	1. Introduction to accounting standards 2. AS - 1 Disclosure of Accounting Policies 3. AS - 2 Valuation of Inventories	10
September	4. AS- 9 Revenue Recognition 5. Inventory Valuation 6. Capital, Revenue Expenditure & Receipts	12
October	7. Final Accounts of Manufacturing Concern (Proprietary Firm)	12
November	8. Departmental Accounts	16
December	9. Hire Purchase	10
	<b>Total Lectures</b>	<b>60</b>

REMARKS IF ANY:

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**TEACHING PLAN**

Class	–	FYBAF
Year	–	2021 -22
Semester	–	First (I)
Subject	–	Financial Management - I
Name of the Teacher	–	Vicky Kukreja

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>- Upon completing this course, students will have the ability to:</li> <li>- Comprehend the fundamental concept of financial management.</li> <li>- Recognize and differentiate between various valuation methods.</li> <li>- Independently calculate diverse forms of leverage.</li> <li>- Confidently identify multiple sources of finance.</li> <li>- Calculate the cost of capital for various firms.</li> </ul>
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Month	Topics to be Covered	No. of Lectures required
August	Nature and Scope of Financial Management	10
September	Concepts in Valuation	12
October	Leverages	12
November	Types of Financing	16
December	Cost of Capital	10
	<b>Total Lectures</b>	<b>60</b>

REMARKS IF ANY:

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### TEACHING PLAN

Class – FYBAF  
 Year – 2021 -22  
 Semester – First (I)  
 Subject – Cost Accounting  
 Name of the Teacher – Ravi Vishwakarma

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>- Comprehend the concepts of costing and accounting procedures.</li> <li>- Analyze practical adjustments in production with respect to the elements of cost.</li> <li>- Develop a practical approach towards the cost structure of labor.</li> <li>- Understand formulas for calculating the cost of labor.</li> <li>- Analyze overheads in production from a practical perspective.</li> <li>- Calculate the per-overhead cost and apportion the elements used in production.</li> </ul>
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Month	Topics to be Covered	No. of Lectures required
August	Introduction to Cost Accounting	10
September	Material Cost (Inventory Control)	12
October	Labour Cost	12
November	Labour Cost	16
December	Overheads	10
	<b>Total Lectures</b>	<b>60</b>

REMARKS IF ANY:

  
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**TEACHING PLAN**

Class	–	SYBAF
Year	–	2021 -22
Semester	–	Third (III)
Subject	–	Business Economics - II
Name of the Teacher	–	Vishanlal Gupta

<b>Course Outcome</b>	Upon completing this course, students will have a deep understanding of macroeconomics and the different circular flows of income. They will also gain knowledge of money, prices, and inflation, as well as an in-depth understanding of public finance, including the various sources of public revenue and expenditure. Additionally, students will develop an appreciation for the ethical issues surrounding economic competition.
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Month	Topics to be Covered	No. of Lectures
June	Introduction To Macroeconomics	10
July	Economics	8
August	Money, Inflation	10
September	Monetary Policy	14
October	Constituents Of Fiscal Policy	12
	<b>Total</b>	<b>54</b>

**REMARKS IF ANY:**

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**TEACHING PLAN**

Class – SYBAF  
 Year – 2021 -22  
 Semester – Third (III)  
 Subject – Business Law - II  
 Name of the Teacher – Naina

<b>Course Outcome</b>	The desired outcomes of this course are to provide students with an understanding and insight into various beneficial social legislative measures. They will also learn about the rights and liabilities of partners and outsiders, as well as the incorporation and dissolution of partnership firms. Students will gain knowledge about the nature and merits of Limited Liability Partnerships (LLP), and the process of winding up an LLP. They will also comprehend the provisions of health, safety, and welfare measures for workers and their inspection. Furthermore, students will demonstrate an understanding of the legal environment of business, apply basic legal knowledge to business transactions, and communicate effectively using standard business and legal terminology.
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Month	Topics to be Covered	No. of Lectures
June	Indian Partnership Act	10
July	Indian Partnership Act	6
August	Limited Liability Act	16
September	Factories Act	12
October	Revision	10
	<b>TOTAL</b>	<b>54</b>

REMARKS IF ANY:



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**TEACHING PLAN**

Class – SYBAF  
 Year – 2021 -22  
 Semester – Third (III)  
 Subject – Financial Accounting - III  
 Name of the Teacher – Tushar Shah

<b>Course Outcome</b>	The desired outcomes of this course are to provide students with an understanding and insight into various beneficial social legislative measures. They will also learn about the rights and liabilities of partners and outsiders, as well as the incorporation and dissolution of partnership firms. Students will gain knowledge about the nature and merits of Limited Liability Partnerships (LLP), and the process of winding up an LLP. They will also comprehend the provisions of health, safety, and welfare measures for workers and their inspection. Furthermore, students will demonstrate an understanding of the legal environment of business, apply basic legal knowledge to business transactions, and communicate effectively using standard business and legal terminology.
-----------------------	--

Month	Topics to be Covered	No. of Lectures
June	Piecemeal Distribution	10
July	Foreign Exchange Transactions	12
August	Partnership Final Accounts	12
September	Amalgamation of Partnership Firm	14
October	Conversion of Partnership Firm into	12
	<b>TOTAL</b>	<b>60</b>

REMARKS IF ANY:

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**TEACHING PLAN**

Class	-	SYBAF
Year	-	2021 -22
Semester	-	Third (III)
Subject	-	Cost Accounting
Name of the Teacher	-	Ravi Vishwakarma

<b>Course Outcome</b>	By the end of this course, students will have a comprehensive understanding of the structure of Final Accounts of Partnership Firms, including situations involving Admission, Retirement, and Death of a partner. They will also acquire knowledge regarding the actual implementation of the dissolution of partnership firms using the Piecemeal Distribution of Cash technique. Additionally, students will gain an understanding of the procedures involved in the amalgamation of partnership firms and the conversion of partnership firms into joint-stock companies. Furthermore, they will learn how to manage inter-settlement of various transactions during the conversion of partnership firms into Joint Stock Co. Finally, students will gain valuable knowledge pertaining to foreign currency transactions and the process of translating foreign currency into Indian Rupees
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Month	Topics to be Covered	No. of Lectures
June	Cost Sheet	12
July	Reconciliation of Cost and Financial	12
August	Process Costing	15
September	Contract Costing	10
October	Contract Costing	7
	<b>TOTAL</b>	<b>56</b>

REMARKS IF ANY:

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**TEACHING PLAN**

Class	-	SYBAF
Year	-	2021 -22
Semester	-	Third (III)
Subject	-	Direct Taxation - I
Name of the Teacher	-	Aruna Singham

<b>Course Outcome</b>	ability to compute tax liability for a firm and an individual. Additionally, calculate advance tax and the associated interest on advance tax. Also, get knowledge and understanding of DTAA provisions and can compute tax liability based on them. Moreover, proficient in understanding and calculating TDS.
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Month	Topics to be Covered	No. of Lectures
June	Introduction to Taxation Residential Status	12
July	Scope of Total Income Income from Other Sources Income from House Property	12
August	Income from Salaries	12
September	Income from Business / Profession Income from Capital Gains	12
October	Deductions	12
	<b>TOTAL</b>	<b>60</b>

REMARKS IF ANY:

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**TEACHING PLAN**

Class – SYBAF  
 Year – 2021 -22  
 Semester – Third (III)  
 Subject – Information Technology in Accountancy - I  
 Name of the Teacher – Smitha J

<b>Course Outcome</b>	Course outcomes:  1. Develop computer literacy skills to proficiently use MS Word, MS Excel, MS PowerPoint, email, and the internet.  2. Execute various commands in MS Word, MS Excel, and MS PowerPoint.  3. Understand legal issues related to the internet and the basics of e-commerce.  4. Recognize the importance of electronic data interchange.  5. Apply learned skills and knowledge in real-world scenarios.
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Month	Topics to be Covered	No. of Lectures
June	Computer Fundamentals, Hardware, Software, Computer Networks	12
July	MS – Word, MS – Excel, MS – PowerPoint, Tools used for Accounting, Web	12
August	Internet, Cyber Threats, Introduction to E-Commerce, Value Chain and Strategy in E-Commerce, Payment Gateway, E-Commerce, Architecture	16
September	Practical Session	14
October	Revision Session	6
	<b>TOTAL</b>	<b>60</b>

REMARKS IF ANY:



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**TEACHING PLAN**

Class	-	SYBAF
Year	-	2021 -22
Semester	-	Third (III)
Subject	-	Financial Market Operations
Name of the Teacher	-	Vicky Kukreja

<b>Course Outcome</b>	Upon completion of this course, students will gain valuable guidance on investment strategies, the distinction between banking and non-banking financial services, and inflation. They will also acquire knowledge pertaining to Sensex, IPO shares, and the various financial instruments used by companies to raise funds. Additionally, students will gain an understanding of financial instrument classification and derivatives. Through instruction on consumer finance, plastic money, the features of financial services, and underwriting, students will develop a well-rounded understanding of the financial industry.
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Month	Topics to be Covered	No. of Lectures
June	Module I - An Overview of the Financial System	12
July	Module II – Financial Markets	14
August	Module II – Financial Markets Module III – Financial Instruments	16
September	Module IV – Financial Services	10
October	Module IV – Financial Services	8
	<b>TOTAL</b>	<b>60</b>

**REMARKS IF ANY:**


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**TEACHING PLAN**

Class	-	TYBAF
Year	-	2021 -22
Semester	-	Fifth (V)
Subject	-	Financial Management -II
Name of the Teacher	-	Arun Vishwakarma

<b>Course Outcome</b>	Upon completion of this subject, students will gain a comprehensive understanding of capital budgeting, receivable management, mutual fund and bond valuation, and their practical implications in real life. They will also develop the skills and knowledge to calculate the net present value and payback period of projects, providing them with the ability to make informed financial decisions.
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Month	Topics to be Covered	No. of Lectures
June	Strategic Financial Management	12
July	Capital Budgeting – Project Planning & Risk Analysis	12
August	Capital Rationing Risk Analysis in Capital Budgeting –	12
September	Dividend Decisions Mutual Fund and Bond Valuation	12
October	Bond Valuation Credit Management	12
	<b>TOTAL</b>	<b>60</b>

**REMARKS IF ANY:**


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**TEACHING PLAN**

Class – TYBAF  
 Year – 2021 -22  
 Semester – Fifth (V)  
 Subject – Financial Accounting  
 Name of the Teacher – Tushar Shah

<b>Course Outcome</b>	By the end of this subject, students will be able to calculate the purchase consideration using various methods of calculation and solve practical problems related to amalgamation procedures. They will also be able to apply provisions related to internal reconstruction, taking into account adverse company situations. Students will learn to prepare statements of underwriter's liability and understand the procedure for liquidating a joint stock company. They will also acquire the ability to apply all legal provisions regarding the calculation of buybacks.
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Month	Topics to be Covered	No. of Lectures
June	Buyback of Shares	12
July	Internal Reconstruction	12
August	Underwriting of Shares	12
September	Liquidation of Companies	12
October	Amalgamation of Companies	12
	<b>TOTAL</b>	<b>60</b>

REMARKS IF ANY:



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**TEACHING PLAN**

Class	-	TYBAF
Year	-	2021 -22
Semester	-	Fifth (V)
Subject	-	Cost Accounting-III
Name of the Teacher	-	Ravi Vishwakarma

<b>Course Outcome</b>	The desired outcome of this subject is for students to acquire a solid understanding of costing and accounting procedures, including the use of ratios in companies. They will also learn about the comparison between cost integrated and non-integrated costing systems, and study practical activities in production using two systems. Additionally, students will gain knowledge about service and process costing, per unit cost, and the apportionment of elements used in the process. They will also be able to perform practical cost calculations with reference to activity and differentiate between traditional and ABC approaches to cost.
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Month	Topics to be Covered	No. of Lectures
June	Uniform Costing & Inter Firm Comparison, Concept & logic of Integrated Accounting System	10
July	Journal Entries, Ledger postings, Practical problems,	10
August	Integrated Accounting practical problems continued, Concept of Non-Integrated Accounting System, Journal Entries & Practical Problems	12
September	Operating Costing- Concept & practical problems, Activity Based Costing- Concept & practical problems	14
October	Process Costing-Inter Process Profit & Equivalent production.	14
	<b>TOTAL</b>	<b>60</b>

REMARKS IF ANY:

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**TEACHING PLAN**

Class – TYBAF  
 Year – 2021 -22  
 Semester – Fifth (V)  
 Subject – Taxation  
 Name of the Teacher – Aruna Singham

<b>Course Outcome</b>	By the end of this course, students will have gained a practical understanding of GST (Goods and Services Tax) and its calculation, including the rate of GST for different types of goods and services. They will have developed the skills to calculate GST on transactions and understand the various concepts associated with GST. Through the course, students will have the ability to apply their knowledge of GST to real-life situations, such as calculating GST for business transactions. Ultimately, this course will equip students with the necessary skills and knowledge to navigate the practical aspects of GST effectively and efficiently in their personal and professional lives.
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Month	Topics to be Covered	No. of Lectures
June	Introduction to Indirect Tax & GST	4
July	Collection and Levy of GST	12
August	Supply Under GST	14
September	Input Tax Credit & Computation	20
October	Documentation and registration	10
	<b>TOTAL</b>	<b>60</b>

REMARKS IF ANY:



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**TEACHING PLAN**

Class	-	TYBAF
Year	-	2021 -22
Semester	-	Fifth (V)
Subject	-	Financial Accounting -VI
Name of the Teacher	-	Vicky Kukreja

<b>Course Outcome</b>	By the end of this course, students will gain practical knowledge of the application of the format of final accounts as per the Banking Companies Act of 1949. They will be able to verify the financial position of a bank using various angles. Students will also gain practical skills in applying the format of final accounts as per the Insurance Companies Act and verifying the actual calculation of premiums. They will learn how to practically apply the procedure of valuing personal investments in real situations, particularly in the share market and in debentures/bonds. Additionally, students will gain practical experience in applying the format of final accounts as per the LLP Act of 2008.
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Month	Topics to be Covered	No. of Lectures
June	Banking Company Accounts	12
July	Insurance Company Accounts	12
August	Accounts For NBFCs	12
September	Valuation Of Goodwill & Shares	14
October	Accounts For LLP & Revision	10
	<b>TOTAL</b>	<b>60</b>

REMARKS IF ANY:

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**TEACHING PLAN**

Class	–	TYBAF
Year	–	2021 -22
Semester	–	Fifth (V)
Subject	–	Management- II (Management Applications)
Name of the Teacher	–	Tushar Shah

<b>Course Outcome</b>	Upon completing this course, students will possess the knowledge and skills to effectively design and evaluate performance management programs, as well as develop, implement, and evaluate employee orientation, training, and development programs. They will have gained analytical skills for reviewing financial results, proposals, and plans. Additionally, students will have the ability to solve marketing-related problems and challenges through the strategic marketing management process, and will be familiar with the development, evaluation, and implementation of marketing management in various business environments
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Month	Topics to be Covered	No. of Lectures
June	Marketing Management	12
July	Production Management	10
August	Human Resource Management	14
September	Human Resource Management	12
October	Financial Management	12
	<b>TOTAL</b>	<b>60</b>

REMARKS IF ANY:

*T. U. Shah***Mr. Tushar. Shah**  
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### TEACHING PLAN

Class – FYBAF  
 Year – 2021 -22  
 Semester – Second (II)  
 Subject – Auditing  
 Name of the Teacher – Ravi Vishwakarma

<b>Course Outcome</b>	Comprehend the concept of auditing, including errors and frauds, principles of audit, and types of audit. - Develop an audit program and keep organized working papers and an audit notebook. - Understand various techniques of auditing. - Understand the concept of internal audit.
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Month	Topics to be Covered	No. of Lectures
January	Introduction to Auditing	12
February	Audit Planning, Procedures and Documentation	17
March	Auditing Techniques	17
April	Internal Audit	14
	<b>TOTAL</b>	<b>60</b>

REMARKS IF ANY:

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**TEACHING PLAN**

Class	-	FYBAF
Year	-	2021 -22
Semester	-	Second (II)
Subject	-	Financial Accounting - II
Name of the Teacher	-	Tushar Shah

<b>Course Outcome</b>	Comprehend the concept of auditing, including errors and frauds, principles of audit, and types of audit. - Develop an audit program and keep organized working papers and an audit notebook. - Understand various techniques of auditing. - Understand the concept of internal audit.
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Month	Topics to be Covered	No. of Lectures
December	Accounting from incomplete Record	12
January	Consignment Accounting	17
February	Branch Accounting	17
March	Fire Insurance Claim	12
	<b>TOTAL</b>	<b>58</b>

**REMARKS IF ANY:**


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**TEACHING PLAN**

Class	–	FYBAF
Year	–	2021-22
Semester	–	Second (II)
Subject	–	Business Mathematics
Name of the Teacher	–	Krishnakant Pandey

<b>Course Outcome</b>	Upon completing this course, students will be able to: <ul style="list-style-type: none"> <li>- Show comprehension of the origins and evolution of mathematics.</li> <li>- Conduct complex mathematical computations.</li> <li>- Comprehend and interpret mid-level mathematical proofs.</li> <li>- Write and comprehend fundamental concepts of profit and loss, interest, and annuity.</li> <li>- Enhance and sustain their problem-solving abilities.</li> <li>- Solve problems based on ratio, proportion, and percentage. Students will also gain practical knowledge regarding shares and mutual funds.</li> </ul>
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Month	Topics to be Covered	No. of Lectures
December	Ratio, Proportion and Percentage	10
January	Profit and Loss	15
February	Interest and Annuity	18
March	Shares and Mutual Fund	15
	<b>TOTAL</b>	<b>58</b>

REMARKS IF ANY:

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**TEACHING PLAN**

Class – FYBAF  
 Year – 2021 -22  
 Semester – Second (II)  
 Subject – Business Law  
 Name of the Teacher – Naina

<b>Course Outcome</b>	By the end of this course, students will have the ability to comprehend the legal principles governing the creation of contracts, including contracts of sale and agreements to sell. Additionally, students will have a grasp of the legal framework regarding negotiable instruments such as promissory notes, bills of exchange, and cheques. Furthermore, students will acquire knowledge about the legal rights and protections afforded to consumers.
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Month	Topics to be Covered	No. of Lectures
December	Law of contract 1872	12
January	Sale of Goods 1930	17
February	Negotiable Instruments Act 1881	17
March	Consumer Protection Act 1986	14
	<b>TOTAL</b>	<b>60</b>

REMARKS IF ANY:

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**TEACHING PLAN**

Class	–	FYBAF
Year	–	2021 -22
Semester	–	Second (II)
Subject	–	Business Communication II
Name of the Teacher	–	Vency Nadar

<b>Course Outcome</b>	Upon completing this course, students will have the capability to manage nerves and adopt a positive mindset toward public speaking. They will explore methods of engaging and retaining the audience's attention, as well as concluding their presentations in a powerful manner. Furthermore, they will have the ability to employ body language and tone of voice to enhance their presentations and effectively use slides and visual aids. Additionally, students will gain practical knowledge, skills, and judgment in human communication by practicing the creation of business letters that promote collaboration with others.
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Month	Topics to be Covered	No. of Lectures
December	Presentation Skills	14
January	Group Communication	17
February	Business Correspondence	17
March	Language and writing Skills	11
	<b>TOTAL</b>	<b>59</b>

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**TEACHING PLAN**

Class	-	FYBAF
Year	-	2021 -22
Semester	-	Second (II)
Subject	-	Foundation Course II
Name of the Teacher	-	Ms. Falguni

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>- Comprehending the economic reforms and New Industrial Policy of 1992.</li> <li>- Understanding the fundamental rights enshrined in the Constitution.</li> <li>- Recognizing the importance of safeguarding the environment in the present times.</li> <li>- Appreciating the significance of managing aggression, violence and controlling them in daily life.</li> <li>- Grasping techniques for conflict resolution, and promoting peace and harmony in society.</li> </ul>
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Month	Topics to be Covered	No. of Lectures
December	Globalisation and Indian Society	9
January	Human Rights	16
February	Ecology	6
February	Understanding Stress and Conflicts	10
March	Managing Stress and contemporary issue	16
	<b>TOTAL</b>	<b>57</b>

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**TEACHING PLAN**

Class	–	FYBAF
Year	–	2021 -22
Semester	–	Second (II)
Subject	–	Innovative Financial Services
Name of the Teacher	–	Vicky Kukreja

<b>Course Outcome</b>	<p>Upon completing this course, students will be capable of understanding:</p> <ul style="list-style-type: none"> <li>- The current state of the financial service sector in India, including the various services offered, eligibility criteria, and procedures for availing such services.</li> <li>- The process of issue management and securitization, as well as the background of stock market operations.</li> <li>- Credit rating agencies and their role in the financial industry.</li> <li>- Consumer finance and its relevance in the Indian context.</li> </ul>
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Month	Topics to be Covered	No. of Lectures
December	Introduction to Financial Service	12
January	Issue management and securitization	17
February	Financial Services and its mechanism	17
March	Consumer Finance and credit rating	14
	<b>TOTAL</b>	<b>60</b>

REMARKS IF ANY:

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**TEACHING PLAN**

Class	-	SYBAF
Year	-	2021 -22
Semester	-	Fourth (IV)
Subject	-	Foundation Course (Introduction to Management)
Name of the Teacher	-	Sharlet Bhaskar

<b>Course Outcome</b>	Provide an explanation of how companies manage uncertainty, and how managers influence and control their company's internal environment. Additionally, the use of financial tools in evaluating future targets will be explored, along with an evaluation of different leadership styles and their potential consequences. The objective is to gain a practical understanding of the application of financial analysis tools.
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Month	Topics to be Covered	No. of Lectures
December	Basic Management Concept	11
January	Planning	12
February	Organising	12
March	Staffing Directing Controlling	15
	<b>TOTAL</b>	<b>50</b>

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**TEACHING PLAN**

Class – SYBAF  
 Year – 2021 -22  
 Semester – Fourth (IV)  
 Subject – Business Law  
 Name of the Teacher – Naina

<b>Course Outcome</b>	Upon completion of studies, able to demonstrate a thorough understanding of the legal environment that companies operate in. This includes the ability to identify the fundamental legal principles that govern contractual agreements and to apply basic legal knowledge to the incorporation of a company and fundamental documents. Additionally, have developed effective communication skills using standard business and legal terminology, which enables to navigate the legal landscape of the business world with confidence and proficiency.
-----------------------	--

Month	Topics to be Covered	No. of Lectures
December	Definition/Incorporation of Company	10
January	Public Offer	14
February	Private Placement	15
March	Share Capital and Debentures Revision	15
	<b>TOTAL</b>	<b>54</b>

REMARKS IF ANY:



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**TEACHING PLAN**

Class	-	SYBAF
Year	-	2021 -22
Semester	-	Fourth (IV)
Subject	-	Financial Accounting
Name of the Teacher	-	Tushar Shah

<b>Course Outcome</b>	Upon completion of this course, students will acquire a comprehensive understanding of the Final Accounts of Partnership Firms, including their structure in cases involving Admission, Retirement, or Death of partners. They will also learn about the practical implementation of dissolving a partnership firm using the technique of Piecemeal Distribution of Cash. Additionally, students will gain knowledge of the procedure for the Amalgamation of a partnership firm and its conversion into a Joint Stock Company, including the inter-settlement of various transactions during the process. Finally, students will learn about foreign currency transactions and the procedure for translating them into Indian Rupees.
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Month	Topics to be Covered	No. of Lectures
December	Redemption of preference shares	15
January	Redemption of debentures	14
February	Profit Prior to Incorporation	16
March	Company Final Accounts Foreign Branch	15
	<b>TOTAL</b>	<b>60</b>

REMARKS IF ANY:

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**TEACHING PLAN**

<b>Class</b>	–	<b>SYBAF</b>
<b>Year</b>	–	<b>2021 -22</b>
<b>Semester</b>	–	<b>Fourth (IV)</b>
<b>Subject</b>	–	<b>Management Accounting</b>
<b>Name of the Teacher</b>	–	<b>Ravi Vishwakarma</b>

<b>Course Outcome</b>	Upon completion of this course, students will have a thorough understanding of management accounting and be able to analyze and interpret financial statements. They will also develop the ability to calculate various ratios from the financial statements and perform cash flow analysis. In addition, students will be able to manage working capital requirement estimations of the firm, enabling them to make informed financial decisions in their personal and professional lives.
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Month	Topics to be Covered	No. of Lectures
December	Introduction to Management Accounting	10
January	Analysis and Interpretation of Accounts	16
February	Ratio Analysis	16
March	Cash Flow/Working Capital Management	16
	<b>TOTAL</b>	<b>58</b>

REMARKS IF ANY:



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**TEACHING PLAN**

Class	-	SYBAF
Year	-	2021 -22
Semester	-	Fourth (IV)
Subject	-	Direct Taxation - II
Name of the Teacher	-	Vicky Kukreja

<b>Course Outcome</b>	How to calculate the tax liability of firms and individuals. Also, how to calculate advance tax and interest on advance tax. knowledge of DTAA provisions that can be utilized to compute tax liability.
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Month	Topics to be Covered	No. of Lectures
December	Clubbing of Income Set off and carry forward of losses	10
January	Computation of income of individual, partnership, and HUF	12
February	Rate of Income and TDS	12
March	DTAA	15
	Tax Planning	6
	<b>TOTAL</b>	<b>55</b>

**REMARKS IF ANY:**


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**TEACHING PLAN**

Class	-	SYBAF
Year	-	2021 -22
Semester	-	Fourth (IV)
Subject	-	Information Technology in Accountancy - II
Name of the Teacher	-	Smitha J

<b>Course Outcome</b>	<p>By the end of this course, students will be able to:</p> <ul style="list-style-type: none"> <li>- Identify and categorize the different types of information systems that support the primary functional areas of business.</li> <li>- Analyze and assess the role of information systems in a competitive business environment.</li> <li>- Explain the necessity and advantages of computerized accounting systems.</li> <li>- Recognize the importance and utility of information technology in the auditing process</li> </ul>
-----------------------	--

Month	Topics to be Covered	No. of Lectures
December	Business Process	12
January	Computerised Accounting System	12
February	Concept of MIS	13
March	IT and Auditing	13
	<b>TOTAL</b>	<b>50</b>

REMARKS IF ANY:

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**TEACHING PLAN**

Class	-	SYBAF
Year	-	2021 -22
Semester	-	Fourth (IV)
Subject	-	Research Methodology
Name of the Teacher	-	Tushar Shah

<b>Course Outcome</b>	<p>Getting knowledge about the types of data classification of data collection, how to process the data, and learnt about how to calculate the mean, median, mode, Learn about how to write reports, interpretation and submission of data/ project. To identify and discuss the concepts and procedures of sampling, data collection, analysis and reporting"</p> <p>The objective of this subject is for students to learn about different types of data classification, how to collect and process data, and how to calculate measures such as the mean, median, and mode. Additionally, they will learn how to write reports, interpret data, and submit projects. The course will also cover the concepts and procedures of sampling, data collection, analysis, and reporting, which will be identified and discussed."</p>
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Month	Topics to be Covered	No. of Lectures
December	Introduction to research	10
January	Research Design and Accounting	15
February	Data collection and Processing	15
March	Interpretation and report writing	15
	<b>TOTAL</b>	<b>55</b>

REMARKS IF ANY:

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**TEACHING PLAN**

Class – TYBAF  
 Year – 2021 -22  
 Semester – Sixth (VI)  
 Subject – Financial Management -III  
 Name of the Teacher – Tushar. Shah

<b>Course Outcome</b>	Upon completing this course, students will possess the knowledge and skills to effectively design and evaluate performance management programs, as well as develop, implement, and evaluate employee orientation, training, and development programs. They will have gained analytical skills for reviewing financial results, proposals, and plans. Additionally, students will have the ability to solve marketing-related problems and challenges through the strategic marketing management process, and will be familiar with the development, evaluation, and implementation of marketing management in various business environments.
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Month	Topics to be Covered	No. of Lectures
December	Business Valuation	15
January	Mergers and Acquisitions	12
February	Corporate restructuring and Take over Working Capital Finance Working Capital Finance	12
March	Lease and Hire Purchase	14
	<b>TOTAL</b>	<b>53</b>

REMARKS IF ANY:



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**TEACHING PLAN**

Class	-	TYBAF
Year	-	2021 -22
Semester	-	Sixth (VI)
Subject	-	Cost Accounting - IV
Name of the Teacher	-	Ravi Vishwakarma

<b>Course Outcome</b>	By understanding budgeting, costing, and variance analysis, individuals and organizations can better manage their financial resources and make informed decisions. They can prepare various types of budgets, such as operating budgets, capital budgets, cash budgets, and master budgets, depending on their activities and goals. Costing methods such as absorption costing and marginal costing can help determine the cost of production and make decisions like make or buy and appropriate sales mix. Cost-volume-profit analysis can help assess the impact of changes in volume, price, and cost on profits. Analyzing variances such as material, labor, sales, and overhead variances can help identify areas of improvement and control costs. Overall, these concepts and tools can aid in better financial planning, control, and decision-making.
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Month	Topics to be Covered	No. of Lectures
December	Budgeting and Budgetary Control	12
January	Absorption Costing and Marginal Costing Cost Volume and Profit Analysis	12
February	Managerial Decision Making	15
March	Standard Costing and Variance Analysis	16
	<b>TOTAL</b>	<b>55</b>

REMARKS IF ANY:



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**TEACHING PLAN**

Class – TYBAF  
 Year – 2021 -22  
 Semester – Sixth (VI)  
 Subject – Taxation  
 Name of the Teacher – Tushar Shah

<b>COURSE OUTCOME</b>	By the end of this course, students will gain a practical understanding of the Goods and Services Tax (GST), including its calculation and applicable rates for retail transactions. They will be able to calculate GST on their transactions and comprehend various GST-related concepts. Additionally, students will learn import and export procedures through the custom Act, foreign trade policies, and various schemes and exemptions under the same."
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Month	Topics to be Covered	No. of Lectures
December	Payment of Tax and Refunds	6
January	Returns Accounts, Audit, Assessments and Record	16
February	Custom Act I Custom Act II	16
March	Foreign Trade Policy	16
	<b>TOTAL</b>	<b>54</b>

**REMARKS IF ANY:**

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**TEACHING PLAN**

Class – TYBAF  
 Year – 2021 -22  
 Semester – Sixth (VI)  
 Subject – Financial Accounting - VII  
 Name of the Teacher – Vicky Kukreja

<b>Course Outcome</b>	By the end of this course, students will be able to prepare final accounts for an electricity company using the Double Account System. They will also be able to prepare final accounts for Co-Operative Housing Societies and Consumer Co-Operative Societies. Additionally, students will understand the purpose of financial statements and their relationship to decision making. This practical knowledge will equip students with the necessary skills to prepare and interpret financial statements for various types of organizations in their future careers.
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Month	Topics to be Covered	No. of Lectures
December	Investment Accounts Mutual Funds	12
January	Final Account for Electricity Company	12
February	Final Account for Electricity Company, Final Accounts for Co-Operative Society	16
March	Final Accounts for Co-Operative Society, Introduction to IFRS and Ind – AS	14
	<b>TOTAL</b>	<b>54</b>

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## TEACHING PLAN

Class	-	TYBAF
Year	-	2021 -22
Semester	-	Sixth (VI)
Subject	-	SAPM
Name of the Teacher	-	Tushar Shah

<b>Course Outcome</b>	<ol style="list-style-type: none"> <li>1. Understand the investment environment in India, overview of Indian financial system securities trading in stock markets and investment alternatives.</li> <li>2. Explain the investment management process and security analysis like fundamental analysis, technical analysis and efficient market hypothesis.</li> <li>3. Recognize the significance of risk and return relationship from investing Markowitz portfolio theory and mean variance approach.</li> <li>4. Know the risk and returns from investing Markowitz portfolio theory and portfolio selection.</li> <li>5. Analyze different types of bonds, interest rates, term structure of interest rates and measuring bond yields.</li> </ol>
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Month	Topics to be Covered	No. of Lectures
December	Introduction to Portfolio Management	10
January	Creation, Analysis and Evaluation of Portfolio Calculation of Risk Calculation of Risk	15
February	Fundamental Analysis	16
March	Arbitrage Pricing Theory CAPM CML SML Technical Analysis	15
	<b>TOTAL</b>	<b>56</b>

REMARKS IF ANY:



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**TEACHING PLAN****ACADEMIC YEAR 2021-22**

<b>Name of the Lecturer: Prof. Umesh K</b>	<b>Department of Management Studies</b>
<b>Subject: Foundation of Human Skills</b>	<b>Class: FYBMS</b>

**SEMESTER I**

<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
July	<p><b>Module 1: Understanding of Human Nature</b></p> <ul style="list-style-type: none"> <li>• <b>Individual Behaviour:</b> Concept of a man, individual differences, factors affecting individual differences, Influence of environment</li> <li>• <b>Personality and attitude:</b> Determinants of personality, Personality traits theory, Big five model, Personality traits important for organizational behaviour like authoritarianism, locus of control, Machiavellianism, introversion-extroversion achievement orientation, self – esteem, risk taking, self-monitoring and type A and B personalities, Concept of understanding self through JOHARI WINDOWS, Nature and components of attitude, Functions of attitude, Ways of changing attitude, Reading emotions</li> <li>• <b>Thinking, learning and perceptions:</b> Thinking skills, thinking styles and thinking hat, Managerial skills and development, Learning characteristics, theories of learning (classical conditioning, operant conditioning and social learning</li> </ul>	15

  
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	<p>approaches), Intelligence, type ( IQ, EQ, SQ, at work place), Perception features and factor influencing individual perception, Effects of perceptual error in managerial decision making at work place. (Errors such as Halo effect, stereotyping, prejudice attribution).</p>	
August	<p><b>Module 2: Introduction to Group Behaviour</b></p> <ul style="list-style-type: none"> <li>• <b>Introduction to Group Behaviour</b> <ul style="list-style-type: none"> <li><input type="checkbox"/> <b>Group Dynamics:</b> Nature, types, group behaviour model (roles, norms, status, process, structures)</li> <li><input type="checkbox"/> <b>Team effectiveness:</b> nature, types of teams, ways of forming an effective team.</li> <li><input type="checkbox"/> Setting goals.</li> </ul> </li> <li>• <b>Organizational processes and system.</b> <ul style="list-style-type: none"> <li><input type="checkbox"/> <b>Power and politics:</b> nature, bases of power, politics nature, types, causes of organizational politics, political games.</li> <li><input type="checkbox"/> <b>Organizational conflicts and resolution:</b> Conflict features, types, causes leading to organizational conflicts, levels of conflicts, ways to resolve conflicts through five conflicts resolution strategies with outcomes.</li> </ul> </li> </ul>	15
September	<p><b>Module 3: Organizational Culture and Motivation at workplace</b></p> <p>Organizational Culture:</p> <ul style="list-style-type: none"> <li>✓ Characteristics of organizational culture.</li> <li>✓ Types, functions and barriers of organizational culture</li> <li>✓ Ways of creating and maintaining effective organization</li> </ul>	15

  
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	<p>culture</p> <ul style="list-style-type: none"> <li>• <b>Motivation at workplace:</b> Concept of motivation Theories of motivation in an organizational set up.           <ul style="list-style-type: none"> <li>✓ A.Maslow Need Heirachy</li> <li>✓ Hertzberg Dual Factor</li> <li>✓ McGregor theory X and theory Y.</li> </ul> </li> </ul> <p>Waysofmotivating through carrot (positive reinforcement) and stick (negative reinforcement) at workplace.</p>	
October	<p><b>Module 4: Organisational Change, Creativity and Development and Work Stress</b></p> <ul style="list-style-type: none"> <li>• <b>Organisational change and creativity:</b> Concepts of organisational change, Factors leading/influencing organizational change, Kurt Lewins model of organisational change and development, Creativity and qualities of a creative person, Ways of enhancing creativity for effective decision making, Creative problem solving.</li> <li>• <b>Organisational Development and work stress:</b> Need for organisational development, OD Techniques, Stress, types of stress, Causes and consequences of job stress, Ways for coping up with job stress</li> </ul>	15



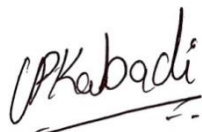
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Learning Objective

- To provide students with basic understanding of concepts of Foundation of Human Skill
- Learners will be able to Identify and describe objectives and advantages of Human skills.

Learning Outcomes:

- Learners will be able to understand and develop the human nature.
- Learners will be able to develop and apply Organizational Culture and Motivation at workplace.
- Learners will be able to understand Organizational Change, Creativity and Development and Work Stress



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<b>Name of the Lecturer: Prof. Tushar Shah</b>	<b>Department of Management Studies</b>
<b>Subject: Introduction to Financial Accounts</b>	<b>Class: FYBMS</b>

**SEMESTER I**

<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
July	<p><b>Module 1: Introduction</b></p> <p><b>Meaning and Scope of Accounting:</b> Need and development, definition: Book-Keeping and accounting, Persons interested in accounting, Branches of accounting, Objectives of accounting</p> <ul style="list-style-type: none"> <li>• <b>Accounting principles:</b> Introductions to Concepts and conventions.</li> <li>• <b>Introduction to Accounting Standards:</b> Meaning and Scope) <ul style="list-style-type: none"> <li><input type="checkbox"/> <b>AS 1 :</b> Disclosure to Accounting Policies</li> <li><input type="checkbox"/> <b>AS 6:</b> Depreciation Accounting.</li> <li><input type="checkbox"/> <b>AS 9:</b> Revenue Recognition.</li> <li><input type="checkbox"/> <b>AS 10:</b> Accounting For Fixed Assets.</li> </ul> </li> <li>• <b>International Financial Reporting Standards (IFRS):</b> Introduction to IFRS <ul style="list-style-type: none"> <li><input type="checkbox"/> <b>IAS-1:</b> Presentation of Financial Statements (Introductory Knowledge)</li> <li><input type="checkbox"/> <b>IAS-2:</b> Inventories (Introductory Knowledge)</li> </ul> </li> <li>• <b>Accounting in Computerized Environment:</b> Introduction, Features and application in various areas of Accounting</li> </ul>	15
August	<b>Module 2: Accounting Transactions</b>	

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	<p><b>Accounting transactions:</b> Accounting cycle, Journal, Journal proper, Opening and closing entries, Relationship between journal &amp; ledger: Rules regarding posting: Trial balance: Subsidiary books (Purchase, Purchase Returns, Sales, Sales Returns &amp; cash book –Triple Column), Bank Reconciliation Statement.</p> <ul style="list-style-type: none"> <li>• <b>Expenditure:</b> Classification of Expenditure- Capital, revenue and Deferred Revenue expenditure Unusual expenses: Effects of error: Criteria test.</li> <li>• <b>Receipts:</b> Capital receipt, Revenue receipt, distinction between capital receipts and revenue receipts.</li> <li>• <b>Profit or Loss:</b> Revenue profit or loss, capital profit or loss</li> </ul>	15
September	<p><b>Module 3: Depreciation Accounting &amp; Trial Balance</b></p> <p><b>Depreciation accounting:</b> Practical problem based on depreciation using SLM and RBM methods. (Where Provision for depreciation Account not maintained).</p> <ul style="list-style-type: none"> <li>• <b>Preparation of Trial Balance:</b> Introduction and Preparation of Trial Balance</li> </ul>	15
October	<p><b>Module 4: Final Accounts</b></p> <p>Introduction to Final Accounts of a Sole proprietor.</p> <ul style="list-style-type: none"> <li>• Rectification of errors.</li> <li>• Manufacturing Account, Trading Account, Profit and Loss Account and Balance Sheet.</li> <li>• Preparation and presentation of Final Accounts in horizontal format</li> </ul>	15



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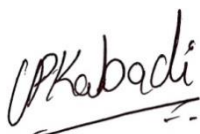
	• Introduction to Schedule 6 of Companies Act ,1956	
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Learning Objective

- To provide students with basic understanding of concepts of Introduction to Financial Accounts
- Learners will be able to Identify and describe objectives and advantages of Financial Accounts.

Learning Outcomes:

- Learners will be able to understand and develop the Accounting Transactions
- Learners will be able to develop, understand and apply Depreciation Accounting , Trial Balance and Final Accounts.



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**TEACHING PLAN****ACADEMIC YEAR 2021-22**

<b>Name of the Lecturer: Prof. Naina P</b>	<b>Department of Management Studies</b>
<b>Subject: Business Law</b>	<b>Class: FYBMS</b>

**SEMESTER I**

<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
July	<p><b>Module 1: Contract Act, 1872 &amp; Sale of Goods Act, 1930</b></p> <p><b>Contract Act,1872:</b> Essential elements of Contract; Agreement and Contract – Capacity to Contract, free consent, consideration, lawful objects/ consideration, Breach of contract. Remedies for breach of Contract.</p> <p>• <b>Sale of Goods Act,1930:</b> Scope of Act, Sale and Agreement to sell, essential of a valid Sale Contract – Conditions and warranties – Implied Condition and warranties, Rights of an unpaid seller.</p>	15
August	<p><b>Module 2: Negotiable Instrument Act, 1981 &amp; Consumer Protection Act, 1986</b></p> <p>• <b>Negotiable Instrument Act,1981:</b> Introduction of Negotiable Instruments – Characteristics of negotiable instruments, Promissory note, Bills of exchange, Cheque, Dishonour of Cheque.</p> <p>• <b>Consumer Protection Act, 1986:</b> Objects of Consumer Protection- Introduction of Consumers, who is consumer? Meaning of the words</p>	15

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	“Goods and services” – Meaning of the words “Defects and Deficiencies of goods and services” Consumer disputes and Complaints.	
September	<b>Module 3: Company Law</b> <ul style="list-style-type: none"> <li>• <b>Company Law:</b> What is company? – Incorporation of company – MOA, AOA, Prospectus, Meetings, Meaning of transfer and transmission of shares.</li> </ul>	15
October	<b>Module 4: Intellectual Property Rights (IPR)</b> Intellectual Property Rights (IPR) <ul style="list-style-type: none"> <li><input type="checkbox"/> IPR definition/ objectives</li> <li><input type="checkbox"/> Patent definition. What is patentable? What is not patentable? Invention And its Attributes, Inventors and Applications</li> <li><input type="checkbox"/> Trademarks, definition, types of trademarks, infringement and passing off.</li> <li><input type="checkbox"/> Copy right definition and subject in which copy right exists, Originality, Meaning and Content, Authors and Owners, Rights and Restrictions.</li> <li><input type="checkbox"/> Geographical indications (only short notes)</li> </ul>	15



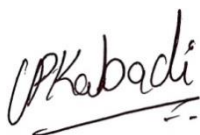
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Learning Objective

- To provide students with basic understanding of concepts of Business Law.
- Learners will be able to Identify and describe objectives and advantages of Business Law.

Learning Outcomes:

- Learners will be able to understand and develop Contract Act, Sale of Goods Act, Negotiable Instrument Act and & Consumer Protection Act.
- Learners will be able to develop and apply Company Law and Intellectual Property Rights (IPR) .



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**TEACHING PLAN****ACADEMIC YEAR 2021-22**

<b>Name of the Lecturer: Prof. NamrataDube</b>	<b>Department of Management Studies</b>
<b>Subject: Business Statistics</b>	<b>Class: FYBMS</b>

**SEMESTER I**

<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
July	<b>Module 1: Introduction to Statistics</b> <b>Introduction:</b> Functions/Scope, Importance, Limitations <ul style="list-style-type: none"> <li>• <b>Data:</b> Relevance of Data(Current Scenario), Type of data(Primary &amp; Secondary), Primary(Census vs Samples, Method of Collection (In Brief), Secondary(Merits, Limitations, Sources) (In Brief)</li> <li>• <b>Presentation Of Data:</b>Classification – Frequency Distribution – Discrete &amp; Continuous, Tabulation, Graph(Frequency, Bar Diagram, Pie Chart, Histogram, Ogives)</li> <li>• <b>Measures Of Central Tendency:</b>Mean(A.M, Weighted, Combined), Median(Calculation and graphical using Ogives), Mode(Calculation and Graphical using Histogram), Comparative analysis of all measures of Central Tendency</li> </ul>	15
August	<b>Module 2: Measures of Dispersion, Co-Relation and Linear Regression</b> <b>Measures Of Dispersion:</b> Range with C.R(Co-Efficient Of Range), Quartiles & Quartile deviation with CQ (Co-Efficient Of Quartile), Mean Deviation from mean with CMD (Co-Efficient Of Mean Deviation), Standard deviation with CV(Co-Efficient Of Variance), Skewness& Kurtosis (Only concept) <ul style="list-style-type: none"> <li>• <b>Co-Relation:</b> Karl Pearson, Rank Co-Relation</li> <li>• <b>Linear Regression:</b> Least Square Method</li> </ul>	15



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September	<p><b>Module 3: Time Series and Index Number</b></p> <p><b>Time Series:</b> Least Square Method, Moving Average Method, Determination of Season</p> <ul style="list-style-type: none"> <li>• <b>Index Number:</b> Simple(unweighted) Aggregate Method, Weighted Aggregate Method, Simple Average of Price Relatives, Weighted Average of Price Relatives, Chain Base Index Numbers, Base Shifting, Splicing and Deflating, Cost of Living Index Number</li> </ul>	15
October	<p><b>Module 4: Probability and Decision Theory</b></p> <p><b>Probability:</b> Concept of Sample space, Concept of Event, Definition of Probability, Addition &amp; Multiplication laws of Probability, Conditional Probability, Bayes' Theorem(Concept only), Expectation &amp; Variance, Concept of Probability Distribution(Only Concept)</p> <ul style="list-style-type: none"> <li>• <b>Decision Theory:</b> Acts, State of Nature Events, Pay offs, Opportunity loss, Decision Making under Certainty, Decision Making under Uncertainty,</li> <li>• Non-Probability: Maxima, Maxim in, Minim ax, Regret, Laplace &amp; Hurwitz)</li> <li>• <b>Probabilitistics (Decision Making under risk):</b>EMV, EOL, EVPI</li> <li>• Decision Tree</li> </ul>	15



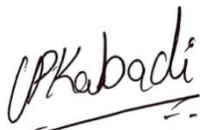
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Learning Objective

- To provide students with basic understanding of concepts of Business Statistics.
- Learners will be able to Identify and describe objectives and advantages of Business Statistics

Learning Outcomes:

- Learners will be able to understand and develop the Measures of Dispersion, Co-Relation and Linear Regression.
- Learners will be able to develop and apply Time Series, Index Number, Probability and Decision Theory



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**TEACHING PLAN**

ACADEMIC YEAR 2021 –2021- 22

Name of the Lecturer: Dr. Anita Pandey	Department of Management Studies
SUBJECT: Business Communication- I	Class: FYBMS

**SEMESTER I**

Month	Topics to be covered	No. of Lectures required
July	<p><b>Module 1: Theory of Communication</b></p> <p><b>Concept of Communication:</b> Meaning, Definition, Process, Need, Feedback Emergence of Communication as a key concept in the Corporate and Global world Impact of technological advancements on Communication</p> <p><b>Channels and Objectives of Communication: Channels-</b> Formal and Informal- Vertical, Horizontal, Diagonal, Grapevine</p> <p><b>Objectives of Communication:</b> Information, Advice, Order and Instruction, Persuasion, Motivation, Education, Warning, and Boosting the Morale of Employees (A brief introduction to these objectives to be given)</p> <p><b>Methods and Modes of Communication:</b></p> <p>Methods: Verbal and Nonverbal, Characteristics of Verbal Communication Characteristics of Non-verbal Communication, Business Etiquette</p>	15

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	Modes: Telephone and SMS Communication 3 (General introduction to Telegram to be given) Facsimile Communication [Fax] Computers and E- communication Video and Satellite Conferencing	
August	<p><b>Module 2: Obstacles to Communication in Business World</b></p> <p><b>Problems in Communication /Barriers to Communication:</b> Physical/ Semantic/Language / Socio-Cultural / Psychological / Barriers, Ways to Overcome these Barriers</p> <p><b>Listening:</b> Importance of Listening Skills, Cultivating good Listening Skills – 4</p> <p><b>Introduction to Business Ethics:</b> Concept and Interpretation, Importance of Business Ethics, Personal Integrity at the workplace, Business Ethics and media, Computer Ethics, Corporate Social Responsibility</p> <p>Teachers can adopt a case study approach and address issues such as the following so as to orient and sensitize the student community to actual business practices: Surrogate Advertising, Patents and Intellectual Property Rights, Dumping of Medical/E-waste, Human Rights Violations and Discrimination on the basis of gender, race, caste, religion, appearance and sexual orientation at the workplace Piracy, Insurance, Child Labour</p>	15
September	<p><b>Module 3: Business Correspondence</b></p> <p><b>Theory of Business Letter Writing:</b> Parts, Structure, Layouts—Full Block, Modified Block, Semi - Block</p>	15



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	<p>Principles of Effective Letter Writing, Principles of effective Email Writing,</p> <p><b>Personnel Correspondence:</b></p> <p>Statement of Purpose, Job Application Letter and Resume, Letter of Acceptance of Job Offer, Letter of Resignation</p> <p>[Letter of Appointment, Promotion and Termination, Letter of Recommendation (to be taught but not to be tested in the examination)]</p>	
October	<p><b>Module 4: Language and Writing Skills</b></p> <p><b>Commercial Terms used in Business Communication</b></p> <p><b>Paragraph Writing:</b></p> <p>Developing an idea, using appropriate linking devices, etc</p> <p>Cohesion and Coherence, self-editing, etc [Interpretation of technical data, Composition on a given situation, a short informal report etc.]</p> <p><b>Activities</b></p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Listening Comprehension</li> <li><input type="checkbox"/> Remedial Teaching</li> <li><input type="checkbox"/> Speaking Skills: Presenting a News Item, Dialogue and Speeches</li> <li><input type="checkbox"/> Paragraph Writing: Preparation of the first draft, Revision and Self – Editing, Rules of spelling.</li> <li><input type="checkbox"/> Reading Comprehension: Analysis of texts from the fields of Commerce and Management</li> </ul>	15



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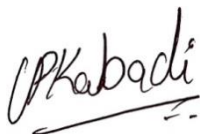


Learning Objective

- To provide students with basic understanding of concepts of Business Communication
- Learners will be able to Identify and describe objectives and advantages of Communication-channels, modes and methods of communication.

Learning Outcomes:

- Learners will be able to understand and develop the Obstacles to Communication in Business World
- Learners will be able to understand ,develop and apply, Language and Writing Skills
- Learners will be able to understand Business correspondence.



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**TEACHING PLAN****ACADEMIC YEAR 2021-22**

<b>Name of the Lecturer: Prof. Neelam Agarwal</b>	<b>Department of Management Studies</b>
<b>Subject: Foundation Course -I</b>	<b>Class: FYBMS</b>

**SEMESTER I**

<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
July	<p><b>Module 1: Overview of Indian Society</b> Understand the multi-cultural diversity of Indian society through its demographic composition: population distribution according to religion, caste, and gender; Appreciate the concept of linguistic diversity in relation to the Indian situation; Understand regional variations according to rural, urban and tribal characteristics; Understanding the concept of diversity as difference</p> <p><b>Module 2: Concept of Disparity-1</b> Understand the concept of disparity as arising out of stratification and inequality; Explore the disparities arising out of gender with special reference to violence against women, female foeticide (declining sex ratio), and portrayal of women in media; Appreciate the inequalities faced by people with disabilities and understand the issues of people with physical and mental disabilities</p>	05  10
August	<p><b>Module 3: Concept of Disparity-2</b> Examine inequalities manifested due to the caste system and inter-group conflicts arising thereof; Understand inter-group conflicts arising out of communalism; Examine the causes and effects of conflicts arising out of regionalism and linguistic differences</p>	10



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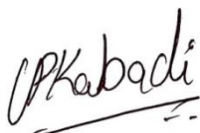
September	<b>Module 4: The Indian Constitution</b> Philosophy of the Constitution as set out in the Preamble; The structure of the Constitution-the Preamble, Main Body and Schedules; Fundamental Duties of the Indian Citizen; tolerance, peace and communal harmony as crucial values in strengthening the social fabric of Indian society; Basic features of the Constitution	10
October	<b>Module 5: Significant Aspects of Political Processes</b> The party system in Indian politics; Local self-government in urban and rural areas; the 73rd and 74th Amendments and their implications for inclusive politics; Role and significance of women in politics	10

**Learning Objective**

- To provide students with basic understanding of concepts of Foundation Course.
- Learners will be able to Identify and describe objectives and advantages of Overview of Indian Society.

**Learning Outcomes:**

- Learners will be able to understand and develop the Concept of Disparity
- Learners will be able to understand ,develop and apply The Indian Constitution and Significant Aspects of Political Processes


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**TEACHING PLAN****ACADEMIC YEAR 2021-2022**

<b>Name of the Lecturer: Prof. Vishanlal Gupta</b>	<b>Department of Management Studies</b>
<b>Subject: Business Economics - I</b>	<b>Class: FYBMS</b>

**SEMESTER I**

<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
July	<b>Module 1: Introduction</b> <b>Scope and Importance of Business Economics</b> - basic tools- Opportunity Cost principle- Incremental and Marginal Concepts. Basic economic relations - functional relations: equations- Total, Average and Marginal relations- use of Marginal analysis in decision making, The basics of market demand, market supply and equilibrium price- shifts in the demand and supply curves and equilibrium	15
August	<b>Module 2: Demand Analysis</b> <b>Demand Function</b> - nature of demand curve under different markets Meaning, significance, types and measurement of elasticity of demand (Price, income cross and promotional)- relationship between elasticity of demand and revenue concepts <b>Demand estimation and forecasting:</b> Meaning and significance - methods of demand estimation : survey and statistical methods (numerical illustrations on trend analysis and simple linear regression)	15
September	<b>Module 3: Supply and Production Decisions and Cost of Production</b>	15



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	<p><b>Production function:</b> short run analysis with Law of Variable Proportions- Production function with two variable inputs- isoquants, ridge lines and least cost combination of inputs- Long run production function and Laws of Returns to Scale - expansion path - Economies and diseconomies of Scale.</p> <p><b>Cost concepts:</b> Accounting cost and economic cost, implicit and explicit cost, fixed and variable cost - total, average and marginal cost - Cost Output Relationship in the Short Run and Long Run (<i>hypothetical numerical problems to be discussed</i>), LAC and Learning curve - Break even analysis (<i>with business applications</i>)</p> <p><b>Module 4: Market structure: Perfect competition and Monopoly and Pricing and Output Decisions under Imperfect Competition</b></p> <p>Short run and long run equilibrium of a competitive firm and of industry - monopoly - short run and long- run equilibrium of a firm under Monopoly</p>	04
October	<p><b>Monopolistic competition:</b>Equilibrium of a firm under monopolistic competition, debate over role of advertising (<i>topics to be taught using case studies from real life examples</i>)</p> <p><b>Oligopolistic markets:</b> key attributes of oligopoly - Collusive and non collusive oligopoly market - Price rigidity - Cartels and price leadership models (<i>with practical examples</i>)</p> <p><b>Module 5: Pricing Practices</b></p> <p>Cost oriented pricing methods: cost – plus (full cost) pricing, marginal cost pricing, Mark up pricing, discriminating pricing, multiple – product pricing - transfer pricing</p>	11



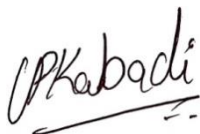
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Learning Objective

- To provide students with basic understanding of concepts of Business Economics.
- Learners will be able to Identify and describe objectives and advantages of Demand Analysis.

Learning Outcomes:

- Learners will be able to understand and develop the Concept of Monopolistic competition and Pricing Practices.
- Learners will be able to understand, develop and apply Supply and Production Decisions and Cost of Production



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**TEACHING PLAN**  
**ACADEMIC YEAR 2021-22**

<b>Name of the Lecturer: Ms.DiptiParab</b>	<b>Department of Management Studies</b>
<b>Subject: Information Technology in Business Management-I</b>	<b>Class: SYBMS</b>

**SEMESTER III**

<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
June	<p><b>Module 1 : Introduction to IT Support in Management</b></p> <ul style="list-style-type: none"> <li>● <u>Information Technology concepts:</u> Concept of Data, Information and Knowledge, Concept of Database</li> <li>● <u>Introduction to Information Systems and its major components:</u> Types and Levels of Information systems, Main types of IT Support systems Computer based Information Systems (CBIS): Types of CBIS - brief descriptions and their interrelationships/hierarchies, Office Automation System(OAS), Transaction Processing System(TPS), Management Information System(MIS), Decision Support Systems (DSS), Executive Information System(EIS), Knowledge based system, Expert system</li> <li>● <u>Success and Failure of Information Technology:</u> Failures of Nike and AT&amp;T</li> <li>● <u>IT Development Trends:</u> Major areas of IT Applications in Management</li> <li>● <u>Concept of Digital Economy and Digital Organization:</u></li> <li>● <u>IT Resources:</u> Open Source Software - Concept and Applications. Study of Different Operating Systems. (Windows / Linux/ DOS)</li> </ul>	15



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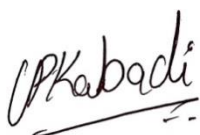
September	<ul style="list-style-type: none"> <li>● <u>E-Business Risk Management Issues:</u> Firewall concept and component, Benefits of Firewall</li> <li>● Understanding and defining Enterprise wide security framework</li> <li>● <u>Information Security Environment in India with respect to real Time Application in Business:</u> Types of Real Time Systems, Distinction between Real Time, On – line and Batch Processing System. Real Time Applications viz. Railway / Airway / Hotel Reservation System, ATMs, EDI Transactions - definition, advantages, examples; E-Cash, Security requirements for Safe E-Payments, Security measures in International and Cross Border financial transactions</li> <li>● Threat Hunting Software</li> </ul>	11
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## Learning Objective

- To provide students with basic understanding of concepts of Introduction to Information Technology in Business Management
- Learners will be able to Identify and describe objectives and advantages of IT Support in Management

## Learning Outcomes:

- Learners will be able to understand and develop the Office Automation using MS Office, Email, Internet and its Applications.
- Learners will be able to develop, understand and apply E-Security Systems



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**TEACHING PLAN**  
**ACADEMIC YEAR 2021-22**

Name of the Lecturer: <b>Ms. Anita Das</b>	Department of Management Studies
Subject: Foundation Course – III (Environmental Management)	Class: SYBMS

**SEMESTER III**

Month	Topics to be covered	No. of Lectures required
<b>June</b>	<b>Module 1: Environmental Concepts</b> <u>Environment</u> : Definition and composition, Lithosphere, Atmosphere, Hydrosphere, Biosphere <u>Biogeochemical cycles</u> - Concept and water cycle, Ecosystem & Ecology; Food chain, food web & Energy flow pyramid <u>Resources</u> : Meaning, classification (Renewable & non-renewable), types & Exploitation of Natural resources in sustainable manner	12
	<b>Module 2: Environment degradation</b> <u>Degradation</u> - Meaning and causes, degradation of land, forest and agricultural land and its remedies <u>Pollution</u> – meaning, types, causes and remedies (land, air, water and others)	4
<b>July</b>	<u>Global warming</u> : meaning, causes and effects. <u>Disaster Management</u> : meaning, disaster management cycle. Waste Management: Definition and types -solid waste management anthropogenic waste, e-waste & biomedical waste (consumerism as a cause of waste)	7
	<b>Module 3: Sustainability and role of business</b> <u>Sustainability</u> : Definition, importance and Environment Conservation. Environmental clearance for establishing and operating Industries in India.	7



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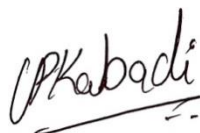
August	EIA, Environmental auditing, ISO 14001 Salient features of Water Act, Air Act and Wildlife Protection Act., Carbon bank & Kyoto protocol <b>Module 4: Innovations in business- an environmental perspective</b> <u>Non-Conventional energy sources-</u> Wind, Bio-fuel, Solar, Tidal and Nuclear Energy, Innovative Business Models: Eco-tourism, Green marketing Organic farming	4       7
September	Eco-friendly packaging, Waste management projects for profits, other business projects for greener future	4

## Learning Objective

- To provide students with basic understanding of concepts of Environmental Concepts
- Learners will be able to Identify and describe objectives and disadvantages of Environment degradation.

## Learning Outcomes:

- Learners will be able to understand and develop Sustainability and role of business.
- Learners will be able to develop, understand and apply Innovations in business- an environmental perspective



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**TEACHING PLAN**  
**ACADEMIC YEAR 2021-22**

Name of the Lecturer: : <b>Ms.DiptiParab</b>	Department of Management Studies
Subject: Business Planning & Entrepreneurial Management	Class: SYBMS

**SEMESTER III**

Month	Topics to be covered	No. of Lectures required
June	<p><b>Module 1: Foundations of Entrepreneurship Development</b></p> <ul style="list-style-type: none"> <li>● <u>Foundations of Entrepreneurship Development:</u> Concept and Need of Entrepreneurship Development, Definition of Entrepreneur, Entrepreneurship, Importance and significance of growth of entrepreneurial activities Characteristics and qualities of entrepreneur</li> <li>● <u>Theories of Entrepreneurship:</u> Innovation Theory by Schumpeter &amp; Imitating, Theory of High Achievement by McClelland, X-Efficiency Theory by Leibenstein, Theory of Profit by Knight Theory of Social change by Everett Hagen</li> <li>● <u>External Influences on Entrepreneurship Development:</u> Socio-Cultural, Political, Economical, Personal, Role of Entrepreneurial culture in Entrepreneurship Development.</li> </ul>	15



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July	<p><b>Module 2: Types &amp; Classification Of Entrepreneurs</b></p> <ul style="list-style-type: none"> <li>● Women Entrepreneur – concept, development and problems faced by Women Entrepreneurs, Development of Women Entrepreneurs with reference to Self Help Group</li> <li>● Social entrepreneurship–concept, development of Social Entrepreneurship in India. Importance and Social responsibility of NGOs. Entrepreneurial development Program (EDP)–concept, factor influencing EDP. Option available to Entrepreneur. (Ancillarisation, BPO, Franchise, M&amp;A)</li> </ul>	15
August	<p><b>Module 3: Entrepreneur Project Development Business Plan</b></p> <ul style="list-style-type: none"> <li>● Innovation, Invention, Creativity, Business Idea, Opportunities Through change.</li> <li>● Idea Generation– Sources–Development of product /idea,</li> <li>● Environmental scanning and SWOT analysis</li> <li>● Creating Entrepreneurial Venture-Entrepreneurship Development Cycle</li> <li>● Business Planning Process-The business plan as an Entrepreneurial Tool, scope and value of Business plan.</li> <li>● Elements of Business Plan, Objectives, Market and Feasibility Analysis, Marketing, Finance, Organization &amp; Management, Ownership, Critical Risk Contingencies of the proposal, Scheduling And milestones.</li> </ul> <p><b>Module 4: Venture Development</b></p> <ul style="list-style-type: none"> <li>● Steps involved in starting of Venture</li> <li>● Institutional support to an Entrepreneur</li> </ul>	15
September	<ul style="list-style-type: none"> <li>● Venture funding, requirements of Capital (Fixed and working) Sources of finance, problem of Venture set-up and prospects</li> <li>● Marketing: Methods, Channel of Marketing, Marketing Institutions and Assistance.</li> </ul> <p>New trends in entrepreneurship</p>	11



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Learning Objective

- To provide students with basic understanding of concepts of Business Planning & Entrepreneurial Management.
- Learners will be able to Identify and describe objectives and advantages of Foundations of Entrepreneurship Development.

Learning Outcomes:

- Learners will be able to understand and develop Types & Classification Of Entrepreneurs.

Learners will be able to develop, understand and apply Entrepreneur Project Development Business Plan.



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**TEACHING PLAN**  
**ACADEMIC YEAR 2021-22**

<b>Name of the Lecturer: Mr. Arun Vishwakarma</b>	<b>Department of Management Studies</b>
<b>Subject: Accounting for Managerial Decisions</b>	<b>Class: SYBMS</b>

**SEMESTER III**

<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
June	<p><b>Module 1: Analysis and Interpretation of Financial statements</b></p> <ul style="list-style-type: none"> <li>• Study of balance sheet of limited companies. Study of Manufacturing, Trading, Profit and Loss A/c of Limited Companies</li> <li>• Vertical Form of Balance Sheet and Profit &amp; Loss A/c- Trend Analysis, Comparative Statement &amp; Common Size.</li> </ul>	15
July	<p><b>Module 2: Ratio analysis and Interpretation</b></p> <p><b>Ratio analysis and Interpretation</b> (based on vertical form of financial statements) including conventional and functional classification restricted to:</p> <ul style="list-style-type: none"> <li>• <b>Balance sheet ratios:</b> Current ratio, Liquid Ratio, Stock Working capital ratio, Proprietary ratio, Debt Equity Ratio, Capital Gearing Ratio.</li> <li>• <b>Revenue statement ratios:</b> Gross profit ratio, Expenses ratio, Operating ratio, Net profit ratio, Net Operating Profit Ratio, Stock turnover Ratio, Debtors Turnover, Creditors Turnover Ratio</li> <li>• <b>Combined ratios:</b> Return on capital Employed (including Long term borrowings), Return on Proprietors fund (Shareholder fund and Preference Capital), Return on Equity Capital, Dividend Payout Ratio, Debt Service Ratio,</li> </ul> <p><b>Different modes of expressing ratios:-</b> Rate, Ratio, Percentage, Number. Limitations of the use of Ratios.</p>	15



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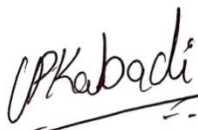
August	<b>Module 3: Cash flow statement</b> Preparation of cash flow statement(AccountingStandard-3(revised))	15
September	<b>Module 4: Working capital</b> <ul style="list-style-type: none"> <li>● <b>Working capital</b> - Concept, Estimation of requirements in case of Trading &amp; Manufacturing Organizations.</li> <li>● <b>Receivables management</b> - Meaning &amp;Importance, Credit Policy Variables, methods of Credit Evaluation(Traditional and Numerical- Credit Scoring); Monitoring the Debtors Techniques [DSO, Ageing Schedule]</li> </ul>	15

## Learning Objective

- To provide students with basic understanding of concepts of Accounting for Managerial Decisions.
- Learners will be able to Identify and describe objectives and disadvantages of Analysis and Interpretation of Financial statements.

## Learning Outcomes:

- Learners will be able to understand and develop Ratio analysis and Interpretation.
- Learners will be able to develop, understand and apply Cash flow statement and Working capital. .



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**TEACHING PLAN**  
**ACADEMIC YEAR 2021-22**

<b>Name of the Lecturer: Prof. Umesh Kabadi</b>	<b>Department of Management Studies</b>
<b>Subject: Strategic Management</b>	<b>Class: SYBMS</b>

**SEMESTER III**

<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
June	<b>Module 1: Introduction</b> <ul style="list-style-type: none"> <li>● Business Policy - Meaning, Nature, Importance</li> <li>● Strategy-Meaning, Definition</li> <li>● Strategic Management-Meaning, Definition, Importance, Strategic management</li> <li>● Process &amp; Levels of Strategy and Concept and importance of Strategic Business Units (SBU's) Strategic Intent- Mission, Vision, Goals, Objective, Plans</li> </ul>	12
July	<b>Module 2: Strategy Formulation</b> <ul style="list-style-type: none"> <li>● Environment Analysis and Scanning(SWOT )</li> <li>● Corporate Level Strategy (Stability, Growth, Retrenchment, Integration and Internationalization)</li> <li>● Business Level Strategy (Cost Leadership, Differentiation, Focus) Functional Level Strategy (R&amp;D, HR, Finance, Marketing, Production)</li> </ul>	16
August	<b>Module 3: Strategic Implementation</b> <ul style="list-style-type: none"> <li>● Models of Strategy making.</li> <li>● Strategic Analysis &amp; Choices &amp; Implementation: BCG Matrix, GE 9Cell, Porter5 Forces, 7S Frame Work</li> </ul> Implementation: Meaning, Steps and implementation at Project, Process, Structural, Behavioral, Functional level.	18



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September	<b>Module 4: Strategic Evaluation&amp;Control</b> <b>Strategic Evaluation &amp;Control</b> – Meaning, Steps of Evaluation & Techniques of Control Synergy: Concept ,Types , evaluation of Synergy. Synergy as a Component of Strategy & its Relevance. Change Management– Elementary Concept	14
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Learning Objective

- To provide students with basic understanding of concepts of Strategic Management .
- Learners will be able to Identify and describe objectives and advantages Strategy Formulation.

Learning Outcomes:

- Learners will be able to understand and develop Strategic Implementation.
- Learners will be able to develop, understand and apply Strategic Evaluation&Control .

*CPKabadi*

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**TEACHING PLAN**  
**ACADEMIC YEAR 2021-22**

<b>Name of the Lecturer: Mr. ArunVishwakarma</b>	<b>Department of Management Studies</b>
<b>Subject: Introduction to Cost Accounting</b>	<b>Class: SYBMS</b>

**SEMESTER III**

<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
June	<b>Module 1: Introduction</b> Meaning, Nature and scope-Objective of Cost Accounting-Financial Accounting v/s Cost Accounting- Advantages and disadvantages of Cost Accounting-Elements of Costs-Cost classification (concept only)- - Installation of Cost Accounting System, Process (Simple and Inter process) and Job Costing ( Practical Problems)	15
July	<b>Module 2: Elements of Cost</b> <ul style="list-style-type: none"> <li>● <b>Material Costing-</b> Stock valuation (FIFO &amp; weighted average method), EOQ, EOQ with discounts, Calculation of Stock levels (Practical Problems)</li> <li>● <b>Labour Costing</b> – (Bonus and Incentive Plans) (Practical Problems)</li> <li>● <b>Overhead Costing</b> (Primary and Secondary Distribution)</li> </ul>	20
August	<b>Module 3: Cost Projection</b> <ul style="list-style-type: none"> <li>● Cost Sheet (Current and Estimated) ) ( Practical Problems)</li> <li>● Reconciliation of financial accounts and cost accounting (Practical Problems)</li> </ul>	15



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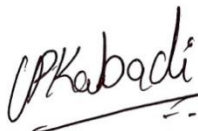
September	<b>Module 4: Emerging Cost Concepts</b> Uniform Costing and Inter firm Comparison, Emerging Concepts – Target Costing, Benchmarking, JIT, The Balanced Scorecard; Strategic Based Control; concept, process, implementation of Balanced Scorecard, Challenges in implementation of Balanced Scorecard	10
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## Learning Objective

- To provide students with basic understanding of concepts of Introduction to Cost Accounting.
- Learners will be able to Identify and describe objectives and advantages Elements of Cost.

## Learning Outcomes:

- Learners will be able to understand and develop Cost Projection .
- Learners will be able to develop, understand and apply Emerging Cost Concepts.


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**TEACHING PLAN**  
**ACADEMIC YEAR 2021-22**

<b>Name of the Lecturer: Arun Vishwakarma</b>	<b>Department of Management Studies</b>
<b>Subject: Corporate Finance</b>	<b>Class: SYBMS</b>

**SEMESTER III**

<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
June	<b>Module 1: Introduction</b> <ul style="list-style-type: none"> <li>● Introduction To Corporate Finance : Meaning, Principles of Corporate Finance, Significance of Corporate Finance, Amount of Capitalisation, Over Capitalisation and Under Capitalisation, Fixed capital and Working Capital funds.</li> <li>● Introduction to ownership securities– Ordinary Shares, Reference Shares, Creditor Ship Securities, Debtors and Bonds, Convertible Debentures, Concept of Private Placement of Securities.</li> </ul>	15
July	<b>Module 2: Capital Structure and Leverage</b> <ul style="list-style-type: none"> <li>● Introduction to Capital Structure theories, EBIT – EPS analysis for Capital Structure decision.</li> <li>● Cost of Capital – Cost of Debt, Cost of Preference Shares, Cost of Equity Shares and Cost of Retained Earnings, Calculation of Weighted Cost of Capital.</li> <li>● Introduction to concept of Leverage - Operating Leverage, Financial Leverage and Combined Leverage.</li> </ul>	15



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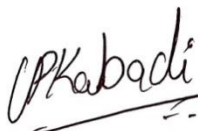
August	<b>Module 3: Time Value of Money</b> <ul style="list-style-type: none"> <li>• Introduction to Time Value of Money – compounding and discounting</li> <li>• Introduction to basics of Capital Budgeting (time value of money based methods) – NPV and IRR (Net Present Value and Internal Rate of Return)</li> <li>• Importance of Risk and Return analysis in Corporate Finance</li> </ul>	15
September	<b>Module 4: Mobilisation of Funds</b> Public deposits and RBI regulations, Company deposits and SEBI regulations, Protection of depositors, RBI and public deposits with NBFC's. Foreign capital and collaborations, Foreign direct Investment (FDI) Emerging trends in FDI Global Depository Receipts, Policy development, Capital flows and Equity Debt. Brief introduction & sources of short term Finance Bank Overdraft, Cash Credit, Factoring	15

## Learning Objective

- To provide students with basic understanding of concepts of Introduction to Corporate Finance.
- Learners will be able to Identify and describe objectives and advantages Capital Structure and Leverage .

## Learning Outcomes:

- Learners will be able to understand and develop Time Value of Money.
- Learners will be able to develop, understand and apply Mobilisation of Funds.



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**TEACHING PLAN**  
**ACADEMIC YEAR 2021-22**

<b>Name of the Lecturer:</b> Ms. SnehaPandey	<b>Department of Management Studies</b>
<b>Subject:</b> Consumer Behavior	<b>Class:</b> SYBMS

**SEMESTER III**

Month	Topics to be covered	No. of Lectures required
June	<b>Module 1: Introduction To Consumer Behaviour</b> <ul style="list-style-type: none"> <li>● Meaning of Consumer Behaviour, Features and Importance</li> <li>● Types of Consumer (Institutional &amp; Retail), Diversity of consumers and their behaviour- Types Of Consumer Behaviour</li> <li>● Profiling the consumer and understanding their needs</li> <li>● Consumer Involvement</li> <li>● Application of Consumer Behaviour knowledge in Marketing</li> <li>● Consumer Decision Making Process and Determinants of Buyer Behaviour, factors affecting each stage, and Need recognition.</li> </ul>	14
July	<b>Module 2: Individual- Determinants of Consumer Behavior</b> <ul style="list-style-type: none"> <li>● Consumer Needs &amp; Motivation (Theories - Maslow, Mc Clelland).</li> <li>● Personality – Concept, Nature of personality, Freudian, non - Freudian and Trait theories, Personality Traits and it's Marketing significance, Product personality and brand personification.</li> <li>● Self-Concept – Concept</li> <li>● Consumer Perception</li> <li>● Learning - Theory, Nature of Consumer Attitudes, Consumer Attitude</li> <li>● Formation &amp; Change.</li> <li>● Attitude - Concept of attitude</li> </ul>	16



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August	<b>Module 3: Environmental Determinants of Consumer Behavior</b> <ul style="list-style-type: none"> <li>● Family Influences on Buyer Behavior,</li> <li>● Roles of different members, needs perceived and evaluation rules.</li> <li>● Factors affecting the need of the family, family life cycle stage and size.</li> <li>● Social Class and Influences.</li> <li>● Group Dynamics &amp; Consumer Reference Groups, Social Class &amp; Consumer Behavior - 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> <li>● Cultural Influences on Consumer Behavior Understanding cultural and sub-cultural influences on individual, norms and their role, customs, traditions and value system.</li> </ul>	15
September	<b>Module 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> <li>● Diffusion of innovations Process of Diffusion and Adoption, Innovation, Decision process, Innovator profiles</li> <li>● E-Buying behavior The E-buyer vis-a vis the Brick and Mortar buyer, Influences on E-buying</li> </ul>	15



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Learning Objective

- To provide students with basic understanding of concepts of Introduction to Consumer Behaviour.
- Learners will be able to Identify and describe objectives and advantages Individual-Determinants of Consumer Behaviour.

Learning Outcomes:

- Learners will be able to understand and develop Environmental Determinants.
- Learners will be able to develop, understand and apply Consumer decision making models and New Trends



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**TEACHING PLAN**  
**ACADEMIC YEAR 2021-22**

<b>Name of the Lecturer: Ms.Anita Das</b>	<b>Department of Management Studies</b>
<b>Subject: Recruitment &amp; Selection</b>	<b>Class: SYBMS</b>

**SEMESTER III**

<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
June	<b>Module 1: Recruitment</b> <ul style="list-style-type: none"> <li>● <b>Concepts of Recruitment-</b> -Meaning, Objectives, Scope &amp; Definition, Importance and relevance of Recruitment.</li> <li>● <b>Job Analysis--</b>Concept, Specifications, Description, Process And Methods, Uses of Job Analysis</li> <li>● <b>Job Design--</b>Introduction, Definition, Modern Techniques, Factors affecting Job Design, Contemporary Issues in Job Designing.</li> <li>● <b>Source or Type of Recruitment--</b> a) Direct/Indirect, b)Internal/ External. Internal-Notification, Promotion– Types, Transfer –Types, ReferenceExternal-Campus Recruitment, Advertisement, Job BoardsWebsite/Portals, Internship, Placement Consultancies-Traditional (In-House, Internal Recruitment, On Campus, Employment And TraditionalAgency). Modern (Recruitment Books, Niche Recruitments, Internet Recruitment, Service Recruitment, Website and Job, Search Engine, Social Recruiting and Candidate Paid Recruiters).</li> <li>● <b>Technique of Recruitment-</b>Traditional Vs Modern Recruitment</li> <li>● <b>Evaluation of Recruitment-</b>Outsourcing Programme</li> </ul>	18
July	<b>Module 2: Selection</b> <ul style="list-style-type: none"> <li>● <b>Selection-</b>Concept of Selection, Criteria for Selection, Process, Advertisement and Application (Blank Format).</li> <li>● <b>Screening-</b>Pre and Post Criteria for Selection, Steps of Selection</li> <li>● <b>Interviewing-</b>Types and Guidelines for Interviewer &amp;Interviewee, Types of Selection Tests, Effective Interviewing Techniques.</li> <li>● <b>Selection Hurdles</b> and Ways to Overcome Them</li> </ul>	15

  
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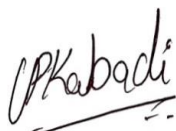
August	<b>Module 3: Induction</b> <ul style="list-style-type: none"> <li>● <b>Induction</b>-Concept, Types-Formal /Informal, Advantages of Induction ,How to make Induction Effective</li> <li>● <b>Orientation &amp; On boarding</b>-Programme and Types, Process.</li> <li>● <b>Socialisation</b>-Types-Anticipatory, Encounter, Setting in, Socialisation Tactics</li> <li>● <b>Current trends</b> in Recruitment and Selection Strategies– with respect to Service, Finance, I.T., Law And Media Industry</li> </ul>	15
September	<b>Module 4: Soft Skills</b> <ul style="list-style-type: none"> <li>● Preparing Bio-data and C.V.</li> <li>● Social and Soft Skills – Group Discussion &amp; Personal Interview, Video and Tele Conferencing Skills,</li> <li>● Presentation and Negotiation Skills, Aesthetic Skills,</li> <li>● Etiquettes-Different Types and Quitting Techniques.</li> <li>● Exit Interview-Meaning, importance.</li> </ul>	12

## Learning Objective

- To provide students with basic understanding of concepts of Recruitment & Selection .
- Learners will be able to Identify and describe objectives Recruitment & Selection.

## Learning Outcomes:

- Learners will be able to understand develop and apply Soft Skills.
- Learners will be able to understand develop overall knowledge of recruitment and selection



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**TEACHING PLAN**  
**ACADEMIC YEAR 2021-22**

<b>Name of the Lecturer: Ms. Anita Das</b>	<b>Department of Management Studies</b>
<b>Subject: Organisation Behaviour &amp; HRM</b>	<b>Class: SYBMS</b>

**SEMESTER III**

<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
June	<b>Module 1: Organisational Behaviour-I</b> <ul style="list-style-type: none"> <li>● Introduction to Organizational Behaviour-Concept, definitions, Evolution of OB</li> <li>● Importance of Organizational Behaviour-Cross Cultural Dynamics, Creating Ethical Organizational Culture &amp; Climate</li> </ul>	12
July	<b>Module 2: Organisational Behaviour-II</b> <ul style="list-style-type: none"> <li>● Managing Communication: Conflict management techniques.</li> <li>● Time management strategies.</li> <li>● Learning Organization and Organizational Design</li> <li>● Rewards and Punishments-Termination, layoffs, Attrition, Retrenchment, Separations, Downsizing</li> </ul>	13
August	<b>Module 3: Human Resource Management-I</b> <ul style="list-style-type: none"> <li>● HRM-Meaning, objectives, scope and functions</li> <li>● HRP-Definition, objectives, importance, factors affecting HRP, Process of HRP, Strategies of HRM , Global HR Strategies</li> </ul>	17
September	<b>Module 4: Human Resource Management-II</b> <ul style="list-style-type: none"> <li>● Performance Appraisal: concept, process, methods and problems, KRA'S</li> <li>● Compensation-concept, components of Pay Structure, Wage and salary administration, Incentives and Employee benefits.</li> </ul>	18



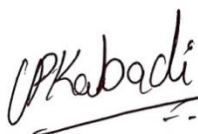
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Learning Objective

- To provide students with basic understanding of concepts of Introduction Organization Behavior & HRM.
- Learners will be able to Identify and describe objectives and advantages .

Learning Outcomes:

- Learners will be able to understand and develop Organizational Behavior.
- Learners will be able to develop, understand and apply Human Resource Management..



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**Teaching Plan****ACADEMIC YEAR 2021-22**

<b>Name of the Lecturer: Mr. UmeshKabadi</b>	<b>Department of Management Studies</b>
<b>Subject: Principles of Marketing</b>	<b>Class: SYBMS</b>

**Semester: II**

<b>Month</b>	<b>Topics to be Covered</b>	<b>Number of lectures</b>
November	Introduction to Marketing Concepts of Marketing, Orientations of a firm	12
December	Marketing Environment, Research and Consumer Behaviour	16
January	Marketing Mix	14
February	Segmentation, Targeting and Positioning and Trends In Marketing	16



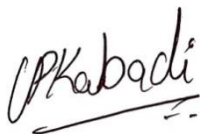
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Learning Objective

- To provide students with basic understanding of Principles of Marketing
- Learners will be able to Identify and describe objectives and advantages of Marketing Concepts of Marketing, Orientations of a firm.

Learning Outcomes:

- Learners will be able to understand and develop Marketing Environment, Research and Consumer Behavior.
- Learners will be able to develop and apply Marketing Mix and Segmentation, Targeting and Positioning and Trends In Marketing.



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**Teaching Plan**

**ACADEMIC YEAR 2021-22**

**SUBJECT: INDUSTRIAL LAW**

**Name of the Faculty: NainaPanigrahi**

**Semester: II**

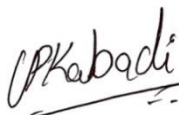
Month	Topics to be Covered	Number of lectures
November	Laws Related to Industrial Relations and Industrial Disputes	12
December	Laws Related to Health, Safety and Welfare	16
January	Social Legislation Employee State Insurance Act 1948: Definition and Employees Provident Fund • Miscellaneous Provision Act 1948: Schemes, Administration and determination of dues	14
February	Laws Related to Compensation Management	16

**Learning Objective**

- To provide students with basic understanding of concepts of Industrial Law
- Learners will be able to Identify and describe objectives and advantages of to Industrial Relations and Industrial Disputes.

**Learning Outcomes:**

- Learners will be able to understand and develop the Social Legislation.
- Learners will be able to develop and apply Laws Related to Compensation Management



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**Teaching Plan**  
**ACADEMIC YEAR 2021-22**  
**Subject: Business Mathematics**  
**Name of the Faculty: Namrata Dube**


Month	Topics to be Covered	Number of lectures
November	Elementary Financial Mathematics	12
December	Matrices and Determinants	16
January	Derivatives and Applications of Derivatives • Introduction and Concept: Derivatives	14
February	Numerical Analysis [Interpolation] Introduction and concept: Finite differences – forward difference operator – Newton's forward difference formula with simple examples • Backward Difference Operator. Newton's backward interpolation formula with simple examples	16

**Learning Objective**

- To provide students with basic understanding of concepts of Business Mathematics
- Learners will be able to Identify and describe objectives and advantages of Matrices and Determinants

**Learning Outcomes:**

- Learners will be able to understand and develop Numerical Analysis
- Learners will be able to develop and apply Derivatives and Applications of Derivatives  
Introduction and Concept: Derivatives


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**TEACHING PLAN**

**ACADEMIC YEAR 2021-22**

**Subject: Business Communication – II**

**Name of the Faculty: Dr. Anita Pandey**

**Semester: II**

Month	Topics to be Covered	Number of lectures
November	Presentations: (to be tested in tutorials only) 4 Principles of Effective Presentation Effective use of OHP	12
December	Group Communication	16
January	Business Correspondence	14
February	Language and Writing Skills Reports: Parts, Types, Feasibility Reports, Investigative Reports Summarisation: Identification of main and supporting/sub points Presenting these in a cohesive manner	16

Learning Objective

- To provide students with basic understanding of concepts of Business Communication.
- Learners will be able to Identify and describe objectives and advantages of Presentations:.

Learning Outcomes:

- Learners will be able to understand and develop Business Correspondence.
- Learners will be able to develop and apply Business Correspondence



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**Teaching Plan**

**ACADEMIC YEAR 2021-22**

**Subject: Foundation Course – II**

**Name of the Faculty: Dr. Anita Pandey**

**Semester: II**

Month	Topics to be Covered	Number of lectures
November	Globalisation and Indian Society	12
December	Human Rights Concept of Human Rights; origin and evolution of the concept; The Universal Declaration of Human Rights; Human Rights constituents with special reference to Fundamental Rights stated in the Constitution	16
January	Ecology	14
February	Understanding Stress and Conflict Managing Stress and Conflict in Contemporary Society	16

**Learning Objective**

- To provide students with basic understanding of concepts of Foundation Course
- Learners will be able to Identify and describe objectives and advantages of Globalisation and Indian Society

**Learning Outcomes:**

- Learners will be able to understand and develop Human Rights
- Learners will be able to develop and apply Stress and Conflict Managing Stres.



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**Teaching Plan**

**ACADEMIC YEAR 2021-22**

**Subject: Business Environment**

**Name of the Faculty: Ms. Janvi Ailani**

**Semester: II**

Month	Topics to be Covered	Number of lectures
November	Introduction to Business Environment	12
December	Political and Legal environment Political Institutions: Legislature, Executive, Judiciary, Role of government in Business, Legal framework in India. • Economic environment: economic system and economic policies. Concept of Capitalism, Socialism and Mixed Economy • Impact of business on Private sector, Public sector and Joint sector • Sunrise sectors of India Economy. Challenges of Indian economy	16
January	Social and Cultural Environment, Technological environment and Competitive Environment	14
February	International Environment	16



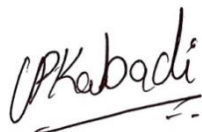
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Learning Objective

- To provide students with basic understanding of concepts of Business Environment
- Learners will be able to Identify and describe objectives and advantages of Political and Legal environment

Learning Outcomes:

- Learners will be able to understand and develop Social and Cultural Environment, Technological environment and Competitive Environment.
- Learners will be able to develop and apply International Environment.



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**Teaching Plan****ACADEMIC YEAR 2021-22****Subject: Principles of Management****Name of the Faculty: Ms. Neelam Agarwal****Semester: II**

Month	Topics to be Covered	Number of lectures
November	Nature of Management Management: Concept, Significance, Role & Skills, Levels of Management, Concepts of PODSCORB, Managerial Grid. • Evolution of Management thoughts, Contribution of F.W Taylor, Henri Fayol and Contingency Approach.	12
December	Planning and Decision Making	16
January	Organizing: Concepts, Structure (Formal & Informal, Line & Staff and Matrix), Meaning, Advantages and Limitations • Departmentation: Meaning, Basis and Significance • Span of Control: Meaning, Graicunas Theory, Factors affecting span of Control Centralizationvs Decentralization • Delegation: Authority & Responsibility relationship	14
February	Directing, Leadership, Co ordination and Controlling	16



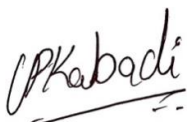
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Learning Objective

- To provide students with basic understanding of concepts of Principles of Management.
- Learners will be able to Identify and describe objectives and advantages of Nature of Management

Learning Outcomes:

- Learners will be able to understand and develop Directing, Leadership, Co ordination and Controlling.
- Learners will be able to develop and apply nature of Management.



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**Teaching Plan 2021 -22**

**Department: BMS**

**Class: SYBMS Semester: IV**

**Subject: Financial Institutions & Markets**

**Name of the Faculty: Ms. Arpita Atibudhi**

Month	Topics to be Covered	Number of lectures
November	Financial System Theoretical Settings – Meaning, Importance, Functions of financial system, Indian financial system from financial neutrality to financial activism and from financial volatility to financial stability. Role of government in Financial development	12
December	Financial Regulators & Institutions in India (detail discussion on their role and functions )	16
January	Indian Money Market – Meaning, Features, Functions, Importance, Defects, Participants, Components ( Organized and Unorganized) ( in details) and Reforms • Indian Capital Market	14
February	Managing Financial Systems Design	16



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Learning Objective

- To provide students with basic understanding of concepts of Financial Institutions & Markets
- Learners will be able to Identify and describe objectives and advantages of Financial System Theoretical Settings

Learning Outcomes:

- Learners will be able to understand and develop the Financial Regulators & Institutions in India.
- Learners will be able to develop and apply Indian Money Market.
- Learners will be able to understand Managing Financial Systems Design.



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**Teaching Plan 2021 -22****Department: BMS****Class: SYBMS Semester: IV****Subject: Auditing****Name of the Faculty: Mr. Tushar Shah**

Month	Topics to be Covered	Number of lectures
November	Introduction to Auditing  • Basics – Financial Statements, Users of Information, Definition of Auditing, Objectives of Auditing – Primary and Secondary, Expression of opinion, Detection of Frauds and Errors, Inherent limitations of Audit. Difference between Accounting and Auditing, Investigation and Auditing	12
December	Audit Planning, Procedures and Documentation • Audit Planning – Meaning, Objectives, Factors	16
January	Auditing Techniques and Internal Audit Introduction	14
February	Auditing Techniques: Vouching & Verification	16




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Learning Objective

- To provide students with basic understanding of concepts of Auditing
- Learners will be able to Identify and describe objectives and advantages of Audit Planning, Procedures and Documentation

Learning Outcomes:

- Learners will be able to understand and develop Auditing Techniques and Internal Audit Introduction
- Learners will be able to develop and apply Auditing Techniques and Internal Audit Introduction.
- Learners will be able to understand Auditing Techniques: Vouching & Verification.



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**Teaching Plan 2021 -22**  
**Department: BMS**  
**Class: SYBMS Semester: IV**  
**Subject: Integrated Marketing Communication**  
**Name of the Faculty: Ms. SnehaPandey**

Month	Topics to be Covered	Number of lectures
November	Introduction to Integrated Marketing Communication • Meaning, Features of IMC, Evolution of IMC	12
December	Elements of IMC – I	16
January	Direct Marketing - Role of direct marketing in IMC, Objectives of Direct Marketing, Components for Direct Marketing, Tools of Direct Marketing – direct mail, catalogues, direct response media, internet, telemarketing, alternative media evaluation of effectiveness of direct marketing	14
February	Evaluation & Ethics in Marketing Communication	16

**Learning Objective**

- To provide students with basic understanding of concepts of Integrated Marketing Communication
- Learners will be able to Identify and describe objectives and advantages of Elements of IMC and Direct Marketing.

**Learning Outcomes:**

- Learners will be able to understand and develop Evaluation & Ethics in Marketing Communication.
- Learners will be able to develop and apply Elements of IMC and Direct Marketing.




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**Teaching Plan 2021 -22****Class: SYBMS Semester: IV****Subject: Event Marketing****Name of the Faculty: Ms. SnehaPandey**

Month	Topics to be Covered	Number of lectures
November	Introduction to Rural Market, Definition & Scope of Rural Marketing. • Rural Market in India-Size & Scope, Rural development as a core area, Efforts put for Rural development by government (A brief Overview). • Emerging Profile of Rural Markets in India	12
December	Rural Consumer Vs Urban Consumers– a comparison. • Characteristics of Rural Consumers. • Rural Market Environment: a) Demographics– Population, Occupation Pattern, Literacy Level;	16
January	Rural Marketing Mix	14
February	Rural Marketing Strategies	16

**Learning Objective**

- To provide students with basic understanding of concepts of Event Marketing
- Learners will be able to Identify and describe objectives and advantages of Rural Consumer Vs Urban

**Learning Outcomes:**

- Learners will be able to understand and develop Rural Marketing Mix
- Learners will be able to develop and apply Rural Marketing Strategies.


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**Teaching Plan 2021 -22**  
**Department: BMS**  
**Class: SYBMS Semester: IV**  
**Subject: Conflict and Negotiation**  
**Name of the Faculty: Ms. Anita Das**

Month	Topics to be Covered	Number of lectures
November	Overview of Conflict <ul style="list-style-type: none"> <li>• Meaning of Conflict, Nature, Transitions in Conflict Thought – Traditional View, Human Relations View, Interactionist View. Functional and Dysfunctional Conflict, Levels of Conflicts, Process of Conflicts.</li> <li>• Meaning of Industrial/ Organizational Conflict, Causes, Benefits and Limitations of Conflicts to the Organization.</li> <li>• Conflict Outcomes</li> <li>• Five belief domains of Conflicts</li> </ul>	12
December	Module 2 Conflict Management <ul style="list-style-type: none"> <li>• Meaning of Conflict management, Need and Importance of</li> <li>• Prevention of Industrial Conflicts</li> <li>• Settlement of Conflicts</li> </ul>	16
January	Overview of Negotiation <ul style="list-style-type: none"> <li>• Negotiation - Meaning, Importance of Negotiation, Process, Factors/ Elements affecting negotiation, Challenges for an Effective Negotiation</li> <li>• Role of Communication, Personality and Emotions in Negotiation.</li> <li>• Distributive and Integrative Negotiation (concepts)</li> <li>• Cross-Cultural Negotiation</li> <li>• Types of Negotiations in Corporates/ Work Place – Day to Day, Employer</li> <li>• International Negotiations</li> </ul>	14
February	Managing negotiations, ethics in negotiations and 3D negotiations	16

  
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Learning Objective

- To provide students with basic understanding of concepts Conflict and Negotiation
- Learners will be able to Identify and describe objectives and advantages of Overview of Conflict

Learning Outcomes:

- Learners will be able to understand and develop Overview of Negotiation
- Learners will be able to develop and apply Managing negotiations, ethics in negotiations and 3D negotiations



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**Teaching Plan 2021 -22**  
**Department: BMS**  
**Class: SYBMS Semester: IV**  
**Subject: Training & Development in HRM**  
**Name of the Faculty:Ms. Anita Das**

Month	Topics to be Covered	Number of lectures
November	Overview of Training • Overview of training– concept, scope, importance, objectives, features, need and assessment of training.	12
December	Overview of development– concept, scope, importance & need and features, Human Performance Improvement	16
January	Concept of Management Development	14
February	Performance measurement, Talent management & Knowledge management	16

**Learning Objective**

- To provide students with basic understanding of concepts of Training & Development in HRM
- Learners will be able to Identify and describe objectives and advantages of Overview of Training and Development

**Learning Outcomes:**

- Learners will be able to understand and develop Concept of Management Development
- Learners will be able to develop and apply Performance measurement, Talent management & Knowledge management.


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**Teaching Plan 2021 -22****Department: BMS****Class: SYBMS Semester: IV****Subject: Information Technology in Business Management-II****Name of the Faculty: Mrs. DiptiParab**

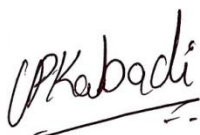
Month	Topics to be Covered	Number of lectures
November	Management Information System Overview of MIS Definition, Characteristics • Subsystems of MIS (Activity and Functional subsystems) • Structure of MIS	12
December	ERP/E-SCM/E-CRM Concepts of ERP • Architecture of ERP Generic modules of ERP • Applications of ERP	16
January	Introduction to Data base and Data warehouse	14
February	Outsourcing	16

Learning Objective

- To provide students with basic understanding of concepts of Information Technology in Business Management
- Learners will be able to Identify and describe objectives and advantages of Management Information System

Learning Outcomes:

- Learners will be able to understand and develop ERP/E-SCM/E-CRM
- Learners will be able to develop and apply Introduction to Data base and Data warehouse and outsourcing.


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**Teaching Plan 2021 -22****Department: BMS****Class: SYBMS Semester: IV****Subject: Foundation course-IV****Name of the Faculty: Mr. Umesh Kabadi**

Month	Topics to be Covered	Number of lectures
November	Ethics: Concept of Ethics, Evolution of Ethics, Nature of Ethics- Personal, Professional, Managerial Importance of Ethics, Objectives, Scope, Types – Transactional, Participatory and Recognition	12
December	Ethics in Marketing, Finance and HRM	16
January	Corporate Governance • Concept, History of Corporate Governance in India, Need for Corporate Governance	14
February	Corporate Social Responsibility (CSR) • Meaning of CSR, Evolution of CSR, Types of Social Responsibility • Aspects of CSR Responsibility, Accountability, Sustainability and Social Contract • Need for CSR • CSR Principles and Strategies	16

**Learning Objective**

- To provide students with basic understanding of concepts of Foundation course.
- Learners will be able to Identify and describe objectives and advantages of Concept of Ethics s

**Learning Outcomes:**

- Learners will be able to understand and develop Ethics in Marketing, Finance and HRM.
- Learners will be able to develop and apply Corporate Governance.
- Learners will be able to understand Corporate Social Responsibility (CSR).


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**Teaching Plan 2021 -22****Department: BMS****Class: SYBMS Semester: IV****Subject: Business Economics-II****Name of the Faculty: Mr. Vishanlal Gupta**

Month	Topics to be Covered	Number of lectures
November	Introduction to Macroeconomic Data and Theory Macroeconomics: Meaning, Scope and Importance. • Circular flow of aggregate income and expenditure: closed and open economy models	12
December	Money, Inflation and Monetary Policy • Money Supply: Determinants of Money Supply - Factors influencing Velocity of Circulation of Money • Demand for Money	16
January	Constituents of Fiscal Policy	14
February	Open Economy : Theory and Issues of International Trade • The basis of international trade	16

**Learning Objective**

- To provide students with basic understanding of concepts of Business Economics
- Learners will be able to Identify and describe objectives and advantages  
Introduction to Macroeconomic Data and Theory

**Learning Outcomes:**

- Learners will be able to understand and develop Money, Inflation and Monetary Policy.
- Learners will be able to develop and apply Constituents of Fiscal Policy and Open Economy.


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**Teaching Plan 2021 -22****Department: BMS****Subject: Business Research Methods****Name of the Faculty: Ms. ArpitaAtibudhi**

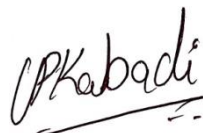
Month	Topics to be Covered	Number of lectures
November	Introduction to business research methods Types of research– a)Pure, Basic and Fundamental b) Applied, c)Empirical d) Scientific & Social e)Historical f) Exploratory g) Descriptive h)Causal • Concepts	12
December	Types of data and sources Primary and Secondary data sources • Methods of collection of primary data	16
January	Processing of data– i) Editing field and office editing, ii)coding– meaning and essentials, iii) tabulation – note • Analysis of data– Meaning, Purpose, types.	14
February	Report writing – i) Meaning , importance, functions of reports, essential of a good report, content of report , steps in writing a report, types of reports, Footnotes and Bibliography	16

**Learning Objective**

- To provide students with basic understanding of concepts of Business Research Methods
- Learners will be able to Identify and describe objectives and advantages of to business research methods Types of research

**Learning Outcomes:**

- Learners will be able to understand and develop Types of data and sources
- Learners will be able to develop and apply Processing of data and Report writing.


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**Teaching Plan 2021 -22****Department: BMS****Subject: Production & Total Quality Management****Name of the Faculty: Ms. SnehaPandey**

<b>Month</b>	<b>Topics to be Covered</b>	<b>Number of lectures</b>
November	Production Management • Objectives, Components– Manufacturing systems: Intermittent and Continuous Production Systems. • Product Development, Classification and Product Design. • Plant location & Plant layout– Objectives, Principles of good product layout, types of layout. • Importance of purchase management	12
December	Materials Management	16
January	Basics Of Productivity & TQM: Concepts of Productivity, modes of calculating productivity. Importance Of Quality Management, factors affecting quality; TQM– concept and importance, Cost of Quality, Philosophies and Approaches To Quality: Edward Deming, J. Juran , Kaizen , P. Crosby's philosophy. • Product & Service	14
February	Quality Improvement Strategies & Certifications	16



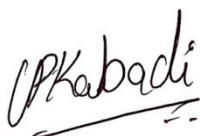
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Learning Objective

- To provide students with basic understanding of concepts of Production & Total Quality Management
- Learners will be able to Identify and describe objectives and advantages of Production Management

Learning Outcomes:

- Learners will be able to understand and develop Basics Of Productivity &TQM
- Learners will be able to develop and apply Quality Improvement Strategies & Certifications.



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**Teaching Plan****Department: BMS****Class: SYBMS Semester: IV Subject: Financial Institutions & Markets****Name of the Faculty: Mr. UmeshKabadi**

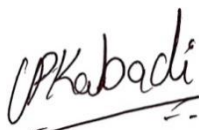
Month	Topics to be Covered	Number of lectures
November	Financial System Theoretical Settings – Meaning, Importance, Functions of financial system, Indian financial system from financial neutrality to financial activism and from financial volatility to financial stability. Role of government in Financial development	12
December	Financial Regulators & Institutions in India (detail discussion on their role and functions )	16
January	Indian Money Market – Meaning, Features, Functions, Importance, Defects, Participants, Components ( Organized and Unorganized) ( in details) and Reforms • Indian Capital Market	14
February	Managing Financial Systems Design	16

**Learning Objective**

- To provide students with basic understanding of concepts of Financial Institutions & Markets
- Learners will be able to Identify and describe objectives and advantages of Financial System Theoretical Settings

**Learning Outcomes:**

- Learners will be able to understand and develop the Financial Regulators & Institutions in India.
- Learners will be able to develop and apply Indian Money Market.
- Learners will be able to understand Managing Financial Systems Design.




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**Subject: Auditing****Name of the Faculty: Mr. Tushar Shah**

Month	Topics to be Covered	Number of lectures
November	Introduction to Auditing  • Basics – Financial Statements, Users of Information, Definition of Auditing, Objectives of Auditing – Primary and Secondary, Expression of opinion, Detection of Frauds and Errors, Inherent limitations of Audit. Difference between Accounting and Auditing, Investigation and Auditing	12
December	Audit Planning, Procedures and Documentation • Audit Planning – Meaning, Objectives, Factors	16
January	Auditing Techniques and Internal Audit Introduction	14
February	Auditing Techniques: Vouching & Verification	16



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Learning Objective

- To provide students with basic understanding of concepts of Auditing
- Learners will be able to Identify and describe objectives and advantages of Audit Planning, Procedures and Documentation

Learning Outcomes:

- Learners will be able to understand and develop Auditing Techniques and Internal Audit Introduction
- Learners will be able to develop and apply Auditing Techniques and Internal Audit Introduction.
- Learners will be able to understand Auditing Techniques: Vouching & Verification.



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**Subject: Integrated Marketing Communication****Name of the Faculty: Dr. Anita Pandey**

Month	Topics to be Covered	Number of lectures
November	Introduction to Integrated Marketing Communication • Meaning, Features of IMC, Evolution of IMC	12
December	Elements of IMC – I	16
January	Direct Marketing - Role of direct marketing in IMC, Objectives of Direct Marketing, Components for Direct Marketing, Tools of Direct Marketing – direct mail, catalogues, direct response media, internet, telemarketing, alternative media evaluation of effectiveness of direct marketing	14
February	Evaluation & Ethics in Marketing Communication	16



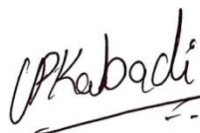
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Learning Objective

- To provide students with basic understanding of concepts of Integrated Marketing Communication
- Learners will be able to Identify and describe objectives and advantages of Elements of IMC and Direct Marketing.

Learning Outcomes:

- Learners will be able to understand and develop Evaluation & Ethics in Marketing Communication.
- Learners will be able to develop and apply Elements of IMC and Direct Marketing.



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**Subject: Event Marketing****Name of the Faculty: Dr. Anita Pandey**

Month	Topics to be Covered	Number of lectures
November	Introduction to Rural Market, Definition & Scope of Rural Marketing. • Rural Market in India-Size & Scope, Rural development as a core area, Efforts put for Rural development by government (A brief Overview). • Emerging Profile of Rural Markets in India	12
December	Rural Consumer Vs Urban Consumers– a comparison. • Characteristics of Rural Consumers. • Rural Market Environment: a)Demographics– Population, Occupation Pattern, Literacy Level;	16
January	Rural Marketing Mix	14
February	Rural Marketing Strategies	16




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Learning Objective

- To provide students with basic understanding of concepts of Event Marketing
- Learners will be able to Identify and describe objectives and advantages of Rural Consumer Vs Urban

Learning Outcomes:

- Learners will be able to understand and develop Rural Marketing Mix
- Learners will be able to develop and apply Rural Marketing Strategies.



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**Subject: Conflict and Negotiation****Name of the Faculty: Ms. Neelam Agarwal**

Month	Topics to be Covered	Number of lectures
November	<p>Overview of Conflict</p> <ul style="list-style-type: none"> <li>• Meaning of Conflict, Nature, Transitions in Conflict Thought – Traditional View, Human Relations View, Interactionist View. Functional and Dysfunctional Conflict, Levels of Conflicts, Process of Conflicts.</li> <li>• Meaning of Industrial/ Organizational Conflict, Causes, Benefits and Limitations of Conflicts to the Organization.</li> <li>• Conflict Outcomes</li> <li>• Five belief domains of Conflicts</li> </ul>	12
December	<p>Module 2 Conflict Management</p> <ul style="list-style-type: none"> <li>• Meaning of Conflict management, Need and Importance of</li> <li>• Prevention of Industrial Conflicts</li> <li>• Settlement of Conflicts</li> </ul>	16
January	<p>Overview of Negotiation</p> <ul style="list-style-type: none"> <li>• Negotiation - Meaning, Importance of Negotiation, Process, Factors/ Elements affecting negotiation, Challenges for an Effective Negotiation</li> </ul>	14



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	<ul style="list-style-type: none"> <li>• Role of Communication, Personality and Emotions in Negotiation.</li> <li>• Distributive and Integrative Negotiation (concepts)</li> <li>• Cross-Cultural Negotiation</li> <li>• Types of Negotiations in Corporates/ Work Place – Day to Day, Employer</li> <li>• International Negotiations</li> </ul>	
February	Managing negotiations, ethics in negotiations and 3D negotiations	16

## Learning Objective

- To provide students with basic understanding of concepts Conflict and Negotiation
- Learners will be able to Identify and describe objectives and advantages of Overview of Conflict

## Learning Outcomes:

- Learners will be able to understand and develop Overview of Negotiation
- Learners will be able to develop and apply Managing negotiations, ethics in negotiations and 3D negotiations



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**Subject: Training & Development in HRM****Name of the Faculty: Ms. Neelam Agarwal**

Month	Topics to be Covered	Number of lectures
November	Overview of Training • Overview of training– concept, scope, importance, objectives, features, need and assessment of training.	12
December	Overview of development– concept, scope, importance & need and features, Human Performance Improvement	16
January	Concept of Management Development	14
February	Performance measurement, Talent management & Knowledge management	16

## Learning Objective

- To provide students with basic understanding of concepts of Training & Development in HRM
- Learners will be able to Identify and describe objectives and advantages of Overview of Training and Development

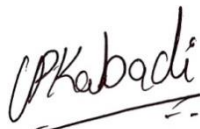


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Learning Outcomes:

- Learners will be able to understand and develop Concept of Management Development
- Learners will be able to develop and apply Performance measurement, Talent management & Knowledge management



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**Subject: Information Technology in Business Management-II****Name of the Faculty: Ms. DiptiParab**

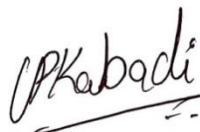
Month	Topics to be Covered	Number of lectures
November	Management Information System Overview of MIS Definition, Characteristics • Subsystems of MIS (Activity and Functional subsystems) • Structure of MIS	12
December	ERP/E-SCM/E-CRM Concepts of ERP • Architecture of ERP Generic modules of ERP • Applications of ERP	16
January	Introduction to Data base and Data warehouse	14
February	Outsourcing	16

**Learning Objective**

- To provide students with basic understanding of concepts of Information Technology in Business Management
- Learners will be able to Identify and describe objectives and advantages of Management Information System

**Learning Outcomes:**

- Learners will be able to understand and develop ERP/E-SCM/E-CRM
- Learners will be able to develop and apply Introduction to Data base and Data warehouse and outsourcing.


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**Subject: Foundation course-IV**  
**Name of the Faculty: Mr. UmeshKabadi**

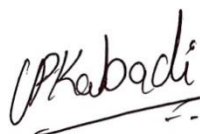
Month	Topics to be Covered	Number of lectures
November	Ethics: Concept of Ethics, Evolution of Ethics, Nature of Ethics- Personal, Professional, Managerial Importance of Ethics, Objectives, Scope, Types – Transactional, Participatory and Recognition	12
December	Ethics in Marketing, Finance and HRM	16
January	Corporate Governance • Concept, History of Corporate Governance in India, Need for Corporate Governance	14
February	Corporate Social Responsibility (CSR) • Meaning of CSR, Evolution of CSR, Types of Social Responsibility • Aspects of CSR Responsibility, Accountability, Sustainability and Social Contract • Need for CSR • CSR Principles and Strategies	16

**Learning Objective**

- To provide students with basic understanding of concepts of Foundation course.
- Learners will be able to Identify and describe objectives and advantages of Concept of Ethics s

**Learning Outcomes:**

- Learners will be able to understand and develop Ethics in Marketing, Finance and HRM.
- Learners will be able to develop and apply Corporate Governance.
- Learners will be able to understand Corporate Social Responsibility (CSR).



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**Subject: Business Economics-II**  
**Name of the Faculty: Mr. Vishanlal Gupta**

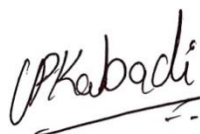
Month	Topics to be Covered	Number of lectures
November	Introduction to Macroeconomic Data and Theory • Macroeconomics: Meaning, Scope and Importance. • Circular flow of aggregate income and expenditure: closed and open economy models	12
December	Money, Inflation and Monetary Policy • Money Supply: Determinants of Money Supply - Factors influencing Velocity of Circulation of Money • Demand for Money	16
January	Constituents of Fiscal Policy	14
February	Open Economy : Theory and Issues of International Trade • The basis of international trade	16

Learning Objective

- To provide students with basic understanding of concepts of Business Economics
- Learners will be able to Identify and describe objectives and advantages  
Introduction to Macroeconomic Data and Theory

Learning Outcomes:

- Learners will be able to understand and develop Money, Inflation and Monetary Policy.
- Learners will be able to develop and apply Constituents of Fiscal Policy and Open Economy.



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**Subject: Business Research Methods**  
**Name of the Faculty: Ms. DiptiParab**

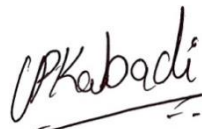
Month	Topics to be Covered	Number of lectures
November	Introduction to business research methods Types of research– a)Pure, Basic and Fundamental b) Applied, c)Empirical d) Scientific & Social e)Historical f) Exploratory g) Descriptive h)Causal • Concepts	12
December	Types of data and sources Primary and Secondary data sources • Methods of collection of primary data	16
January	Processing of data– i) Editing field and office editing, ii)coding– meaning and essentials, iii) tabulation – note • Analysis of data-Meaning, Purpose, types.	14
February	Report writing – i) Meaning , importance, functions of reports, essential of a good report, content of report , steps in writing a report, types of reports, Footnotes and Bibliography	16

**Learning Objective**

- To provide students with basic understanding of concepts of Business Research Methods
- Learners will be able to Identify and describe objectives and advantages to business research methods Types of research

**Learning Outcomes:**

- Learners will be able to understand and develop Types of data and sources
- Learners will be able to develop and apply Report writing in Business research.


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**Subject: Production & Total Quality Management**  
**Name of the Faculty: Dr. Anita Pandey**

Month	Topics to be Covered	Number of lectures
November	Production Management • Objectives, Components– Manufacturing systems: Intermittent and Continuous Production Systems. • Product Development, Classification and Product Design. • Plant location & Plant layout– Objectives, Principles of good product layout, types of layout. • Importance of purchase management	12
December	Materials Management	16
January	Basics Of Productivity & TQM: Concepts of Productivity, modes of calculating productivity. Importance Of Quality Management, factors affecting quality; TQM– concept and importance, Cost of Quality, Philosophies and Approaches To Quality: Edward Deming, J. Juran , Kaizen , P. Crosby's philosophy. • Product & Service Quality Dimensions, SERVQUAL	14
February	Quality Improvement Strategies & Certifications	16



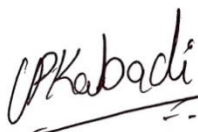
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Learning Objective

- To provide students with basic understanding of concepts of Production & Total Quality Management
- Learners will be able to Identify and describe objectives and advantages of Production Management

Learning Outcomes:

- Learners will be able to understand and develop Basics Of Productivity &TQM
- Learners will be able to develop and apply Quality Improvement Strategies &Certifications.



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**Department: BMS (2021 -22)**  
**Class: TYBMS Semester: VI**  
**Subject: International Finance**  
**Name of the Faculty: Ms. Arpita Atibudhi**

Month	Topics to be covered	No of Lectures
November	a) Introduction to International Finance: b) Balance of Payment: c) International Monetary Systems: d) An introduction to Exchange Rates:	12
December	a) Foreign Exchange Markets: b) International Parity Relationships & Foreign Exchange Rate: c) Currency & Interest Rate Futures:	12
January	a) Euro Currency Bond Markets: b) International Equity Markets & Investments: c) International Foreign Exchange Markets: d) International Capital Budgeting:	10
February	a) Foreign Exchange Risk Management: b) International Tax Environment: c) International Project Appraisal:	12

#### Learning Objective

- To provide students with basic understanding of concepts of International Finance
- Learners will be able to Identify and describe objectives of International Monetary Systems

#### Learning Outcomes:

- Learners will be able to understand and develop the Euro Currency Bond Markets.
- Learners will be able to develop and apply International Foreign Exchange Markets:.
- Learners will be able to understand Foreign Exchange Risk Management.



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**Subject: Innovative Financial Services**  
**Name of the Faculty: Mr. Arun Vishwakarma**

Month	Topics to be covered	No of Lectures
November	a) Financial Services: b) Factoring and Forfaiting: c) Bill Discounting	12
December	a) Issue Management and Intermediaries: b) Stock Broking: c) Securitization:	12
January	a) Lease and Hire-Purchase: b) Housing Finance: c) Venture Capital	10
February	a) Consumer Finance: b) Plastic Money: c) Credit Rating:	12

**Learning Objective**

- To provide students with basic understanding of concepts of Innovative Financial Services.
- Learners will be able to Identify and describe objectives Financial Services Factoring and Forfaiting.

**Learning Outcomes:**

- Learners will be able to understand and develop the Issue Management and Intermediaries.
- Learners will be able to develop and apply Lease and Hire-Purchase.
- Learners will be able to understand Consumer Finance, Plastic money and Credit rating.


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**Subject: Indirect Taxation**  
**Name of the Faculty: CA Neeta Vaidya**

Month	Topics to be covered	No of Lectures
November	a) Introduction to Project Management: b) Organizational Structure (Project Organization): c) Project Initiation:	12
December	a) Project Feasibility Analysis: b) Market Analysis: c) Technical Analysis: d) Operational Analysis	12
January	a) Funds Estimation in Project: b) Risk Management in Projects: c) Cost Benefit Analysis in Projects	12
February	a) Modern Development in Project Management: b) Project Monitoring & Controlling: c) Project Termination & Solving Project Management Problems	10

**Learning Objective**

- To provide students with basic understanding of concepts of **Indirect Taxation** .
- Learners will be able to Identify and describe objectives of **Indirect Taxation** .

**Learning Outcomes:**

- Learners will be able to understand and develop the Funds Estimation in Project..
- Learners will be able to develop and apply Modern Development in Project Management


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**Subject: Strategic Financial Management****Name of the Faculty: Ms. ArpitaAtibudhi**

Month	Topics to be Covered	Number of lectures
June	Dividend Decision and XBRL a) Dividend Decision: b) XBRL:	12
July	Capital Budgeting and Capital Rationing a) Capital Budgeting: b) Capital Rationing:	16
August	<b>a) Shareholder Value and Corporate Governance:</b> • Financial Goals and Strategy, Shareholder Value Creation:EVA and MVA Approach, <b>b) Corporate Restructuring:</b> • Meaning, Types, Limitations of Merger, Amalgamation, Acquisition, Takeover,	14
September	a) Financial Management in Banking Sector: b) Working Capital Financing	16

**Learning Objective**

- To provide students with basic understanding of concepts of **Indirect Taxation** .
- Learners will be able to Identify and describe objectives of **Indirect Taxation** .

**Learning Outcomes:**

- Learners will be able to understand and develop the Funds Estimation in Project..
- Learners will be able to develop and apply Modern Development in Project Management


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**Subject: Brand Management**  
**Name of the Faculty: Ms. Anita Das**

Month	Topics to be covered	No of Lectures
November	Brand Management, Importance of Branding to Consumers, Firms, Brands v/s Products, Scope of Branding, Branding Challenge and Opportunities,	06
December	Integrating Marketing Programs and Activities Personalising Marketing: Experiential Marketing, One to One Marketing, Permission Marketing, Product Strategy: Perceived Quality and Relationship Marketing	12
January	a) The Brand Value Chain b) Measuring Sources of Brand Equity: c) Young and Rubicam's Brand Asset Valuator d) Measuring Outcomes of Brand Equity	16
February	a) Designing & Implementing Branding Strategies: b) Brand Extensions: c) Managing Brands over Time: d) Building Global Customer Based Brand Equity	12

**Learning Objective**

- To provide students with basic understanding of concepts of Brand Management
- Learners will be able to Identify and describe objectives and advantages of Importance of Branding to Consumers and Firms.

**Learning Outcomes:**

- Learners will be able to understand and develop the The Brand Value Chain.
- Learners will be able to develop and apply The Brand Value Chain and Designing & Implementing Branding Strategies .



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**Subject: Retail Management**  
**Name of the Faculty: Ms. Anita Das**

Month	Topics to be covered	No of Lectures
November	Retail Management: Introduction and Meaning, Significance, Factors Influencing Retail Management Scope of Retail Management Retail Formats	06
December	Organized Retailing: Factors Responsible for the Growth of Organized Retail in India Multichannel Retailing: Meaning and Types, E-tailing: Meaning, Advantages and Limitations Emerging Trends in Retailing, Impact of Globalization on Retailing I.T in Retail: Importance, Advantages and Limitations, Applications of I.T. in Retail: EDI, Bar Coding, RFID Tags, Electronic Surveillance, Electronic Shelf Labels FDI in Retailing: Meaning, Need for FDI in Indian Retail Scenario Franchising: Meaning, Types, Advantages and Limitations, Franchising in India • Green Retailing • Airport Retailing	12
January	Retail Consumer/Shoppper: Factors Influencing Retail Shoppers, Changing Profile of Retail Shoppers Market Research as a Tool for Understanding Retail Markets and Shoppers CRM in Retail: Objectives, Customer Retention Approaches: Retail Strategy: Process, Retail Value Chain Store Location Selection: Types of Retail Locations, Factors Influencing Store Location HRM in Retail: Significance, Functions Organization Structure in Retail	16
February	Merchandise Management - Types of Merchandise, Principles of Merchandising, Merchandise Planning- Meaning and Process Merchandise Category – Meaning, Importance, Components, Role of Category Captain  Merchandise Procurement/Sourcing: Process  Buying Cycle, Factors Affecting Buying Functions, Young and	12

  
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	Rubicam's Brand Asset Valuator. Need and Importance of Private Labels, Private Labels in India Retail Pricing: Considerations in Setting Retail Pricing, Pricing Strategies	
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Learning Objective

- To provide students with basic understanding of concepts of Foundation of Retail Management
- Learners will be able to Identify and describe objectives and advantages of Significance, Factors Influencing Retail Management.

Learning Outcomes:

- Learners will be able to understand and develop the Organized Retailing.
- Learners will be able to develop and apply Merchandise Management and Need and Importance of Private Labels



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**Subject: International Marketing**  
**Name of the Faculty: Ms. SnehaDubey**

Month	Topics to be covered	No of Lectures
November	Features of International Marketing, Need and Drivers of International Marketing Concept of International Trade, Barriers to Trade: Tariff and Non Tariff, Trading Blocs : SAARC, ASEAN, NAFTA, EU, OPEC	06
December	a) International Marketing Environment: b) Marketing Research:	12
January	a) International Product Decision b) International Pricing Decision: c) International Distribution Decisions d) International Promotion Decisions	16
February	a) Introduction -Developing International Marketing Plan: b) International strategies: c) International Marketing of Services	12

**Learning Objective**

- To provide students with basic understanding of concepts of International Marketing
- Learners will be able to Identify and describe objectives and advantages of Need and Drivers of International Marketing

**Learning Outcomes:**

- Learners will be able to understand and develop the Marketing Research.
- Learners will be able to develop and apply International Marketing Plan and Strategies.



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Tel. 25704526 / 25704530

**Subject: Media Planning and Management****Name of the Faculty: Ms.ManaliNaik**

Month	Topics to be covered	No of Lectures
November	a) Overview of Media and Media Planning: b) Media Research:	06
December	a) Media Mix: b) Media Choices: c) Emerging Media: d) Media Strategy:	12
January	a) Media Budget b) Media Buying: c) Media Scheduling	16
February	a) Media Measurement: b) Benchmarking Metrics: c) Plan Metrics: d) Evaluating Media Buys	12

**Learning Objective**

- To provide students with basic understanding of concepts of Media Planning and Management.
- Learners will be able to Identify and describe objectives and advantages of Media Research..

**Learning Outcomes:**

- Learners will be able to understand and develop the Media Mix human nature, Media Budget and Media Buying.
- Learners will be able to develop and apply Media Measurement and Benchmarking Metrics.
- Learners will be able to understand and Evaluate the Media plan metrics.


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**Subject: HRM in Global Perspective****Name of the Faculty: Ms. Anita Das**

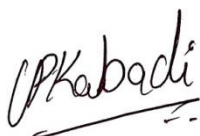
Month	Topics to be covered	No of Lectures
November	Difference between International HRM and Domestic HRM • Approaches to IHRM- Ethnocentric, Polycentric, Geocentric and Regiocentric • Limitations to IHRM • Qualities of Global Managers • Organizational Dynamics and IHRM	06
December	International Recruitment and Selection Motivation and Reward System- • International Industrial Relations	12
January	Concepts of PCNs (Parent-Countr Nationals),TCNs(Third-Country Nationals) andHCNs (Host-Country Nationals) Expatriation	16
February	Emerging Trends in IHRM Growth in Strategic Alliances and Cross Border Mergers and Acquisitions- Impact on IHRM Knowledge Management andIHRM Discussion of Case Studies	12

## Learning Objective

- To provide students with basic understanding of concepts of HRM in Global Perspective.
- Learners will be able to Identify and describe objectives and advantages of International Recruitment and Selection Motivation and Reward System.

## Learning Outcomes:

- Learners will be able to understand and develop Concepts of PCNs (Parent-Country Nationals),TCNs.
- Learners will be able to develop and apply Emerging Trends in IHRM.


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**Subject: Organisational Development****Name of the Faculty: Ms. Anita Das**

Month	Topics to be covered	No of Lectures
November	Organisational Development – Meaning, Features, Evolution, Components, Objectives, Principles, Process, Importance • Relevance of Organisational Development for Managers, OD- HRD Interface, Participation of TopManagement in OD	06
December	Organizational Renewal, Re- energising, OD and Business Process Re-Engineering (BPR), OD and Leadership Development • Organisational Change	12
January	Types of Interventions- Human Resource Intervention, Structural Intervention, Strategic Interventions, Third Party Peace Making Intervention • Techniques of OD Intervention	16
February	Values in OD – Meaning, Professional Values, Value Conflict and Dilemma • Ethics in OD – Meaning, Factors Influencing Ethical Judgement, Ethical Guidelines for OD Professionals	12

**Learning Objective**

- To provide students with basic understanding of concepts of Organisational Development.
- Learners will be able to Identify, describe objectives, Evolution, Components, Principles, Process, Importance of Organisational Development.

**Learning Outcomes:**

- Learners will be able to understand and develop Types of Interventions- Human Resource Intervention.
- Learners will be able to develop and apply Values of Organisational Development .


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**Subject: HRM in SSM****Name of the Faculty: Ms. SnehaPandey**

Month	Topics to be covered	No of Lectures
November	<b>Service Sector Management</b> – Meaning, Significance of Service Sector, Reasons for Growth in Service Sector <ul style="list-style-type: none"> <li>• <b>Service Organization</b> - Importance of Layout and Design of Service Organization, Servicescape</li> <li>• <b>Service Culture in Organization</b> – Meaning, Developing Service Culture in Organization</li> </ul>	06
December	Emotional Labour – Meaning, Strategies for Managing Emotional Labour, Recruitment in Service Sector– Recruiting Right People, Recruitment Procedures and Criteria, Challenges in Recruitment in Service Sector • Selection of Employees in Service Sector	12
January	Delivering Services through Agents and Brokers - Meaning, Advantages, Challenges, Strategies for Effective Service Delivery through Agents and Brokers HRM in Public Sector. Organizations and Non – Profit Sector in India issues and Challenges of HR in Specific Services:	16
February	Service Leadership – Meaning, Integrating Marketing Operation and Human Resources, Creating a Leading Service Organization, The Service – Profit Chain Model • Attrition in Service Sector	12



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Learning Objective

- To provide students with basic understanding of concepts of Service sector management.
- Learners will be able to Identify, Emotional Labour, in **Service Sector Management**

Learning Outcomes:

- Learners will be able to understand and develop Delivering Services through Agents and Brokers.
- Learners will be able to develop and apply Service Leadership in competitive market..



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**Subject: Indian Ethos in Management****Name of the Faculty: Ms. Pooja Singh**

Month	Topics to be covered	No of Lectures
November	a) Indian Ethos b) Management Lessons from Scriptures: Indian Management v/s Western Management	06
December	a) Work Ethos: • Meaning, Levels, Dimensions, Steps, Factors Responsible for Poor Work Ethos b) Values:	12
January	a) Stress Management: b) Stress Management Techniques: c) Leadership: d) Motivation	16
February	Learning: Meaning, Mechanisms	12

Learning Objective

- To provide students with basic understanding of concepts of Indian Ethos in Management.
- Learners will be able to Identify and describe objectives and advantages of Work Ethos and Values.

Learning Outcomes:

- Learners will be able to understand and develop the Stress Management in practical.
- Learners will be able to develop and apply Indian Systems of Learning


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**Subject: Operation Research**  
**Name of the Faculty: Mr. KrishnakantPandey**

Month	Topics to be covered	No of Lectures
November	a) Introduction To Operations Research b) Linear Programming Problems: Introduction and Formulation c) Linear Programming Problems: Graphical Method d) Linear Programming Problems: Simplex Method	12
December	a) Assignment Problem – Hungarian Method b) Transportation Problems	12
January	a) Critical Path Method (CPM) b) Project Crashing c) Program Evaluation and Review Technique (PERT)	13
February	a) Decision Theory b) Job Sequencing Problem c) Theory of Games	10

**Learning Objective**

- To provide students with basic understanding of concepts of Operation Research
- Learners will be able to Identify and describe objectives and advantages of Introduction to Operations Research and Linear Programming

**Learning Outcomes:**

- Learners will be able to understand and develop the Assignment and Transportation Models
- Learners will be able to develop and apply Network Analysis and Decision Theory, Sequencing and Theory of Games


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**ACADEMIC YEAR 2021-22 TEACHING PLAN**

1) **Name of the Lecturer: Mrs Anjana. Verma**  
 ) **Subject: Environment and Management of Financial Service**

2) **Department: COMMERCE**  
 4) **Class: FYBBI**

**I<sup>st</sup> SEMESTER**

<b>Course Outcome</b>		
<p>1. Learner will be able to understand and improve basic knowledge on environment and management and its financial services.</p> <p>2. Learner will be able to get knowledge to adjust with these changes and run the business profitably through effective and productive utilization of finance.</p>		
<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
JULY	<p>1. A. Financial System Institutional set-up Marketing Structure Instruments Overview of different kinds of financial services. (E.g. Leasing, Hire purchase, factoring, forfaiting, Bill financing/Bill discounting, housing finance, letter of credit, insurance, venture capital, merchant banking, stock broking and credit rating.) B. Meaning, Definition and scope of Banking and Insurance.</p>	15
AUGUST	<p>2. Phases of Development of Banking and Insurance A. Significance and Role of Banking and Insurance in mobilizing savings, investment, accumulation and economic growth. B. Functions and working of banking and insurance companies</p>	15
SEPTEMBER	<p>3. Management, Regulation and Development i. Risk management within the organizations of Banks and Insurance companies</p>	15
OCTOBER	<p>ii. Asset - Liability Management in Banking and Insurance iii. Organizational structure and management 4. Regulatory &amp; Developmental Framework of Banking &amp; Insurance.</p>	15



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**ACADEMIC YEAR 2021-22 TEACHING PLAN****I<sup>ST</sup> SEMESTER**

1) Name of the Lecturer: Mrs. Sneha. Pandey

2) Department: COMMERCE

3) Subject: Principles of Management

4) Class: FYBBI

**I<sup>ST</sup> SEMESTER**

Course Outcome		
1. Learner will be able to understand the management concepts clear. 2. Learner Understand the terms like planning, organizing, staffing, directing, coordinating, reporting and budgeting.		
Month	Topics to be covered	No. of Lectures required
JULY	1. Introduction to Management (Banking and Insurance) a. Definition of Management b. Management as a Profession C. Traditional Vs Contemporary Management (Henry Fayol, F.W.Taylor, Peter Drucker) (C.K.Pralhad, Mr. Vijay Govindarajan)	15
AUGUST	2. Management Process, Practices, Functions of Management related to Banking and Insurance companies	15
SEPTEMBER	3. Organization Structure of Banking and Insurance companies	15
OCTOBER	4. Business Leaders	15



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**ACADEMIC YEAR 2021-22 TEACHING PLAN**

1) Name of the Lecturer: Ms. Vinita. Khedwal

2) Department: COMMERCE

3) Subject: Business Communication: Paper - I

4) Class: FYBBI

**I<sup>ST</sup> SEMESTER****Course Outcome**

1. Learner will be able to enhance communication skills
2. Learner will be getting Knowledge of oral and written components of communication skills.

Month	Topics to be covered	No. of Lectures required
JULY	1. Concept of Communication : Definition, Need and importance of communication , Process of communication, Importance of feedback	15
AUGUST	2. Objectives of communication : Information, Education and training, Order and instructions, Suggestions, Persuasion, Advice and counseling 3. Methods and modes of communication : Verbal- Oral and written Non-verbal - Body language, facial expressions, gestures, signs,	15
SEPTEMBER	Signals, symbols, maps, graphs, charts, posters etc. Conventional modes-	15
OCTOBER	Telex, telephone, etc. Electronic modes- fax, internet, e-mails etc. 4. Communication skills	15



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**ACADEMIC YEAR 2021-22 TEACHING PLAN**

1) Name of the Lecturer: Mrs. Namrata. Dube  
3) Subject: QUANTITATIVE METHODS: Paper - I

2) Department: COMMERCE  
4) Class: FYBBI

**I<sup>ST</sup> SEMESTER**

Course Outcome	<ul style="list-style-type: none"> <li>Learner will be able to understand Quantitative methods are important as it helps Individual to know "How Much" profit they would earn, whether it is cumulative or not.</li> <li>Learner will also get Knowledge how Individual understand the co-relation of different variables of his business.</li> </ul>	
Month	Topics to be covered	No. of Lectures required
JULY	<b>1. Testing of Hypothesis :</b> Testing of hypotheses: Null Hypothesis, Alternative Hypothesis, Decision Criterion, Critical Region, Type I and Type II Error, level of significance, Test based on large Sample for Means and Proportion/s	15
AUGUST	<b>1. Matrices &amp; Determinants (Application in Business and Economics):</b> Matrices, Types of Matrices, Transpose, Addition, Multiplication, Subtraction of a Matrix, Determinants	15
SEPTEMBER	<b>Time value of Money :</b> Time value of money, Interest Rate, Future value, Present value, Discount rate, Total future and Present value of a annuities sum of constantly growing eachflows IRR, NPV, Interest rates compounded more than once a year (including continuous compounding) Stated annual rate & affective annual rate Perpetuity and its present value, Annuities with frequency other than with which the interest Isconvertible Redemption of loan.	15
OCTOBER	<b>1. Statistical Application in Finance :</b> Cost volume profit analysis (using linear regression) Project evolution (using probability) Inventory models (E,O,Q, levels) Receivables management (Probability) Timeseries and forecasting Simulation (using Monte Carlo Method) <b>Statistical Applications In Investment Management</b>	15



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**ACADEMIC YEAR 2021-22 TEACHING PLAN**

1) **Name of the Lecturer: Mrs Anjana. Verma**  
3) **Subject: Financial Accounting**

2) **Department: COMMERCE**  
4) **Class: FYBBI**

**SEMESTER FYBBI I<sup>ST</sup>****Cours Outcome**

- Learner will develop and getting knowledge of various accounting stands its accounting transactions.
- Learner will have a wide range of topics like classification of Income and expenditure, Accounting standard, Issue of shares, stock valuation, Hire purchase And Final Accounts.

Month	Topics to be covered	No. of Lectures required
JULY	Introduction to Accounting: Meaning, scope, objectives, need, importance and limitations of accounting. Basic accounting terminology. Branches of accounting. Accounting concepts, Conventions and Principles. Double Entry System, Classifications of accounts, Rules of debit and credit. Writing of journal Entries and Ledger, Sub division of journal and TrialBalance	15
AUGUST	Classifications of Income, Expenditure and Receipts on the basis of capital and revenue. Source documents required for practical accounting. Introduction to Bank Reconciliation Statement and Errors and their Rectification. Accounting Standard 1, 2, 6, 8, 9, 10. Understanding Fair value concept, Overview of Ind-AS vis-a-vis International Financial Reporting Standards (IFRSs).	15
SEPTEMBER	Introduction to issue of shares. Stock valuation (FIFO and Weighted Average Method only) Hire Purchase Transactions (calculation of interest, accounting as per asset purchase method only, and exclude repossession), Introduction to Depreciation: Fixed Installment method, Written Down Value Method, Change of method. Valuation of goodwill (problems based on average profit method and super profit method only)	15
OCTOBER	Trading Account, Profit and Loss Account, Balance Sheet, Adjustment Entries. Introduction to Accounts of Non Profit Organizations	15



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ACADEMIC YEAR 2021-22 TEACHING PLAN

1) Name of the Lecturer: Mrs Anjana. Verma  
3) Subject: FINANCIAL MARKET

2) Department: COMMERCE  
4) Class: SYBBI

IIIrd SEMESTER

Course Outcome		
1. Learner will be understand various financial market of India. 2. The Learner will get deeper understanding of Derivatives as a tool of risk management and efficient price discovery		
Month	Topics to be covered	No. of Lectures required
JUNE	Overview and structure of Indian financial system Financial market and regulatory institutions	15
JULY	Intermediaries v/s non intermediaries, Indian money market,	15
AUGUST	capital Market, stock market	15
SEPTMBER	Equity market, debt market, Commodity market, Derivative Market	15



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**ACADEMIC YEAR 2021-22 TEACHING PLAN**

1) **Name of the Lecturer:** Mrs Anjana. Verma  
3) **Subject:** FINANCIAL MANAGEMENT – PAPER

2) **Department:** COMMERCE SYBBI  
4) **Class:** SYBBI

**IIIrd SEMESTER**

<b>Course Outcome</b>		
<ul style="list-style-type: none"> <li>Learner will be able to explain the financing evaluation.</li> <li>Learner will be able to understand the objectives of financial management and various sources of finance.</li> </ul>		
<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
JUNE	a. Overview of Financial Management - Scope, functions and Objectives b. Financial Forecasting - Sales Forecast - Preparation of proforma Income Statement and Balance sheet - Growth and External Funds Requirements (EFR)	15
JULY	Tools of financial Analysis - Common size statements - Comparative statements - Ratios : Balance Sheet Ratios, Income statement Ratios and Combined ratios	15
AUGUST	Cash Budget Capital Budget Flexible Budget, Bonds, Zero Coupon bonds, Convertible Bonds) - Equity shares ,	15
SEPTEMBER	Sources of Finance - Long term Sources ( Term Loans ,Debtentures, Preference shares - Short Term sources ( Bank Finance, TradeCredit, Other Short Term Sources	15



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**ACADEMIC YEAR 2021-22 TEACHING PLAN**

1) Name of the Lecturer: Mr. Vicky. Kukreja  
3) Subject: MANAGEMENT ACCOUNTING

2) Department: COMMERCE  
4) Class:SYBBI

Course Outcome	<ul style="list-style-type: none"> <li>Learners will be able to get the knowledge about financial statement analysis and dividend policy.</li> <li>Learner will gain knowledge of different accounting ratios and its application in the banking sector.</li> </ul>	
Month	Topics to be covered	No. of Lectures required
JUNE	UNIT-1 1. Overview of Management Accounting (Scope, functions & objectives) 2. Treasurer and Controller (Compare & contrast roles) 3. Meaning and use of different costs for different purposes a. Product costs and period costs b. Direct costs and indirect costs a. Concept, need, characteristics, role, limitations, MIS and computers b. Different types of reports	15
JULY	UNIT-2 1. Interpretation of financial statements with the help of a. Notes to Accounts b. Directors' report and auditor's report (Contents and importance of notes to accounts, director's report and auditor's report) 2. Cost audit a. (items covered under cost audit rules, functions and scope of cost audit, cost audit program under companies act)	15
AUGUST	UNIT-3 1. Marginal and absorption costing a. Meaning, advantages and limitations b. Cost volume profit analysis – meaning & computation of breakeven point, break even sales (units), break even sales, margin of safety	15
SEPTEMBER	UNIT-4 1. Managerial decision making (product mix decisions, make or buy decisions, operation or shut down decisions, accept reject export orders) c. Single limiting factor analysis where a company has restricted freedom of action. d. Graphical linear programming (including an explanation of shadow prices).	15



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**ACADEMIC YEAR 2021-22 TEACHING PLAN**

1) Name of the Lecturer: Mrs. Namrata. Dube  
 3) Subject: INFORMATION TECHNOLOGY IN B & I

2) Department: COMMERCE  
 4) Class SYBBI

**IIIrd SEMESTER****Course Outcome**

1. Learner will get the knowledge and understanding of E-Commerce and Cyber Security. They will learn MS-Excel and MS-Word.

Month	Topics to be covered	No. of Lectures required
JUNE	Unit 1: Applications of Information technology in Banking and Insurance RTGS (Real Time Gross Settlement ): Guidelines, Functionality, Requirement & Process, Benefits, Infrastructure Credit Card: Guidelines, Functionality, Requirement & Process, Benefits, Infrastructure Insurance Claim Management:	15
JULY	Unit 2: Advance E-Commerce Business Models, IT Architecture (Web Server, App Server, DB server, Networking & devices) Threats Security (Principles & Policies) Advantages and limitations Cyber Law –IT Act 2000, IT amendment 2008	15
AUGUST	Unit 3: ERP and MIS Functioning of ERP and MIS Need of ERP and MIS Advantages & Disadvantages of ERP and MIS Working and Implementation of ERP and MIS	15
SEPTEMBER	Unit 4: Data Communication Customer Interaction Database Management Data Mining Technology Based CRM software's -1) SAAS 2) MY SAP. Org 3) PeopleSoft etc.	15



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**ACADEMIC YEAR 2021-22 TEACHING PLAN**

1) Name of the Lecturer: Mr. Vicky. Kukreja

2) Department: Commerce

3) Subject: TAXATION OF FINANCIAL SERVICES

4) Class: SYBBI

**IIIrd SEMESTER**

Course Outcome	<ul style="list-style-type: none"> <li>Learners will be able to get the basic concept of direct tax</li> <li>Learners will be able to calculate computation of deductions from total income and calculate the total taxable income of individual.</li> </ul>	
Month	Topics to be covered	No. of Lectures required
JUNE	Unit I: Basic Concepts and Definitions of Income Tax Act / Rules Section 2 - Assessee, Assessment Year. Assessment, Annual value, Business, Capital asset, Income, Person, Previous year, Transfer. Section 3 - Previous Year, Section 6 - Residential Status, Scope Of Total Income, Deemed Income. Section 10 - Exempted Incomes Exemptions related to specific Head of Income to be covered with Relevant Provisions such as Salary, Income from Other Sources etc.	15
JULY	Unit II: Taxation of income under different heads Section 15 – 17 - Income from Salary, Section 22 – 27 - Income from House Property, Section 28 – 43 - Income from Business & Profession, Section 44 – 55 - Income from Capital Gain, Section 56 – 59 - Income from Other Sources.	15
AUGUST	Unit III a) Provisions for deductions from total income Section 80 C – Investment in Government Securities, Section 80CCC – Pension Fund, Section 80D – Mediciam Insurance Premium, Section 80 DD – Medical Expenditure on Handicapped Relatives, Section 80E – Interest Paid on Loan Taken for Higher Education, Section 80G – Donations, Section 80U – Income earned by Handicapped Assessee. (b) Provi	15
SEPTEMBER	Unit IV 2. Service Tax Act Section - 65 Definitions Section - 66B Charge of service tax on and after Finance Act, 2012 Section - 66D Negative list of services Section - 67 Valuation of taxable services for charging service tax Section - 67A Date of determination of rate of tax,	15



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**ACADEMIC YEAR 2021-22 TEACHING PLAN**

1) Name of the Lecturer: Mrs Anjana. Verma

2) Department: Commerce

3) Subject: Financial Service Management

4) Class: TYBBI

**SEMESTER V**

Course Outcome		
1. Learners will be able to understand the important segment of Financial System.		
2. Learners will be able to understand the corporate world to manage Finance and Credit.		
Month	Topics to be covered	No. of Lectures required
JUNE	UNIT 1: FINANCIAL SERVICES Meaning – Classification – Scope – Fund Based Activities – Non-Fund Based Activities – Modern Activities – Sources of Revenue – causes for financial innovation – New Financial Products and services – Innovative Financial Instruments – Challenges Facing the	15
JULY	UNIT 2: MUTUAL FUND Introduction to mutual fund – Structure of mutual fund in India – Classification of mutual fund – AMFI Objectives – Advantages of mutual fund – Disadvantages of mutual fund – NAV calculation AND PRICING of mutual fund - Mutual Funds abroad-Mutual Funds in India Reasons for Slow Growth-Future of Mutual Funds Industry. FACTORING AND FORFEITING Factoring – Meaning – Modus Operandi – Terms and Conditions – Functions – Types of Factoring.	15
AUGUST	UNIT 3: SECURITISATION OF DEBT What is securitization? – Definition – securitization vs. factoring – Modus operandi – role of merchant bankers – role of other parties – structure for securitization – securitisable assets – benefits of securitization – conditions for successful	15
SEPTEMBER	UNIT 4 DEPOSITORY AND PLEDGE Overview of Depository system-Key features of Depository system in India – depository – Bank analogy – legal framework – Eligibility criteria for a depository-securitization in India – reasons for unpopularity of securitization – future prospects of securitization DERIVATIVES Meaning – types of financial derivatives – options – futures – forwards – swaps – futures and options trading system – clearing entities and their role. Agreement between Depository and Issuers – Rights and Obligation of Depositories-	15



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**ACADEMIC YEAR 2021-22 TEACHING PLAN**

- 1) Name of the Lecturer: Mrs Anjana. Verma      2) Department: Commerce  
3) Subject: International Banking and Finance      4) Class: TYB.B.I

**V SEMESTER**

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>Learners capable to actively participate in the changing trends of foreign currency and international financial markets.</li> <li>Learners will be acquire the knowledge of different international capital markets.</li> </ul>	
<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
JUNE	Evolution of International Banking 06 2. International Banking: Afunctional	15
JULY	Offshore Banking Centers and their role in International Financing International Capital Markets	15
AUGUST	International Lending Operations	15
SEPTEMBER	Foreign exchange risks, International Financial Stability and role of banks and central banks in financial stability. Eurocurrency markets and role of International Banks in Same Country risk analysis	15



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**ACADEMIC YEAR 2021-22 TEACHING PLAN**

1) Name of the Lecturer: Mrs. Namrata. Dube

2) Department: Commerce

3) Subject: Research Methodology

4) Class: TYB.B.I

**SEMESTER V**

Course Outcome		
<ul style="list-style-type: none"> <li>Learners will be able to get knowledge about research technique and tools in banking and insurance</li> </ul>		
Month	Topics to be covered	No. of Lectures required
JUNE	<b>Introduction to Research</b> <ul style="list-style-type: none"> <li>Meaning, Objectives and Importance of research, Types of Research, Research Process. Characteristics of Good Research</li> </ul>	05
JULY	<b>Data Collection and Processing</b> <ul style="list-style-type: none"> <li>Types of Data and Sources-Primary and Secondary Data Sources</li> <li>Methods of Collection of Primary data</li> </ul>	10
AUGUST	<b>Advanced Statistical Techniques</b> <b>Introduction, Characteristics and Application of</b> <ul style="list-style-type: none"> <li>Correlation and Regression Analysis</li> </ul>	15
SEPTEMBER	<ul style="list-style-type: none"> <li>Cluster Analysis</li> <li>Discriminant Analysis</li> </ul>	15



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**ACADEMIC YEAR 2021-22 TEACHING PLAN**

1) Name of the Lecturer: Mr. Tushar. Shah

2) Department: Commerce

3) Subject: – Financial Reporting Analysis

**Semester V**

Course Outcome		
1. Learner will get practical Knowledge of accounting treatment in corporate banking and insurance. 2. Learner will not just do the preparation of these accounts but also how to read them and understand them.		
Month	Topics to be covered	No. of Lectures required
JUNE	Preparation and presentation of Banking Company Final Accounts in accordance with Banking Regulations Act (calculation of rebate on bill discounted)	15
JULY	Preparation and presentation of Corporate Final Accounts for Insurance Companies Final Accounts in accordance with Insurance Legislation.	15
AUGUST	Preparation and presentation of Corporate Final Accounts and Reports for Trading,	15
SEPTEMBER	Manufacturing and others Companies in Accordance with Revised Schedule VI of Company Final Accounts. Financial Analysis and Interpretation of Final Account Tools of Financial Management and Investment Analysis like, Ratio Analysis, Cash Flows Analysis	15



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**ACADEMIC YEAR 2021-22 TEACHING PLAN**

1) Name of the Lecturer: Mr. Vicky. Kukreja

2) Department: Commerce

3) Subject: AUDITING

4) Class: TYB.B.I.

**SEMESTER V**

Course Outcome		
1. Learners learn basic of auditing and understand vouching & verification Process. 2. Learners gain knowledge of difference between auditing, accounting and investigation.		
Month	Topics to be covered	No. of Lectures required
JUNE	Unit I: 15 lectures Introduction: Meaning, Objects, Basic Principles and Techniques. Classification of Audit, Audit Planning, Internal Control, Internal Check and Internal Audit, Audit Procedure – Vouching and verification of Assets & Liabilities.  Special Areas of Audit: Special features of Cost audit. Tax audit and Management audit. Recent Trends in Auditing: Basic considerations of audit in EDP Environment.	15
JULY	Unit II: Audit of Limited Companies: 15 lectures • Qualification, Disqualification, Appointment, Removal, Remuneration of Auditors. • Audit Ceiling-Status, Power, Duties and Liabilities of auditors. • Branch Audit- Joint Audit- Special Audit. • Maintenance of Books of Account – Related Party Disclosures- Segment Reporting. • Divisible Profit, Dividend and Depreciation (Companies Act, Standards on Accounting, Legal Decisions and Auditor's Responsibility). • Representations by Management-Contents of Annual Report (A Brief Idea).	15
AUGUST	Unit III: Audit of Bank and Insurance Companies 15 lectures • Banks- Legislation Relevant to Audit of Banks, Approach to Bank Audit, Internal Control Evaluation, Non-Performance Assets (Concept, Provisions), Long Form Audit Report. • Insurance Companies- Legislation Relevant to Audit of Insurance companies (Life And General Insurance), Review of Internal Control, Audit Report (Matters as per IRDA). • Role of regulatory authorities like Department of Company Affairs, SEBI, RBI, IRDA and Comptroller Auditor General of India.	15



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**ACADEMIC YEAR 2021-22 TEACHING PLAN**

1) Name of the Lecturer: Mrs. Namrata. Dube  
3) Subject: STRATEGIC MANAGEMENT

2) Department: Commerce  
4) TYBBI V

**SEMESTER V**

Course Outcome		
1. Learners will be able to understand decision making skills among the business strategy. 2. Learners will be able to deals with Strategic management is a broad term that includes innovative thinking, a strategic planning process and operational strategizing.		
Month	Topics to be covered	No. of Lectures required
JUNE	Strategic Management an Overview	15
JULY	Strategic Management Environment	15
AUGUST	Levels of Strategies and Analysis	15
SEPTEMBER	Activating Strategy and Implementation Strategic Evaluation	15



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## ACADEMIC YEAR 2021-22 TEACHING PLAN

1) **Name of the Lecturer: Mr. KRISHNAKANT PANDEY**2) **Department: COMMERCE**3) **Subject: FOUNDATION COURSE-I**4) **Class: FYBFM**

### SEMESTER - I

**Course Outcome**

1. Learner will be able to understand the overview of Indian society with multicultural society.
2. Learner will be able to understand the concept of disparity in gender, caste and intergroup conflicts.
3. Learner will be able to understand the about Indian constitution structure and basic rights.
4. Learner will be able to understand the Party system in Indian politics for local, state and central government.

Month	Topics to be covered	No. of Lectures required
JULY	Overview of Indian society	06
AUGUST	Concept of disparity -I	10
	Concept of disparity -II	04
SEPTEMBER	Concept of disparity -II	06
	The Indian constitution	04
OCTOBER	The Indian constitution	04
	Significant aspects of Political processes	10



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## ACADEMIC YEAR 2021-22 TEACHING PLAN

- 1) Name of the Lecturer: Mr. VISHANLAL GUPTA                      2) Department: COMMERCE  
 3) Subject: BUSINESS ECONOMICS    4) Class: FYBFM

### SEMESTER - I

Course Outcome		
1. Learner will be able to understand the scope and importance of business economics. 2. Learner will be able to understand the demand function, demand estimation and forecasting. 3. Learner will be able to understand the production function and cost concepts such as economic cost, accounting cost, variable cost and cost oriented pricing methods. 4. Learner will be able to understand the the concept of monopolistic competition and oligopolistic markets		
Month	Topics to be covered	No. of Lectures required
JULY	The contents & nature of economic theory: a. Economic problem -scarcity & efficiency. Production Possibility Curve, Shift in PPC. Branches of Economics - Micro & Macro Economics	09
AUGUST	Demand and supply analysis a. Meaning and determinants of demand, law of demand b. Meaning and determinants of supply, law of supply c. Equilibrium price. Impact of changes in demand and supply on equilibrium price d. Elasticity of demand, types of elasticity of demand	12
SEPTEMBER	Production, Cost and Revenue a. Production function - Isoquants, Returns to scale b. Producer's Equilibrium, Economics of scale c. Costs - Behaviour of cost curves in the short & long run d. Cost concepts and Revenue concepts	12
OCTOBER	Market analysis a. The theory of the firm - Break Even Analysis - Equilibrium of the Firm b. Markets - Perfect Competition, Monopoly, monopolistic competition and oligopoly c. Pricing methods- Marginal Cost, full cost, - Marginal Cost, full cost, discriminatory, Multi- Product & transfer pricing	12



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**ACADEMIC YEAR 2021-22 TEACHING PLAN**

- 1) Name of the Lecturer: Mrs.ANJANA VERMA                      2) Department: COMMERCE  
3) Subject: Foundation Course – IV                                      4) Class: FYBFM

**SEMESTER - III**

Course Outcome		
1. Learner will be able to understand the An Overview of Banking Industry 2. Learner will be able to understand the Commercial Banking and Customer – Banker Relationship 3. Learner will be able to understand the Universal Banking & Technology in Banking sector 4. Learner will be able to understand the Micro finance and financial inclusion		
Month	Topics to be covered	No. of Lectures required
JULY	An Overview of Banking Industry	15
AUGUST	Commercial Banking and Customer – Banker Relationship	10
SEPTEMBER	Universal Banking & Technology in Banking sector	10
OCTOBER	Micro finance and financial inclusion	10



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**ACADEMIC YEAR 2021-22 TEACHING PLAN**

- 1) Name of the Lecturer: Mrs.ANJANA VERMA
- 2) Department: COMMERCE
- 3) Subject: Foundation Course – IV
- 4) Class: FYBFM

**SEMESTER - III**

Course Outcome		
1. Learner will be able to understand the Introduction to Mutual Fund		
2. Learner will be able to understand the Classification of Mutual Fund		
3. Learner will be able to understand the Fund Selection Criteria		
4. Learner will be able to understand the Financial Planning in Mutual fund		
Month	Topics to be covered	No. of Lectures required
JULY	Introduction to Mutual Fund	15
AUGUST	Classification of Mutual Fund	20
SEPTEMBER	Fund Selection Criteria	15
OCTOBER	Financial Planning in Mutual fund	10



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### ACADEMIC YEAR 2021-22 TEACHING PLAN

1) Name of the the Lecturer:- Mrs Anjana. Verma

2) Subject: PPBI

3) Class: FYBBI

#### II<sup>ND</sup> SEMESTER

Course Outcome	<ul style="list-style-type: none"> <li>Learners will be able to understand the concepts and functions, types of banks and insurances.</li> <li>Learners will be able to understand the subject will guide the learners to know the need of regulations to administer to the Banking as well as Insurance industry.</li> </ul>	
Month	Topics to be covered	No. of Lectures required
NOVEMBER	Introduction to Banking: Basic Concepts: Origin, Need, Types, Scope and Functions of Banking - Need for Regulation and Supervision.	10
DECEMBER	Banking Scenario in India : Banking Operations -Types of accounts - Banking Services - Current Scenario, Financial Inclusion and Banking Regulations & Role of RBI.	15
JANUARY	Introduction to Insurance: Understanding Risk - Kinds of business risks - Need and Scope of insurance - Evolution of. insurance - Principles of insurance - Types of insurance and policies - Risk and Return relationship.	15
FEBRUARY	. Kinds of business risks - Need and Scope of insurance - Evolution of. insurance	05
MARCH	Insurance Business Environment in India: Growth of Insurance Business - Actuarial Role - Claim and Settlement Procedures -Insurance Regulations Role of IRDA. Insurance Regulations Role of IRDA	10



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**ACADEMIC YEAR 2021-22 TEACHING PLAN**

- 1) Name of the Lecturer: **Mrs. Arunkumar. Vishwakarma**                      2) Department: **COMMERCE**  
 3) Subject: **FINANCIAL ACCOUNTING : Paper – I**                                      4) Class: **FYBBI**

**II<sup>ND</sup> SEMESTER**

Course Outcome	<ul style="list-style-type: none"> <li>Learners will get the knowledge of various accounting concept of companies related to long term sources of funds</li> <li>Learners will be able to identify and analyze financial accounting problems and opportunities in real life situation.</li> </ul>	
Month	Topics to be covered	No. of Lectures required
NOVEMBER	Meaning, scope, objectives, need, importance and limitations of accounting. Basic accounting terminology. Branches of accounting. Accounting concepts, Conventions and Principles. Double Entry System, Classifications of accounts, Rules of debit and credit. Writing of journal Entries and Ledger, Sub division of journal and Trial Balance.	10
DECEMBER	Classifications of Income, Expenditure and Receipts on the basis of capital and revenue. Source documents required for practical accounting. Introduction to Bank Reconciliation Statement and Errors and their Rectification. Accounting Standard 1, 2, 6, 8, 9, 10. Understanding Fair value concept, Overview of Ind-AS vis-a-vis International Financial Reporting Standards (IFRSs).	15
JANUARY	Introduction to issue and forfeiture of shares. Stock valuation (FIFO and Weighted Average Method only) Hire Purchase Transactions (calculation of interest, accounting as per asset purchase method only, and exclude repossession),	10
FEBRUARY	Introduction to Depreciation: Fixed Installment method, Written Down Value Method, Change of method. Valuation of goodwill (problems based on average profit method and super profit method only). Bills of Exchange (problems with various accounting treatment on trade bill only).	15
MARCH	Final Accounts: Trading Account, Profit and Loss Account, Balance Sheet, Adjustment Entries. Introduction to Accounts of Non Profit Organizations	10



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### ACADEMIC YEAR 2021-22 TEACHING PLAN

- 1) **Name of the Lecturer: Ms. Neelam Agrawal**                      2) **Department : Commerce**
- 3) **Subject: BUSINESS COMMUNICATION: Paper – II**                      4) **Class: FYBBI**

#### II<sup>ND</sup> SEMESTER

Course Outcome	<ul style="list-style-type: none"> <li>Learners will be able to understand the communication skills.</li> <li>Learners will have various concepts of communications such as interview, meeting, conference and public relations.</li> </ul>	
Month	Topics to be covered	No. of Lectures required
NOVEMBER	I. Presentations : Making effective presentations- Poster and PPT; Presentation of seminar papers II. Summarizing III. Report writing : Theory of report writing, Definition, Types of report- Individual, report and committee report, Routine reports/activity reports/Investigation reports, Format of a report and Essentials of a good report.	10
DECEMBER	IV. Group Communication : Importance of group communication, Advantages & disadvantages of group communication, Meeting, Conferences, Role of the chairperson V. Correspondence : Internal Correspondence - Job Applications, Appointment letters, Confirmation letters,	10
JANUARY	Correspondence : Internal Correspondence - Job Applications, Appointment letters, Confirmation letters, promotion letters, Testimonials, Memos etc. Notice, Agenda, Resolution, Minutes	15
FEBRUARY	External Correspondence : Enquiries and replies regarding terms and conditions, queries regarding financial services, Complaints and grievances, queries about payment of installments, correspondence with stock brokers, applying for sh	15
MARCH	Correspondence with Insurance company, etc. VI. Public Relations: Definition & Concept, Internal & External Public Relations. Crisis Management Public Relations. Crisis Management	10

  
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## ACADEMIC YEAR 2021-22 TEACHING PLAN

1) Name of the Lecturer: **Mr. Krishnakant. Pandey**2) Department: **COMMERCE**3) Subject: **QUANTITATIVE METHODS: Paper - II**  
II<sup>ND</sup> SEMESTER4) Class: **FYBBI**

Course Outcome	<ul style="list-style-type: none"> <li>Learners will be Increase the knowledge of mathematical technique.</li> <li>Learners will be able to understand have a good working practice of mathematical tools for taking appropriate decisions in managerial situations</li> </ul>	
Month	Topics to be covered	No. of Lectures required
NOVEMBER	Testing of Hypothesis : Testing of hypotheses: Null Hypothesis, Alternative Hypothesis, Decision Criterion, Critical Region, Type I and Type II Error, level of significance, Test based on large Sample for Means and Proportion/s	10
DECEMBER	Linear Programming Techniques: Meaning, Advantages, limitations, business applications, basic terminology, formulation of linear Programming Problems, Graphical Method of solving Linear Programming Problems, Simplex method (upto 3 variables) with Maximisation and Minimisation. Duality in Linear Programming (concept only) Matrices & Determinants (Application in Business and Economics): Matrices, Types of Matrices, Transpose, Addition, Multiplication, Subtraction of a Matrix, Determinants, Typeof Determinants.	15
JANUARY	Inverse of a matrix by Pivotal Reduction Method, Adjoint Method and Row / Column Transformation..	10
FEBRUARY	Statistical Applications In Investment Management Ratio, Proportion & Percentage, Interest: Time value of Money, Economic indicators	10
MARCH	Application of Matrices and Determinants to Business and Economics. (Please concentrate on application of Matrices and Determinants to Business & Economics) Statistical Application in Fin	15



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## ACADEMIC YEAR 2021-22 TEACHING PLAN

1) Name of the Lecturer: Ms. Vency Nadar

2) Department : COMMERCE

3) Subject BUSINESS LAW

4) Class: FYBBI

II<sup>ND</sup> SEMESTER

Course Outcome		
1) Learners will be able to explain basic concept of the constitution of India and its various types of law and Acts.		
2) Learners will be able to understand the basics of business laws. Group discussions, presentations and case laws can be held.		
Month	Topics to be covered	No. of Lectures required
NOVEMBER	Introduction to Law : Meaning, Definitions, Features, Types, Sources and Classification Indian Constitution : Natural Justice, Special Leave Appeal, Features, Writs, Fundamental Rights Contract Act : Meaning, Essentials, Agreement, Offer, Acceptance, Consent, Free Consent, Consideration, Capacity of contract, Kinds and Classification of Contract, Performance, Discharge and Termination of Contract, Void - Quasi- Contingent - Wager - Minor Contracts, Breach and Remedies For the Contract.	15
DECEMBER	Special Contract: Indemnity & Guarantee - Meaning, Features, distinguish, position, Surety, discharge of surety Bailment : Meaning, Types, Features, Position, Lien, Finder of Goods Pledge Agency: Meaning, Features, types, Position, Ratification, Modes of Creation and Termination, Liabilities. Sale of Goods Act: Introduction, Meaning, Features, Terms, Goods Classification, Sale and Agreement to sell, Unpaid Seller and position Conditions and Warranty.	15
JANUARY	Negotiable Instrument Act : Features, Promissory Notes, Bills of Exchange, Cheque, Features, Distinguish, Acceptance, Crossing, Dishonor, Position Of Banker, Holder and Holder In Due Course.	10
FEBRUARY	Objectives, Scheme, Digital Signature, Authorization, E- Governance, Certifying Authorities, Digital Certificates, Cyber	10
MARCH	Privileges, Payment In and Out of Due Course, Types of Instruments, Penalties For Dishonor, Endorsement Information Technology Act	10



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**ACADEMIC YEAR 2021-22 TEACHING PLAN**

1) Name of the Lecturer: Mrs. Namrata. Dube

2) Department: Commerce

3) Subject: Information Technology in Banking &amp; Insurance- II

4) Class: SYBBI

**IV SEMESTER**

<b>Course Outcomes</b>		
1) Learners will be able to understand e-business and techno management. Application of I.T in banking.		
2) Learners will able to get Knowledge of MS-Office packages forInstitutional.		
<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
NOV	Various models- home banking, office banking, online banking,internet banking, mobile banking, SMS banking,- models of electronic payments, other business models	15
DEC	Development Life Cycle, Project Management, Building Data Centers, Role of DBMS in Banking, Data Warehousing and Data Mining, RDBMS Tools Technological Changes in Indian Banking Industry, Trends in Banking and Information Technology, Technology in Banking, Lead Role of	15
JAN	Dealing with Fraudulent transactions under CTS, Efficient customer service, smart quill computer pen, Institute for Development & Research in Banking & Technology (IDRBT). E- Checks-Protocols and Standards, Problems on mechanization, e-Banking-RBI Regulations & Supervision, Technology Diffusion.	15
FEB	Objectives, Electronic Commerce and Banking, Banking Software, Electronic Clearing and Settlement Systems, Plastic Money. MS- PowerPoint presentation:	11
MARCH	Introduction to e-mail, writing professional emails, creating digitally signed documents, use of outlook express: configuringoutlook express, creating and managing profile in outlook, sending and receiving e-mails via outlook express, Emailing the merged documents, boomerang facility of email, Google drive: usage of Google drive in storing the Google documents; excel sheets, presentations and PDF files.	04



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**ACADEMIC YEAR 2021-22 TEACHING PLAN**

1) Name of the Lecturer: Mrs. Namrata. Dube  
 3) Subject: Business Economics II

2) Department: Commerce  
 4) Class: SYBBI

**IVth SEMESTER**

<b>Course Outcome</b>		
1) Learners will get the knowledge about economic relations of India with foreign countries. 2) Learners will be able understand the concept of national income and relationship with economic welfare.		
<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
NOV	Macroeconomics: Meaning, Scope and Importance. Circular flow of aggregate income and expenditure: closed and open economy models The Measurement of national product: Meaning and Importance - conventional and Green GNP and NNP concepts - Relationship between National Income and Economic Welfare.  Short run economic fluctuations : Features and Phases of Trade Cycles The Keynesian Principle of Effective Demand: Aggregate Demand and Aggregate Supply - Consumption Function - Investment function - effects of Investment Multiplier on Changes in Income and Output	15
DEC	Money Supply: Determinants of Money Supply - Factors influencing Velocity of Circulation of Money Demand for Money : Classical and Keynesian approaches and Keynes' liquidity preference theory of interest Money and prices : Quantity theory of money - Fisher's equation of exchange - Cambridge cash balance approach Inflation: Demand Pull Inflation and Cost Push Inflation  - Effects of Inflation Nature of inflation in a developing economy. Monetary policy : Meaning, objectives and instruments, inflation targeting	15
JAN	Role of a Government to provide Public goods-Principles of Sound and Functional Finance Fiscal Policy: Meaning, Objectives - Contra cyclical Fiscal Policy and Discretionary Fiscal Policy Instruments of Fiscal policy : Canons of taxation - Factors influencing incidence of taxation - Effects of taxation Significance of Public Expenditure - Social security contributions- Low Income Support and Social Insurance Programmed - Public Debt - Types, Public Debt and Fiscal Solvency, Burden of debt finance Union	15



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**ACADEMIC YEAR 2021-22 TEACHING PLAN**

1) Name of the Lecturer: Mr. Vicky. Kukrejaja  
 3) Subject: Wealth management

2) Department: Commerce  
 4) Class: SYBBI

**IVth SEMESTER**

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>Learners will be able to Understand Demonstrate an understanding of the overall role and importance of the finance function. Demonstrate basic finance management knowledge. Communicate effectively using standard business terminology.</li> </ul>	
<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
NOV	1 Introduction to Wealth Management A) Overview Define Wealth, Meaning & Scope of Wealth Management Wealth cycle Wealth Management Process Introduction to Financial literacy. B) Savings and Investments Introduction, Nature and Scope of Saving Investments Objectives of Saving and Investment ( Tax Saving, Income and Growth of Capital), Investment Alternatives Investment Attributes Approaches to investment decision making Qualities for successful investment Alternatives to Investment decision – Direct & Indirect	15
DEC	A) Wealth Management Strategy Meaning & scope of wealth management strategy The unwealthy habits Philosophy of wealth creation & management Need for planning B) Investment planning: Types of investment risk 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	15
JAN	A) Financial Planning Introduction Role of Financial planner Process of financial planning Cash flow	15
FEB	A) Retirement Planning Meaning & Objectives of Retirement planning Gifts & Trust, Charity planning Avoidable mistakes in retirement planning Power of attorney for asset management	11
MARCH	B) Estate planning Meaning & scope Need for Estate planning Tools for	04



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**ACADEMIC YEAR 2021-22 TEACHING PLAN**

1) Name of the Lecturer: **Mr. Vicky. Kukreja**  
3) Subject: **FINANCIAL MANAGEMENT I**

2) Department: **COMMERCE**  
4) Class: **SYBBI**

**IV SEMESTER**

Course Outcome		
1) Learners will be getting the knowledge of financial management with reference to budgeting.		
2) Learners learn theoretical and practical knowledge of financial management in banking and insurance		
Month	Topics to be covered	No. of Lectures required
NOV	A) Capital Investment Decisions Proposal origination, Economic Evaluation, Capital Expenditure control, Post Audit B) Tools of evaluating Capital Investments Payback Period, Discounted Payback period , Net Present Value, Internal Rate of Return, Profitability Index, Equivalent Annual Cost, Modified Internal Rate Of Return.	15
DEC	Cost of Capital - Computation of Weighted Average Cost of Capital - Cost of Debts , preferences shares , and Net worth - Minimum acceptable rate of return and its relationship with cost of capital	15
JAN	Leverage - Financial , Operating and Combined Leverage Capital Structure Theories - Net Operating Income(NOI) - Net Income Approach (NI) - Modigliani- Miller (MM) Approach Capital Structure Policies - Determinants of capital Structure Decisions - Approach to estimating the target capital structure - Variation in Capital Structure - Earnings Before Interest and Taxes / Earnings per share ( EBIT/ EPS) , Analysis & Return on Investment / Return	15
FEB	Working Capital Management - Gross and Net working capital, Positive and Negative Working capital. - Estimation of Working Capital	10
MARCH	Estimation of Working Capital	05



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**ACADEMIC YEAR 2021-22 TEACHING PLAN**1) Name of the Lecturer: **Mr. Umesh Kabadi**2) Department: **COMMERCE**3) Subject: **FC- OVERVIEW OF INSURANCE SECTOR**4) Class: **SYBBI****IVth SEMESTER**

Course Outcome	<ul style="list-style-type: none"> <li>Learners will be able to learn concepts, advantages of insurance and its various types.</li> <li>Learners gain knowledge of health, home and motor insurance</li> </ul>	
Month	Topics to be covered	No. of Lectures required
NOV	Review of functioning of banks , Liabilities and Assets of Banks, Net worth, Off Balance Sheet Items New Products :	5
DEC	Deposit and Loan Products Housing finance, Hire Purchase, Leasing, Factoring and Forfeiting, Merchant Banking, Mutual Funds, consumer Loans , Venture Capital Financing , Banks as credit financial supermarket/ maturity and return profiles of new products . New Financial services provided by banks- investment portfolio management services, advice on money management, tax services Electronic Payment systems ( Indian- NEFT, RTGS , International	10
JAN	Insurance- Concept, functions, Types (Life and General), .Insurance as a cover to Banking	15
FEB	Privatization of Insurance Business in India, Banking and Insurance Regulation Self-Regulation and Installation of Corporate Governance. Future strategies for promoting insurance in India.	15
MARCH	Implications for Risk Management, Derivatives in Banking, Innovations in credit appraisal system.	15



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**ACADEMIC YEAR 2021-22 TEACHING PLAN**

1) Name of the Lecturer: Mr. Mohanlal  
3) Subject: LAW

2) Department: COMMERCE  
4) Class: SYBBI

**IVth SEMESTER**

<b>Course Outcomes</b>		
1) Learners will know about new corporate rules and regulations.		
2) Learners will get Knowledge about community will have a simplified approach in understanding corporate laws and other related laws.		
<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
NOV	Module 1. Corporate Laws : Indian Companies Act 1956 :Meaning-Features-Salomon Vs. Salomon & Co. Ltd-Kinds of CosRegistration-Preliminary Contracts-Public	05
DEC	Deposits-Prospectus-Misstatement – liabilities for misstatement- Capital and its types- Shares and its types-Alteration to capital- Meetings- Types Essentials-Procedure-Ultra Virus-Constructive Notice-Indoor Management-Co. Management Directors-Qualification and disqualification-Appointment-Removal-Accountsand Financial Statements-Lifting of Corporate Veil-Borrowing Powers-Charge and rules. 1	10  10
JAN	Modules 3. Security Exchange Board Of India A. SEBI : Objectives-terms-establishment-powers-functions-accounts and audit-penalties –registration. Issues of Disclosure Investors Protection Guidelines: Pre & Post obligations-conditions for issue-Debt Security-IPO-E-ipo- Employee option-right-bonus-preferential allotment intermediary-operational-promoter lock in period requirements-offer document.	. 05  10
FEB	Module 4. Other related Acts: Foreign Exchange Management Act 1999: Terms-Currency-Capital a	15



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**ACADEMIC YEAR 2021-22 TEACHING PLAN**

1) Name of the Lecturer: Mrs Anjana. Verma

2) Department: Commerce

3) Subject: COST ACCOUNTING

4) Class: SYBBI

**SEMESTER IV****Course Outcome**

- 1) Learners will get the knowledge about various cost Accounting techniques.
- 2) Learners will be able to understand the standard costing technique to calculate variances with respect to material, labor and overhead.

Month	Topics to be covered	No. of Lectures required
NOV	(1) Identifying Elements of cost: -• Materials. • Staff cost. • Overheads. (2) Cost Classification by behavior with reference to banking and insurance industries :	08
DEC	(3) Cost Accounts and Financial Accounts compare • Contrast and reconcile UNIT-2: (1) Different Methods of costing:- • Process costing. • Services costing. • Operating Cost Statement. • Contract costing.	18
JAN	UNIT-3: (1) Budgeting: • Project planning and forecasting • Tax Impact in Project Finance • Incremental budgeting • Zero-based budgeting. • Activity based budgeting. • Designing and analysing a Business/Project Plan (2) Costing Systems and Decision making: • Value and functional cost analysis. • Resource planning system: MRPI, MRPII and ERP. • Just-in-time. • Activity-based Costing • Absorption Costing • ABC Analysis	15
FEB	(1) Costing Concept with specific reference to Insurance Claims a. Fire Insurance claims... working Stock as on the Date of Fire b. Working for Consequential Loss Claim.	10
MARCH	(2) Fundamentals of Standard Costing- Material & Labor cost variances	05



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**ACADEMIC YEAR 2021-22 TEACHING PLAN**1) Name of the Lecturer: **Mr. Umesh Kabadi**2) Department: **COMMERCE**3) Subject: **Central Banking**4) Class: **TYBBI VI****Vith SEMESTER****Course Outcomes**

1. Learners will understand the various policy measures of Central Bank in different economic scenario.
2. Learners gain knowledge of the role played by RBI as central Bank in India Vis a Vis the role of other central banks across the world.

Month	Topics to be covered	No. of Lectures required
NOVEMBER	Module - A: Rationale and Functions of Central Bank 15 1. Evolution and Functions of Central Banking: Evolutions of Theory and Practice of Central Banking, Development of Central Banks in Developed and Developing countries. 2. Functions of a Central Bank: Banker to Government, Banker to Banks, Monetary Policy Functions, Currency Issue and Management, Payment system function, Maintaining Internal and External values of currency, Regulation, Facilitation and supervision of Financial System, Promotional Functions to support growth and other National objectives, Development of Financial Markets, Institutions and communication policies. 3. Contemporary Issues : Desirability, Autonomy and Independence, Credibility, accountability and transparency of a Central Bank, conflictwith fiscal policies.	15
DECEMBER	Module - B: Central banking in India 15 1. Reserve Bank of India: Organizational evolution, Constitution and Governance, Major organizational and Functional Developments over the time, Recent Developments, RBI Act. 2. India Specific Issues:Banking Regulation Act, FEMA, Banking Ombudsman Scheme, Financial Sector reforms, other financial regulators and division of functions. Institutions setup by RBI; NABARD, IDBI, DFHI, IRBI, UTI. 3. Glossary of Central Banking Terms.	15
JANUARY	Module - C : Monetary Policy and Credit Policy 15 1. Monetary Policy : Objectives,Reconciling dual objectives, The Taylor Rule, Indicators of Policy, instruments of policy (Bank Rate, OMO, CRR, SLR etc.), policy Transmission Mechanism and channels, transparency of policies, Lags in policy. 2. Credit Policy: Objectives,	15
FEBRUARY	, Effect of liberalization and Globalization on Financial Stability, Linkageto International Financial Stability	10
MARCH	International standards and codes. Role of Supervisor Under Basel-II.	05



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**ACADEMIC YEAR 2021-22 TEACHING PLAN**

1) Name of the Lecturer: Mr. Tushar. Shah

2) Department: Commerce

3) Subject: Security Analysis and Portfolio Management

4) Class: TYBBI

**Vith SEMESTER**

<b>Course Outcomes</b>		
1. Learners will be able understand introduction and process of portfolio management. 2. Learners will learn the terms which are often confronted while reading newspaper, magazines etc. for better correlation with the practical world.		
<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
NOVEMBER	Investment, Meaning, Characteristics, Objectives, Investment V/s Speculation, Investment V/s Gambling and Types of Investors. Portfolio Management – Meaning, Evolution, Phases, Role of Portfolio Managers, Advantages of Portfolio Management. Investment Environment in India and Factors Conducive for Investment in India. Portfolio Analysis – Meaning and its Components,	15
DECEMBER	Portfolio Revision – Meaning, Need, Constraints and Strategies. Portfolio Evaluation – Meaning, Need, Measuring Returns (Sharpe, Treynor and Jensen Ratios) and Decomposition of Performance. Bond Valuation – Meaning, Measuring Bond Returns, Yield to Maturity, Yield to Call and	15
JANUARY	Economy Analysis – Meaning, Framework, Economic Analysis, Forecasting, Barometric or Indicator Approach, Econometric Model Building and Opportunistic Model Building. Industry Analysis – Concept of Analysis, IndustryLife Cycle, Industry Characteristics Company Analysis – Financial Statements, Analysis of Financial Statements, (Practical questions on Debt Equity Ratios,	15
FEBRUARY	Dow Theory Meaning and Principles of Technical Analysis, Price Chart, Line Chart, Bar Chart, Japanese Candlestick Chart, Trends and Trend Reversals, ChartPatterns, Support and Resistance,	10
MARCH	Reversal Patterns, Continuation Patterns and Elliot Wave Theory Mathematical Indicators – Calculation of Moving Averages (Simple and Exponential Moving Average), Oscillators and Relative Strength	05



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**ACADEMIC YEAR 2021-22 TEACHING PLAN**

1) Name of the Lecturer: Mrs. Arunkumar. Vishwakarma

2) Department: Commerce

3) Subject: Auditing - II

4) Class: TYBBI

**Vth SEMESTER**

Course Outcome		
1) Learners will be able to enhance skill of auditing in banking companies areas.		
2) Learners will be gain knowledge of auditing of banking, insurance and limited companies.		
Month	Topics to be covered	No. of Lectures required
NOVEMBER	Qualifications, Disqualifications, Appointment, Removal, Remuneration of Auditors, Audit Ceiling, Status, Power, Duties and Liabilities of Auditors, Branch Audit, Joint Audit, Special Audit. Maintenance of Books of Account	5
DECEMBER	–Related Party Disclosures, Segment Reporting, Divisible Profit, Dividend and Depreciation (Companies Act, Standards on Accounting, Legal Decisions and Auditor's Responsibility), Representations by Management, Contents of AnnualReport. Definition, Distinction between Report and Certificate, Types of Reports/Opinion. Introduction of Banking Companies, Form and Content of Financial Statements, Qualifications of Auditor, Appointment of Auditor, Remuneration of Auditor, Power of Auditor, Auditor's Report, Format of Audit Report, Long Form Audit Report, Conducting an Audit, Initial Consideration by Statutory Audit, Internal Control System, Verifications of Assets and Balances.	20
JANUARY	Audit of Companies carrying General Insurance Business, Audit of Companies carrying Life Insurance Business, Applicability of Accounting Standards (AS 3,4,9,13,17), Books and Registers to be maintained, Submission of Reports and Returns, Audit of Accounts, Preparation of Audit and Internal Controls.	15
FEBRUARY	Introduction to Cost Audit, Human Resource Audit, Management Audit, Operational Audit, Forecast Audit, Social Audit, Tax Audit, Forensic Audit and Environmental (Green) Audit. Audit in an EDP Environment, Introduction, General Approach to EDP Based Audit and Special Techniques for Auditing	10
MARCH	Schedules to the Chartered Accountants Act, 1949 Relating to Professional Misconduct, Enquiry into Charges of Misconduct of Chartered Accountants.	05



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**ACADEMIC YEAR 2021-22 TEACHING PLAN**

1) Name of the Lecturer: Mrs Anjana. Verma

2) Department: Commerce

3) Subject: Human Resource Management

4) Class: TYBBI

**Vith SEMESTER**

Course Outcome		
1) Learners will be able to understand human resources management in large and small businesses. 2) Learners understand the need and objectives for human resource management with respect to the banking sector.		
Month	Topics to be covered	No. of Lectures required
NOVEMBER	Human Resource Management Nature , Scope, Objectives and Functions of HRM·Organization of HR Department· Concept of HRD·	04
DECEMBER	Role and Functions of HR Manager (in Banking and· Insurance sector) Challenges before HR Manager· Personnel Manual· Human Resource Planning Definition of HRP· Process of HRP· Factors affecting HRP· HRIS· Succession Planning – Meaning and Process· Concept of Outsourcing· Promotions and Transfers· Operative Functions of HRM Recruitment- Meaning and Sources· Selection- Meaning, Process, Types of Selection Tests,· Types of Interviews, Concept of Orientation and Placement· Training and Development- Definition, Methods of T&D for managers in banks, Process / procedure of conducting training programmers, Requisites of a sound training programmer. Performance Appraisal- Definition, Methods of Appraisal· for managers – traditional and modern.	18
JANUARY	Process / procedure of conducting performance appraisal, Advantages and Limitations of Appraisal Compensation Management – Definition, Components of· Salary- Basic Salary, Incentives, Fringe Benefits, Perquisites, Allowances and other non-monetary benefits.	15
FEBRUARY	Policy Manual, Personnel Policies in Banking and Insurance· sectors Concepts- Job Analysis, Job Design and Job Evaluation· Participative Management- Meaning, Levels/ Types,· Employee Welfare, Comparative study of working conditions in Banks, Financial Institutions , Insurance company ,	15
MARCH	Industrial Relations- Meaning, Parties to IR and Approaches· Trade Unions- Meaning, Features and Role·	4



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**ACADEMIC YEAR 2021-22 TEACHING PLAN**

1) Name of the Lecturer: Ms. Vency Nadar

2) Department: COMMERCE

3) Subject: Turnaround Management

4) Class: TYBBI

**Vith SEMESTER**

<b>Course Outcome</b>		
1) Learners will able to understand about the relationship of leadership and Turnaround management.		
2) Learners able to Know understand about the growth and survival strategy of Business		
3) Learners will helps to learn about sick industries and turnaround strategy		
<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
NOVEMBER	Introduction to Business Meaning, Definition, Importance, Features, Symptoms·Different Approaches for Growth and Survival·	3 lectures
DECEMBER	( Internal and External) Globalization and Liberalization· Features Positive andNegative Impacts Role of MNC's Industrial Sickness Meaning and Reasons for Sickness· Symptoms· Variousattempts to Overcome Sickness by stakeholders· Role of BIFR in sick industries·	20 lectures
JANUARY	Turnaround Strategies TQM (Importance and Restructuring)· Restructuring (Only Concept)· (15) Reference Books : 1) Redesigning the Business Process by Waman S. Jawdekar 2) Business Process Re-Engineering : Myth & reality by Colin Coulson Thomas 3) Reengineering and Reinventing the enterprise by P.N. Rastogi 4) Practical Business Re-Engineering by Nick Obolensky Selling of Sick Unit (Only Concept)· BPR· - Meaning, features, steps, need, implications, - Achievements and Drawbacks -	15 lectures
FEBRUARY	Approaches (External Consultant, BPR Leader, Process Owner, Top Executives,Kaizen and Adam Smith , Flow Charts, Mapping etc.) - Practical Examples	15 lectures
MARCH	Recent Business Scenario - SIFIO - Outsourcing - Networking - Franchisee -Agency - Free Lancing - Self Financing	3 Lectures



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**TEACHING PLAN****ACADEMIC YEAR 2021-22**

- 1) Name of the Lecturer: Ms VINITA KHEDWAL      2) Department: COMMERCE  
 3) Subject: BUSINESS COMMUNICATION      4) Class: FYBFM

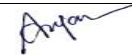
**SEMESTER - I****Course Outcome**

1. Learner will be able to understand the importance of effective communication, different methods and modes use for communication in business.
2. Learner will be able to understand the writing skills to students through letter writing.
3. Learner will be able to understand the skills of listening, speaking, reading and writing to meet the challenges of the world.
4. Learner will be able to understand the awareness of the concept of communication process and modern tools of communication.

Month	Topics to be covered	No. of Lectures required
JULY	Concept of Communication Meaning and definition- Process, functions, objectives, importance and essentials of good communication. Barriers to communication- overcoming communication barriers Various types of communication	09
AUGUST	Reading  Reading with fluency & speed, Ways of reading, Skimming, Scanning, Extensive reading, identifying, and inferring, Interpreting, Collecting & Re-ordering relevant information from text. Vocabulary, Grammar Language Structure & Punctuation. Writing Organised presentation of matter	12  02
SEPTEMBER	Writing Editing, summarizing, 7 Cs of Letter Writing, Revision of structure of forms of layout Use of Computer for Letter Writing. Email writing. Writing of effective mail Writing Business letters  Need and functions of business letters-planning and layout of business letters- kinds of business letters, essentials of business correspondence	10  04
OCTOBER	Business letters Kinds of business letters, essentials of business correspondence	08



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TEACHING PLAN

ACADEMIC YEAR 2021-22

1) Name of the Lecturer: Mrs. NAMRATA DUBE

2) Department: COMMERCE

3) Subject: BUSINESS MATHEMATICS

4) Class: FYBFM

## SEMESTER - I

**Course Outcome**

1. Learner will be able to understand the concept of profit and loss through mathematical problems on trade discount, cash discount, commission and brokerage.
2. Learner will be able to understand the concept of simple interest, compound interest, and Equated monthly installments.
3. Learner will be able to understand the concept of ratio, proportion and percentage.
4. Learner will be able to understand the concept of shares and mutual funds.

Month	Topics to be covered	No. of Lectures required
JULY	<b>Ratio, Proportion and percentage</b> Ratio- Definition, Continued ratio, Inverse Ratio, Proportion - Continued proportion, Direct proportion, Inverse Percentage- Meaning and computation of percentage	12
	<b>Profit &amp; Loss</b> Terms and formulae, Trade discount, Cash discount, problems	04
AUGUST	<b>Profit &amp; Loss</b> Introduction to Commission and brokerage – problems on commission and brokerage	08
	<b>Interest and annuity</b> Simple interest, compound interest, Equated monthly instalments , reducing balance and flat rate of interest	10
SEPTEMBER	<b>Interest and annuity</b> Annuity immediate- present value and future value Stated annual rate and effective annual rate	02
	<b>Shares &amp; Mutual Fund</b> Shares- Concept, face value, market value, dividend, Equity shares, preference shares, bonus shares Mutual Fund- Simple problems on calculation of net income after considering entry load, exit load, dividend, change in net asset value	12
	<b>Matrices and determinants</b>	04
OCTOBER	<b>Matrices and determinants</b> Solution of a system of linear equation having unique solution and involving not more than three variables	08



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**ACADEMIC YEAR 2021-22**

1) Name of the Lecturer: Mr. KRISHNAKANT PANDEY

2) Department: COMMERCE

3) Subject: FOUNDATION COURSE-I

4) Class: FYBFM

**SEMESTER - I**

<b>Course OutCome</b>		
1. Learner will be able to understand the overview of Indian society with multicultural society.		
2. Learner will be able to understand the concept of disparity in gender, caste and intergroup conflicts.		
3. Learner will be able to understand the about Indian constitution structure and basic rights.		
4. Learner will be able to understand the Party system in Indian politics for local, state and central government.		
<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
JULY	Overview of Indian society	06
AUGUST	Concept of disparity -I Concept of disparity -II	10 04
SEPTEMBER	Concept of disparity -II The Indian constitution	06 04
OCTOBER	The Indian constitution Significant aspects of Political processes	04 10



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**TEACHING PLAN****ACADEMIC YEAR 2021-22****1) Name of the Lecturer: Mr.UMESH KABADI****2) Department: COMMERCE****3) Subject: BUSINESS ENVIRONMENT****4) Class: FYBFM****SEMESTER - I****Course Outcome**

1. Learner will be able to understand the different types of business environment and its types. Different methods of analysis such as SWOT and PESTLE analysis are discussed.
2. Learner will be able to understand the concept of business ethics and entrepreneurship. Students learn MSED Act, 2006 and Consumer protection act.
3. Learner will be able to understand the concept of corporate social responsibility, corporate governance and Social audit.
4. Learner will be able to understand the strategies for globalization for MNCs and TNCs, Foreign trade in India, Balance of trade.

**Course Outcome**

Month	Topics to be covered	No. of Lectures required
JULY	<b>Business environment</b> concept, components and importance	10
AUGUST	<b>Role of Government:</b> Industrial licensing, Privatization; Devaluation; Export-import policy; Regulation of foreign investment; Collaborations  Multinational Corporations  Definition, Investment motives, Benefits	12  04
SEPTEMBER	<b>Multinational Corporations –</b> Multinational in India- public,  <b>International Environment:</b> International trading environment	08  06
OCTOBER	<b>International Environment</b>  Trends in world trade and the problems of developing countries; Foreign trade and	06



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**TEACHING PLAN**

ACADEMIC YEAR 2021-22

- 1) Name of the Lecturer: MR. VISHANLAL GUPTA      2) Department: COMMERCE  
 3) Subject: BUSINESS ECONOMICS                      4) Class: FYBFM

**SEMESTER - I**

<b>Course Outcome</b>		
1. Learner will be able to understand the scope and importance of business economics. 2. Learner will be able to understand the demand function, demand estimation and forecasting. 3. Learner will be able to understand the production function and cost concepts such as economic cost, accounting cost, variable cost and cost oriented pricing methods. 4. Learner will be able to understand the the concept of monopolistic competition and oligopolistic markets		
<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
JULY	The contents & nature of economic theory: a. Economic problem -scarcity & efficiency. Production Possibility Curve, Shift in PPC. Branches of Economics - Micro & Macro Economics	09
AUGUST	Demand and supply analysis a. Meaning and determinants of demand, law of demand b. Meaning and determinants of supply, law of supply c. Equilibrium price. Impact of changes in demand and supply on equilibrium price d. Elasticity of demand, types of elasticity of demand	12
SEPTEMBER	Production, Cost and Revenue a. Production function - Isoquants, Returns to scale b. Producer's Equilibrium, Economics of scale c. Costs - Behaviour of cost curves in the short & long run d. Cost concepts and Revenue concepts	12
OCTOBER	Market analysis a. The theory of the firm - Break Even Analysis - Equilibrium of the Firm b. Markets - Perfect Competition, Monopoly, monopolistic competition and oligopoly c. Pricing methods- Marginal Cost, full cost, - Marginal Cost, full cost, discriminatory, Multi- Product & transfer pricing	12



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**TEACHING PLAN**

ACADEMIC YEAR 2021-22

1) Name of the Lecturer: Mr. Sushant Vichare

2) Department: COMMERCE

3) Subject: Introduction financial system

4) Class: FYBFM

SEMESTER - I

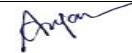
**Course Outcome**

1. Learner will be able to understand the basic concepts in financial markets
2. Learner will be able to understand the overview of financial system to students such as flow of funds in financial system, financial system and economic development.
3. Learner will be able to understand the different financial system and their framework.
4. Learner will be able to understand the non-banking financial institutions, their role in financial system, sources of finance and RBI guidelines.

Month	Topics to be covered	No. of Lectures required
JULY	<b>An introduction to the financial system</b> Overview of financial system, Evolution of financial systems capital, with those Financial systems in India compared in developed nations	09
	<b>Financial Markets.</b> Capital markets, Money Markets, Foreign Exchange Market, Commodity Market	03
AUGUST	<b>Financial Markets.</b> Derivative Markets, Meaning, classification and structure.	09
	<b>Financial regulators</b> Meaning and features of financial regulators, Role and functions of financial regulators	06
SEPTEMBER	<b>Financial regulators</b> Kinds of financial regulators, markets regulated	06
	<b>Financial instruments</b> Meaning and classification of financial instruments	10
OCTOBER	<b>Financial instruments</b> Types of financial instruments, Evaluation of financial instruments (risk return trade-off), Characteristics	04



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**TEACHING PLAN**

ACADEMIC YEAR 2021-22

- 1) Name of the Lecturer: RAVI VISHWAKARMA                      2) Department: COMMERCE  
 3) Subject: FINANCIAL ACCOUNTING –I                              4) Class: FYBFM

SEMESTER - I

**Course Outcome**

- Learner will be able to facilitate the acquisition of knowledge regarding the principles and fundamental concepts of Accountancy among students.
- Learner will be able to create ledger accounts utilizing the principles of double-entry book keeping and accurately record corresponding journal entries.
- Learner will be able to prepare ledger cash book, Depreciation , final account etc

Month	Topics to be covered	No. of Lectures required
JULY	<b>Nature, Purpose of Accounting:</b> 1) Meaning and scope of accounting – Need development and definition of accounting, persons interest in accounting disclosure, branches of accounting	10
AUGUST	<b>Books of Accounts</b> 1) Journals, Ledgers, Subsidiary Books 2) Trial Balance, Financial Accounting framework <b>Introduction to Financial Statements:</b> 1) Bank Reconciliation Statement 2) Treatments of Capital and Revenue	16  04
SEPTEMBER	<b>Introduction to Financial Statements</b> Depreciation accounting, methods of recording depreciation and methods of providing depreciation as per AS-4 <b>Preparation of Financial Accounts</b> 1) Financial Accounts of Sole Traders – Manufacturing Account, Trading, Profit and Loss Account and Balance Sheet	12  06
OCTOBER	<b>Preparation of Financial Accounts</b>  1) Financial Accounts of Partnership Firms, Manufacturing Account, Trading, Profit and Loss Account and Balance Sheet	14



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ACADEMIC YEAR 2021-22

1) Name of the Lecturer: RAVI VISHWAKARMA

2) Department: COMMERCE

3) Subject: DEBT MARKETS

4) Class: SYBFM

**SEMESTER-III****Course Outcome**

1. Learner will be able to understand the market where debt instruments are traded.
2. Learner will be able to understand the that require a fixed payment to the holder, usually with interest.
3. Learner will be able to understand the Bond Duration, YTM,HPR etc

Month	Topics to be covered	No. of Lectures required
JUNE	<b>INTRODUCTION TO THE DEBT MARKETS</b> Evolution of Debt Markets in India Money market & Debt Market in India	09
JULY	<b>INTRODUCTION TO THE DEBT MARKETS</b> Regulatory framework in the Indian debt market <b>INSTRUMENTS &amp; PLAYERS IN DEBT MARKETS</b> Government securities, PSU bonds & Corporate Bonds Primary dealers in Government Securities	06 06
AUGUST	<b>INSTRUMENTS &amp; PLAYERS IN DEBT MARKETS</b> Securities Trading Corporation of India <b>BONDS</b> Features of bonds Types of bonds Issuers of bonds Bond ratings- importance & relevance and rating agencies	09 06
SEPTEMBER	<b>BONDS</b> Issuers of bonds Bond ratings- importance & relevance and rating agencies <b>VALUATION OF BONDS</b> Determinants of the value of bonds Primary market & secondary market Bond Mathematics	06 08



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**TEACHING PLAN**

ACADEMIC YEAR 2021-22

1) Name of the Lecturer: Mr. UMESH KABADI

2) Department: COMMERCE

3) Subject: EQUITY MARKET I

4) Class: SYBFM

SEMESTER-III

**Course Outcome**

1. Learner will be able to understand the structure and functioning of equity stock markets.
2. Learner will be able to understand the Primary markets and Secondary Markets
3. Learner will be able to understand the ,ADR, GDR, IDR

Month	Topics to be covered	No. of Lectures required
JUNE	Introduction Meaning and Definition of equity shares Growth of Corporate Sector and the simultaneous growth of equity shareholders Divorce between ownership and management in companies Development of equity culture in India Current position	15
JULY	<b>Market for Equity - Primary Markets</b> IPO - Methods followed, Book Building Role of Merchant bankers in fixing the price Red - Herring Prospectus: it's unique features ASBA and its features Green Shoe option - Sweat equity, ESOP Rights issue of shares, Non-voting shares ,ADR, GDR, IDR	15
AUGUST	<b>Market For Equity - Secondary Markets</b> Definition and functions of stock Exchanges Evolution and Growth of Stock Exchanges Stock Exchanges in India NSE, BSE, OTCEI and Overseas Stock Exchanges Recent Development in Stock Exchanges, Merger of SEBI with FOMC	15
SEPTEMBER	<b>Importance of Equity Markets in a Developing Country like India</b> Need for attracting more investors towards equity Need for strengthening secondary markets Link between Primary Market and Secondary Market	15



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**TEACHING PLAN**

ACADEMIC YEAR 2021-22

- 1) Name of the Lecturer: Mr. SUSHANT VICHARE      2) Department: COMMERCE  
 3) Subject: COMMODITY MARKET      4) Class: SYBFM

**SEMESTER-III**

<b>Course Outcome</b>		
1. Learner will be able to understand the Emergence of Commodity Market. 2. Learner will be able to understand the Role of Information in Commodity Markets 3. Learner will be able to understand the Linkages between equity markets and commodity markets 4. Learner will be able to understand the Clearing methods & Commodity futures		
<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
JUNE	<b>Unit - I : Introduction to Commodity Market</b> Emergence of Commodity Market Dynamics of global commodity markets Indian commodity markets - Current status & future prospects	15
JULY	<b>Unit II Strengthening Commodity Markets in India</b> Role of Government Role of Commodity Exchanges Other Institutions Training & development of Dealers	15
AUGUST	<b>Unit III Commodity Exchanges</b> Function & Role Trading & Clearing methods Commodity futures Commodity Specific Exchanges Vs Multi Commodity Exchanges	15
SEPTEMBER	<b>Unit IV Commodity Market in India</b> Commodity Exchanges in India Role of Information in Commodity Markets Linkages between equity markets and commodity markets Commodity markets - Logistics and Warehousing	15



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ACADEMIC YEAR 2021-22

- 1) Name of the Lecturer: Mr. ARUN VISHWAKARMA      2) Department: COMMERCE  
 3) Subject: MANAGEMENT ACCOUNTING      4) Class: SYBFM

**SEMESTER-III**

<b>Course outcome</b>		
1. Learner will be able to understand the , comparative, common size & trend analysis 2. Learner will be able to understand the Break even analysis, Margin of safety 3. Learner will be able to understand of fund flow and cash flow statement. 4. Learner will be able to understand the nature of Working Capital and Planning of Working Capital		
<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
JUNE	<b>Introduction to Financial Statement Analysis</b> Meaning, Nature, Uses, Scope & Function of Management Accounting, Role of Management Accounting in decision making, Tools & Techniques of Management Accounting. Financial Statements Analysis: Meaning & Types of Financial statements, Limitations of Financial Statements, Objectives of Financial statements, Interpretation of Financial statements, Inter - Firm & Intra -firm comparison with the help of ratio, comparative, common size & trend analysis	15
JULY	<b>Financial Statement Analysis</b> Fund Flow statement Cash Flow statement	15
AUGUST	<b>Working Capital Management</b> Operations cycle, Need & Importance, Monitoring & Control, Estimation & Calculation Working Capital Management of Current Assets: Management of Cash & Marketing of securities, Receivables management.	15
SEPTEMBER	<b>Operating and Financial Leverage</b> Break even analysis, Margin of safety Concept in Valuation : The time of Money, P.V. IRR, Bond Returns, and the returns from Stock Investments	15



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**TEACHING PLAN**

ACADEMIC YEAR 2021-22

1) Name of the Lecturer: Ms. PARIDHI TULSIYAN

2) Department: COMMERCE

3) Subject: BUSINESS LAW - I

4) Class: SYBFM

**SEMESTER-III****Course outcome**

1. Learner will be able to understand the Indian Contract Act, 1872.
2. Learner will be able to understand the law of indemnity, law of bailment, law of pledge and law of agency.
3. Learner will be able to understand the Sale of Goods Act, 1930.
4. Learner will be able to understand the Negotiable Instruments Act, 1881

Month	Topics to be covered	No. of Lectures required
JUNE	<b>Indian Contract Act 1872</b> Definitions (S.2): Agreement, kinds of Agreements, Contract- kinds of contracts: Valid, Void, Voidable, Contingent and Quasi Contract and E contract, distinguish between Agreement and Contract. Offer or Proposal: definition, Essentials of Valid proposal or offer. Capacity to contract (Ss.10-12), Consent and Free Consent (Ss.13-22)	15
JULY	<b>Special contracts</b> Law of Indemnity and Guarantee (Ss.124-125, Ss.126-129,132-147) Law of Bailment and pledge (Ss. (Secs148,152-154,162, 172,178,178A and 179) Law of Agency (S. 182-185& 201-209only)	15
AUGUST	<b>The Sale of Goods Act 1930</b> Introduction, Definitions (Sec-2), Formalities of the contract of sale (Ss. 4- 10), Distinction between 'sale' and 'agreement of sell, Distinction between 'sale and hire-purchase agreement' Conditions and Warranties (11-17)	15
SEPTEMBER	<b>Negotiable instruments Act 1881</b> Meaning and Characteristics of Negotiable Instrument, Operational rules of Evidence-Presumptions, classification of Negotiable Instruments. Promissory Notes and Bills of Exchange(Ss. 4,5,108-116) Essential elements of Promissory Note and Bill of Exchange, distinguish between Promissory note and Bill of Exchange. Acceptor and Acceptance,	15



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**TEACHING PLAN**

ACADEMIC YEAR 2021-22

- 1) Name of the Lecturer: Mr. SUSHANT VICHARE      2) Department: COMMERCE  
 3) Subject: MONEY MARKET      4) Class: SYBFM

**SEMESTER-III****Course outcome**

1. Learner will be able to understand the Functions and Significance of Money Markets.
2. Learner will be able to understand the Instruments in the Indian Money Market
3. Learner will be able to understand the Inflation and reduction of Purchasing power of money
4. Learner will be able to understand the Regulatory framework of money markets

Month	Topics to be covered	No. of Lectures required
JUNE	<b>Introduction</b> Meaning of Money Market, features of money markets, importance of money market Organised structure: Unorganised sector: co-operative sector:	15
JULY	<b>Regulatory framework of RBI, FIMMDA</b> Regulatory framework of RBI, FIMMDA (Fixed Income, Money Market and Derivatives Association) and Foreign Exchange Dealers Association of India (FEDAI)	
AUGUST	<b>Money Market Instrument</b> Conventional: Modern Money Market mutual fund:	15
SEPTEMBER	<b>Disadvantage features of a developed Money Market and Recent developments in Money Market</b> Disadvantage of Money Market: Inflation and reduction of Purchasing power of money, Absence of integration. Recent development in Money Market : Integration of unorganised sector with the organised sector, Widening of call Money market,	15



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**ACADEMIC YEAR 2021-22**

- 1) Name of the Lecturer: Mrs. SMITA JUNERKAR                      2) Department: COMMERCE  
3) Subject: COMPUTER SKILL    4) Class: SYBFM

**SEMESTER-III**

**Course outcome**

1. Learner will be able to understand the Basic computer literacy.
2. Learner will be able to understand the ability to back-up
3. Learner will be able to understand the Experience of online project work.
4. Learner will be able to understand the ability to nurture creativity Social networking skills.

Month	Topics to be covered	No. of Lectures required
JUNE	Advanced Spread sheet	12
JULY	Advanced Spread sheet Data Based Management systems	03 15
AUGUST	Modern E Business Software systems	15
SEP	Other Emerging Technologies	15



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ACADEMIC YEAR 2021-22

1) Name of the Lecturer: **UMESH KABADI**2) Department: **COMMERCE**3) Subject: **MARKETING IN FINANCIAL SERVICES**4) Class: **TYBFM****SEMESTER-V**

<b>Course outcome</b>		
1. Learner will be able to understand the Service Industry 2. Learner will be able to understand the Services Market Segmentation 3. Learner will be able to understand the (7Ps of Services Marketing). 4. Learner will be able to understand the Customer Satisfaction & Service Quality in Service Marketing		
<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
JUNE	<b>Foundation of services marketing</b> Introduction – The services concept – Service Industry – Nature of Service, Characteristics of Services, Classification of Services – Importance of Services Marketing The Growth in Services – Global and Indian Scenario	08
JULY	<b>Foundation of services marketing</b> Institutional Financial Service, Distinctive Characteristics of Services. <b>Services Market Segmentation</b> Positioning and Differentiation of Services, Promotion and Communication – Designing and Managing Service	07  10
AUGUST	<b>Services Market Segmentation</b> Managing People for Service Advantage – Service Quality and Productivity – Customer Relationship Management Customer Loyalty. <b>Issues in Marketing of Services</b> Extended Services Marketing Mix : Going Beyond the 4 Ps. (7Ps of Services Marketing). Service Delivery Process	05  11
SEPTEMBER	Issues in Marketing of Services Challenges in Distribution of Services. Personal Selling – Advertising and Sales Promotion <b>Customer Satisfaction &amp; Service Quality in Service Marketing</b> Service Encounter – Role of HR & Internal Marketing – Monitoring and Measuring customer satisfaction, GAP Model – Handling complaints.	04  15



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**TEACHING PLAN**

ACADEMIC YEAR 2021-22

1) Name of the Lecturer: SUSHANT VICHARE

2) Department: COMMERCE

3) Subject: TECHNICAL ANALYSIS

4) Class: TYBFM

**SEMESTER-V**

<b>Course outcome</b>		
1. Learner will be able to understand the Technical Analysis 2. Learner will be able to understand the Stochastic, RSI, Williams %R, MFI, Bollinger bands, Moving Averages, MACD 3. Learner will be able to understand the Dow Theory and Eliot Wave Theory 4. Learner will be able to understand the Risk Management, Trading Psychology and Trading Strategies		
<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
JUNE	<b>Introduction to Technical Analysis</b> Technical analysis, Basic assumptions, Strengths and Weakness; Dow theory, Charts, Candlestick charts analysis with one two and three candles like hammer, hanging man	10
JULY	<b>Introduction to Technical Analysis</b> shooting star, bearish and bullish harami; - Support and resistance, Head and shoulders, Double top and double bottom and Gap theory <b>Major Indicators and Oscillators</b> Stochastic, RSI, Williams %R, MFI, Bollinger bands	05  10
AUGUST	<b>Major Indicators and Oscillators</b> Moving Averages, MACD <b>Major Theories in TA</b> Dow Theory and Eliot Wave Theory	05  10
SEPTEMBER	<b>Risk Management, Trading Psychology and Trading Strategies</b> Risk Management – Need, techniques, uses of stop loss, qualities of successful traders, golden rules of traders, do's and don'ts in trading, Rules to stop losing money, Choosing the right market to trade, Importance of discipline in trading; Day trading, Advantages of day trading, Risks associated with trading, Strategies for day trading, Momentum trading strategies.	15



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ACADEMIC YEAR 2021-22

1) Name of the Lecturer: RAVI VISHWAKARMA

2) Department: COMMERCE

3) Subject: EQUITY RESEARCH

4) Class: TYBFM

SEMESTER-V

**Course outcome**

1. Learner will be able to understand the Research and Research Methodology
2. Learner will be able to understand the Fundamentals of Research
3. Learner will be able to understand the Company's SWOT Analysis
4. Learner will be able to understand the- Michael Porter's Five Force Model for Industry Analysis,

Month	Topics to be covered	No. of Lectures required
JUNE	Introduction to Research and Research Methodology Introduction and meaning of research, Objectives of research, Features and Importance of research in Financial Markets, Objectives	10
JULY	Formulation of research problem. Meaning of Introduction, Need and Good research design. Introduction to Data Collection and types of Data Equity Research – An Overview Introduction – Meaning, Goals of equity research, Elements of equity research, Process of equity research, Types of equity research, Classification of stocks Equity Research – An Overview Market participants, Role of equity research in capital market and Different approaches to equity research	5  15
AUGUST	Fundamentals of Research Fundamentals of Research – Key points considered before investing, Research on business and stocks, Overview of Fundamental analysis, key economic variables for carrying fundamental analysis, sources of information/data for carrying economic analysis 3 Industry Analysis – Theories for analysis for industry performance – Michael Porter's Five Force Model for Industry Analysis,	15
SEPTEMBER	Company Analysis Qualitative Dimensions – Understanding business and business models, Company's SWOT Analysis, Management Quality and its governance system, Pricing power and sustainability of power, Success factors of the	15



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ACADEMIC YEAR 2021-22

1) Name of the Lecturer: SUSHANT VICHARE

2) Department: COMMERCE

3) Subject: FINANCIAL DERIVATIVES

4) Class: TYBFM

**SEMESTER-V**

<b>Course outcome</b>		
1. Learner will be able to understand the Participants and Functions 2. Learner will be able to understand the Future vs. Forwards- 3. Learner will be able to understand Sensitivity of option premia (Delta, Gamma, Lambda, Theta, Rho) 4. Learner will be able to understand the Trading Clearing and Settlement of Options and Future		
<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
JUNE	<b>Unit 1 Introduction to Derivatives</b> Definition – Types- Participants and Functions- Development of Exchange traded derivatives- Global derivatives markets- Exchange traded vs OTC derivatives markets- Derivatives trading in India-	10
JULY	<b>Unit 1 Introduction to Derivatives</b> L.C.Gupta committee- J.C. varma committee- Requirements for a successful derivatives markets <b>Unit 2 Futures and options- introduction</b> Futures: Introduction- Future terminology- Key features of futures contracts- Future vs. Forwards- Pay off for futures- Equity futures-.	05 13
AUGUST	<b>Unit 2 Futures and options- introduction</b> Strategies- Hedging- Speculation- Arbitrage- Straddle- Strangles- Strips and Straps – Spread trading <b>Unit 3 Pricing of Future Options</b> The cost of carry models for stock and index futures- cash price and future price, arbitrage opportunity Factors affecting options pricing- Option pricing models- Binominal pricing model- The black and Scholes model –Pricing of Index options. Sensitivity of option premia (Delta, Gamma, Lambda, Theta, Rho)	02 15
SEPTEMBER	<b>Unit 4 Trading Clearing and Settlement of Options and Futures</b> Futures and Options trading system- Trader workstations- contract specification- specification for stock and index eligibility for trading charges	15



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ACADEMIC YEAR 2021-22

1) Name of the Lecturer: SUSHANT VICHARE

2) Department: COMMERCE

3) Subject: Business Ethics and Corporate Governance

4) Class: TYBFM

SEMESTER-V

Course outcome		
1. Learner will be able to understand the Code of ethics 2. Learner will be able to understand the Rights of shareholders Challenges of exercising shareholders rights Corporate governance and Related Party 3. Learner will be able to understand Various scams( Sahara,, Enron, Kingfisher, Worldcom, Harshad Mehta, PNB, HSBC, Satyam) 4. Learner will be able to understand the Corporate Governance Forums and Legislative Framework		
Month	Topics to be covered	No. of Lectures required
JUNE	Business Ethics Role of Board of Directors, Organization climate and structure ethics 2. Addressing ethical dilemmas	10
JULY	Code of ethics; ethics committee, ethics training, integrity pact Corporate Governance- Conceptual Framework Introduction, need and scope . Evolution of Corporate Governance Developments in India Elements of Good Corporate Governance, ESG- Environment Social Governance- Tata Steel Various scams( Sahara,, Enron, Kingfisher, Worldcom, Harshad Mehta, PNB, HSBC, Satyam)	05 15
AUGUST	Corporate Governance and Shareholders Right Rights of shareholders Challenges of exercising shareholders rights Corporate governance and Related Party Transactions Role of Investor Association in securing shareholders rights Role of institutional investors in Corporate Governance	15
SEPTEMBER	Corporate Governance Forums and Legislative Framework of Corporate Governance in India National Foundation of Corporate Governance Global Corporate Governance forum Listing agreements SEBI Guideline	15



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**TEACHING PLAN**

ACADEMIC YEAR 201-22

1) Name of the Lecturer: Mr. Ravi Vishwakarma

2) Department: COMMERCE

3) Subject: Business Valuation

4) Class: TYBFM

SEMESTER-V

**Course outcome**

1. Learner will be able to understand the Distinction between Price and Value
2. Learner will be able to understand the Valuation Models
3. Learner will be able to understand the Valuation of Select Tangible Assets
4. Learner will be able to understand Valuation of Goodwill & Shares

Month	Topics to be covered	No. of Lectures required
JUNE	<b>Basics of Valuation</b> Introduction to valuation Value, Distinction between Price and Value Foundation of Business Valuation Purpose of business valuation Valuation Bias	10
JULY	<b>Basics of Valuation</b> Role of valuation in business acquisition, legal and tax purposes, efficient market hypothesis <b>Valuation Models</b> Introduction to valuation models: asset based approach, Income based approach, market based approach Discounted cash flow valuation Relative valuation Free Cash Flow valuation Simple practical problems	05 13
AUGUST	<b>Valuation of Select Tangible Assets</b> Valuation of Fixed Assets: Related costs in relation to fixed asset valuation, self constructed fixed assets, assets acquired in exchange, fixed assets held for disposal Valuation of Shares: Basics of Company analysis and stock selection,	15
SEPTEMBER	Valuation of Select Intangible Assets Valuation of Goodwill, Patents, Copyrights, Brands	15



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**TEACHING PLAN**  
**ACADEMIC YEAR 2021-22**

1) Name of the Lecturer: **MR. VICKY KUKREJA**  
 3) Subject: **FINANCIAL ACCOUNTING**

2) Department: **COMMERCE**  
 4) Class: **FYBFM**

**SEMESTER-II**

<b>Course outcome</b>		
1. Learner will be able to understand the issue of shares, debentures.		
2. Learner will be able to understand the buyback of Equity shares, Redemption of Debenture.		
3. Learner will be able to understand the concept of Valuation of goodwill and Shares		
<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
NOV	<b>Shares and debentures.</b> Issue of Shares & Debentures: Types of Shares & Debentures	09
DEC	<b>Corporate Accounting</b> Capitalisation of reserves & issue of Bonus Shares Preparation of corporate financial statements in vertical form	12
JAN	<b>Share Valuation</b> Valuation of Shares. Buy-back of shares & own debentures	12
FEB	<b>Share Valuation</b> Intrinsic value of shares, yield value, fair value <b>Investment Accounting</b> EX int, cum int etc <b>Indian Accounting Standards</b> As, GAAP & their impact on Income Statement & B/S.	08  08
MARCH	Revision	04

**TEACHING PLAN**  
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1) Name of the Lecturer: Mr. RAJEEV MISHRA

2) Department: COMMERCE

3) Subject: BUSINESS COMMUNICATION

4) Class: FYBFM

**SEMESTER-II**

<b>Course Outcome</b>		
1. Learner will be able to understand the different processes and considerations involved in writing of commercial letters and reports.		
2. Learner will be able to understand to use different tools and methods to find, evaluate, process and present information in particular format.		
3. Learner will be able to understand the requisite understanding and skills of being an active member of a committee as well as the skills of being a delegate and organizer of conferences.		
4. Learner will be able to understand the meaning and functions of Public Relations		
<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
NOV	<b>Drafting of business letters</b> Enquiries and replies, placing and fulfilling of orders, complaints and follow up. Report writing, notices	06
DEC	<b>Drafting of business letters</b> Report writing, notices <b>Oral Communication</b> Meaning, nature and scope – Principles of effective oral communication, Techniques of effective speech,, media of oral communication	03 06
JAN	<b>Non-verbal communication</b> Understanding in depth about non-verbal communication and its effect on work environment, Body language, Globally acceptable non- acceptable gestures.	09
FEB	<b>Non-verbal communication Application of communication skills</b> Concept, Principles, Do's and Don'ts of - Group decision making, conflict	03 09
MARCH	<b>Application of communication skills</b> - Presentation and interviews- speeches- customer care	03

**TEACHING PLAN**

ACADEMIC YEAR 2021-22

1) Name of the Lecturer: MR. KRISHNAKANT PANDEY

2) Department: COMMERCE

3) Subject: BUSINESS STATISTICS

4) Class: FYBFM

**SEMESTER-II**


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<b>Course Outcome</b>		
1. Learner will be able to understand the scope of statistics in management, sampling methods, data condensation and graphical methods. 2. Learner will be able to understand the concept of measure of central tendency. 3. Learner will be able to understand the concept of dispersion, correlation and regression.		
<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
NOV	<b>Population and sample</b> Definition of statistics, scope of statistics in Management and financial markets, Concept of population and sample with illustration Methods of sampling- SRSWR, SRSWOR, stratified, systematic (description of sampling procedures only)	09
DEC	<b>Population and sample</b> Data condensation and graphical methods: Raw data, attributes and variables, classification, frequency distribution, cumulative frequency distribution Graphs- Histogram and frequency polygon Diagrams- Multiple bar, pie, subdivided bar <b>Measures of central tendency</b> Criteria for good measures of central tendency, arithmetic mean, median mode for grouped and ungrouped data, combined mean	03  09
JAN	<b>Measures of central tendency</b> median mode for grouped and ungrouped data, combined mean <b>Measures of Dispersion</b> Concept of dispersion, absolute and relative measures of dispersion, range variance, standard deviation, coefficient of variation, quartile deviation, coefficient of quartile	03  12
FEB	<b>Correlation and regression ( for ungrouped data)</b> Concept of correlation, positive and negative correlation, Karl Pearson's Coefficient of Correlation, meaning of regression, two regression equations, Regression coefficients and properties <b>Linear Programming Problems</b>	12  06
MARCH	<b>Linear Programming Problems</b> Meaning of LPP, Formulation of LPP, solution by graphical methods, problems relating to two variables only	06

**TEACHING PLAN**  
**ACADEMIC YEAR 2021-22**

1) Name of the Lecturer: Mrs. SMITA JUNARKAR  
 3) Subject: COMPUTER SKIL-I

2) Department: IT  
 4) Class: FYBFM



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**SEMESTER - II**

<b>Course Outcome</b>		
1. Learner will be able to understand the Computer hardware 2. Learner will be able to understand the Windows 3. Learner will be able to understand Word 2013 4. Learner will be able to understand the Excel 2013		
<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
NOV	<b>Computer hardware</b> Personal Computers- identification/demonstration of different storage Devices like CD and various input and output CPU, it's speed machine cycle, ports, computer buses, printers. Introduction to trouble shooting of personal computer	06
DEC	<b>Windows</b> Network neighbourhood, start menu, taskbar, file and folder operation (creating, copying, moving, deleting), system tools. <b>Internet</b> What is internet, most popular internet services, functions of internet like email, WWW.	08
JAN	<b>Internet</b> FTP, usenet, Instant messaging, internet telephony, using address book, working with task list, scheduling appointments, reminders.	12
FEB	<b>Word 2013</b> Getting started, The Word window, New documents, Document navigation, Editing text, Working with text, Undo.	12
MARCH	<b>Excel 2013</b> Fundamentals of Excel, Cut, Copy, Insert, Delete, Paste Special, Custom Formatting, Undo, Redo, Excel Formulas – Basic, Useful functions	12

**TEACHING PLAN**

ACADEMIC YEAR 2021-22

1) Name of the Lecturer: MRS. JANA VI AILANI

2) Department: COMMERCE

3) Subject: EVS

4) Class: FYBFM

SEMESTER-II



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<b>Course outcome</b>		
1. Learner will be able to understand the concept of environment, ecology and biodiversity. 2. Learner will be able to understand the importance of natural resources and their classification. 3. Learner will be able to understand the study various economic activities, their pattern and environmental problems associated with economic activities. 4. Learner will be able to understand the concept of environmental management and role of technology in environment management.		
<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
NOV	<b>Environment: an overview</b> Environment- structure, components and typology Ecosystem as part of environment- Functioning and levels of organisations	09
DEC	<b>Environment: an overview</b> Biodiversity- Classification, value, threats to biodiversity <b>Natural Resources</b> Definition, importance and classification of natural resources Utilisation and conservation of water, forest, soil and energy.	03 09
JAN	<b>Natural Resources</b> Issues associated with natural resources <b>Environment and Economic Activities</b> Economic activities-nature and pattern- primary, secondary and tertiary Environmental problems associated with economic	03 09
FEB	<b>Environment and Economic Activities</b> Case studies with reference to India <b>Environment Management</b> Environment management- Concept, need and relevance of environmental education Environmental Impact Assessment, Environmental audit	03 09
MARCH	<b>Environment Management</b> Role of technology in Environment Management- GIS, GPS, Remote	06

**TEACHING PLAN**

ACADEMIC YEAR 2021-22

1) Name of the Lecturer: Mrs. ANJANA VERMA

2) Department: COMMERCE

3) Subject: P.O.M

4) Class: FYBFM



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## SEMESTER-II

<b>Course outcome</b>		
1. Learner will be able to understand the Term management refers how teamwork is important , how with the proper direction leadership skill will be able to accomplish your goals 2. Learner will explore the various functions of management. Management involves not only coordination, but also planning, organizing, leading, and controlling.		
<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
NOV	<b>Introduction</b> Nature and process of management, basic management roles and skills, nature of managerial work, approaches to management,	09
DEC	<b>Planning and decision making</b> Concept, purpose and process of planning, kinds of plans, strategies policies and planning, premises, goal setting, MBO, decisionmaking	09
JAN	<b>Planning and decision making</b> Forms of group decision making in organization <b>Organising</b> Fundamentals of organising, bases of departmentation, distribution of authority, coordination, organisation structure, and design.	03 06
FEB	<b>Organising</b> leadership- nature and significance, leading and managing, leadership styles, leadership theories <b>Management Control</b> Nature, purpose and process of controlling, kinds of control system,	06 08
MARCH	<b>Management Control</b> Prerequisites of effective control systems, resistance to control. controlling techniques	04

**TEACHING PLAN**

ACADEMIC YEAR 2021-22

1) Name of the Lecturer: KRISHNA KANT PANDEY

2) Department: COMMERCE

3) Subject: FOUNDATION COURSE II

4) Class: FYBFM




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**SEMESTER-II**

<b>Course outcome</b>		
1. Learner will be able to understand the concept of Globalization, Liberalization and Privatization. 2. Learner will be able to understand the knowledge of basic Human Rights. 3. Learner will be able to understand the concept of ecology, importance of environment and reasons for environmental degradation. 4. Learner will be able to understand the reasons for stress and conflict and various methods to managing the stress.		
<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
NOV	Globalisation and Indian Society Understanding the concepts of liberalization, privatization and globalization; Growth of information technology and communication and its impact manifested in everyday life; Impact of globalization on industry: changes in employment and increasing migration; Changes in agrarian sector due to globalization;	09
DEC	Globalisation and Indian Society Rise in corporate farming and increase in farmers' suicides Human Rights Concept of Human Rights; origin and evolution of the concept; The Universal De	04 05
JAN	Concept of Human Rights; Human Rights; Human Rights constituents with special reference to Fundamental Rights stated in the Constitution	07
FEB	Understanding Stress and Conflict Causes of stress and conflict in individuals and society; Agents of socialization and the role played by them in developing the individual; Significance of values, ethics and prejudices in developing the individual;  Stereotyping and prejudice as significant factors in causing conflicts in society.	06 06
MARCH	Managing Stress and Conflict in Contemporary Society Types of conflicts and use of coping mechanisms for managing individual stress; Maslow's theory of self-actualisation; Different methods of responding to conflicts in society;	06

**TEACHING PLAN****ACADEMIC YEAR 2021-22**

1) Name of the Lecturer: **RAVI VISHWAKARMA**  
 3) Subject: **DEBT MARKETS II**

2) Department: **COMMERCE**  
 4) Class: **SYBFM**

**IV SEMESTER**


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**SIGNATURE OF THE HOD**

<b>Course outcome</b>		
1. Learner will be able to understand the Basic Concepts of Fixed Income Securities 2. Learner will be able to understand the Pricing of Fixed Income Securities 3. Learner will be able to understand the Tracking Fixed Income Markets 4. Learner will be able to understand the Portfolio Management- Fixed Income		
<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
NOV	<b>Basic Concepts and Fixed Income Mathematics</b> Introduction to fixed income pricing Yield curve, Bond mathematics Duration and Convexity Duration - including modified and Maculay Duration, Convexity	06
DEC	<b>Basic Concepts and Fixed Income Mathematics</b> Duration and Convexity Duration - including modified and Maculay Duration, Convexity <b>Valuation</b> Valuation of simple debt instruments, Valuation of bonds , Bondprices and interest rates Valuation of complex debt instruments	09 06
JAN	<b>Valuation</b> Exotic debt instruments MBS, CDS, Principal protected ELD, CDO <b>Tracking Fixed Income Markets</b>	09 06
FEB	<b>Tracking Fixed Income Markets</b> Currency valuation, The subprime crisis and the role of debtmarkets in the crisis – Then and now <b>Portfolio Management - Fixed Income</b> Bond portfolio management strategies: What is a bond portfoliostrategies,	09 06
MARCH	<b>Portfolio Management - Fixed Income</b> Types of bond management strategy, Active, passive, neutral strategies	09

**TEACHING PLAN**  
**ACADEMIC YEAR 2021-22**

1) Name of the Lecturer: UMESH KABADI  
 3) Subject: EQUITY MARKETS - II

2) Department: COMMERCE  
 4) Class: SYBFM

**IV SEMESTER**



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<b>Course outcome</b>		
1. Learner will be able to understand the Developments in the Indian Equity Market, Domestic savings investments Disinvestments, FDI & Foreign Portfolio Investment (FPI) 2. Learner will be able to understand the Valuation of Equities, Balance sheet valuation, Fundamental Analysis- Economy, Industry and Company Model 3. Learner will be able to understand the Statistical Analysis of Share price movement 4. Learner will be able to understand the Dealings in Stock Exchanges Role of Brokers Stock Market Quotations Procedure for buying & selling BOLT - On Line Trading/ NEAT System Clearing & Settlement Order Matching		
<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
NOV	<b>Developments in the Indian Equity Market</b> Domestic savings & investments Disinvestments, FDI & Foreign Institution Investment	06
DEC	<b>Developments in the Indian Equity Market</b> Role of Retail Investors Share Price & Share Price Volatility <b>Role of SEBI</b> <b>Security Analysis &amp; Valuation of Securities</b> Factors affecting Share Prices Fundamental Analysis in detail.	09  06
JAN	<b>Security Analysis &amp; Valuation of Securities</b> Technical Analysis in detail Macro Economic factors Market related factors <b>Statistical Analysis of Share price movement</b> Efficient Market Hypothesis Stochastic Models	09  06
FEB	<b>Statistical Analysis of Share price movement .</b> • Brownian Motion <b>Dealings in Stock Exchanges</b> Role of Brokers Stock Market Quotations	09  06
MARCH	<b>Dealings in Stock Exchanges</b> Procedure for buying & selling BOLT - On Line Trading/ NEAT System Clearing & Settlement	09

**TEACHING PLAN**

ACADEMIC YEAR 2021-22

1) Name of the Lecturer: MRS. JANVI AILANI  
 3) Subject: COMMODITY DERIVATIVES

2) Department: COMMERCE  
 4) Class: SYBFM




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**IV SEMESTER**

<b>Course outcome</b>		
1. Learner will be able to understand the Derivatives definition & Types of derivatives. 2. Learner will be able to understand the Investment assets vs. Consumption assets-The Cost of Carry Model - Pricing 3. Learner will be able to understand the futures contracts on investment commodities-Pricing Basic concepts such as Margins, Circuit filters - delivery norms – Contracts specifications, Trading system, and Entities in the trading system, Trader workstation.		
<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
NOV	<b>Introduction of Derivatives</b> Derivatives definition, types of derivatives, products, participants and functions, exchange traded vs. OTC derivatives. How commodity derivatives differ from financial derivatives, warehousing, quantity of underlying asset.	06
DEC	<b>Introduction of Derivatives</b> Global commodities exchange, commodities exchange in India, commodities permitted for trading, Kabra committee report, commodity specific issues - cropping and growth pattern.	09
	<b>Pricing commodity derivatives</b> Investment assets vs. consumption assets, The cost of carry model -pricing futures contracts on investment commodities.	06
JAN	<b>Pricing commodity derivatives</b> Pricing futures contracts on consumption commodities, The futures basics, Concept of Hedging, Speculation, Arbitrage	09
	<b>Trading</b> Basic concepts such as margins, circuit filters - delivery norms – contracts specifications.	06
FEB	<b>Trading</b> Final Settlement : Cash settlement, physical settlement Exception handling : funds shortages, Delivery shortages	09
	<b>Regulatory Framework</b> Forward market commission - Rules governing Commodity	06
MARCH	<b>Regulatory Framework</b> Derivatives Exchange, Rules Governing Intermediaries, Investor Grievances, Arbitration Rules.	09

**TEACHING PLAN**

ACADEMIC YEAR 2021-22

1) Name of the Lecturer: Mrs. ANJANA VERMA

2) Department: COMMERCE

3) Subject: CORPORATE FINANCE

4) Class: SYBFM



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## IV SEMESTER

<b>Course outcome</b>		
1. Learner will be able to understand the Emergence of corporate finance as an integral part of business finance		
2. Planning the corporate Financial Activities		
3. Learner will be able to understand the Watered Capital, over capitalization and under capitalization NPV, IRR, DCF analysis and pay back period		
4. Learner will be able to understand the Management of new issues including pricing of securities		
<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
NOV	<b>Overview and Planning Corporate Financial Activities</b> Emergence of corporate finance, Need, Role and functions of corporate financial manager	06
DEC	<b>Overview and Planning Corporate Financial Activities</b> Planning the corporate financial activities: Cost of Capital, Break-even analysis <b>Controlling the Corporate Financial Activities</b> Role of Financial institution in long term finance Maximising the wealth of shareholders	09  06
JAN	<b>Controlling the Corporate Financial Activities</b> Corporate governance practises Controlling Mechanism if RBI in raising corporate finance <b>Sources and Methods of Raising Corporate Finance</b> Types and features of corporate securities currently available Management of new issues including pricing of securities	09  06
FEB	<b>Sources and Methods of Raising Corporate Finance</b> Commercial banks and investment banks in financing the corporate sector  • Leasing as a method of corporate finance <b>Corporate Financial Activities</b> Capital structure	09  06
MARCH	<b>Corporate Financial Activities</b> Capital Budgeting- Payback period , NPV, ARR, DCF analysis	09

**TEACHING PLAN**

ACADEMIC YEAR 2021-22

1) Name of the Lecturer: Ms NAINA PALIGRAHI

2) Department: COMMERCE

3) Subject: BUSINESS LAW – II

4) Class: SYBFM

IV SEMESTER




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<b>Course outcome</b>		
1. Learner will be able to understand the Indian Companies Act, 2013 2. Learner will be able to understand the Intellectual Property Rights, Copyrights and trade marks 3. Learner will be able to understand the Indian Partnership Act, 1932 and Limited Liability Partnership, 2008 4. Learner will be able to understand the Consumer Protection Act, 1986 and Competition Act, 2002		
<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
NOV	<b>Companies Act, 2013</b> Company and its formation	06
DEC	<b>Companies Act, 2013</b> Membership of a Company Prospectus Meetings <b>IPR, copyrights and trade marks</b> Patents	09  06
JAN	<b>IPR, copyrights and trade marks</b> Copyrights Trade- marks <b>Partnership Act, 1932</b> Indian Partnership Act, 1932 (Sections, 4, 5, 6, 7, 8, 14 & 39-55): Definition, Essentials, Types of Partnerships and types of Partners Test of partnership	09  06
FEB	<b>Partnership Act, 1932</b> Reconstitution of Partnership firms, Dissolution of the firm. Limited Liability Partnership, 2008: Definitions (S.2), Body corporate. <b>Consumer Protection Act, 1986 and Competition Act, 2002</b> Introduction, Definitions: Consumer, Defect, Deficiency and unfair trade practices, manufacture, Consumer Councils.	09  06
MARCH	<b>Consumer Protection Act, 1986 and Competition Act, 2002</b> Competition Act, 2002: Objectives of the Act, Salient features - Anti Competitive Agreements. Prevention of abuse of dominant position.	09

**TEACHING PLAN**  
ACADEMIC YEAR 2021-22

1) Name of the Lecturer: MRS. JANVI AILANI

2) Department: COMMERCE




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3) Subject: FOREIGN EXCHANGE MARKETS

4) Class: SYBFM

## IV SEMESTER

Course outcome		
1. Learner will be able to understand the Foreign Exchange Market: 2. Learner will be able to understand the FERA Vs. FEMA, Pre-liberalization Exchange Rate Regime in India 3. Learner will be able to understand the Spot and Forward Contracts Cash. 4. Learner will be able to understand the Types of Exchange Rates		
Month	Topics to be covered	No. of Lectures required
NOV	<b>Introduction to Foreign Exchange Market</b> Forex trading volume, Forex trading locations	06
DEC	<b>Introduction to Foreign Exchange Market</b> Details about major traded currencies, Evolution of foreign exchangemarket and foreign exchange System <b>Market Participants</b> Banks and financial institutions, Merchants, Other customers	09  06
JAN	<b>Market Participants</b> Speculators and hedgers Central banks, Forex Dealers/market makersand brokers, Forex Trading and SWIFT Robots and forex trading. <b>Some important operational aspects of Foreign Exchange Marketand Foreign Exchange Contracts</b> Floating Rate, Currency Boards & Currency Basket Systems	09  06
FEB	<b>Some important operational aspects of Foreign Exchange Marketand Foreign Exchange Contracts</b> Trade Date, settlement PR date Spot trading rollover mechanism <b>Foreign Exchange Arithmetic and Risk Management</b> Types of Exchange Rate: Direct Indirect Cross Rate- Arbitrage- Geographical, Triangular Interest rate - Spot Contracts, Forward contracts and Swap Points	09  06
MARCH	<b>Foreign Exchange Arithmetic and Risk Management</b> The risks element in foreign exchange markets Need & Importance offoreign exchange management Methods adopted (spot & forward, arbitrage, cross currency deals, swaps, options & futures)	09

**TEACHING PLAN**

ACADEMIC YEAR 2021-22

1) Name of the Lecturer: Mr.VISHANLAL GUPTA

2) Department: COMMERCE

3) Subject: Business economics

4) Class: SYBFM

IV SEMESTER



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<b>Course outcome</b>		
Learner will be able to understand the Measurement of national product		
Learner will be able to understand the MONEY, INFLATION AND MONETARY POLICY		
Learner will be able to understand the CONSTITUENTS OF FISCAL POLICY		
Learner will be able to understand the Balance of Payments		
Month	Topics to be covered	No. of Lectures required
NOV	Introduction to Macroeconomics	06
DEC	Introduction to Macroeconomics	09
	Money, Inflation and Monetary Policy	06
JAN	Money, Inflation and Monetary Policy	09
	Constituents of Fiscal Policy	06
FEB	Constituents of Fiscal Policy	09
	Open Economy : Theory and Issues of International Trad	06
MARCH	Open Economy : Theory and Issues of International Trad	09

**TEACHING PLAN****ACADEMIC YEAR 2021-22**


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**SIGNATURE OF THE HOD**

- 1) Name of the Lecturer: RAVI VISHWAKARMA      2) Department: COMMERCE  
 3) Subject: STRATEGIC CORPORATE FINANCE      4) Class: TYBFM

### SEMESTER-VI

Course outcome		
1. Learner will be able to understand the Significance of Strategy in Financial Decisions, 2. Learner will be able to understand the Identification of different sources of capital, 3. Learner will be able to understand the Value enhancement tools techniques, 4. Learner will be able to understand the Credit analysis		
Month	Topics to be covered	No. of Lectures required
NOV	Introduction to Strategic Corporate Finance: Strategy Vs. Planning, Significance of Strategy in Financial Decisions, Different Types of Financial Strategy for Shareholders, Wealth Maximization,	06
DEC	Strategic costing and their relevance- Traditional Costing Vs Activity Based Costing, Target Costing, Life Cycle Costing, Quality Costing, Zero Based Budgeting, Strategic Cost Reduction Techniques and value chain analysis.	9
JAN	Fundraising: Identification of different sources of capital, determination of capital structure and factors affecting the capital Alternate Sources of Financing- Different Approaches to and models of Infrastructure Projects Financing- PPP	15
FEB	Company Valuation: An Overview of Valuation, Valuation Principles and Practices more, the impact of "what if" scenarios, the key financial and commercial factors affecting the Management Buyouts	15
MARCH	Credit analysis Default risk: Quantitative methodologies Expected and unexpected loss Credit VaR Counterparty risk Risk management choices, such as process control efforts, financial, physical, and operational hedging, value based management	15

#### TEACHING PLAN

#### ACADEMIC YEAR 2021-22

- 1) Name of the Lecturer: RAVI VISHWAKARMA      2) Department: COMMERCE



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**SIGNATURE OF THE HOD**

3) Subject: MUTUAL FUND

4) Class: TYBFM

**SEMESTER-VI**

<b>Course outcome</b>		
1. Learner will be able to understand the Mutual Fund Organization and Management 2. Learner will be able to understand the Mutual Fund Products 3. Learner will be able to understand the Investment and Performance Measurement 4. Learner will be able to understand the Accounting and Taxation of Mutual Funds		
<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
NOV	Introduction: Meaning of Mutual Fund, Structure in India, Sponsors, Trust, Role of AMC, NFOs, Registrars, Agents,	6
DEC	Types of Mutual Fund schemes Objectives of AMFI, Advantage of Mutual Funds, Systematic Investment Plan (SIP), Systematic Transfer Plan (STP), Systematic Withdrawal Plan (SWP)	9
JAN	Mutual Fund Products and Features: Equity funds: Definition, Features of Equity Funds, Index Fund, Large Cap Fund, Growth Schemes. <input type="checkbox"/> Gold Creation Units, Portfolio Deposit and Cash Component <input type="checkbox"/> Debt Fund: Features, Interest Rate Risk, Credit Risk, Pricing of Debt Instrument Schemes, Fixed Maturity Plans, Capital Protection Funds, Gilt Funds, Balanc	15
FEB	Fund Performance, <input type="checkbox"/> Measuring Return, <input type="checkbox"/> Measuring Risk, <input type="checkbox"/> Risk adjusted return, <input type="checkbox"/> Comparing Fund Performance with a reference, various standardized performance systems, <input type="checkbox"/> Limitations of Performance measurement and evaluation.	15
MARCH	Accounting: Net Asset Value (NAV)- Meaning-Computation- Factors affecting NAV-Pricing Units- Fees and Expenses-Investment Management and Advisory Fees -Initial Expenses- Recurring Expenses- Total expenses Accounting policies	15

**TEACHING PLAN****ACADEMIC YEAR 2021-22**

1) Name of the Lecturer: MRS. JANVI AILANI

2) Department: COMMERCE

3) Subject: RISK MANAGEMENT

4) Class: TYBFM



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**SEMESTER-II**

<b>Course outcome</b>		
1. Learner will be able to understand the Risk Management 2. Learner will be able to understand the Evaluation of Risk 3. Learner will be able to understand the Foreign Exchange Risk 4. Learner will be able to understand the Interest Rate Market and Mathematics		
<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
NOV	Unit 1: Introduction : Financial Risks - definition; Different Types of financial risks. Market risk, liquidity risk, credit risk, operational risk, systematic risk, exchange rate risk	6
DEC	Unit 1: Introduction: Market risk, liquidity risk, credit risk, operational risk, systematic risk, exchange rate risk	9
JAN	Unit-II : Diversification and Investment risk management, Alternate investment strategies.Sensitive Analysis. Exposure and Hedging	15
FEB	Unit- III • Hedging • Cross Hedging, Hedge Ratio • Statistical analysis. • Options and future in different markets including foreign exchange market	15
MARCH	Unit- IV : Popular models for managing liquidity risk and credit risk - Credit swaps - Structural Models, Integration of market risk and credit risk	15

**TEACHING PLAN**

ACADEMIC YEAR 2021-22

1) Name of the Lecturer Mrs. ANJANA VERMA

2) Department: COMMERCE



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3) Subject: Venture Capital And Private Equity

4) Class: TYBFM

## SEMESTER – VI

Course outcome		
1. Learner will be able to understand the Venture Capital and Private Equity 2. Learner will be able to understand the Structure and Valuation approaches 3. Learner will be able to understand the Strategies of Private Equity 4. Learner will be able to understand the Promoter Buyback & Sale to other strategic Investors		
Month	Topics to be covered	No. of Lectures required
NOV	<b>Conceptual understanding of Venture Capital and Private Equity</b> Venture Capital –Over View of Venture Capital- Definition- Features- Types – Roles • Concept of PE and its characteristics- Definition-	06
DEC	<b>Conceptual understanding of Venture Capital and Private Equity</b> Difference between PE, VC and Hedge Funds- Nature of PE Firm- Players in the PE market– Benefit of PE Finance • PE Fund –Legal structure and terms- Private Equity Investments and Financing- Private Equity Multiples and Prices	09
JAN	<b>Structure and Valuation approaches</b> Structure and Regulation of Venture Capital and Private Equity- Business Cycle of PE – Structure of VC/PE firms- Limited Liability Partnerships- Routes of VC/PE investments in India- Regulatory Aspects of VC/PE investments • Valuation approaches- Risk and	15
FEB	<b>Strategies of Private Equity</b> Leverage Buyout- • Growth Capital- • Mezzanine Capital- • Distressed Debt- • other Strategies • Due Diligence- Procedure and Challenges- Due Diligence in Emerging PE Market-Investing in Developing Market- Past Performance and Strategy	15
MARCH	<b>Exit strategies for Private Equity</b> Modes of exits in Indian Context and Challenges involved- • IPO- • Promoter Buyback • Sale to Other PE funds • Sale to other strategic Investors • Stake Swap- • M & A's • Open Market- • Secondary Market	15

TEACHING PLAN

ACADEMIC YEAR 2021-22

1) Name of the Lecturer: ARUN VISHWAKARMA

2) Department: COMMERCE

3) Subject: CORPORATE RESTRUCTURING

4) Class: TYBFM

SEMESTER-VI



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**Course outcome**

1. Learner will be able to understand the Mergers and Acquisitions-
2. Learner will be able to understand the Diversification Strategy- Internal Vs External Growth.
3. Learner will be able to understand the Participants in the Merger and Acquisition process-
4. Learner will be able to understand the Takeovers and leverages buyouts

Month	Topics to be covered	No. of Lectures required
NOV	<b>Mergers and Acquisitions- introduction</b> Introduction to Mergers and Acquisitions, Mergers and Acquisitions- An Overview: Various Forms of Corporate Restructuring- Restructuring	6
DEC	<b>Mergers and Acquisitions- introduction</b> Underlying Issues • Mergers and Acquisition Waves, Merger Movements in the US- Trends of Mergers and Acquisitions in India- Growing need for Corporate Restructuring in Recent times, India Inc begins M & A Innings- Hostile Takeovers	9
JAN	<b>Mergers and acquisition- strategic aspect</b> Maximization of Organization Value and Mergers & Acquisitions, Definition of Strategy- Process of Strategic Planning- Alternative Strategy Methodologies	15
FEB	<b>Theories and process of mergers and acquisitions</b> Theories of Mergers, Efficiency Theories- Information and Signalling- • M&A Process, Merger and Acquisition Process- Participants in the Merger and Acquisition process- Post merger Integration – Reasons for Failure of Mergers and Acquisitions	15
MARCH	Takeovers and leverages buyouts Methods of Going Private. • Leveraged Buy-outs, Elements of a typical LBO operation- Forms of LOB Financing- Characteristics of an ideal Leveraged Buy-out Candidate- Sources of Gains in LBOs- Management Buyouts- Management Buy ins- Leverage cash outs.	15



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**CHANDRABHAN SHARMA COLLEGE OF ARTS, SCIENCE & COMMERCE**

**TEACHING PLAN**

**ACADEMIC YEAR 2021-22**

1. **Name of the Lecturer: Manali Naik**
2. **Department: BAMMC**
3. **Subject : Effective Communication- I**
4. **Class : FYBMM**
  1. **Course Outcome:** To make the students aware of functional and operational use of language in media.
  2. To equip or enhance students with structural and analytical reading, writing and thinking skills.
  5. To introduce key concepts of communications.

**FIRST TERM / I SEMESTER**

Month	Topics to be covered	No. of Lectures required
JUNE	Communication, its concepts, process Importance of Communication in Media; Differences between Technical and General Communication; Barriers to Communication; Measures to Overcome the Barriers to Communication	(10)
JULY	Grammatical structure – spelling, structure of sentences, Active / Passive voice, tenses, Idioms , Phrases, proper usage of homophones, homonyms etc. ( <i>Kindly provide practice session- Test , Quiz etc</i> )	(12)
AUGUST	Types of thinking (rational ,logical, critical , lateral etc ) Errors in thinking ,Partialism, Time scale ,Egocentricity  Prejudices ,Adversary Thinking	(12)
SEPTEMBER	Concept, importance, need for translation, challenges in translation, problems and importance of Information and Technology in translation. Interpretation: Meaning, Difference between interpretation and translation	(14)
OCTOBER	Translator and his role in media, Qualities , Importance of Translator, <b>Challenges faced by translator</b>	(08)



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**Ms. Manali Naik**  
**Cordinator – Dept of BAMMC**



**CHANDRABHAN SHARMA COLLEGE OF ARTS, SCIENCE & COMMERCE**

**TEACHING PLAN**

**ACADEMIC YEAR 2021-22**

- 1. Name of the Lecturer: Manali Naik**
- 2. Department: BAMMC**
- 3. Subject: Foundation Course- I**
- 4. Class: FYBMM**
- 5. Course Outcome:** To make the students aware of functional and operational use of language in media.  
 To equip or enhance students with structural and analytical reading, writing and thinking skills.  
 To introduce key concepts of communications.

**FIRST TERM / I SEMESTER**

Month	Topics to be covered	No. of Lectures required
JUNE	Understand the multi-cultural diversity of Indian society through its demographic composition: population distribution according to religion, caste, and gender; Appreciate the concept of linguistic diversity in relation to the Indian situation; Understand regional variations according to rural, urban and tribal characteristics; Understanding the concept of diversity as difference.	(10)
JULY	Understand the concept of disparity as arising out of stratification and inequality; Explore the disparities arising out of gender with special reference to violence against women, female foeticide (declining sex ratio), and portrayal of women in media; Appreciate the inequalities faced by people with disabilities and understand the issues of people with physical and mental disabilities.	(12)
AUGUST	Examine inequalities manifested due to the caste system and inter-group conflicts arising thereof; Understand inter-group conflicts arising out of communalism; Examine the causes and effects of conflicts arising out of regionalism and linguistic differences. Prejudices ,Adversary Thinking	(12)



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SEPTEMBER	Philosophy of the Constitution as set out in the Preamble; The structure of the Constitution-the Preamble, Main Body and Schedules; Fundamental Duties of the Indian Citizen; tolerance, peace and communal harmony as crucial values in strengthening the social fabric of Indian society; Basic features of the Constitution.	(14)
OCTOBER	The party system in Indian politics; Local self- government in urban and rural areas; the 73rd and 74th Amendments and their implications for inclusive politics; Role and significance of women in politics	(08)

*Manali Naik*

**Ms. Manali Naik**  
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*[Signature]*

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**CHANDRABHAN SHARMA COLLEGE OF ARTS, SCIENCE & COMMERCE**

**TEACHING PLAN**

**ACADEMIC YEAR 2021-22**

1. **Name of the Lecturer: Manali Naik**
2. **Department: BAMMC**
3. **Subject: Visual Communication**
4. **Class: FYBMM**
5. **Course Outcome:** To provide students with tools that would help them visualize and communicate.  
Understanding Visual communication as part of Mass Communication  
To acquire basic knowledge to be able to carry out a project in the field of visual communication  
To acquire basic knowledge in theories and languages of Visual Communication  
The ability to understand and analyze visual communication from a critical perspective

**FIRST TERM / I SEMESTER**

Month	Topics to be covered	No. of Lectures required
JUNE	1. History and development of Visuals 2. Need and importance of visual communication Visual Communication as a process	(10)
JULY	a) Gestalt b) Constructivism c) Ecological	(12)
AUGUST	1. Color theory 2. Psychological implications of color 3. Colors and visual pleasure 4. Elements of Design	(12)
SEPTEMBER	1. Painting & Photography 2. Film & Television, Documentaries, Script writing & visualization 3. Comics & Cartoons, Digital Images, Animation & VFX 4. News Papers, Advertisements, Photo Journalism	(14)
OCTOBER	1. Ethics 2. Impact of Language and culture, Images and messages, Signs & Symbols (GIF, etc.) 3. Audience Behavior 4. Citizen Journalism, Going Viral 5. Visual stereotyping in social media	(08)



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**CHANDRABHAN SHARMA COLLEGE OF ARTS, SCIENCE & COMMERCE**

**TEACHING PLAN**

**ACADEMIC YEAR 2021-22**

**6. Name of the Lecturer: Manali Naik**

**7. Department: BAMMC**

**8. Subject : Fundamentals of Mass Communication**

**9. Class : FYBMM**

- **Course Outcome:** To introduce students to the history, evolution and the development of Mass Communication in the world with special reference to India.
  - To study the evolution of Mass Media as an important social institution.
  - To understand the development of Mass Communication models.
  - To develop a critical understanding of Mass Media.
- To understand the concept of New Media and Media Convergence and its implications.

**FIRST TERM / I SEMESTER**

Month	Topics to be covered	No. of Lectures required
JUNE	1. Meaning and importance of Mass Communication 2. Forms of Communication: Intra Personal Communication, Interpersonal Communication, Group Communication, Mass Communication: Electronic, Satellite, Interactive, Digital Communication etc.	(10)
JULY	1. From oral to communication (kirtan, Davandi, Powada, Nagara) From Electric to Electronic communication, From electric to Digital communication, Contemporary scene in Indian communication landscape	(12)
AUGUST	1. Traditional & Folk Media: 2. Print: Books, Newspapers, Magazines 3. Broadcast: Television, Radio 4. Films	(12)
SEPTEMBER	<b>A. I. Social Impact</b> (With social reformers <b>who</b> have successfully used mass communication)  <b>II. Political Impact</b> (With political leaders who have successfully used mass communication)  <b>III Economic Impact</b> (With how economic changes were brought about by mass communication)	(14)



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	<b>IV. Developmental Impact</b> (With how the government has successfully used mass communication) <b>B. Impact of mass media on</b> -1 Education, 2. Children, 3. Women, 4. Culture, 5. Youth, 6. Development.	
OCTOBER	1. Elements and features of new media, Technologies used in new media, 2. Major challenges to new media Acquisition-personal, social and national, Future prospects.	(08)

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**TEACHING PLAN**

**ACADEMIC YEAR 2021-22**

**Name of the Lecturer: Manali Naik**

**Department: BAMMC**

**Subject : Current Affairs**

**Class : FYBMM**

**Course Outcome:** To provide learners with overview on current developments in various fields.

1. To generate interest among the learners about burning issues covered in the media
2. To equip them with basic understanding of politics, economics, environment and technology so that students can grasp the relevance of related news.

**FIRST TERM / I SEMESTER**

Month	Topics to be covered	No. of Lectures required
JUNE	Communication, its concepts, process Importance of Communication in Media; Differences between Technical and General Communication; Barriers to Communication; Measures to Overcome the Barriers to Communication	(10)
JULY	Three political stories of national importance. Political leaders : news makers of the season ( Brief profile of any three) One dominating economic /business news	(12)
AUGUST	<b>Ministry of Home Affairs</b> Enforcement Organizations <b>Communal tensions</b> Review of latest episodes of communal tensions <b>The tensions in J&amp;K</b> Background, Political players Update on the current situation	(12)
SEPTEMBER	<b>Security Council</b> Structure and role Issues that currently engage the SC	(14)



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OCTOBER	<b>Role of United Nations, General Assembly ,Other main organs of the UNO</b> Issues that currently engage the UNO	(08)
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**TEACHING PLAN**

**ACADEMIC YEAR 2021-22**

1. **Name of the Lecturer: Manali Naik**
2. **Department: BAMMC**
3. **Subject: History Of Media**
4. **Class: FYBMM**
5. **Course Outcome:** Learner will be able to understand Media history through key events in the cultural history  
To enable the learner to understand the major developments in media history.  
To understand the history and role of professionals in shaping communications.  
To understand the values that shaped and continues to influence Indian mass media.

**FIRST TERM / I SEMESTER**

Month	Topics to be covered	No. of Lectures required
JUNE	Communication, its concepts, process Importance of Communication in Media; Differences between Technical and General Communication; Barriers to Communication; Measures to Overcome the Barriers to Communication	(10)
JULY	Grammatical structure – spelling, structure of sentences, Active / Passive voice, tenses, Idioms , Phrases, proper usage of homophones, homonyms etc. ( <i>Kindly provide practice session- Test , Quiz etc</i> )	(12)
AUGUST	Types of thinking (rational ,logical, critical , lateral etc ) Errors in thinking ,Partialism, Time scale ,Egocentricity  Prejudices ,Adversary Thinking	(12)
SEPTEMBER	Concept, importance, need for translation, challenges in translation, problems and importance of Information and Technology in translation. Interpretation: Meaning, Difference between interpretation and translation	(14)
OCTOBER	Translator and his role in media, Qualities , Importance of Translator, <b>Challenges faced by translator</b>	(08)



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**TEACHING PLAN**

**ACADEMIC YEAR 2021-22**

**10. Name of the Lecturer: Manali Naik**

**11. Department: BAMMC**

**12. Subject : Electronic Media**

**13. Class : SYBMM**

**THIRD TERM / III SEMESTER**

Month	Topics to be covered	No. of Lectures required
JUNE	<ol style="list-style-type: none"> <li>1. Types of Sound: Natural, Ambient, Recorded</li> <li>2. The Studio Setup</li> <li>3. Types of recording- Tape Recording, Digital Recording</li> <li>4. Outdoor Recording</li> </ol> Types of Microphones	(10)
JULY	Agenda Setting Sports broadcasting	(12)
AUGUST	News <ul style="list-style-type: none"> <li>• Documentary</li> <li>• Feature</li> <li>• Talk Shows</li> <li>• TV serials and soaps</li> <li>• Introduction to web series</li> <li>• Docudrama</li> <li>• Sports</li> <li>• Reality</li> <li>• Animation</li> </ul> Web series	(12)
SEPTEMBER	Script Storyboard Camera plot Lighting plot	(14)



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OCTOBER	Linear editing Non-linear editing Library shots Library sounds Dubbing	(08)
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**TEACHING PLAN**

**ACADEMIC YEAR 2021-22**

1. **Name of the Lecturer: Smita J**
2. **Department: BAMMC**
3. **Subject : Theatre and Mass Communication- II**
4. **Class : SYBAMMC**
5. **Course Outcome:** To equip the students with an understanding of industry knowledge required to make a career • In the field of print and Advertising, Digital Marketing, Television media, Film etc. • To train them with the software knowledge required in the above-mentioned Industries

**THIRD TERM / III SEMESTER**

Month	Topics to be covered	No. of Lectures required
JUNE	<ol style="list-style-type: none"> <li>1. Study of the origin of theatre, history and growth</li> <li>2. Theatre as a benefit to improving language skills</li> <li>3. Study of traditions and forms</li> </ol>	(10)
JULY	Theatre architecture and set design (Detailed study of Amphitheatre, Natyamandapam etc. Types of stages e.g.	(12)
AUGUST	Mind: Recalling experiences, talking about daily observations, collecting news clips, stories, poems etc which may inspire theatre and enactment, increasing	(12)
SEPTEMBER	Western: Select any 2 <ol style="list-style-type: none"> <li>1. Romeo and Juliet / Hamlet – William Shakespeare</li> <li>2. Long Day's Journey Into Night –Eugene O'Neil</li> <li>3. Death of a Salesman – Arthur Miller</li> <li>4. Oedipus Rex - Sophocles</li> <li>5. Angels in America - Tony Kushner</li> </ol>	(14)



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	, Capturing Clips and Using Tools, Video Editing, Animating, Effects, Transitions and Exporting Video, Working with Audio.	
OCTOBER	<u>Preparation Before the Interview and The Pre-interview Discussion</u>	(08)
	<u>Devil's Advocate</u>	
	<u>Question Technique-Multiple Questions and Leading Questions</u>	

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**TEACHING PLAN**

**ACADEMIC YEAR 2021-22**

1. **Name of the Lecturer: Riddhi Sadhale**
2. **Department: BAMMC**
3. **Subject : MOTION GRAPHICS and VISUAL EFFECTS**
4. **Class : SYBAMMC**
5. **Course Outcome:**
  - Sensitize the students towards Cinema as a medium of Mass Communication and help them to become critical viewers of movies today.
  - To study the similarities and differences between various movie cultures.

**THIRD TERM / III SEMESTER**

Month	Topics to be covered	No. of Lectures required
JUNE	How to interact with interface and location of tools and panels. How to set up a project file and import media. Understanding the various effects, their usage and attributes. Introducing color correction. Understanding particle	(10)
JULY	Understanding files and formats. Importing files (video/audio/image). Tools required for editing the video. Working with audio layers separately.	(12)
AUGUST	Understanding render queue and setting up batch rendering while going through all render setups and outputs (formats) available. Working with media sequences. Understanding scene technique. One shot technique and cuts and transition techniques.	(12)
SEPTEMBER	Types of camera and their usages.	(14)



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OCTOBER	Creating Objects and their usage with camera and lights Using camera and lights to simulate a 3D experience.	(08)
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**TEACHING PLAN**

**ACADEMIC YEAR 2021-22**

- 1. Name of the Lecturer: Pooja Singh**
- 2. Department: BAMMC**
- 3. Subject: Media Studies**
- 4. Class : SYBAMMC**
- 5. Course Outcome:**
  - To create awareness on cultural theories and its relevance in media
  - To discuss the importance of cultural studies and its role in mass media.
  - To understand the cultural concepts and its impact on the media
  - Critically examine social, cultural, ethical, and/or political issues from multiple perspectives including from a global, national, and local perspectives

**THIRD TERM / III SEMESTER**

Month	Topics to be covered	No. of Lectures required
JUNE	<ul style="list-style-type: none"> <li>• Era of Mass Society and culture – till 1965</li> <li>• Normative theories-Social Responsibility Theory</li> <li>Development media theory</li> </ul>	(10)
JULY	<ul style="list-style-type: none"> <li>• Origin and meaning of Propaganda</li> <li>• Hypodermic Needle/Magic bullet</li> </ul> Harold Lasswell	(12)
AUGUST	<ul style="list-style-type: none"> <li>• Paul Lazarsfeld-Two step flow</li> </ul> Carl Hovland and Attitude Change theory	(12)
SEPTEMBER	<ul style="list-style-type: none"> <li>• Toronto school (McLuhan)</li> <li>• Schools- Birmingham(Stuart Hall)</li> <li>• Frankfurt- Theodor Adorno and Max Horkheimer</li> <li>• Raymond Williams- Technological Determinism</li> </ul> Harold Innis- Bias of Communication	(14)
OCTOBER	<ul style="list-style-type: none"> <li>• Media effects and behavior</li> <li>• Media effect theories and the argument against media effect theories</li> <li>• Agenda Setting Theory</li> <li>• Cultivation Theory</li> </ul>	(08)



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	Politics and Media studies-media bias, media decency, media consolidation.	
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**TEACHING PLAN**

**ACADEMIC YEAR 2021-22**

1. **Name of the Lecturer:** Nitika Naresh
2. **Department:** BAMMC
3. **Subject :** Introduction to Photography
4. **Class :** SYBAMMC
  1. **Course Outcome:** To introduce to media learner the ability of image into effective communication.
  2. To help the learner understand that media photography is a language of visual communication and is far beyond just point and shoot fun moments.
  3. To practice how picture speaks thousand words by enlightening the learner on how.

**THIRD TERM / III SEMESTER**

Month	Topics to be covered	No. of Lectures required
JUNE	A Brief Introduction to Creative Writing Formal structure of the short story: a. Theme b. Plot c. Character d. Point of view e. Setting	(10)
JULY	Formal aspects of Poetry a. Theme b. Diction c. Tone d. Imagery e. Symbolism f. Figures of speech: metaphor, simile, personification, alliteration, onomatopoeia - analyse some poems, on the basis of each of these formal aspects.	(12)



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AUGUST	Formal aspects of Drama a. Theme b. Plot c. Character d. Dialogue Publication Aspects Understanding the intended readership b. Revising editing and proof-reading. c. Exploring the market for a suitable publisher.	(12)
SEPTEMBER	d. Preparing the manuscript as hard and soft copy e. Intellectual property rights. f. The financial aspects of publication. Scripting, Screenplay, and dialogue writing focusing on Radio, Television, Short film / documentary / ad film These are to be discussed with special reference to a. The storyboard b. The two-column script c. Interactive scripts d. Narration scripts in the screenplay format	(14)
OCTOBER	Writing for the internet, with special reference to – Alerts, Blogs, News on the net.	(08)



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**TEACHING PLAN**

**ACADEMIC YEAR 2021-22**

1. **Name of the Lecturer: Manali Naik**
2. **Department: BAMMC**
3. **Subject : Film Communication- I**
4. **Class : SYBMM**
5. **Course Outcome:**
  - To prepare students for effective & ethical public communication on behalf of organizations.
  - To help students acquire basic skills in the practical aspects of Media Relations & Crisis Management.
  - To equip students with basic skills to write & develop Press Release & Release & another PR communication

**THIRD TERM / III SEMESTER**

Month	Topics to be covered	No. of Lectures required
JUNE	<ol style="list-style-type: none"> <li>1. History of Cinema.</li> <li>2. Birth of Visual Art.</li> <li>3. Understanding the Language of Cinema.</li> <li>4. Transition from Documentary to Feature Film</li> </ol>	(10)
JULY	<p>Director - the captain Writer – the back bone.</p> <ol style="list-style-type: none"> <li>2. Aspects of Film-1: Visual Aspects and Editing Mise-en-Scene (Art, Costume, Camera placement) Cinematography Creating Meaning through editing</li> <li>3. Aspects of Film-1: Film Sound Three components of Film Sound The relationship between Sound and Image</li> </ol>	(12)
AUGUST	<ol style="list-style-type: none"> <li>1. Early Years (1895-1919) World and India. The Silent Era (1920-1931)</li> <li>2. Early Sound Era (1930-1939) The developmental stage (1940-1950)Corporate Image Management</li> </ol>	(12)



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	PR Tools	
SEPTEMBER	1. The major cinema movements and their film makers 2. Hollywood Cinema-Brief history of Hollywood, Star system, academy Awards, global audience of Hollywood cinema 3. Italian neo-realism- Origin and impact on world cinema, work of Roberto Rossellini and Vittorio de sica 4. Japanese cinema- Work of Yasujiro ozu, Akira Kurosawa, Hayao Miyazaki etc. 5. Irani cinema- Contribution of Abbas Kiarostami, Majid Majidi etc.	(14)
OCTOBER	1. Art v/s Commercial 2. Indian Meaningful cinema(Commercial) <ul style="list-style-type: none"> <li>o The Angry Young Man</li> <li>o The Indian Diaspora and Bollywood</li> <li>o Contemporary Bollywood Cinema</li> <li>o Globalisation and Indian Cinema, The multiplex Era</li> </ul> 3. Golden era of Indian Cinema – Important work of Bimal Roy, Guru Datt, Raj Kapoor and V. Shantaram 4. Indian New Wave cinema – Mrinal Sen, Mani Kaul, Girish Kasarvalli, MS Sathu Parallel cinema: Contribution of Shyam Benegal, Govind Nihlani, Gulzar, Mani Kaul,	(08)



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**CHANDRABHAN SHARMA COLLEGE OF ARTS, SCIENCE & COMMERCE**

**TEACHING PLAN**

**ACADEMIC YEAR 2021-22**

1. **Name of the Lecturer:** Manali Naik
2. **Department** : BAMMC
3. **Subject** : Advertising in Contemporary Society
4. **Class** : TYBAMMC (ADVERTISING)
5. **Course Outcome:**
  - To prepare students for effective & ethical public communication on behalf of organizations.
  - To help students acquire basic skills in the practical aspects of Media Relations & Crisis Management.
  - To equip students with basic skills to write & develop Press Release & Release & another PR communication

**FIFTH TERM / V SEMESTER**

Month	Topics to be covered	No. of Lectures required
JUNE	Change in Environment Policy post independence Policy 1990 onwards Study of Environment post independence and post 1991 Liberation Policy Effects of Liberalization on Economy Business	(10)
JULY	Employment Advertising Life Style International & Global Advertising & Marketing The environmental analysis of all foreign countries The use of this analysis in marketing and Advertising Social Marketing Definition	(12)



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	Need for Social Marketing The difficulties of Social Marketing	
AUGUST	The various subjects for Social Marketing Effects of social marketing Advertising The effect of Advertising on Society Criticism of Advertising Advertising and Women Advertising and Children Advertising and old people Controversial Advertising	(12)
SEPTEMBER	Gender Bias Advertising and popular culture Social implication of advertising The role of advertising on the economy Types of Advertising Political advertising B to B Consumer advertising Retail advertising Industrial advertising Financial advertising	(14)
OCTOBER	Internet Digital Marketing	(08)

**Ms. Manali Naik**  
**Coordinator – Dept of BAMMC**

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**CHANDRABHAN SHARMA COLLEGE OF ARTS, SCIENCE & COMMERCE**

**TEACHING PLAN**

**ACADEMIC YEAR 2021-22**

1. Name of the Lecturer: **Manali Naik**
2. Department : **BMM**
3. Subject : **Copy Writing**
4. Class : **TYBMM (ADVERTISING)**
5. **Course Outcome:**
  - To familiarize the students with the concept of copywriting as selling through writing
  - To learn the process of creating original, strategic, compelling copy for various media
  - To train students to generate, develop and express ideas effectively

**FIFTH TERM / V SEMESTER**

Month	Topics to be covered	No. of Lectures required
JUNE	<b>Introduction to Copywriting</b> Basics of copy writing Responsibility of Copy writer <b>Creative Thinking</b> How to inculcate a 'creative thinking attitude'. Left brain thinking; Right Brain thinking Conscious mind; unconscious mind Role of Heuristics and assumptions in creative thinking Five steps of Creative process	(10)
JULY	<b>Idea Generation Techniques</b> Theories of ideation Idea generation techniques: eg. a. Brainstorming, b. Triggered brain walking, c. Questioning assumptions, d. Picture prompts, e. Scamper, f. Observation, g. Referencing,	(12)



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	<p>h. Interaction,          i. Imagination,          j. Dreams, and          k. Creative Aerobics.  <b>Transcreativity</b>          Introduction          Purpose</p>	
AUGUST	<p><b>Briefs</b>          Marketing Brief          Creative Brief          The big idea  <b>Writing persuasive copy</b>          The CAN Elements (connectedness, appropriateness, and novelty)          Getting Messages to “Stick”: Simplicity, Unexpectedness,          Concreteness, Credibility, Emotionality, Storytelling.  <b>Writing copy for various Media</b>          a. Print: Headlines, sub headlines, captions, body copy, and          slogans          b. Television: Storyboard, Storyboarding Techniques, Balance          between words and visuals   Power of silence, formats of TVS’s          c. Outdoor posters          d. Radio          e. Digital: email, web pages</p>	(12)
SEPTEMBER	<p><b>Writing copy for various audiences</b>          a. Children,          b. Youth,          c. Women,          d. Senior citizen and          e. Executives  <b>How to write copy for:</b>          a. Direct mailer,          b. Classified,          c. Press release,          d. B2B,          e. Advertorial,          f. Informercial.  <b>Various types of Advertising appeals and execution styles</b>          a. Rational appeals</p>	(14)



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	b. Emotional appeals: Humour, Fear, Sex appeal, c. Various advertising execution techniques	
OCTOBER	<b>The techniques Evaluation of an Ad Campaign</b> a. Evaluate the ad in terms of its efficacy, that is, to what extent the campaign has achieved its set objectives; b. Learn to appreciate the aesthetic aspects of the ad – how the ad looks, its layout, colour scheme, typography, balance etc.	(08)

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**TEACHING PLAN**

**ACADEMIC YEAR 2021-22**

1. Name of the Lecturer: Pooja Singh
2. Department : BMM
3. Subject : Consumer Behavior
4. Class : TYBMM (ADVERTISING)
5. Consumer Behaviour:
  - To understand role of marketing in influencing consumer behavior.
  - To analyze the role of marketer & the consumer in advertising.
  - To sensitize the students to the changing trends in consumer behavior.

**FIFTH TERM / V SEMESTER**

Month	Topics to be covered	No. of Lectures required
JUNE	Introduction to Consumer Behaviour Concepts Need to study Consumer Behaviour. Factors influencing Consumer Behaviour. Changing Trends in Consumer Behaviour Consumer Behaviour & Marketing Marketing Segmentation – VALS	(10)
JULY	Components, Process of Marketing Communication Message Persuasion -Need & Importance ELM Appeal Relevance of Perception & Learning in Consumer Behaviour Concepts, Elements in Perception, Subliminal Perception Learning Elements of Consumer Learning	(12)



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AUGUST	Cognitive Theory. – Social Learning Behavioural Learning. – Classical, Instrumental Theory. Psychological Determinants & Consumer Behaviour Motivation. – Needs, Types, Theories – Role of Motivation in Consumer Behaviour. Personality & Attitude. – Theories of Personalities & its application - Freudian, Trait, Jungian, Self-concept	(12)
SEPTEMBER	Formation of Attitude. – Theories & its relevance in Consumer Behaviour - Cognitive Dissonance - Tricomponent - Changing attitude in Consumer Behaviour Social & Cultural aspects of Marketing & its impact on Consumer Behaviour Family Social Stratification. – Class, Age, Gender Group. – Reference Group Culture. – Sub-Culture Changing Indian Core Values	(14)
OCTOBER	Consumer Decision Making Process Models Levels Opinion Leaders & Consumer Decision Making Adoption & Diffusion Process	(08)



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**TEACHING PLAN**

**ACADEMIC YEAR 2021-22**

1. Name of the Lecturer: Riddhi Sadhale
2. Department : BMM
3. Subject : Media Planning and Buying
4. Class : TYBMM (ADVERTISING)
5. Course Outcome:
  - To develop knowledge of various characteristics of media.
  - To understand procedures, requirements, and techniques of media planning and buying.
  - To learn the various media mix and its implementation

**FIFTH TERM / V SEMESTER**

Month	Topics to be covered	No. of Lectures required
JUNE	Introduction to Media Planning and Selection 1. An Overview of Media Planning 2. Basic Terms and Concepts 3. The function of Media planning in advertising 4. Role of Media planner 5. Challenges in Media planning 6. Media Brief 7. Media Audit 8. NCCS Grid	(10)
JULY	Sources of media research 1. Nielson Clear Decision (NCD for Print) 2. Broadcast Audience Research Council 3. Audit Bureau of Circulation 4. RAM 5. Comscore - Digital Media planning process 1. Situation analysis and Marketing strategy plan	(12)



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	2. Setting Media objectives 3. Determining Media strategy 4. Selecting broad Media classes 5. Selecting Media within classes 6. Budget and Media Buying 7. Evaluation Criterion for selecting media vehicles • Reach • Frequency • GRPS/GVT Ratings TVT Ratings • Cost efficiency • Cost per thousand • Cost per rating • Waste • Circulation • Pass-along rate (print)	
AUGUST	Selecting suitable Media options and Media Buying 1. Newspaper 2. Magazine 3. Television ( National, Regional and Local) 4. Radio 5. Outdoor and out of home 6. Cinema Advertising 7. Digital Advertising Communication Mix • Events • sponsorship • Merchandising • Point of purchase • In film advertising • Mobile advertising • word of mouth • Ambient advertising Negotiation skills in Media Buying Digital Media Planning	(12)
SEPTEMBER	<b>1. Various Digital channels</b> a. Search Engine Optimisation b. Search Engine Marketing c. Email marketing – (Cost per email open (CPO), Cost per email sent (CPS), Cost per Visit, Cost per click, cost per transaction, cost per form fill or cost per lead (CPL) d. Targeting/Remarketing e. Mobile advertising (WAP & APP) <b>2. Various types of digital</b> a. Display Advertising ads and its various Ad formats b. Video Advertising and its various Ad formats c. Types of social media (Text + Visual, FB, Twitter, Instagram, Snap Chat etc) Digital Media Buying	(14)



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	1. Buying Digital Advertising: An Overview Paid media, Owned media and Earned media). 2. Direct buys from the websites	
OCTOBER	3. Programmatic Buying: [DSP (Demand side platform) or RTB (Real time bidding)] 4. a. Cost per action (CPA), or pay per action (PPA) b. cost per conversion or Revenue sharing or cost per sale, 5. Advertising via Premium Publishers 6. Advertising via Networks and Exchanges 7. Affiliate Network (Clickbank, Commission junction, adfuncky, 7search.com) 8. The Local Publishing Market	(08)

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**TEACHING PLAN**

**ACADEMIC YEAR 2021-22**

1. Name of the Lecturer: Riddhi Sadhale
2. Department : BMM
3. Subject : Brand Building
4. Class : TYBMM (ADVERTISING)
5. Course Outcome:
  - To study the concept of Brands
  - To study the process of building brands
  - To study its importance to the consumer and advertisers

**FIFTH TERM / V SEMESTER**

Month	Topics to be covered	No. of Lectures required
JUNE	Brand 1. Definition 2. Importance of branding 3. Difference between Brand and Product 4. Process of branding Brand Identity 1. Core Identity 2. Extended Identity 3. Brand Identity Traps	(10)
JULY	Brand Positioning 1. Definition 2. Importance of Brand Positioning 3. Perceptual Mapping Brand Personality 1. Definition 2. The importance of creating Brand Personality 3. Attributes that affect Brand Personality 4. Factors that affect Brand Personality 5. Brand Personality Models - Relationship Model	(12)



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	<ul style="list-style-type: none"> <li>- Self Expressive Model</li> <li>- Functional Benefit Model</li> <li>6. The Big Five</li> <li>7. User Imagery</li> </ul>	
AUGUST	<p>Brand Leverage</p> <ol style="list-style-type: none"> <li>1. Line Extension</li> <li>2. Brand Extension</li> <li>3. Moving Brand up / down</li> <li>4. Co-branding</li> </ol> <p>Branding Strategies</p> <ol style="list-style-type: none"> <li>1. The three perspective of Brand Strategic customer analysis</li> <li>2. Completion self analyss</li> <li>3. Multi Product Branding</li> <li>4. Multi Branding</li> <li>5. Mix Branding</li> <li>6. Brand Licensing</li> <li>7. Brand Product Matrix</li> <li>8. Brand Hierchy</li> <li>9. Brand Building Blocks</li> </ol>	(12)
SEPTEMBER	<p>Brand Repositioning</p> <ol style="list-style-type: none"> <li>1. Meaning</li> <li>2. Occasion of use</li> <li>3. Falling sales</li> <li>4. Making the brand contemporary</li> <li>5. New customers</li> <li>6. Changed market conditioning</li> <li>7. Differentiating brands from competitors</li> </ol> <p>1. <b>Case studies such as Vicks Vapour, Milkmaid etc</b></p> <p>Brand Equity, Definition, Step in creating Brand Equity, Awareness, Perceived Quality, Brand Association, Brand Loyalty, Other Brand Asset.</p> <p>Brand Equity Management Models</p> <ol style="list-style-type: none"> <li>1. Brand Equity Ten</li> <li>2. Y &amp; R (BAV)</li> <li>3. Equi Trend</li> <li>4. Interbrand</li> </ol>	(14)
OCTOBER	<p>Brand Building Imperative</p> <ol style="list-style-type: none"> <li>1. Co-ordination across organisation</li> <li>2. Co-ordination across media</li> </ol>	(08)



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	3. Co-ordinating strategy & tactics across markets.	
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**TEACHING PLAN**

**ACADEMIC YEAR 2021-22**

1. Name of the Lecturer: ARJUN SARIN
2. Department : BMM
3. Subject : Advertising Design (Project Paper)
4. Class : TYBMM (ADVERTISING)
5. Course Outcome:
  - To make students understand the process of planning & production of advertisement
  - To highlight the importance of visual communication

**FIFTH TERM / V SEMESTER**

Month	Topics to be covered	No. of Lectures required
JUNE	<p><b>Introduction to Agency Departments &amp; Role of each department</b></p> <p>Basic depts.:</p> <p>i. Account Dept: Client handling/ Servicing/ Strategy planning/ Creative brief.</p> <p>ii. Media Dept: Media research/ Media planning/ Media booking, buying.</p> <p>iii. Creative Dept: Idea generation/ Brainstorming/ Mind-mapping/ Ad-CW duo/ Illustrator/ Graphic designer/ Storyboarding/ Web tree</p> <p>iv. Production Dept: In house or outsource. Production</p> <p>1. Print: Hoardings/ Brochures/ Packaging etc</p> <p>2. Video: Storyboard/ Casting/ Location/ Costume/ Editing/ Dubbing</p> <p>3. Photography: In-house or location/ Model/ Costume/ Shoot/ Editing.</p>	(10)



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JULY	<p><b>Understanding Design: Design as a language of emotions/ Communication</b></p> <p>a. Introducing to students to: Elements of design (as vocabulary).          i. Point/ Line/ Shape/ Tone/ Colour/ Texture</p> <p>b. Introducing to students to: Principles of Design: (grammar of design Language)          i. Proportion/ Contrast/ Harmony/ Balance/ Rhythm/ Unity</p> <p>c. Introducing students to the Rules: Gestalt principles          i. Proximity/ Closure/ Similarity/ Continuation/ Figure &amp; ground</p> <p><b>Introduction to Negative space &amp; its use: Creative use/ Finding shape within/ Adding a meaning.</b></p> <p><b>Introduction to Optical illusions</b></p> <p>a. Influence of surrounding shapes on shape &amp; size          b. Influence of surrounding colour/tone on object colour &amp; tone          c. Appearance of space &amp; depth/ form</p>	(12)
AUGUST	<p><b>Introduction to Word expression: (Expressive words)</b></p> <p>a. How word meaning is expressed through the appearance of word/ visual impact.          b. Calligraphy &amp; graceful typography.</p> <p><b>Logo unit: Understanding Logo as a company face/ Brand identity/ Character/ Class.</b></p> <p>a. Elements of Logo: Shape/ Typeface/ Treatment/ Colours/ Symbol or symbolism used to fulfill the impression.          b. Tagline: typeface/ alignment/ placement etc.</p> <p><b>Introduction to Layout</b></p> <p>a. Types of Layout: All text/ Text dominant/ Picture dominant/ Picture window          b. Stages of Layout: Thumbnail sketches/ Rough layout/ Finished rough/ Comprehensive</p>	(12)
SEPTEMBER	<p><b>Use of picture (visual) as means to select Target audience</b></p> <p>a. Choosing a picture          i. Expression of Problem (Hair-fall, toothache etc)          ii. Expression of benefit (Glowing face, fitness etc)</p>	(14)



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	<p>iii. Irresistible presentation of product (Watch/Car etc) class  iv. Dramatization (Cold drinks/ Mentos etc)  v. Association of ideas  b. Headline size/ break/ highlight/ two tone head  c. Subhead size/ style  d. Body copy type: Descriptive/ pointer/ bulleted</p> <p><b>Introduction to Typography</b>  a. Classification of typefaces &amp; combinations.  b. Size/Weight/posture etc</p> <p><b>Layout</b>  Putting all together: What goes together must be placed together.  Grouping the relevant elements to have 2 to 3 groups for easier to understand.</p> <p><b>Introduction to Art direction for diff media</b>  Role of an Art Director  a. Diff in design for Magazine Ad &amp; N Paper Ad (Considering Factors: paper Q/ Printing Q/ Life/ reading habits etc  b. Outdoor &amp; indoor ad: Time available for reading/ spotting frequency etc  c. Transit ad: Psychology &amp; mindset of the TA/ State of mind at the spot etc  d. TVC/ Radio: Advantage of Music/ Voice modulation etc, Demonstration on TV.  e. Web ad: Advantage of pop up/ Key word SEO etc.  f. Direct mailers: Advantage of prior knowledge/ prior relation etc.</p>	
OCTOBER	<p><b>Campaign planning</b>  Rest of the lectures in guiding the students through developing the campaign  Introduction to the process of Idea generation (Brainstorming/ Mind-mapping)  a. Understanding Brand (Brand building)  b. Understanding TA's favorite place, shows, reading (Media research/ planning)</p>	(08)



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	<p>c. Understanding buying motives/ habits/ influences (Consumer behaviour)</p> <p>d. Understanding product/ Market (demo-psycho)/ Client/ deriving message/ Creative brief</p> <p>e. Arriving to a Big idea/Copy platform (Copy writing) considering all the factors above.</p> <p>f. Layout stages &amp; final design</p> <p>13. Corporate stationary &amp; Brand manual (Logo design philosophy)</p> <p>14. Ad Campaign (system work) Prints &amp; presentation.</p>	
<b>Internals</b>	<p>a. Scrap book: Ads collected from newspaper &amp; magazines &amp; analysis based in design context. (guidelines on separate paper)</p> <p>b. Sketch book: Explanation with examples &amp; practical assignment based on the topic in sketch book.</p> <p>a. Class-work on graphic principles. (Balance, Contrast, rhythm, harmony, word expression, negative space, colour behavior etc.</p> <p>b. Rough design of Final Logo (development stages) &amp; Stages of Layout of final Ad.</p>	



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**TEACHING PLAN**

**ACADEMIC YEAR 2021-22**

6. **Name of the Lecturer: Manali Naik**
7. **Department: BAMMC**
8. **Subject : Effective Communication- II**
9. **Class : FYBMM**
3. **Course Outcome:** To make the students aware of functional and operational use of language in media.
4. To equip or enhance students with structural and analytical reading, writing and thinking skills.
10. To introduce key concepts of communications.

**FIRST TERM / II SEMESTER**

Month	Topics to be covered	No. of Lectures required
November	Report Writing (English, Hindi or Marathi) General report and News report writing - Basics and Format (Headline, Sub-headline, various type of report	(10)
December	Grammatical structure – spelling, structure of sentences, Active / Passive voice, tenses, Idioms , Phrases, proper usage of homophones, homonyms etc. ( <i>Kindly provide practice session- Test , Quiz etc</i> )	(12)
JAnuary	Types of thinking (rational ,logical, critical , lateral etc ) Errors in thinking ,Partialism, Time scale ,Egocentricity  Prejudices ,Adversary Thinking	(12)
February	Concept, importance, need for translation, challenges in translation, problems and importance of Information and Technology in translation. Interpretation: Meaning, Difference between interpretation and translation	(14)
March	Translator and his role in media, Qualities , Importance of Translator, <b>Challenges faced by translator</b>	(08)



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**TEACHING PLAN**

**ACADEMIC YEAR 2021-22**

**11. Name of the Lecturer: Manali Naik**

**12. Department: BAMMC**

**13. Subject : FOUNDATION COURSE**

**14. Class : FYBMM**

**Course Outcome:** 1. To introduce students to the overview of the Indian Society.  
To help them understand the constitution of India.  
To acquaint them with the socio-political problems of India.

**FIRST TERM / II SEMESTER**

Month	Topics to be covered	No. of Lectures required
November	Understanding the concepts of liberalization, privatization and globalization; Growth of information technology and communication and its impact manifested in everyday life; Impact of globalization on industry: changes in employment and increasing migration; Changes in agrarian sector due to globalization; rise in corporate farming and increase in farmers' suicides	(10)
December	Concept of Human Rights; origin and evolution of the concept; The Universal Declaration of Human Rights; Human Rights constituents with special reference to Fundamental Rights stated in the Constitution.	(12)
January	Importance of Environment Studies in the current developmental context; Understanding concepts of Environment, Ecology and their interconnectedness; Environment as natural capital and connection to quality of human life; Environmental Degradation- causes and impact on human life; Sustainable development- concept and components; poverty and environment.	(12)
February	Causes of stress and conflict in individuals and society; Agents of socialization and the role played by them in developing the individual; Significance of values, ethics and prejudices in developing the individual; Stereotyping and prejudice as significant factors in causing conflicts in society. Aggression and violence as the public expression	(14)



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	of conflict.	
March	Types of conflicts and use of coping mechanisms for managing individual stress; Maslow's theory of self-actualisation; Different methods of responding to conflicts in society; Conflict-resolution and efforts towards building peace and harmony in society.	(08)

*Naik*

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**ACADEMIC YEAR 2021-22**

**1. Name of the Lecturer: Manali Naik**

**2. Department: BAMMC**

**3. Subject : Content Writing**

**4. Class : FYBMM**

**5. Course Outcome:** To provide students with tools that would help them communicate effectively.

1. Understanding crisp writing as part of Mass Communication

The ability to draw the essence of situations and develop clarity of thought

**FIRST TERM / II SEMESTER**

Month	Topics to be covered	No. of Lectures required
November	With special emphasis on use of punctuations, prepositions, capital letters and lower case Creative usage of phrases and idioms.	(10)
December	Identifying redundant words and phrases and eliminating these. Editing redundant words/ phases and replacing wrong words/punctuation/grammatical error	(12)
January	Editing redundant words/ phases and replacing wrong words/punctuation/grammatical error	(12)
February	Editing redundant words/ phases and replacing wrong words/punctuation/grammatical error	(14)
March	Editing redundant words/ phases and replacing wrong words/punctuation/grammatical error	(08)



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**CHANDRABHAN SHARMA COLLEGE OF ARTS, SCIENCE & COMMERCE**

**TEACHING PLAN**

**ACADEMIC YEAR 2021-22**

**.Name of the Lecturer: Manali Naik**

**Department: BAMMC**

**Subject: Introduction To Advertising**

**Class: FYBMM**

**Course Outcome:** To provide the students with basic understanding of advertising, growth, importance and types.

1. To understand an effective advertisement campaigns, tools, models etc.
2. To comprehend the role of advertising , various departments, careers and creativity
3. To provide students with various advertising trends, and future.

**FIRST TERM / II SEMESTER**

<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
November	Puffery, Subliminal, Weasel claim, Surrogate, Shocking ads , Controversial , Comparative, Advertising code of ethics, Regulatory bodies, Laws and regulations <b>Ethics and Laws in Advertising</b> <b>Social, Cultural and Economic impact of Advertising</b>	(10)
December	<b>. Integrated marketing Communication</b> Basic concepts, Types of Newspapers advertising , advantages and disadvantage of News paper advertising ,Magazines, Factors to consider for magazine advertising, Out-of- home Advertising, On- premise advertising , Transit advertising , Posters , Directory advertising	(12)

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January	Importance of creative process, Creative strategy development Determining message theme, Big idea, positioning strategies, Types of appeals	(12)
February	Full service, Creative boutique, Media buying agency, In- house agency, Specialized Agencies and others	(14)
March	Rural advertising ,Ambush advertising, Internet advertising , email advertising Advertainment, advertorial, mobile advertising	(08)

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**Ms. Manali Naik**  
**Cordinator – Dept of BAMMC**

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**CHANDRABHAN SHARMA COLLEGE OF ARTS, SCIENCE & COMMERCE**

**TEACHING PLAN**

**ACADEMIC YEAR 2021-22**

**Name of the Lecturer: Manali Naik**  
**Department: BAMMC**  
**Subject : Introduction To Journalism**  
**Class: FYBAMMC**

**Course Outcome:** To help media students to acquaint themselves with an influential medium of journalism that holds the key to opinion formation & to create awareness.

**FIRST TERM / II SEMESTER**

Month	Topics to be covered	No. of Lectures required
November	Earliest publications The rise of nationalist press ,Post 1947 The emergency 1975 ,Post Emergency Post liberalization of the economy boom in magazines niche journalism	(10)
December	Types of Beats- Crime, Environmental, Entertainment, Educational, Agricultural, Sports etc	(12)
January	What makes a great journalist: Objectivity, Accuracy, Without fear or favour Balance Proximity Difference between a PR and a journalist Criteria for news worthiness Hard News / Soft News and blend of the two News Reports, Features EditorialsPrejudices ,Adversary Thinking	(12)
February	Reporter, Feature Writer, Mojo, Data journalist, Real time journalist, investigative journalist, rural journalist, In- depth journalist , lifestyle journalist	(14)
March	Capturing the right pictures for a photo feature Writing Headline, captions and lead.	(08)



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**CHANDRABHAN SHARMA COLLEGE OF ARTS, SCIENCE & COMMERCE**

**TEACHING PLAN**

**ACADEMIC YEAR 2021-22**

6. Name of the Lecturer: Manali Naik

7. Department: BAMMC

8. Subject : Media , Gender and Culture

9. Class : FYBAMMC

- **Course Outcome:** To discuss the significance of culture and the media industry.
- To understand the association between the media, gender and culture in the society.

To stress on the changing perspectives of media, gender and culture in the globalised era.

**FIRST TERM / II SEMESTER**

Month	Topics to be covered	No. of Lectures required
November	Evolution, features of cultural studies, Need and significance of cultural studies and media  <b>Concepts related to culture-</b>  Acculturation, enculturation, ethnocentrism, cultural relativism, cultural shock and its relevance in media	(10)
December	1. Construction of culture- social, economic, political, religion and technology 2. Culture, industry and media- commodification, memes, representation, articulation, popular culture, power, cyber culture 3. Media and its impact on the cultural aspect of the society. 4. Culture industry and communication - with reference, to film, TV, social media, advertisements etc., Recent trends in Culture consumption: Changing values, Ideologies & its Relevance in the Contemporary society.	(12)
January	1. The influence of media on views of gender (theme, under representation, stereotypes, women and men, stereotype images, roles etc.)	(12)



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	<ol style="list-style-type: none"><li>2. Role of media in social construction of gender, Changing attitudes &amp; behaviour for empowerment of women : Movements of change</li><li>3. Gender equality and media</li><li>4. Hegemonic masculinity in media</li></ol> Gender issues in news media (TV, radio, newspapers & online news)	
February	<ol style="list-style-type: none"><li>1. Media imperialism</li><li>2. Globalisation and Local culture- Issues and Perspectives, threat to regional and local identities, Impact of global culture and its relevance in media and gender</li><li>3. Consumer culture and media in the era of globalisation.</li><li>4. <b>Digital Media culture:</b> Recent trends and challenges</li><li>5. <b>Media and Globalisation:</b> Global economic flows, global cultural flows, homogenization &amp; fragmentation</li></ol>	(14)
March	Translator and his role in media, Qualities , Importance of Translator, <b>Challenges faced by translator</b>	(08)

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**TEACHING PLAN**

**ACADEMIC YEAR 2021-22**

**Name of the Lecturer: Manali Naik**

**Department: BAMMC**

**Subject : Electronic Media-II**

**Class : SYBMM**

**Course Outcome:** To make the students acquainted with working of the two powerful media; i.e. radio and television. The content is useful for both advertising and journalism students in order to further their careers in their respective fields.

**FOURTH TERM / IV SEMESTER**

Month	Topics to be covered	No. of Lectures required
November	<ul style="list-style-type: none"> <li>• Satellite Radio – The Evolution and Growth</li> <li>• AIR and Community Radio- Developmental and Educational Role</li> </ul> Internet Radio and Private FM Channels broadcast on Internet. Film	(10)
December	<ul style="list-style-type: none"> <li>• Evolution and growth of Private and Satellite channels:</li> <li>• Growth of Private International, National and Regional TV Networks and fierce.</li> <li>• Competition for ratings.</li> <li>• Satellite television broadcast- Television channels for niche audiences —entertainment, news, sports, science, health and life style. HDTV telecast</li> </ul> Proliferation of DTH services:	(12)
JAnuary	How panel discussions can make the public opinion Radio and Television Interview techniques Qualities of a good anchor Voice modulation	(12)



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	Understanding your audience first, Voice modulation, Clear Diction, Accurate Pronunciation	
February	Idea generation, Scripting, Story board. Scripting for: Interviews/Documentary/Feature/Drama/ Skits on Radio and TV. Ethics including Censorship in presentation of News. Code of conduct Fact checking	(14)
March	Features, Audience effectiveness, advertisements and Dumbing down of News. 1. Use of Facebook and Twitter handles by Radio and TV channels 2. Internet TV/ Radio Mobile TV/Radio Mobile Technology, Social Media and Web: eg. • Hotstar • Voot Sony Live. • Story idea • Development and Presentation Web series	(08)

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**CHANDRABHAN SHARMA COLLEGE OF ARTS, SCIENCE & COMMERCE**

**TEACHING PLAN**

**ACADEMIC YEAR 2021-22**

**Name of the Lecturer:**

**Department: BAMMC**

**Subject : Theatre and Mass Communication-II**

**Class : SYBAMMC**

1. **Course Outcome:** Direction and the works, developing an eye for details
2. Deeper understanding of theatre and how it has evolved to create human connections  
Understanding the role theatre plays as a medium of mass communication in development of society

**FOURTH TERM / IV SEMESTER**

Month	Topics to be covered	No. of Lectures required
November	<ol style="list-style-type: none"> <li>1. Role of a playwright in theatre</li> <li>2. Structure: Plot, Act, Scene, Character Setting</li> <li>3. Basic types of playwriting, Script format</li> <li>4. Role of IPTA and National School of Drama in the flourishing of theatre in India</li> </ol> <p>Theatre and its contribution to cinema and television in India</p>	(10)
December	<ol style="list-style-type: none"> <li>1. In India theatre emphasizes on the social problems and themes such as agriculture, literacy campaign, social and national harmony, human trafficking, child labor, gender discrimination, religious tolerance, women empowerment, prevention of HIV-AIDS, family planning, pulse polio, nutrition, environment pollution</li> <li>2. Theatre for education and entertainment: Command or instructive function</li> </ol>	(12)
January	<ol style="list-style-type: none"> <li>1. What is direction, Qualities of a good director, Major responsibilities of a director, Principles of direction, Difference between creative director and interpretative director</li> </ol>	(12)



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	<ol style="list-style-type: none"> <li>2. Considerations for selection of a production, 3 producing formats, 5 departments of technical production</li> <li>3. Who is a producer and what is his job</li> <li>4. Types of rehearsals, Determining the number of performances, Theatre Angel</li> </ol> <p>10 top running Broadway shows</p>	
February	<ol style="list-style-type: none"> <li>1. Business aspects of theatre, a career in arts administration and management.</li> <li>2. Budgetary planning, Costs Strategy</li> <li>3. Performing Arts System and audience relations, Marketing and Communication strategies, Bookings and ticketing, Reviews and previews – press and publicity</li> <li>4. Institutional relations and protocol, Infrastructure management Supplier and provider management</li> </ol>	(14)
March	<ol style="list-style-type: none"> <li>1. Devising the message</li> <li>2. Writing the script and finalising it</li> <li>3. Designing the set</li> <li>4. Rehearsals, Staging the performance, Curtains</li> </ol> <p>Marketing and promotions</p>	(08)



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**TEACHING PLAN**

**ACADEMIC YEAR 2021-22**

**Name of the Lecturer: Omkar G**

**Department: BAMMC**

**Subject : Radio Program Production-II**

**Class : SYBAMMC**

**Course Outcome:** To give learner basic knowledge of radio/audio production theory, techniques and aesthetics via practical experience in the writing and production of several program formats. To make familiar them with the art of audio recording, editing, mixing, and aural storytelling techniques.

**FOURTH TERM / IV SEMESTER**

Month	Topics to be covered	No. of Lectures required
November	5. Role of a playwright in theatre 6. Structure: Plot, Act, Scene, Character Setting 7. Basic types of playwriting, Script format 8. Role of IPTA and National School of Drama in the flourishing of theatre in India Theatre and its contribution to cinema and television in India	(10)
December	3. In India theatre emphasizes on the social problems and themes such as agriculture, literacy campaign, social and national harmony, human trafficking, child labor, gender discrimination, religious tolerance, women empowerment, prevention of HIV-AIDS, family planning, pulse polio, nutrition, environment pollution 4. Theatre for education and entertainment: Command or instructive function	(12)
January	5. What is direction, Qualities of a good director, Major responsibilities of a director, Principles of direction,	(12)



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	Difference between creative director and interpretative director 6. Considerations for selection of a production, 3 producing formats, 5 departments of technical production 7. Who is a producer and what is his job 8. Types of rehearsals, Determining the number of performances, Theatre Angel 10 top running Broadway shows	
February	2. Business aspects of theatre, a career in arts administration and management. 4. Budgetary planning, Costs Strategy 5. Performing Arts System and audience relations, Marketing and Communication strategies, Bookings and ticketing, Reviews and previews – press and publicity 5. Institutional relations and protocol, Infrastructure management Supplier and provider management	(14)
March	5. Devising the message 6. Writing the script and finalising it 7. Designing the set 8. Rehearsals, Staging the performance, Curtains Marketing and promotions	(08)

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**TEACHING PLAN**

**ACADEMIC YEAR 2021-22**

**Name of the Lecturer: Omkar G**

**Department: BAMMC**

**Subject : Motion Graphics and Visual Effects-II**

**Class : SYBAMMC**

**Course Outcome:** To give learner basic knowledge of radio/audio production theory, techniques and aesthetics via practical experience in the writing and production of several program formats. To make familiar them with the art of audio recording, editing, mixing, and aural storytelling techniques.

**FOURTH TERM / IV SEMESTER**

Month	Topics to be covered	No. of Lectures required
November	Multi Pass Compositing. Creating a composition with original composition (Nesting) Application and usage of Tracking Elements. Understanding Match Moving.	(10)
December	Understanding rotoscoping and its application and usage. Rig Removal and its importance function. Understanding Alpha and Luma mattes. Use of Garbage mattes Removing faults/wires in live action footage. Understanding computability for rendering. Exporting in various file formats.	(12)
January	Making and Rendering Your First Scenes. Basic Principle: Data blocks. Introduction to Edit Mode. Object Modifiers. Converting to Mesh from Curve	(12)



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	Materials, Textures, and How They Get onto Surfaces.	
February	What is Blue/Green Screen Imaging? Why Blue/Green color be used.	(14)
March	Using Chroma to work on simple shoots. Wire removals and cleaning up footage. Using visual effects into Premiere Pro timeline videos.	(08)

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**TEACHING PLAN**

**ACADEMIC YEAR 2021-22**

**Name of the Lecturer: Omkar G**  
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**Subject : Motion Graphics and Visual Effects-II**  
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**Course Outcome:** To give learner basic knowledge of radio/audio production theory, techniques and aesthetics via practical experience in the writing and production of several program formats. To make familiar them with the art of audio recording, editing, mixing, and aural storytelling techniques.

**FOURTH TERM / IV SEMESTER**

Month	Topics to be covered	No. of Lectures required
November	Multi Pass Compositing. Creating a composition with original composition (Nesting) Application and usage of Tracking Elements. Understanding Match Moving.	(10)
December	Understanding rotoscoping and its application and usage. Rig Removal and its importance function. Understanding Alpha and Luma mattes. Use of Garbage mattes Removing faults/wires in live action footage. Understanding computability for rendering. Exporting in various file formats.	(12)
JAnuary	Making and Rendering Your First Scenes. Basic Principle: Data blocks. Introduction to Edit Mode. Object Modifiers. Converting to Mesh from Curve	(12)



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	Materials, Textures, and How They Get onto Surfaces.	
February	What is Blue/Green Screen Imaging? Why Blue/Green color be used.	(14)
March	Using Chroma to work on simple shoots. Wire removals and cleaning up footage. Using visual effects into Premiere Pro timeline videos.	(08)

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**TEACHING PLAN**

**ACADEMIC YEAR 2021-22**

**Name of the Lecturer: Omkar G**  
**Department: BAMMC**  
**Subject: Writing and Editing for Media**  
**Class: SYBAMMC**

**Course Outcome:** Provide the ability to understand writing styles that fit various media platforms.

1. It would help the learner acquire information gathering skills and techniques.
2. On completion of this course, students will be able to understand similarities and differences in writing for all forms of media including internet and digital.
3. The learner will gather knowledge of different news and copy formats along with appropriate style-sheets and layout.

**FOURTH TERM / IV SEMESTER**

Month	Topics to be covered	No. of Lectures required
November	<ol style="list-style-type: none"> <li>1. What makes news? (determinants of news)</li> <li>2. Art and basic tools of writing</li> <li>3. Steps and elements of writing-editorial, features and review</li> <li>4. Writing for Newspapers and Magazines</li> <li>5. Writing a News story/feature stories/Article/Editorials(differences)</li> <li>6. Leads, nut shelling and story structure</li> <li>7. Writing style and the stylebook</li> <li>8. Public Relations and corporate writing- various forms</li> </ol> Writing for Advertisements	(10)
December	<ol style="list-style-type: none"> <li>1. Radio and Television: Challenges, strengths and weaknesses</li> <li>2. Writing for Television and Radio programs</li> </ol>	(12)



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	3. Script writing formats 4. Writing for interviews, live news and daily news 5. Radio jockeying / online radio and new trends Storyboarding for Television commercials	
January	1. Difference between newspaper writing and writing for the Web, headline writing, deck heads, subheads, lists and hyperlinked content 2. How to produce well-written webpages Written content for the web, digital spaces and digitally distributed media. 3. Development of web-specific style guides, convergence of text and video on digital. 4. Emerging fields of personal publishing, including blogging and micro blogging (or publishing on LinkedIn). 5. Dealing with breaking news and fake news in real time. 6. Writing for Advertisements through Email and SMS Writing Blogs	(12)
February	What is Blue/Green Screen Imaging? Why Blue/Green color be used.	(14)
March	1. Checking spelling and grammar. Check news/magazine copies for headlines (types, appeal), sub heads, Use of graphics and illustrations for construction and information flow in Newspapers. 2. Rewriting leads 3. Achieving fitment with spacing requirements at any newspaper, magazine or webpage. 4. Checking Advertising agency copies, checking headline/sub headline (types, appeal) and maintaining sequence and flow in body copy. Online editing: editing requirements; content, layout, clarity, style, conciseness, online headlining -website design	(08)



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**TEACHING PLAN**

**ACADEMIC YEAR 2021-22**

**Name of the Lecturer: Omkar G**

**Department: BAMMC**

**Subject: Media Laws and Ethics**

**Class: SYBAMMC**

- Course Outcome:** To provide the learners with an understanding of laws those impact the media.

To sensitize them towards social and ethical responsibility of media.

**FOURTH TERM / IV SEMESTER**

Month	Topics to be covered	No. of Lectures required
November	Refreshing Preamble, unique features of the Indian Constitution Hierarchy of the courts Independency of the judiciary Legal terminologies Social Responsibility Theory Emerging Issues in Social Responsibility Theory in today's era Threat of Fake News and facts verification Social media decorum	(10)
December	2. Brief history: Statutory status 3. Structure Powers and limitations	(12)
JAnuary	Role of Telecom Regulatory Authority of India 1. Indian Broadcasting Foundation 2. Broadcasting Content Complain Council, Broadcasting Audience Research Council	(12)
February	1. Advertising Standard Council of India 2. Mission 3. Structure Consumer Complaint Council What is copyright, Intellectual Property Rights	(14)



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	Exceptions Major Amendments Recent Case studies	
March	Indecent Representation of Women's Act 2. 19.2, IPC 292 , 293 3. Change in perception with time Unfair Trade Practices and the Competition Act 2002 1. Code of conduct for journalist 2. Conflict of interest 3. Misrepresentation Shock Value Stereotyping of minorities, women, senior citizens, regions, LGBT	(08)

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**ACADEMIC YEAR 2021-22**

**Name of the Lecturer: Manali Naik**

**Department: BAMMC**

**Subject: MASS MEDIA RESEARCH**

**Class: SYBAMMC**

- **Course Outcome:** To introduce students to debates in Research approaches and equip them with tools to carry on research
- 2. To understand the scope and techniques of media research, their utility and limitations .

**FOURTH TERM / IV SEMESTER**

<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
November	<b>Introduction to mass media research</b> <ul style="list-style-type: none"> <li>• Relevance, Scope of Mass Media Research and</li> <li>• Role of research in the media</li> <li>• Steps involved in the Research Process</li> <li>• Qualitative and Quantitative Research</li> </ul> Discovery of research problem, identifying dependent and independent variables, developing hypothesis	(10)
December	<b>Research designs</b> <ul style="list-style-type: none"> <li>• Concept, types and uses</li> <li>• Research Designs:               <ol style="list-style-type: none"> <li>1. Exploratory</li> <li>2. Descriptive and Causal.</li> </ol> </li> </ul>	(12)
January	<b>Data – collection methodology</b> <ol style="list-style-type: none"> <li>a. Primary Data – Collection Methods           <ol style="list-style-type: none"> <li>1. Depth interviews</li> <li>2. Focus group</li> <li>3. Surveys</li> <li>4. Observations</li> <li>5. Experimentations</li> </ol> </li> <li>b. Secondary Data Collection Methods</li> </ol>	(12)



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	<ul style="list-style-type: none"> <li>c. Literature review</li> <li><b>d. Designing Questionnaire and measurement techniques</b> <ul style="list-style-type: none"> <li>a. Types and basics of questionnaire</li> <li>b. Projective techniques               <ul style="list-style-type: none"> <li>c. Attitude measurement scales</li> </ul> </li> <li>e. Sampling process</li> </ul> </li> </ul>	
February	<b>Content analysis</b> <ul style="list-style-type: none"> <li>a. Definition and uses</li> <li>b. Quantitative and Qualitative approach</li> <li>c. Steps in content analysis</li> <li>d. Devising means of a quantification system</li> </ul> Limitations of content analysis	(14)
March	The <b>Semiotics</b> of the <b>Mass Media</b> . <ul style="list-style-type: none"> <li>a. What is semiotics in media?</li> <li>b. Why is semiotics important?</li> <li>c. What are codes in semiotics?</li> </ul> Semiotics and media	(08)



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**TEACHING PLAN**

**ACADEMIC YEAR 2021-22**

**Name of the Lecturer: Manali Naik**  
**Department: BAMMC**  
**Subject: FILM COMMUNICATION- II**  
**Class: SYBAMMC**

1. **Course Outcome:** Awareness of cinema of different regions.
  2. Understand the contribution of cinema in society.
  3. How to make technically and grammatically good films.
  4. From making to marketing of films.
  5. Economic aspects of film.
- Careers in films.

**FOURTH TERM / IV SEMESTER**

Month	Topics to be covered	No. of Lectures required
November	Regional Films and Film makers – Marathi (V. Shantaram), Bengali (Satyajit Ray/Ritwik Ghatak), Malayalam/Tamil/ Telegu/ Kannad, (Film makers – K. Balachandar, K. Vishwanath, Adoor Gopakrishnan) etc.	(10)
December	<ol style="list-style-type: none"> <li>1. Popular Hindi Commercial Films(Bollywood)</li> <li>2. Past to Present</li> <li>3. Economic contribution of cinema.</li> <li>4. Convergence of Art and Commercial.</li> </ol> Genre in present (Romcom, Thriller, Biographic, Action, Musical etc.)	(12)
JAnuary	Contemporary Era Celluloid to Digital (1990-1999) Digital Explosion (2000 onwards) d. Media Convergence and Film Viewing Culture Projective techniques e. Attitude measurement scales f. Sampling process Data Tabulation and Research report format	(12)
February	<b><i>Film Production to Film Exhibition</i></b> e. Aspects of Production Systems: Financial, Administrative and Creative.	(14)



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	<p>f. Stages of Film Making -1: Pre-Production g. Stages of Film Making -2: Actual Production h. Stages of Film Making -2: Post-Production i. Film and Censorship. j. ROI Systems in Film Industry Distribution k. Promotion Marketing Branding Internet Devising means of a quantification system Limitations of content analysis</p>	
March	<p>.1 Introduction to Film Institute, Film Bodies and Trade Associations such as FTII, NFAI, Films Division, DFF, IFFI, CBFC, IFTDA, SGI, WICA, etc. 5.2. Film Festivals: What is Film Festival? Major Film Festivals in India and Abroad 5.3 Film Awards: Nature and Types of Film Awards Major Film Awards in India and Abroad</p>	(08)

**Ms. Manali Naik**  
Coordinator – Dept of BAMMC

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**CHANDRABHAN SHARMA COLLEGE OF ARTS, SCIENCE & COMMERCE**

**TEACHING PLAN**

**ACADEMIC YEAR 2021-22**

**Name of the Lecturer: Manali Naik**

**Department: BAMMC**

**Subject: Computer Multimedia II**

**Class: SYBAMMC**

1. **Course Outcome:** To help learner be media industry ready. This will help learners to be aware of the minimum requirement of the software when stepping in the industry.
2. To introduce the media soft wares to make the learner understand what goes behind the scene and help them choose their stream.
3. To prepare learner skilled enough for independency during project papers in TY sem.VI.
4. To help learners work on small scale projects during the academic period.

**FOURTH TERM / IV SEMESTER**

Month	Topics to be covered	No. of Lectures required
November	<b>Mixing</b> Selection marquee, Lasso, Magnetic lasso, feather Slice tool, Erase tool Pen tool and image tracing Clone tool, Stamp tool Text as art, Glyphs, Creative text Type mask tool, Image in text Text to path and Direct selection Path selection (black arrow) Creating Professional design using all the tools <b>Editing</b> Burning, Dodging Smudge, Sharpen, Blur Eyedropper, Choosing colour Swatches, Colour pick Filters	(10)
December	List the menus, List the tools, Palates Benefits of using In Design, Application of In Design Format of text, Character and Paragraph Bars Purpose of text selection,	(12)



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	<p>Aligning text in different design formats, Text alignment with embedded images.</p> <p>Using palettes for different types of publications made in InDesign, Magazine in InDesign, Paragraph styles Newspaper in InDesign,</p> <p>Paragraphs type palate, Text wrap palate.</p> <p>Embedding images in proper formats, Colour correction on the images,</p> <p>Adjusting according to the color tone of the publication.</p>	
January	<p>Editing importance,</p> <p>Great editing examples,</p> <p>Editing for different formats (film/ad/news/etc.)</p> <p>How premiere helps in editing, Understanding the toolbar, Importing files,</p> <p>Experimenting with video and audio layers, Basics of editing (cut/layers/different windows/etc.)</p>	(12)
February	<p>Workspace overview</p> <p>Document toolbar, Document window, Panel groups, Files pane, Property inspector, Tag selector</p> <p>Defining website in Dreamweaver</p> <p>Creating Dreamweaver template</p> <p>Page layout in DW</p> <p>CSS layouts: advantages and disadvantages Creating HTML pages, Insert content and form Creating Forms in DW</p>	(14)
March	<p>. Using DW to accomplish basic web page development, Page properties</p> <p>Title, Background image, BG colour, Text colour, Links.</p> <p>Cell padding, cell spacing, Border</p> <p>Table basics: Colour BG in cell, Invisible tables, Changing span,</p> <p>Making image into clickable link</p>	(08)



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**CHANDRABHAN SHARMA COLLEGE OF ARTS, SCIENCE & COMMERCE**

**TEACHING PLAN**

**ACADEMIC YEAR 2021-22**

1. Name of the Lecturer: Vinita Khedwal
2. Department : BAMMC
3. Subject : DIGITAL MEDIA
4. Class : TYBAMMC (ADVERTISING)
5. Course Outcome: • Understand digital marketing platform
6. Understand the key goals and stages of digital campaigns
7. Understand the use of key digital marketing tools
8. Learn to develop digital marketing plans

**SIXTH TERM / VI SEMESTER**

Month	Topics to be covered	No. of Lectures required
NOVEMBER	Introduction Digital Marketing Understanding Digital Media Advantages of Digital Media Principles of Digital Media Marketing Key Concepts in Digital media	(10)
DECEMBER	a. What is SEM? b. Why SEM c. What is Google Adwords? Why Google Adwords d. Google network e. Adwords terminologies f. Campaign types g. Creation of Google Display NETWORK (GDN) h. Display Ads format i. Conversion tracking j. GDN Campaign creation (DEMO) k. Remarketing l.	(12)



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	<p>What are Google shopping Ads. Scaling techniques- i) Likert scale, ii) Semantic Differential scale, iii) Staple scale, iv) Constant sum scale</p> <p><b>Projective Techniques</b></p> <p>a. Association, b. Completion, c. Construction d. Expressive</p>	
JANUARY	<p>a. Introduction to Social Media</p> <p>b. Facebook Marketing</p> <p>c. Intagram Marketing</p> <p>d. LinkedIn Marketing</p> <p>e. Twitter Marketing</p> <p>f. SMM Tools</p> <p>Creating a successful social media strategy</p>	(12)
FEBRUARY	<p>1. key terms and concepts</p> <p>2. Customer acquisition strategies</p> <p>3. Best Practices : CRABS</p> <p>4. Tools to enhance lead nurturing 5. Enhance better reach</p>	(08)
MARCH	<p>a. Introduction to analytics</p> <p>b. Social CRM and analysis</p> <p>c. Google analytics</p> <p>d. Digital Analytics</p> <p>e. Content performance analytics</p> <p>f. Visitor analysis</p> <p>Social media analytics</p>	(06)



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**CHANDRABHAN SHARMA COLLEGE OF ARTS, SCIENCE & COMMERCE**

**TEACHING PLAN**

**ACADEMIC YEAR 2021-22**

**Name of the Lecturer: Omkar G**

**Department : BAMMC**

**Subject : ADVERTISING DESIGN**

**Class : TYBAMMC (ADVERTISING)**

**Course Outcome:** • Learner shall understand the process of planning & production of the advertisement.

1. To highlight the importance of visual language as effective way of communication.  
To provide practical training in the field of advertising & make learner industry ready.

**SIXTH TERM / VI SEMESTER**

<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
NOVEMBER	<b>Intro to Project paper &amp; Campaign</b> <b>Campaign outline, Elements to be produced, Viva voce</b>	(10)
DECEMBER	1. Accounts dept.: Client handling, Strategy planning 2. Media dept.: Media research, Media planning, Buying & billing Creative dept.: Prime calibre, All of visualisation, What are Google shopping Ads. Scaling techniques- i) Likert scale, ii) Semantic Differential scale, iii) Staple scale, iv) Constant sum scale <b>Projective Techniques</b> a. Association, b. Completion, c. Construction d. Expressive	(12)
JANUARY	Rules/Guides: g. Emphasis, Proximity, Alignment, Visual path, Syntax Gestalt: Completion, Closure, Invariance, Multi-stability, Figure & ground etc	(12)



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	<p>Grammar: Proportions, Contrast. Harmony, Balance,</p> <p>h. Rhythm, Unity</p> <p>Type as Design element:</p> <p>Classification: Serif, Sans serif, Decorative, Trendy etc.</p> <p>Measurement: size, weight, Kern, Track, leading, Baseline etc.</p> <p>i. Word Expression, Meaning expressed by appearance</p> <p>j.</p>	
FEBRUARY	<p>Mondrian, Picture window, Split, Big type, All text, All art, Circus etc.</p> <p>Thumbnail sketches, Rough layout, Finished layout, Comprehensive</p>	(08)
MARCH	<p>Finalizing what to sell.</p> <p>Designing a Logo: Type based, Shape based, combo, Symbolic etc.</p> <p>Planning tagline.</p> <p>Product/Service (features &amp; benefits)</p> <p>Market: Wants &amp; Needs, Psycho &amp; Demography, What words may click their minds.</p> <p>Tone &amp; Voice.</p> <p>Working on system: Corel Draw/Illustrator</p> <p>Designing Logo, Deciding color scheme (Logo is vector based)</p> <p>Modifying Typo, Using glyphs, Considering shape as identity.</p> <p>Press: Using finalized layout for creating series of three ads (Synergy maintained) Diff image same typo OR</p> <p>Diff expressions same model-(brand ambassador) &amp; same typo</p> <p>Creating headlines suitable to image (syntax)</p> <p>Outdoor: Deciding location, Format, Spotting frequency,</p>	(06)



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	Advantage of location, Advantage of local surroundings, Spotability, Appropriate headlines TVC: Story line, Script, Floor plan, Camera plot, Storyboard with , VFX, OSD, SFX, VO Web ad: Pop up, Scroll, Banner etc Printing, Mounting & Preparing for viva	
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**TEACHING PLAN**

**ACADEMIC YEAR 2021-22**

**Name of the Lecturer:** Manali Naik  
**Department** : BAMMC  
**Subject** : ADVERTISING IN CONTEMPORARY SOCIETY  
**Class** : TYBAMMC (ADVERTISING)  
**Course Outcome:** To understand the environment of Advertising in Contemporary Society  
To understand Liberalization and its impact on the economy and other areas of Indian society  
To compare and analyze the advertising environment of different countries.

**SIXTH TERM / VI SEMESTER**

Month	Topics to be covered	No. of Lectures required
NOVEMBER	Module 1. Changes in Advertising Environment. Advertising Environment post-independence; Liberalization Privatization, Globalization Policy 1991: FDI, Entry of MNCs in India, It's effect on Indian Companies and the advertising strategy. Effects of Liberalization on Advertising Industry in context to Economy, Business, Employment and Life Style	(10)
DECEMBER	Module 2. Effect of Advertising, Criticism of Advertising, Social implication of advertising: The use and effect of Advertising on the following factors: 1. Women 2. Children 3. Old people 4. Youth Criticism of Advertising: Controversial Advertising; Gender Bias Advertising and Popular culture;	(12)



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	Social implication of advertising; The effect of advertising on market and economy.	
JANUARY	Module 3. Types of Advertising; Internet Advertising and Digital Advertising: Types of Advertising: Political advertising, B to B, Consumer advertising, Retail advertising, Industrial advertising, Financial advertising. Internet Advertising and Digital Advertising : Upcoming different ways in New Media	(12)
FEBRUARY	Module 4. The analysis of Advertising environment of India and other foreign countries: National, International and Global Advertising & Marketing: The environmental analysis of India and other foreign countries, specifically, USA, UK, FRANCE, CHINA, JAPAN, BRAZIL, UAE, THAILAND The use of this analysis in marketing and Advertising. (CASE STUDY)	(08)
MARCH	Module 5. Social Marketing: Definition, Need for Social Marketing Marketing; The difficulties of Social Marketing; The various subjects for Social Marketing; Effects of social marketing. (CASE STUDY)	(06)

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**TEACHING PLAN**

**ACADEMIC YEAR 2021-22**

**Name of the Lecturer: Manali Naik**

**Department : BAMMC**

**Subject : MEDIA PLANNING & BUYING**

**Class : TYBAMMC (ADVERTISING)**

**Course Outcome:** To develop knowledge of major media characteristics

1. To understand procedures, requirements, and techniques of media planning and buying.

2. To learn the various media mix and its implementation

To understand budget allocation for a Media plan and fundamentals.

**SIXTH TERM / VI SEMESTER**

Month	Topics to be covered	No. of Lectures required
NOVEMBER	1.Introduction to Media Planning. .Negotiation skills in Media Buying	(10)
DECEMBER	Media Mix	(12)
JANUARY	.Media Measurement a. Nielson Clear Decision (NCD for Print) b. Broadcast Audience Research Council c. Audit Bureau of Circulation d. RAM e. Comscore – Digital Alexa	(12)
FEBRUARY	Sources of media research The use of this analysis in marketing and Advertising. (CASE STUDY)	(08)



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	Selecting suitable Media option (Advantages and disadvantages)	
MARCH	Media Buying Marketing .Communication mix	(06)

*Manali Naik*

**Ms. Manali Naik**  
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*[Signature]*

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**TEACHING PLAN**

**ACADEMIC YEAR 2021-22**

**Name of the Lecturer:** Manali Naik

**Department :** BAMMC

**Subject :** ADVERTISING AND SALES PROMOTION

**Class :** TYBAMMC (ADVERTISING)

**Course Outcome:** Students should be able to demonstrate a thorough understanding of the major sales promotion concepts,  
Use a framework to make effective sales promotion decisions, and  
Adopt the necessary skills and point of view of an effective sales promotion campaign

**SIXTH TERM / VI SEMESTER**

Month	Topics to be covered	No. of Lectures required
NOVEMBER	a. Nature and importance of sales promotion, b. Role of Promotion in the Marketing Mix c. The Scope and Role of Sales Promotion d. Reasons for the Increase in Sales Promotion Consumer franchise building versus non franchise building promotions	(10)
DECEMBER	a. Push promotion b. Pull Promotion Combination theory  a. Sampling b. Coupons c. Premiums d. Refund, rebates, cash backs e. Contests and Sweepstakes f. Bonus packs g. Price off h. Exchange offers	(12)



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	i. EMI j. Demonstration of product After Sale Service	
JANUARY	a. . Three loyalty programs. (One each of FMCG, Consumer durable and service) b. Three Consumers oriented sales promotion program. (One each of FMCG, Consumer durable and service) b. Three trade oriented sales promotion program. (One each of FMCG, Consumer durable and service) b. Three sales force oriented sales promotion program. (One each of FMCG, Consumer durable and service) Two sales promotion of any luxury brands	(12)
FEBRUARY	a. Evaluation Methods of sales promotion b. Short term and long term effects of sales promotions c. Long-term impact of sales promotion on brand image Influence of Sales Promotion on Customer Purchasing Behaviour	(08)
MARCH	Designing Loyalty, continuity, and frequency program Big Data and Loyalty Gratification and Loyalty Coordination sales promotion & Advertising Sales promotion Abuse	(06)



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**TEACHING PLAN**

**ACADEMIC YEAR 2021-22**

9. Name of the Lecturer: Vinita Khedwal  
10. Department : BAMMC  
11. Subject : DIGITAL MEDIA  
12. Class : TYBAMMC (JOURNALISM)  
13. Course Outcome: • Understand digital marketing platform  
14. Understand the key goals and stages of digital campaigns  
15. Understand the of use key digital marketing tools  
16. Learn to develop digital marketing plans

**SIXTH TERM / VI SEMESTER**

Month	Topics to be covered	No. of Lectures required
NOVEMBER	Introduction Digital Marketing Understanding Digital Media Advantages of Digital Media Principles of Digital Media Marketing Key Concepts in Digital media	(10)
DECEMBER	m. What is SEM? n. Why SEM o. What is Google Adwords? Why Google Adwords p. Google network q. Adwords terminologies r. Campaign types s. Creation of Google Display NETWORK (GDN) t. Display Ads format u. Conversion tracking v. GDN Campaign creation (DEMO) w. Remarketing x.	(12)



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	<p>What are Google shopping Ads. Scaling techniques- i) Likert scale, ii) Semantic Differential scale, iii) Staple scale, iv) Constant sum scale</p> <p><b>Projective Techniques</b></p> <p>a. Association, b. Completion, c. Construction d. Expressive</p>	
JANUARY	<p>k. Introduction to Social Media</p> <p>l. Facebook Marketing</p> <p>m. Intagram Marketing</p> <p>n. LinkedIn Marketing</p> <p>o. Twitter Marketing</p> <p>p. SMM Tools</p> <p>Creating a successful social media strategy</p>	(12)
FEBRUARY	<p>3. key terms and concepts</p> <p>4. Customer acquisition strategies</p> <p>3. Best Practices : CRABS</p> <p>4. Tools to enhance lead nurturing 5. Enhance better reach</p>	(08)
MARCH	<p>g. Introduction to analytics</p> <p>h. Social CRM and analysis</p> <p>i. Google analytics</p> <p>j. Digital Analytics</p> <p>k. Content performance analytics</p> <p>l. Visitor analysis</p> <p>Social media analytics</p>	(06)



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**TEACHING PLAN**

**ACADEMIC YEAR 2021-22**

**Name of the Lecturer:** Vency Nadar

**Department :** BAMMC

**Subject :** NEWSPAPER AND MAGAZINE MAKING

**Class :** TYBAMMC (JOURNALISM)

**Course Outcome:** • Understand digital marketing platform

- Understand the key goals and stages of digital campaigns
- Understand the of use key digital marketing tools
- Learn to develop digital marketing plans

**SIXTH TERM / VI SEMESTER**

Month	Topics to be covered	No. of Lectures required
NOVEMBER	<b>Design and Layout basics</b> Elements of design Principles of Design Rules of Layout Grid and Page layout	(10)
DECEMBER	<b>Editing and Terminology</b> Page division <ul style="list-style-type: none"> <li>• Rewriting / recomposing headlines, Creating decks,</li> </ul>	(12)
JANUARY	<b>Typography and Visual aids</b>	(12)
FEBRUARY	<b>Working on Project Quark or InDesign</b>	(08)



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MARCH	<b>Planning and Production of Magazine</b> <ul style="list-style-type: none"><li>Content Plan/ varied content: Cover story, Interview, Feature, Sp report, Tips, Flat plan Rough Layout</li><li>Pagination and Print Ready</li></ul>	(06)
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**TEACHING PLAN**

**ACADEMIC YEAR 2021-22**

**Name of the Lecturer:** Vinita Khedwal  
**Department :** BAMMC  
**Subject :** CONTEMPORARY ISSUES  
**Class :** TYBAMMC (JOURNALISM)

- **Course Outcome:** To stress the importance of social economic political aspects of the society as a media professional. To understand the role of media as a strategy to create awareness on various issues and mobilize to bring social progress.

**SIXTH TERM / VI SEMESTER**

Month	Topics to be covered	No. of Lectures required
NOVEMBER	<b>SOCIAL MOVEMENTS AND PROGRESS FOR SOCIETY</b>	(10)
DECEMBER	<b>ECONOMIC GROWTH AND DEVELOPMENT</b>	(12)
JANUARY	<b>POLITICS AND SOCIETY</b>	(12)
FEBRUARY	<ul style="list-style-type: none"> <li>• Crime and Politics</li> <li>• Role of whistle blower</li> <li>• Corruption- causes and remedial measures</li> <li>• Role of political parties and its impact on political system.</li> <li>• Changing trends in politics- Functions, features, agendas, majority vs coalition government.</li> </ul> Terrorism – causes, consequences, remedial measures.	(08)
MARCH	<b>SOCIAL WELFARE SCHEMES BY THE GOVERNMENT OF INDIA</b> <ul style="list-style-type: none"> <li>• With reference to women and child (any five)</li> </ul>	(06)



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	Commerce and Industry (start-up India hub, scheme for IPR-creative India and innovative India.	
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**TEACHING PLAN**

**ACADEMIC YEAR 2021-22**

**Name of the Lecturer:** Vinita Khedwal

**Department :** BAMMC

**Subject :** MAGAZINE JOURNALISM

**Class :** TYBAMMC (JOURNALISM)

- **Course Outcome:** This course introduces the students to the nuances of magazine journalism, feature writing and Reviews..

**SIXTH TERM / VI SEMESTER**

Month	Topics to be covered	No. of Lectures required
NOVEMBER	<ul style="list-style-type: none"> <li>• A brief history of magazine journalism, global scenario and current trends in magazine journalism in India; Magazine boom in India and the glorious years of the news magazine journalism versus newspaper journalism, <u>Survival of Magazines in digital era</u> – issues , challenges , prospects</li> </ul>	(10)
DECEMBER	<ul style="list-style-type: none"> <li>• Definition and genres of magazines - news, special interest, general, lifestyle, glamour, gossip, special audience magazines, public relations , <u>Automobile , Career guidance , Technology , Sports , Health , Women , Children , Diwali issues , travel , environment , education , B2B magazines</u> magazines, literary magazines, Sunday magazines and journals; online magazines- e-zines,</li> <li>• webzines, web-edition magazines; a review of leading general interest magazines in English , Hindi and Marathi. Magazine formats.</li> </ul>	(12)
JANUARY	Cover and cover story – functions of the cover- cover design formats – cover blaze - coverlines; contents page; cover story selection criteria: length, strength, importance, promotability and illustratable	(12)



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FEBRUARY	Magazine articles- features, film reviews, book reviews, profiles, columns, cartoons, regulars and fillers, <u>interviews</u> .	(08)
MARCH	format, layout, typography, color, photos, illustrations, info graphics and Blurbs.	(06)

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**TEACHING PLAN**

**ACADEMIC YEAR 2021-22**

**Name of the Lecturer:** Vinita Khedwal  
**Department :** BAMMC  
**Subject :** CRIME REPORTING  
**Class :** TYBAMMC (JOURNALISM)

- **Course Outcome:** This course introduces the students to the nuances of magazine journalism, feature writing and Reviews..

**SIXTH TERM / VI SEMESTER**

Month	Topics to be covered	No. of Lectures required
NOVEMBER	<ul style="list-style-type: none"> <li>• <b>The ethics of crime and justice coverage:</b></li> <li>• Fairness and objectivity, sensationalism and integrity</li> <li>• conflicts of interest</li> <li>• Interesting versus important.</li> <li>• Balancing justice:</li> <li>• justice to victim and the accused</li> </ul> No assumption of guilt or innocence.	(10)
DECEMBER	<ul style="list-style-type: none"> <li>• <b>Law enforcement machinery:</b></li> <li>• Structure and hierarchy. Different entities: police, ATS, SBI, CID, SID, SRPF, Para-military forces, Rapid Action Force etc.</li> <li>• <b>Understanding the Police system :</b></li> <li>• Introduction to IPC</li> <li>• Important sections of IPC.</li> </ul> Terminology and jargon, procedures of registering a crime. Prisons and jails. <b>Sensitive law and order situation</b>	(12)
JANUARY	<ul style="list-style-type: none"> <li>• <b>Covering Crime:</b></li> <li>• Types and definitions.</li> <li>• <b>Police Investigation techniques:</b></li> <li>• From conventional to Modern techniques</li> <li>• Cognizable and non-cognizable offences.</li> <li>• <b>Basic principles of crime reporting:</b></li> </ul>	(12)



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	<ul style="list-style-type: none"> <li>• News values:</li> <li>• New, unusual, interesting, significant and about people.</li> <li>• <b>Sources of Crime Reporting:</b></li> <li>• Collecting and cross checking information</li> <li>• Developing sources, verifying facts. Reporting agitations, riots.</li> </ul> <p>Possible risks and precautions.</p>	
FEBRUARY	<ul style="list-style-type: none"> <li>• <b>Covering Courts:</b></li> <li>• Structure of judicial system in India.</li> <li>• Hierarchy, functions and jurisdictions of each court.</li> <li>• Granting of bail to accused.</li> <li>• Types of cases heard in courts.</li> </ul> <p>Tribunals, consumer and family courts. PILs, appeals etc.</p>	(08)
MARCH	<ul style="list-style-type: none"> <li>• <b>Contemporary crime journalism:</b></li> <li>• Crime shows on TV.</li> <li>• Emphasis on crime reporting in</li> <li>• Newspapers. Its impact.</li> <li>• Media influencing investigations and/or court proceedings?</li> <li>• Trial by media.</li> <li>• <b>Case studies on Indian Crime Reporting</b></li> <li>• The Hindu's Bofors Expose</li> <li>• Tehelka's Defence Deals Expose</li> <li>• Indian Express's Cement Scam Expose</li> <li>• Indian Express's Human Trafficking Expose</li> </ul> <p>Open Magazine's Nira Radia Tapes</p>	(06)



**Ms. Manali Naik**  
 Coordinator – Dept of BAMMC



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**TEACHING PLAN**

**ACADEMIC YEAR 2021-22**

**Name of the Lecturer:** Vinita Khedwal  
**Department :** BAMMC  
**Subject :** TELEVISION JOURNALISM  
**Class :** TYBAMMC (JOURNALISM)

• **Course Outcome:**

- To provide students with technique of narration and story telling
- To share the art of developing a story idea
- To acquaint and sensitize them through assignments to the issues of deprivation around us and using writing as a tool for social justice

**SIXTH TERM / VI SEMESTER**

Month	Topics to be covered	No. of Lectures required
NOVEMBER	Brief History of the development of TV journalism- Globally and in India. Emerging Trends in journalism The International Scenario- John Baird (Inventor of TV) till date-Timeline.	(10)
DECEMBER	News; Entertainment, Culture, Sports and Films. <b>Features on TV :</b> Talk Shows <ul style="list-style-type: none"> <li>• Reviews</li> <li>• Interviews</li> <li>• Discussions.</li> <li>• Documentaries.</li> <li>• Docudramas.</li> </ul> Commentaries.	(12)
JANUARY	. <b>Anchoring</b> Reporting or shooting anchor links in public . How and what to give in PTC or piece to camera . How to approach people for sensitive stories. . <b>Beat reporting</b> Educational, Crime, Science, Court, Environmental, Political	(12)



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	<b>Scripting and presentation</b> Scripting for Interviews/Documentary/Feature/Drama/Skits o TV.	
FEBRUARY	<ul style="list-style-type: none"><li>• <b>Current and Emerging Trends in Television Journalism :</b> Features, Audience effectiveness, advertisements and Dumbing down of News.</li><li>• TV v/s online streaming catering to infotainment genre majorly targeting the youth ( Netflix, Fake News on Internet v/s news on broadcast</li></ul>	(08)
MARCH	Evolution, Organization, Policies and Programming- News Service, Features, Concept of 24x7 news – Catering to Transnational audiences, Advertising and promotion.	(06)

*Manali Naik*

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*[Signature]*

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