

# ACADEMIC YEAR 2017 - 2018



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

1) **NAME OF THE LECTURER: BHARATI SRIDHARA**

2) **SUBJECT: BUSINESS 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>
-----------------------	---

Month	Topics to be covered	No. of Lectures required
JULY	Demand Analysis	10Lectures
AUGUST	Theory of Production and Cost	10 Lectures
SEPTEMBER	Cost Concepts	10 Lectures
OCTOBER	Revenue Analysis Revenue Concepts	06 Lectures



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



Signature of the HOD

**Chandrabhan Sharma College of**  
**Arts, Science & Commerce**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

**1) NAME OF THE LECTURER: ANJANA VERMA**

**2) SUBJECT: FINANCIAL ACCOUNTNG**

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

**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>
-----------------------	---

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

*S. Bhandari*

Signature of the HOD

*[Signature]*

**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

**1) NAME OF THE LECTURER: TUSHAR SHAH**

**2) SUBJECT: FINANCIAL ACCOUNTING**

**3) CLASS: FYB.COM (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>
-----------------------	---

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



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



Signature of the HOD

**Chandrabhan Sharma College of**  
**Arts, Science & Commerce**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

1) **NAME OF THE LECTURER: MS. POOJA SINGH**

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>
-----------------------	---

Month	Topics to be covered	No. of Lectures required
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



Signature of the HOD



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

**1) NAME OF THE LECTURER: MS. SHAOLI MISTRY**

**2) SUBJECT: BUSINESS COMMUNATION**

**3) CLASS: FYB.COM(A&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>
-----------------------	--

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

*Shaoli Mistry*

Signature of the HOD

*Shaoli Mistry*

**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

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

**2) SUBJECT: CP-I**


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

**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>
-----------------------	---

Month	Topics to be covered	No. of Lectures required
JULY	<b>Business</b>	12
AUGUST	<b>Business Environment</b>	11
SEPTEMBER	<b>Project Planning</b>	12
OCTOBER	<b>Entrepreneurship</b>	05

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

  
 Signature of the HOD

**Chandrabhan Sharma College of Arts, Science & Commerce**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

**1) NAME OF THE LECTURER: UMESH KABADI**

**2) SUBJECT: CP-I**

**3) CLASS: FYB.COM (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>
-----------------------	---

Month	Topics to be covered	No. of Lectures required
JULY	<b>Business</b>	12
AUGUST	<b>Business Environment</b>	11
SEPTEMBER	<b>Project Planning</b>	12
OCTOBER	<b>Entrepreneurship</b>	05



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



Signature of the HOD

**Chandrabhan Sharma College of**  
**Arts, Science & Commerce**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com



**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

**1) NAME OF THE LECTURER: NAMRATA DUBE**

**2) SUBJECT: MATHEMATICAL & STATISTICAL TECHNIQUES**

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

**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>
-----------------------	--

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

*(Handwritten Signature)*

Signature of the HOD

*(Handwritten Signature)*

**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

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

**2) SUBJECT: MATHEMATICAL & STATISTICAL TECHNIQUES**

**3) CLASS: FYB.COM (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>
-----------------------	--

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

*S. K. Pandey*

Signature of the HOD

*[Signature]*

**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

**1) NAME OF THE LECTURER: SHAOLI MISTRY**

**2) SUBJECT: EVS**

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

**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>
-----------------------	--

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

*Shaoli Mistry*

Signature of the HOD

*Shaoli Mistry*

**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

**1) NAME OF THE LECTURER: SUSHANT VICHARE**

**2) SUBJECT: EVS**

**3) CLASS: FYB.COM(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>
-----------------------	--

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

*S. Vichare*

Signature of the HOD

*S. Vichare*

**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

**1) Name of the Lecturer: BHARATI SRIDHARA**

**3) Subject: BUSINESS ECONOMICS**

**4) 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>
-----------------------	--

Month	Topics to be covered	No. of Lectures required
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



Signature of the HOD



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

**1) NAME OF THE LECTURER: VISHWANATH ACHARYA**

**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>
-----------------------	--

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



Signature of the HOD



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

1) **NAME OF THE LECTURER: RAVI 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>
-----------------------	--

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

*S. Bhandari*

Signature of the HOD

*Ravi Vishwakarma*

**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

**1) NAME OF THE LECTURER: UMESH KABADI**

**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>
-----------------------	---

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



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



Signature of the HOD

**Chandrabhan Sharma College of**  
**Arts, Science & Commerce**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com



**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

**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>
-----------------------	--

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



Signature of the HOD



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

**1) NAME OF THE LECTURER: KAVITA RAI**

**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>
-----------------------	--

Month	Topics to be covered	No. of Lectures required
JUNE	Indian contract Act, 1872	10 Lectures
JULY	Indian contract Act, 1872	05 Lectures
	Special Contracts	11 Lectures
AUGUST	Special Contracts	04 Lectures
	Sale Of Goods Act, 1930	13.Lectures
SEPTEMBER	Negotiable Instruments Act,1881	12 Lectures



Signature of the HOD



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

**1) NAME OF THE LECTURER: LAXMI SHAHAPURE**

**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>
-----------------------	---

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

*S. Shinde*

Signature of the HOD

*Laxmi Shahapure*

**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

**1) NAME OF THE LECTURER: MS. SMITA JUNNARKAR**

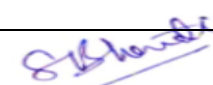
**2) SUBJECT: COMPUTER PROGRAMMING**

**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>
-----------------------	---

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

  
 Signature of the HOD

  
**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

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(), do-while loop() and nested loops.	15
	<b>Practical</b>	Practical based on loop. Practical based on while, do-while and nested loops.	09
	<b>Practical</b>		



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



Signature of the HOD

**Chandrabhan Sharma College of  
Arts, Science & Commerce**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

**1) NAME OF THE LECTURER: BHARATI SRIDHARA**

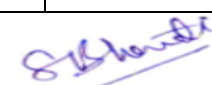
**2) SUBJECT: BUSINESS ECONOMICS**

**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>
-----------------------	---

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



Signature of the HOD



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

**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>
-----------------------	--

Month	Topics to be covered	No. of Lectures required
JUNE	Basic of export marketing	08 Lectures
JULY	Basic of export marketing	04 Lectures
	Global frame work of export marketing	10 Lectures
AUGUST	EXIM policy and promotional measure	12 Lectures
SEPTEMBER	Product and pricing decisions in export marketing	12 Lectures



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



Signature of the HOD

**Chandrabhan Sharma College of**  
**Arts, Science & Commerce**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

**1) NAME OF THE LECTURER: TUSHAR SHAH**

**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>
-----------------------	---

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

*S. K. Sharma*

Signature of the HOD

*Tushar Shah*

**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com



**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

**1) NAME OF THE LECTURER: NEETA VAIDYA**

**2) SUBJECT: FINANCIAL ACCOUNTING**

**3) CLASS: TYB.COM**

**V 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.</li> <li>• Understand the causes &amp; effects of internal reconstructions</li> </ul>
-----------------------	--

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

*S. K. Shinde*

Signature of the HOD

*Neeta Vaidya*

**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

**1) Name of the Lecturer: LAXMI SHAHAPURE**

**2) Subject: MANAGEMENT ACCOUNTING**

**3) Class: TYB.COM**


**V 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>
-----------------------	--

Month	Topics to be covered	No. of Lectures required
JUNE	Introduction to Management Accounting	04 Lectures
	Analysis and Interpretation of Accounts	06 Lectures
JULY	Analysis and Interpretation of Accounts	04 Lectures
	Ratio Analysis	12 Lectures
AUGUST	Cash Flow Statement	12 Lectures
	Working Capital Concept	03 Lectures
SEPTEMBER	Working Capital Concept	10 Lectures



Signature of the HOD



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

1) **NAME OF THE LECTURER: DR. PRATIMA SINGH**

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>
-----------------------	--

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



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



Signature of the HOD

**Chandrabhan Sharma College of**  
**Arts, Science & Commerce**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

**1) NAME OF THE LECTURER: TUSHAR AGARWAL**

**3) 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>
-----------------------	---

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



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



Signature of the HOD

**Chandrabhan Sharma College of**  
**Arts, Science & Commerce**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

1) Name of the Lecturer: DEEPTI PARAB

2) Subject: COMPUTER SYSTEM & 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>
-----------------------	---

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

*S. K. Shinde*

Signature of the HOD

*[Signature]*

**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

## TEACHING PLAN

### ACADEMIC YEAR 2017 TO 2018

- 1) Name of the Lecturer: **BHARATI SRIDHARA**
  - 2) Subject: **BUSINESS ECONOMICS**
  - 3) 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>
-----------------------	--

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



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



Signature of the HOD

**Chandrabhan Sharma College of**  
**Arts, Science & Commerce**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

## TEACHING PLAN


### ACADEMIC YEAR 2017 TO 2018

- 1) Name of the Lecturer: RAVI 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>
-----------------------	--

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

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

  
 Signature of the HOD

**Chandrabhan Sharma College of Arts, Science & Commerce**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

## TEACHING PLAN

### ACADEMIC YEAR 2017 TO 2018

- 1) Name of the Lecturer: POOJA
- 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>
-----------------------	--

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

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

  
 Signature of the HOD

**Chandrabhan Sharma College of  
Arts, Science & Commerce**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com



## TEACHING PLAN

### ACADEMIC YEAR 2017 TO 2018


- 1) Name of the Lecturer: SHAOLI  
 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>
-----------------------	--

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

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

  
 Signature of the HOD

**Chandrabhan Sharma College of Arts, Science & Commerce**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

## TEACHING PLAN

### ACADEMIC YEAR 2017 TO 2018

- 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>
-----------------------	---

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

*S. Bhaskar*

Signature of the HOD

*[Signature]*

**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

## TEACHING PLAN

### ACADEMIC YEAR 2017 TO 2018

- 1) Name of the Lecturer: NAMRATA DUBE
- 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>
-----------------------	--

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



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



Signature of the HOD

**Chandrabhan Sharma College of Arts, Science & Commerce**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

## TEACHING PLAN

### ACADEMIC YEAR 2017 TO 2018

1) Name of the Lecturer: **SUSHANT VICHARE**

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>
-----------------------	--

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



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



Signature of the HOD

**Chandrabhan Sharma College of**  
**Arts, Science & Commerce**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

## TEACHING PLAN

### ACADEMIC YEAR 2017 TO 2018

1) Name of the Lecturer: **BHARATI SRIDHARA**

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>
-----------------------	---

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

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

  
 Signature of the HOD

**Chandrabhan Sharma College of  
Arts, Science & Commerce**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

## TEACHING PLAN

### ACADEMIC YEAR 2017 TO 2018

1) Name of the Lecturer: RAVI VISHWAKARMA

2) Subject: ACCOUNTANCY & 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>
-----------------------	---

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



Signature of the HOD



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

1) Name of the Lecturer: **DR. PRATIMA SINGH**

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>
-----------------------	---

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



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



Signature of the HOD

**Chandrabhan Sharma College of  
Arts, Science & Commerce**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

- 1) Name of the Lecturer: UMESH KABADI
  - 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.
-----------------------	--

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



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



Signature of the HOD

**Chandrabhan Sharma College of  
Arts, Science & Commerce**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com



## TEACHING PLAN

### ACADEMIC YEAR 2017 TO 2018

1) Name of the Lecturer: SHARLET BHASKAR

3) Subject: CP-IV

4) Class: SYB.COM

### IV SEMESTER

<b>Course Outcome</b>	To understand the terms, concepts, evaluation, and approaches to Management. To learn control systems and techniques of controlling in Management. To learn about planning, decision making, organizing, delegation, leadership, motivation, and effective communication
-----------------------	--

Month	Topics to be covered	No. of Lectures required
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



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



Signature of the HOD

**Chandrabhan Sharma College of Arts, Science & Commerce**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

1) Name of the Lecturer: **KAVITA RAI**

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>
-----------------------	--

Month	Topics to be covered	No. of Lectures required
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



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



Signature of the HOD

**Chandrabhan Sharma College of**  
**Arts, Science & Commerce**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

## TEACHING PLAN

### ACADEMIC YEAR 2017 TO 2018

1) Name of the Lecturer: DEEPTI SHARAN

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>
-----------------------	---

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



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



Signature of the HOD

**Chandrabhan Sharma College of Arts, Science & Commerce**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

1. NAME OF THE LECTURER: MS. SMITA  
 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>
-----------------------	--

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	

*S. Smita*

Signature of the HOD

  
**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

## TEACHING PLAN

### ACADEMIC YEAR 2017 TO 2018

- 1) Name of the Lecturer: BHARATI SRIDHARA
- 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>
-----------------------	--

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



Signature of the HOD



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

## TEACHING PLAN

### ACADEMIC YEAR 2017 TO 2018

1) Name of the Lecturer: TUSHAR SHAH

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>
-----------------------	--

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



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



Signature of the HOD

**Chandrabhan Sharma College of Arts, Science & Commerce**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**  
**ACADEMIC YEAR 2017 TO 2018**

- 1) Name of the Lecturer: RAVI 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>
-----------------------	--

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



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



Signature of the HOD

**Chandrabhan Sharma College of  
Arts, Science & Commerce**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

## TEACHING PLAN

### ACADEMIC YEAR 2017 TO 2018

- 1) Name of the Lecturer: NEETA VAIDYA  
 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>
-----------------------	--

Month	Topics to be covered	No. of Lectures required
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



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



Signature of the HOD

**Chandrabhan Sharma College of Arts, Science & Commerce**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com



## TEACHING PLAN

### ACADEMIC YEAR 2017 TO 2018

- 1) Name of the Lecturer: SMITHA JUNERKAR  
 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>
-----------------------	--

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

*Signature*

Signature of the HOD

*Signature*

**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

1) **Name of the Lecturer: TUSHAR AGARWAL**

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.
-----------------------	---

<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
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



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



Signature of the HOD

**Chandrabhan Sharma College of  
Arts, Science & Commerce**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

## TEACHING PLAN

### ACADEMIC YEAR 2017 TO 2018

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>
-----------------------	--

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

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

  
 Signature of the HOD

**Chandrabhan Sharma College of  
Arts, Science & Commerce**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**  
**ACADEMIC YEAR 2017 - 2018**

- 1) Name of the Lecturer: Ms. Neetika Naresh      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	3
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).	3
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	3

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
	<b>Practical</b>	Use of spreadsheet tools for communication Use of presentation tools for communication	03

**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.



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



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



**TEACHING PLAN**

**ACADEMIC YEAR 2017 - 2018**

- 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	3 3
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	3 3

		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	3 3
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.	12
	<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	03

**REMARKS IF ANY**

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



SIGNATURE OF THE HEAD OF  
THE DEPARTMENT/VICE-PRINCIPAL



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





**TEACHING PLAN**  
**ACADEMIC YEAR 2017 - 2018**

- 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	<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. <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.	12
	Practical	<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.	3
JULY	Theory	<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	12




		gates, Implementation of other gates using universal gates, Input bubbled logic, Assertion level. <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

	<b>Practical</b>	<p><b>Implement Adder and Subtractor Arithmetic circuits.</b></p> <p>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.  e. Design and implement BCD subtractor.  f. Design and implement XS – 3 subtractor.</p> <p><b>6. Implement Arithmetic circuits.</b></p> <p>a. Design and implement a 2-bit by 2-bit multiplier.  b. Design and implement a 2-bit comparator.</p>	6
	<b>Theory</b>	<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, Presetable counter, IC 7490, IC 7492, Synchronous counter ICs, Analysis of counter circuits.</p> <p><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
OCTOBER	<b>Practical</b>	<p><b>Implement Encode and Decoder and Multiplexer and Demultiplexers.</b></p> <p>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></p> <p>a. Study of IC 7473.  b. Study of IC 7474.  c. Study of IC 7476.  d. Conversion of Flip-flops.</p>	6



Smt. Durgadevi Sharma Charitable Trust's  
**Chandrabhan Sharma College**  
of Arts, Science & Commerce  
(Affiliated to The University of Mumbai)  
Accredited by NAAC 'B+'

		<p>e. Design of 3-bit synchronous counter using 7473 and required gates.</p> <p>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> <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>	
--	--	---	--

**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

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

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

**TEACHING PLAN**  
**ACADEMIC YEAR 2017 - 2018**

- 1) Name of the Lecturer: Ms. Dipti Parab      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.	3
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>	06

**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



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



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



**TEACHING PLAN**  
**ACADEMIC YEAR 2017 - 2018**

- 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.	06
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 l 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,</p> <p><b>Preprocessor:</b> Features, #define and #include, Directives and Macros</p> <p><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. e. Write a program that performs multiplication 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</p> <p><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.



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



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



**TEACHING PLAN**  
**ACADEMIC YEAR 2017 - 2018**

- 1) Name of the Lecturer: Mr. Arvind singh      2) Department: B.Sc(IT)  
 3) Subject: Web Programming                      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>		6

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



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>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.  c. Design a web page demonstrating all Style sheet types</p>	6
JANUARY	<b>Theory</b>	<p><b>Java Script:</b> Introduction, Client-Side JavaScript, Server-Side JavaScript, JavaScript Objects, JavaScript Security,  <b>Operators:</b> Assignment Operators, Comparison Operators, Arithmetic</p>	12

		<p>Operators, % (Modulus), ++(Increment), --(Decrement), - (Unary Negation), Logical Operators, Short-Circuit Evaluation, String Operators, Special Operators, ?: (Conditional operator), , (Comma operator), delete, new, this, void</p> <p><b>Statements:</b> Break, comment, continue, delete, do...while, export, for, for...in, function, if...else, import, labelled, return, switch, var, while, with</p> <p><b>Core JavaScript (Properties and Methods of Each) :</b>  Array,  Boolean, Date, Function, Math, Number, Object, String, regExp</p> <p><b>Document and its associated objects:</b> document, Link, Area, Anchor, Image, Applet, Layer</p> <p><b>Events and Event Handlers :</b> General Information about Events,  Defining Event Handlers, event, onAbort, onBlur, onChange, onClick, onDbClick, onDragDrop, onError, onFocus, onKeyDown, onKeyPress, onKeyUp, onLoad, onMouseDown, onMouseMove, onMouseOut, onMouseOver, onMouseUp, onMove, onReset, onResize, onSelect, onSubmit, onUnload</p>	
	<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.  e. Design a web page embedding with multimedia features.</p>	6
FEBURARY	<b>Theory</b>	<p><b>PHP:</b>  Why PHP and MySQL? Server-side scripting, PHP syntax and</p>	12

		<p>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</p>	
	<b>Practical</b>	<p><b>Java Script</b>  a. Using JavaScript design, a web page that prints factorial/Fibonacci series/any given series.  b. Design a form and validate all the controls placed on the form using Java Script.  c. Write a JavaScript program to display all the prime numbers between 1 and 100.  a. Write a JavaScript program to accept a number from the user and display the sum of its digits.  d. Write a program in JavaScript to accept a sentence from the user and display the number of words in it. (Do not use split () function).  e. Write a java script program to design simple calculator.</p> <p><b>Java Script</b>  a. Using JavaScript design, a web page that prints factorial/Fibonacci series/any given series.  b. Design a form and validate all the controls placed on the form using Java Script.  c. Write a JavaScript program to display all the prime numbers between 1 and 100.  a. Write a JavaScript program to accept a number from the user and display the sum of its digits.  d. Write a program in JavaScript to accept a sentence from the user and display the number of words in it. (Do not use split () function).  e. Write a java script program to design simple calculator.</p> <p><b>Control and looping statements and Java Script references</b></p>	6

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

**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.



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



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



**TEACHING PLAN**  
**ACADEMIC YEAR 2017 - 2018**

- 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>	<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.	12
	<b>Practical</b>	<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.	6
JANUARY	<b>Theory</b>	<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.	12
	<b>Practical</b>	<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.	6

FEBURARY	<b>Theory</b>	<b>Least-Squares Regression:</b> Linear Regression, Polynomial Regression, Multiple Linear Regression, General Linear Least Squares, Nonlinear Regression <b>Linear Programming:</b> Linear optimization problem, Formulation and Graphical solution, Basic solution and Feasible solution.	12
	<b>Practical</b>	<b>Solution of differential equations</b> 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. <b>8. Regression</b> a. Program for Linear regression. b. Program for Polynomial Regression. c. Program for multiple linear regression. d. Program for non-linear regression.	6
MARCH	<b>Theory</b>	<b>Random variables:</b> Discrete and Continuous random variables, Probability density function, Probability distribution of random variables, Expected value, Variance. <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.	12
	<b>Practical</b>	<b>Random variables and distributions</b> a. Program to generate random variables. b. Program to fit binomial distribution. c. Program to fit Poisson distribution. <b>10. Distributions</b> a. Program for Uniform distribution. b. Program for Bernoulli distribution	9



Smt. Durgadevi Sharma Charitable Trust's  
**Chandrabhan Sharma College**  
of Arts, Science & Commerce  
(Affiliated to The University of Mumbai)  
Accredited by NAAC 'B+'

		c. Program for Negative binomial distribution.	
--	--	--	--

**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.

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

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

**TEACHING PLAN**  
**ACADEMIC YEAR 2017 - 2018**

- 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>	3

		<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>b. Multiply two 8-bit numbers stored in memory locations 2200H and 2201H by repetitive addition and store the result in memory locations 2300H and 2301H.</p> <p>c. Divide 16 bit number stored in memory locations 2200H and 2201H by the 8 bit number stored at memory location 2202H. Store the quotient in memory locations 2300H and 2301H and remainder in memory locations 2302H and 2303H.</p> <p>d. Find the number of negative elements (most significant bit 1) in a block of data. The length of the block is in memory location 2200H and the block itself begins in memory location 2201H. Store the number of negative elements in memory location 2300H</p> <p>e. 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</p>	
--	--	---	--




		<p>store the sum at memory location 2Sample problem:  c. Calculate the sum of series of odd 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 16-bit. Store the sum at memory locations 2300H and 2301H.  d. Find the square of the given numbers from memory location 6100H and store the result from memory location 7000H  e. Search the given byte in the list of 50 numbers stored in the consecutive memory locations and store the address of memory location in the memory locations 2200H and 2201H. Assume byte is in the C register and starting address of the list is 2000H. If byte is not found store 00 at 2200H and 2201H  f. Two decimal numbers six digits each, are stored in BCD package form. Each number occupies a sequence of byte in the memory. The starting address of first number is 6000H Write an assembly language program that adds these two numbers and stores the sum in the same format starting from memory location 6200H  g. Add 2 arrays having ten 8-bit numbers each and generate a third array of result. It is necessary to add the first element of array 1 with the first element of array-2 and so on. The starting addresses of array 1, array2 and array3 are 2200H, 2300H and 2400H, respective</p>	
FEBURARY	Theory	<p><b>Code Conversion, BCD Arithmetic, and 16-Bit Data Operations:</b>  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>	
	<p><b>Practical</b></p>	<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. Add even parity to a string of 7-bit ASCII characters. The length of the string is in memory location 2040H and the string itself begins in memory location 2041H.          Place even parity in the most significant bit of each character.</p> <p>d. A list of 50 numbers is stored in memory, starting at 6000H. Find number of negative, zero and positive numbers from this list and store these results in memory locations 7000H, 7001H, and 7002H respectively</p> <p>e. Write an assembly language program to generate fibonacci number.</p> <p>f. Program to calculate the factorial of a number between 0 to 8.</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>	<p>6</p>




		<p>b. Write an 8085 assembly language program to delete a string of 4 characters from the tenth location in the given array of 50 characters.</p> <p>c. Multiply the 8-bit unsigned number in memory location 2200H by the 8-bit unsigned number in memory location 2201H. Store the 8 least significant bits of the result in memory location 2300H and the 8 most significant bits in memory location 2301H.</p> <p>d. Divide the 16-bit unsigned number in memory locations 2200H and 2201H (most significant bits in 2201H) by the 8-bit unsigned number in memory location 2300H store the quotient in memory location 2400H and remainder in 2401H</p> <p>e. DAA instruction is not present. Write a sub routine which will perform the same task as DAA.</p>	
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>	12
	<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>d. Write a program to find the Square Root of an 8 bit binary number. The binary</p>	6

		<p>number is stored in memory location 4200H and store the square root in 4201H.</p> <p>e. Write a simple program to Split a HEX data into two nibbles and store it in memory</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 16 bit.</p> <p>b. Subtract the BCD number stored in E register from the number stored in the D register</p> <p>c. Write an assembly language program to multiply 2 BCD numbers</p>	
--	--	---	--

**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



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



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



**TEACHING PLAN**  
**ACADEMIC YEAR 2017 - 2018**

- 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>	9
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>	
	<p><b>Practical</b></p>	<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>	<p>3</p>



Smt. Durgadevi Sharma Charitable Trust's  
**Chandrabhan Sharma College**  
of Arts, Science & Commerce  
(Affiliated to The University of Mumbai)  
Accredited by NAAC 'B+'

**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.

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

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


**TEACHING PLAN**  
**ACADEMIC YEAR 2017 - 2018**

- 1) Name of the Lecturer: Mr. Alok Singh 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	<b>Theory</b>	<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
	<b>Practical</b>		12
DECEMBER	<b>Theory</b>	<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,	12

		<p>Software.</p> <p><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.</p>	
	<b>Practical</b>		3
JANUARY	<b>Theory</b>	<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</p>	12

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



		Networks, Advantages, Obstacles.	
	<b>Practical</b>		6
FEBURARY	<b>Theory</b>	<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 <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, In Practice	12
	<b>Practical</b>		6
MARCH	<b>Theory</b>	<b>Greening Your Information Systems:</b> Initial Improvement Calculations, Selecting Metrics, Tracking Progress, Change Business Processes, Customer Interaction, Paper	12



Smt. Durgadevi Sharma Charitable Trust's  
**Chandrabhan Sharma College**  
of Arts, Science & Commerce  
(Affiliated to The University of Mumbai)  
Accredited by NAAC 'B+'

		Reduction, Green Supply Chain, Improve Technology Infrastructure, Reduce PCs and Servers, Shared Services, Hardware Costs, Cooling. <b>Staying Green:</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>Practical</b>		6

**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.

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

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

**TEACHING PLAN**

**ACADEMIC YEAR 2017 - 2018**

- 1) Name of the Lecturer: Mr. Krishan Khant Pandey      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	Theory	<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	Theory	<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	Theory	<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

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





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.



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



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



**TEACHING PLAN**  
**ACADEMIC YEAR 2017 - 2018**

1) Name of the Lecturer: Mr. Alok Singh  
 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

	<b>Practical</b>	<p><b>SQL Statements – 1</b></p> <p>1.</p> <p>Writing Basic SQL SELECT Statements</p> <p>a.</p> <p>Restricting and Sorting Data</p> <p>b.</p> <p>Single-Row Functions</p> <p>c.</p> <p><b>SQL Statements – 2</b></p> <p>2.</p> <p>Displaying Data from Multiple Tables</p> <p>a.</p> <p>Aggregating Data Using Group Functions</p> <p>b.</p> <p>Subqueries</p> <p>c.</p>	06
JULY	<b>Theory</b>	<p><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).</p> <p><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.</p> <p><b>Calculus:</b> Tuple relational calculus, Domain relational Calculus, calculus vs algebra, computational capabilities</p>	12

	<b>Practical</b>	<p><b>Manipulating Data</b>  Using INSERT statement  a.</p> <p>Using DELETE statement  b.</p> <p>Using UPDATE statement  c.</p> <p><b>4. Creating and Managing Tables</b>  a. Creating and Managing Tables  b. Including Constraints</p>	06
AUGUST	<b>Theory</b>	<p><b>Constraints, Views and SQL</b>  Constraints, types of constrains, 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</p>	12
	<b>Practical</b>	<p><b>Creating and Managing other database objects</b>  a. Creating Views  b. Other Database Objects  c. Controlling User Access</p>	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.	12
	<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 d.  <b>PL/SQL Basics</b> 7.  Declaring Variables a.  Writing Executable Statements b.  Interacting with the Oracle Server c.	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>	12

	<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> <p>d.</p> <p><b>Creating Database Triggers</b></p> <p><b>10.</b></p>	06
--	------------------	--	----

**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.



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



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



**TEACHING PLAN**  
**ACADEMIC YEAR 2017 - 2018**

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

	<b>Practical</b>	<p><b>Write the program for the following:</b></p> <p>Create a program that asks the user to enter their name</p> <ol style="list-style-type: none"> <li>a. and their age. Print out a message addressed to them that tells them the year that they will turn 100 years old.</li> </ol> <p>Enter the number from the user and depending on</p> <ol style="list-style-type: none"> <li>b. whether the number is even or odd, print out an appropriate message to the user.</li> </ol> <p>Write a program to generate the Fibonacci series.</p> <ol style="list-style-type: none"> <li>c.</li> </ol> <p>Write a function that reverses the user defined value.</p> <ol style="list-style-type: none"> <li>d.</li> </ol> <p>Write a function to check the input value is Armstrong</p> <ol style="list-style-type: none"> <li>e. and also write the function for Palindrome.</li> </ol> <p>Write a recursive function to print the factorial for a</p> <ol style="list-style-type: none"> <li>f. given number.</li> </ol>	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. a=[1, 1, 2, 3, 5, 8, 13, 21, 34, 55, 89]</p> <p>and write a program that prints out all the elements of the list that are less than 5.</p>	06



Smt. Durgadevi Sharma Charitable Trust's  
**Chandrabhan Sharma College**  
of Arts, Science & Commerce  
(Affiliated to The University of Mumbai)  
Accredited by NAAC 'B+'

SEPTEMBER	<b>Theory</b>	<b>Regular Expressions</b> – Concept of regular expression, various types of regular expressions, using match function. <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 <b>Multithreaded Programming:</b> Thread Module, creating a thread, synchronizing threads, multithreaded priority queue <b>Modules:</b> Importing module, Creating and exploring modules, Math module, Random module, Time module	12
-----------	---------------	--	----

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

	<b>Practical</b>	<p>a. Write a program that takes two lists and returns True if they have at least one common member.</p> <p>b. Write a Python program to print a specified list after removing the 0th, 2nd, 4th and 5th elements.</p> <p>c. Write a Python program to clone or copy a list  <b>Write the program for the following:</b></p> <p>6.</p> <p>a. Write a Python program to read an entire text file.</p> <p>b. Write a Python program to append text to a file and display the text.</p> <p>c. Write a Python program to read last n lines of a file.</p> <p><b>Write the program for the following:</b></p> <p>7.</p> <p>a. Design a class that store the information of student and display the same</p> <p>b. Implement the concept of inheritance using python</p> <p>c. Create a class called <code>Numbers</code>, which has a single class attribute called <code>MULTIPLIER</code>, and a constructor which takes the parameters <code>x</code> and <code>y</code> (these should all be numbers).</p> <p>i. Write a method called <code>add</code> which returns the sum of the attributes <code>x</code> and <code>y</code>.</p> <p>ii. Write a class method called <code>multiply</code>, which takes a single number parameter <code>a</code> and returns the product of <code>a</code> and <code>MULTIPLIER</code>.</p> <p>iii. Write a static method called <code>subtract</code>, which takes two number parameters, <code>b</code> and <code>c</code>, and returns <code>b - c</code>.</p>	06
--	------------------	---	----

		iv. 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	
OCTOBER	Theory	<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>  :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.</p>	12
	Practical	<p>Write a Python script to sort (ascending and descending) a dictionary by value.  Write a Python script to concatenate following  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}  Write a Python program to sum all the items in a  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



Smt. Durgadevi Sharma Charitable Trust's  
**Chandrabhan Sharma College**  
of Arts, Science & Commerce  
(Affiliated to The University of Mumbai)  
Accredited by NAAC 'B+'

**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.

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

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

**TEACHING PLAN**  
**ACADEMIC YEAR 2017 - 2018**

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	<b>Theory</b>	<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]</li> </ol> <p>Read the two arrays from the user and merge them and display</p> <ol style="list-style-type: none"> <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>Write a program to create a single linked list and display</li> <li>a. the node elements in reverse order.</li> </ol> <p>Write a program to search the elements in the linked list</p> <ol style="list-style-type: none"> <li>b. and display the same</li> </ol> <p>Write a program to create double linked list and sort the</p> <li>c. elements in the linked list.</li> </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><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><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>Sorting and Searching Techniques</b> <span style="float: right;"><b>12</b></span></p> <p>Bubble, Selection, Insertion, Merge Sort. Searching: Sequential, Binary, Indexed Sequential Searches, Binary Search.</p> <p><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.</p> <p><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><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><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: right;"><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: right;"><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
--	------------------	---	----

**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.



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



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



**TEACHING PLAN**  
**ACADEMIC YEAR 2017 - 2018**

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	<b>Introduction:</b> Data communications, networks, network types, Internet history, standards and administration. <b>Network Models:</b> Protocol layering, TCP/IP protocol suite, The OSI model. <b>Introduction to Physical layer:</b> Data and signals, periodic analog signals, digital signals, transmission impairment, data rate limits, performance. <b>Digital and Analog transmission:</b> Digital-to-digital conversion, analog-to-digital conversion, transmission modes, digital-to-analog conversion, analog-to-analog conversion.	12
	Practical	<b>IPv4 Addressing and Subnetting</b> 1. a) Given an IP address and network mask, determine other information about the IP address such as: <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> b) Given an IP address and network mask, determine other information about the IP address such as: <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> Use of ping and tracert / traceroute, ipconfig / ifconfig, route and arp utilities	3

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>	Configure Simple OSPF. Configure DHCP server and client.  Create virtual PC based network using virtualization software and virtual NIC.  . Configure DNS Server and client.	03
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.	12

	<b>Practical</b>	Configuring OSPF with multiple areas. Use of Wireshark to scan and check the packet	03
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>	03

**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.



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



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



**ACADEMIC YEAR 2017 - 2018**

- 1) Name of the Lecturer: Mr. Alok Singh                      2) Department: B.Sc(IT)  
3) Subject: Mobile Programming Practical                      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. • Creating and building simple “Hello World” App using Cordova • Adding and Using Buttons • Adding and Using Event Listeners 2. Creating and Using Functions • Using Events • Handling and Using Back Button	6
JULY	3. Installing and Using Plugins • Installing and Using Battery Plugin • Installing and Using Camera Plugin 4. Installing and Using Contacts Plugin • Installing and Using Device Plugin • Installing and Using Accelerometer Plugin	6
AUGUST	5. Install and Using Device Orientation plugin • Install and Using Device Orientation plugin • Create and Using Prompt Function 6. Installing and Using File Plugin • Installing and Using File Transfer Plugin • Using Download and Upload functions	6



Smt. Durgadevi Sharma Charitable Trust's  
**Chandrabhan Sharma College**  
of Arts, Science & Commerce  
(Affiliated to The University of Mumbai)  
Accredited by NAAC 'B+'

SEPTEMBER	7.Installing and Using Globalization Plugin • Installing and Using Media Plugin • Installing and Using Media Capture Plugin 8.Installing and Using Network InformationPlugin	6
OCTOBER	9.Developing Single Page Apps • Developing Multipage Apps • Storing Data Locally in a Cordova App  10.Use of sqlite plugin with PhoneGap / apacheCordova • Using Sqlite read/write and search • Populating Cordova SQLite storage with the JQuery API	6

**REMARKS IF ANY:**

outcome:

design and develop User Interfaces for the Android platform.

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

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



**ACADEMIC YEAR 2017 – 2018**

**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 exception handling.	06
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.



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



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



**ACADEMIC YEAR 2017 – 2018**

- 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 delay Interface 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.



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



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



**ACADEMIC YEAR 2017 – 2018**

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



Smt. Durgadevi Sharma Charitable Trust's  
**Chandrabhan Sharma College**  
of Arts, Science & Commerce  
(Affiliated to The University of Mumbai)  
Accredited by NAAC 'B+'

**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..

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

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

**ACADEMIC YEAR 2017 – 2018**

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



Smt. Durgadevi Sharma Charitable Trust's  
**Chandrabhan Sharma College**  
of Arts, Science & Commerce  
(Affiliated to The University of Mumbai)  
Accredited by NAAC 'B+'

**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.

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

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



**ACADEMIC YEAR 2017 – 2018**

- 1) Name of the Lecturer: Mr. Alok Singh  
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**



SIGNATURE OF THE HEAD OF  
THE DEPARTMENT/VICE-PRINCIPAL



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







Smt. Durgadevi Sharma Charitable Trust's  
**Chandrabhan Sharma College**  
of Arts, Science & Commerce  
(Affiliated to The University of Mumbai)  
Accredited by NAAC 'B+'

**REMARKS IF ANY:**

**Course Outcome:**

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

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

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

**TEACHING PLAN**  
**ACADEMIC YEAR 2017 - 2018**

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

**FIRST TERM / V- SEMESTER**

Month		Topics to be covered	No. of Lectures required
JUNE	Theory	Introduction to Unix/Linux Duties of System Administrator Booting and shutting down ,File system	12
	Practical	Installation of Red Hat Linux 6.0	03
JULY	Theory	System configuration files Tcp/IP Networking Network File System	12
	Practical	IP Addressing Configuration of FTP server	06
AUGUST	Theory	Samba Server Network services Internet Services	12
	Practical	Samba Server Configuration NTP Server	06
SEPTEMBER	Theory	Domain Name System Configuring Mail Services Configuring FTP Services	12
	Practical	FTP Configuration DHCP Configuration	06
OCTOBER	Theory	Configuring Web server System Administration	12



Smt. Durgadevi Sharma Charitable Trust's  
**Chandrabhan Sharma College**  
of Arts, Science & Commerce  
(Affiliated to The University of Mumbai)  
Accredited by NAAC 'B+'

	<b>Practical</b>	Creating user Accounts, Mananging Accounts System Administration	03
--	------------------	---	----

**REMARKS IF ANY:**

**Course Outcome:**

- Explain some of the different distribution of Linux and the reason for open source.
- Use Linux commands to manage files and file systems.
- Create and execute BASH scripts.
- Explain the structure of the Linux operating system

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

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

**TEACHING PLAN**  
**ACADEMIC YEAR 2017 - 2018**

1) Name of the Lecturer: Mr. Arvind Singh  
3) Subject: Asp.net with C#

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

**FIRST TERM / V- SEMESTER**

Month		Topics to be covered	No. of Lectures required
JUNE	Theory	Introduction to Dotnet framework Class and Object Assembly Delegates and Events	12
	Practical	Loop control statement, Switch, Continue, Break Program based on Class and Object	06
JULY	Theory	Asp.net Life cycle, CSS Asp.net Server Control Programming with Asp.net web pages	12
	Practical	Function Overloading, Inheritance, Constructor Exception Handling	06
AUGUST	Theory	Validation Control, State Management Master Page, Navigation	12
	Practical	Program using CSS Program using different control Program using Asp.net server control	09
SEPTEMBER	Theory	Database control in Asp.net Asp.net security, Asp.net and Ajax	12
	Practical	Implementation of ADO.NET Implementation of Web Server	06
OCTOBER	Theory	LINQ AND JQUERY	12



Smt. Durgadevi Sharma Charitable Trust's  
**Chandrabhan Sharma College**  
of Arts, Science & Commerce  
(Affiliated to The University of Mumbai)  
Accredited by NAAC 'B+'

	<b>Practical</b>	Implementation of JQUERY Implementation of AJAX	06
--	------------------	--	----

**REMARKS IF ANY:**

**Course Outcome:**

- Understand the Microsoft .NET Framework and ASP.NET page structure
- Design web application with variety of controls
- Access the data using inbuilt data access tools
- Use Microsoft ADO.NET to access data in web Application

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

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



**TEACHING PLAN**  
**ACADEMIC YEAR 2017 - 2018**

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

2) Department: B.Sc. (IT)  
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	03
OCTOBER	Theory	Tool support for testing	12



Smt. Durgadevi Sharma Charitable Trust's  
**Chandrabhan Sharma College**  
of Arts, Science & Commerce  
(Affiliated to The University of Mumbai)  
Accredited by NAAC 'B+'

	<b>Practical</b>	Performance Testing Load Testing	06
--	------------------	-------------------------------------	----

**REMARKS IF ANY:**

**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

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

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

**TEACHING PLAN**  
**ACADEMIC YEAR 2017 - 2018**

1) Name of the Lecturer: Mr. Alok Singh  
3) Subject: Network Security

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

**FIRST TERM / V- SEMESTER**

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



Smt. Durgadevi Sharma Charitable Trust's  
**Chandrabhan Sharma College**  
of Arts, Science & Commerce  
(Affiliated to The University of Mumbai)  
Accredited by NAAC 'B+'

	<b>Practical</b>	Implementing RSA Algorithm	03
--	------------------	----------------------------	----

**REMARKS IF ANY:**

**Course Outcome:**

- Analyze and design classical encryption techniques and block ciphers.
- Understand and analyze data encryption standard.
- Understand and analyze public-key cryptography, RSA and other public-key cryptosystems
- such as Diffie-Hellman Key Exchange, ElGamal Cryptosystem, etc

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

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

**TEACHING PLAN**

**ACADEMIC YEAR 2017 - 2018**

1) Name of the Lecturer: Mr. Alok Singh  
3) Subject: Data Ware Housing

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 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	0
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



Smt. Durgadevi Sharma Charitable Trust's  
**Chandrabhan Sharma College**  
of Arts, Science & Commerce  
(Affiliated to The University of Mumbai)  
Accredited by NAAC 'B+'

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

**REMARKS IF ANY:**

**Couse Outcome:**

- Understand KDD process for finding interesting pattern from warehouse.
- Remove redundancy and incomplete data from the dataset using data preprocessing methods.
- Characterize the kinds of patterns that can be discovered by association rule mining.
- Discover interesting patterns from large amounts of data to analyze for predictions and classification.

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

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

**TEACHING PLAN**  
**ACADEMIC YEAR 2017 - 2018**

1) Name of the Lecturer: Mr. Sandeep Vishwakarma  
3) Subject: Internet Technology

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>	OSI Model, TCP/IP Protocol Suite, IPV 4 Addresses and Protocol and IPV6 Addresses and Protocol	12
	<b>Practical</b>	IP Addressing and Subnetting	03
DECEMBER	<b>Theory</b>	Address Resolution Protocol (ARP), Internet Control Message Protocol Version 4 (ICMPv4), Mobile IP	12
	<b>Practical</b>	IP Static Routing OSPF	06
JANUARY	<b>Theory</b>	User Datagram Protocol (UDP), Transmission Control Protocol (TCP),SCTP ,DNS	12
	<b>Practical</b>	UDP and TCP	06
FEBRUARY	<b>Theory</b>	Remote Login: TELNET and SSH, File Transfer: FTP and TFTP ; World Wide Web and HTTP,	12
	<b>Practical</b>	DHCP and DNS	06
MARCH	<b>Theory</b>	Electronic Mail: SMTP, POP, IMAP and MIME, Multimedia	12



Smt. Durgadevi Sharma Charitable Trust's  
**Chandrabhan Sharma College**  
of Arts, Science & Commerce  
(Affiliated to The University of Mumbai)  
Accredited by NAAC 'B+'

	<b>Practical</b>	FTP,SSH and TELNET,SMTP	06
--	------------------	-------------------------	----

**REMARKS IF ANY:**

**Course Outcome:**

- Analyze a web page and identify its elements and attributes.
- Create web pages using XHTML and Cascading Style Sheets.
- Build dynamic web pages using JavaScript (Client side programming).
- Create XML documents and Schemas.

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

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



**TEACHING PLAN**  
**ACADEMIC YEAR 2017 - 2018**

- 1) Name of the Lecturer: Ms. Nabeela Kazi                      2) Department: B.Sc(IT)  
 3) Subject: Geographical Information System                      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



Smt. Durgadevi Sharma Charitable Trust's  
**Chandrabhan Sharma College**  
of Arts, Science & Commerce  
(Affiliated to The University of Mumbai)  
Accredited by NAAC 'B+'

	<b>Practical</b>	3D visualizations Cartography	06
--	------------------	----------------------------------	----

**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**

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

**TEACHING PLAN**  
**ACADEMIC YEAR 2017 - 2018**

1) Name of the Lecturer: Mr. Arvind Singh  
 3) Subject: Project Management

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

**SECOND TERM / VI- SEMESTER**

Month		Topics to be covered	No. of Lectures required
NOVEMBER	Theory	Conventional Software Management Evolution of Software Economics Improving Software Economics	12
	Practical	Case study based on unit-1	06
DECEMBER	Theory	The principles of conventional software Engineering Life cycle phases Model based software architectures	12
	Practical	Case study based on unit-2	06
JANUARY	Theory	Work Flows of the process Checkpoints of the process, Iterative Process Planning Project Organizations and Responsibilities	12
	Practical	Case study based on unit-3	06
FEBRUARY	Theory	Project Organizations, Process Automation Project Control and Process instrumentation Tailoring the Process: Process discriminants	12
	Practical	Case study based on unit-4,5	06
MARCH	Theory	Future Software Project Management Next generation Software economics	12



Smt. Durgadevi Sharma Charitable Trust's  
**Chandrabhan Sharma College**  
of Arts, Science & Commerce  
(Affiliated to The University of Mumbai)  
Accredited by NAAC 'B+'

	<b>Practical</b>	Case study based on unit-6	06
--	------------------	----------------------------	----

**REMARKS IF ANY:**

**Course Outcome:**

- Practice the role of professional ethics insuccessful software development.
- Identify and describe the key phases of project management.
- Determine an appropriate project management approach through an evaluation of the business context and scope of the project.

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

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

**TEACHING PLAN**

**Class** – **FYBAF**  
**Year** – **2017 -18**  
**Semester** – **First (I)**  
**Subject** – **Business Communication**  
**Name of the Teacher** – **Pooja Singh**

<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>
-----------------------	---

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:



Mrs. C.A Neeta Vaidya  
HOD BAF



**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**

Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.

Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530

Telefax: +91 22 2570 4526 / 2570 0789

Email: cbscollege@gmail.com

Website: www.ghpcorp.com

**TEACHING PLAN**

**Class** – **FYBAF**  
**Year** – **2017 -18**  
**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> <li>- Be familiar with ethical issues in business, ethical dilemmas, registration procedures</li> </ul>
----------------	--

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



Mrs. C.A Neeta Vaidya  
HOD BAF



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**Class** – **FYBAF**  
**Year** – **2017 -18**  
**Semester** – **First (I)**  
**Subject** – **Business Economics**  
**Name of the Teacher** – **Tanvi**

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>- Familiarity with essential concepts of Microeconomics and a critical, analytical approach to the subject.</li> <li>- Increased interest in the subject matter through practical examples and applications of various economic theories and functions.</li> </ul>
-----------------------	---

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**



Mrs. C.A Neeta Vaidya  
HOD BAF



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**Class** – **FYBAF**  
**Year** – **2017 -18**  
**Semester** – **First (I)**  
**Subject** – **Financial Accounting - I**  
**Name of the Teacher** – **Tushar Shah**

<b>Course Outcome</b>	<p>Resolve practical issues relating to inventory valuation, using the FIFO and Weighted Average methods.</p> <p>- Categorize transactions based on their specific features and competently apply the structure of Final Accounts.</p> <p>- Account for the financial activities of departmental stores.</p> <p>- Comprehend the practical application of Hire Purchase transactions in everyday life as a regular occurrence in society.</p>
-----------------------	---

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:**



Mrs. C.A Neeta Vaidya  
HOD BAF



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com



**TEACHING PLAN**

**Class** – **FYBAF**  
**Year** – **2017 -18**  
**Semester** – **First (I)**  
**Subject** – **Financial Management - I**  
**Name of the Teacher** – **Vishwanath Acharya**

<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>
-----------------------	---

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:**



Mrs. C.A Neeta Vaidya  
HOD BAF



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

Class – FYBAF  
 Year – 2017 -18  
 Semester – First (I)  
 Subject – Cost Accounting  
 Name of the Teacher – Neeta Vaidya

<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>
-----------------------	---

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:**



Mrs. C.A Neeta Vaidya  
 HOD BAF



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**Class** – **SYBAF**  
**Year** – **2017 -18**  
**Semester** – **Third (III)**  
**Subject** – **Business Economics - II**  
**Name of the Teacher** – **Tanvi**

<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.
-----------------------	---

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:**



Mrs. C.A Neeta Vaidya  
HOD BAF



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**Class** – **SYBAF**  
**Year** – **2017 -18**  
**Semester** – **Third (III)**  
**Subject** – **Business Law - II**  
**Name of the Teacher** – **Kavita**

<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	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:**



Mrs. C.A Neeta Vaidya  
HOD BAF



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**Class** – **SYBAF**  
**Year** – **2017 -18**  
**Semester** – **Third (III)**  
**Subject** – **Financial Accounting - III**  
**Name of the Teacher** – **Tushar Shah**

<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
-----------------------	---

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:**



Mrs. C.A Neeta Vaidya  
HOD BAF



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

Class – SYBAF  
 Year – 2017 -18  
 Semester – Third (III)  
 Subject – Cost Accounting  
 Name of the Teacher – Vishwanath Acharya

<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
-----------------------	---

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:**



Mrs. C.A Neeta Vaidya  
 HOD BAF



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**Class** – **SYBAF**  
**Year** – **2017 -18**  
**Semester** – **Third (III)**  
**Subject** – **Direct Taxation - I**  
**Name of the Teacher** – **Neeta Vaidya**

<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.
-----------------------	---

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:**



Mrs. C.A Neeta Vaidya  
HOD BAF



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**Class** – **SYBAF**  
**Year** – **2017 -18**  
**Semester** – **Third (III)**  
**Subject** – **Information Technology in Accountancy - I**  
**Name of the Teacher** – **Smitha J**

<b>Course Outcome</b>	The learner will become computer literate and will be able to access, create, save, and manage documents, and spreadsheets, present effective presentations, emails and use the Internet effectively Learn and execute different commands of MSword, MS Excel, and MS PowerPoint Learn legal issues of internet, the importance of electronic data interchange and e-commerce.
-----------------------	--

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:**



Mrs. C.A Neeta Vaidya  
HOD BAF



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com



**TEACHING PLAN**

**Class** – **SYBAF**  
**Year** – **2017 -18**  
**Semester** – **Third (III)**  
**Subject** – **Financial Market Operations**  
**Name of the Teacher** – **Vishwanath Acharya**

<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.
-----------------------	--

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:**



Mrs. C.A Neeta Vaidya  
HOD BAF



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**Class** – **TYBAF**  
**Year** – **2017 -18**  
**Semester** – **Fifth (V)**  
**Subject** – **Financial Management -II**  
**Name of the Teacher** – **Arpita**

<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.
-----------------------	--

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:**



Mrs. C.A Neeta Vaidya  
HOD BAF



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

<b>Class</b>	–	<b>TYBAF</b>
<b>Year</b>	–	<b>2017 -18</b>
<b>Semester</b>	–	<b>Fifth (V)</b>
<b>Subject</b>	–	<b>Financial Accounting</b>
<b>Name of the Teacher</b>	–	<b>Tushar Shah</b>

<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.
-----------------------	---

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:**



Mrs. C.A Neeta Vaidya  
HOD BAF



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**Class** – **TYBAF**  
**Year** – **2017 -18**  
**Semester** – **Fifth (V)**  
**Subject** – **Cost Accounting-III**  
**Name of the Teacher** – **Vishwanath Acharya**

<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.
-----------------------	---

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:**



Mrs. C.A Neeta Vaidya  
HOD BAF



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

<b>Class</b>	–	<b>TYBAF</b>
<b>Year</b>	–	<b>2017 -18</b>
<b>Semester</b>	–	<b>Fifth (V)</b>
<b>Subject</b>	–	<b>Taxation</b>
<b>Name of the Teacher</b>	–	<b>Neeta Vaidya</b>

<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.
-----------------------	--

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:**



Mrs. C.A Neeta Vaidya  
HOD BAF



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

<b>Class</b>	–	<b>TYBAF</b>
<b>Year</b>	–	<b>2017 -18</b>
<b>Semester</b>	–	<b>Fifth (V)</b>
<b>Subject</b>	–	<b>Financial Accounting -VI</b>
<b>Name of the Teacher</b>	–	<b>Vishwanath Acharya</b>

<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.
-----------------------	--

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:**



Mrs. C.A Neeta Vaidya  
HOD BAF



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

<b>Class</b>	–	<b>TYBAF</b>
<b>Year</b>	–	<b>2017 -18</b>
<b>Semester</b>	–	<b>Fifth (V)</b>
<b>Subject</b>	–	<b>Management- II (Management Applications)</b>
<b>Name of the Teacher</b>	–	<b>Tushar Shah</b>

<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
-----------------------	---

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:**



Mrs. C.A Neeta Vaidya  
HOD BAF



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

Class – FYBAF  
 Year – 2017 -18  
 Semester – Second (II)  
 Subject – Auditing  
 Name of the Teacher – Neeta Vaidya

<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.
-----------------------	---

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:



Mrs. C.A Neeta Vaidya  
 HOD BAF



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com



**TEACHING PLAN**

**Class** – **FYBAF**  
**Year** – **2017 -18**  
**Semester** – **Second (II)**  
**Subject** – **Financial Accounting - II**  
**Name of the Teacher** – **Tushar Shah**

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>- Differentiate between single-entry and double-entry systems, and apply the concepts to prepare final accounts from incomplete records.</li> <li>- Apply branch accounting techniques, using the debtor system for small branches and the stock and debtors' system for larger ones.</li> <li>- Understand the transactions between manufacturers and agents, and apply consignment accounting principles to such transactions.</li> <li>- Understand the fundamental principles of insurance and calculate fire insurance claims for goods lost due to fire.</li> </ul>
-----------------------	--

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:**



Mrs. C.A Neeta Vaidya  
HOD BAF



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

Class – **FYBAF**  
 Year – **2017 -18**  
 Semester – **Second (II)**  
 Subject – **Business Mathematics**  
 Name of the Teacher – **Namrata Dube**

<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>
-----------------------	--

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:**



Mrs. C.A Neeta Vaidya  
HOD BAF



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

Class – FYBAF  
 Year – 2017 -18  
 Semester – Second (II)  
 Subject – Business Law  
 Name of the Teacher – Kavita

<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.
-----------------------	---

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:**



Mrs. C.A Neeta Vaidya  
 HOD BAF



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**Class** – **FYBAF**  
**Year** – **2017 -18**  
**Semester** – **Second (II)**  
**Subject** – **Business Communication II**  
**Name of the Teacher** – **Ridhi**

<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.
-----------------------	--

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>

**REMARKS IF ANY:**



Mrs. C.A Neeta Vaidya  
HOD BAF



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**Class** – **FYBAF**  
**Year** – **2017 -18**  
**Semester** – **Second (II)**  
**Subject** – **Foundation Course II**  
**Name of the Teacher** – **Vishwanath Acharya**

<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>
-----------------------	--

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>

**REMARKS IF ANY:**



Mrs. C.A Neeta Vaidya  
HOD BAF



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**Class** – **FYBAF**  
**Year** – **2017 -18**  
**Semester** – **Second (II)**  
**Subject** – **Innovative Financial Services**  
**Name of the Teacher** – **Vishwanath Acharya**

<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>
-----------------------	---

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:**



Mrs. C.A Neeta Vaidya  
HOD BAF



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**Class** – SYBAF  
**Year** – 2017 -18  
**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.
-----------------------	---

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>

**REMARKS IF ANY:**



Mrs. C.A Neeta Vaidya  
HOD BAF



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**Class** – **SYBAF**  
**Year** – **2017 -18**  
**Semester** – **Fourth (IV)**  
**Subject** – **Business Law**  
**Name of the Teacher** – **Kavita**

<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:**



Mrs. C.A Neeta Vaidya  
HOD BAF



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com



**TEACHING PLAN**

**Class** – **SYBAF**  
**Year** – **2017 -18**  
**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.
-----------------------	--

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:**



Mrs. C.A Neeta Vaidya  
HOD BAF



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

<b>Class</b>	–	<b>SYBAF</b>
<b>Year</b>	–	<b>2017 -18</b>
<b>Semester</b>	–	<b>Fourth (IV)</b>
<b>Subject</b>	–	<b>Management Accounting</b>
<b>Name of the Teacher</b>	–	<b>Vishwanath Acharya</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.
-----------------------	---

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:**



Mrs. C.A Neeta Vaidya  
HOD BAF



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**Class** – **SYBAF**  
**Year** – **2017 -18**  
**Semester** – **Fourth (IV)**  
**Subject** – **Direct Taxation - II**  
**Name of the Teacher** – **Neeta Vaidya**

<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.
-----------------------	--

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 Tax Planning	15 6
	<b>TOTAL</b>	<b>55</b>

**REMARKS IF ANY:**



Mrs. C.A Neeta Vaidya  
HOD BAF



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**Class** – **SYBAF**  
**Year** – **2017 -18**  
**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	Computerized Accounting System	12
February	Concept of MIS	13
March	IT and Auditing	13
	<b>TOTAL</b>	<b>50</b>

**REMARKS IF ANY:**



Mrs. C.A Neeta Vaidya  
HOD BAF



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**Class** – **SYBAF**  
**Year** – **2017 -18**  
**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>
-----------------------	---

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:**



Mrs. C.A Neeta Vaidya  
HOD BAF



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

<b>Class</b>	–	<b>TYBAF</b>
<b>Year</b>	–	<b>2017 -18</b>
<b>Semester</b>	–	<b>Sixth (VI)</b>
<b>Subject</b>	–	<b>Financial Management -III</b>
<b>Name of the Teacher</b>	–	<b>Tushar. Shah</b>

<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.
-----------------------	--

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:**



Mrs. C.A Neeta Vaidya  
HOD BAF



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**Class** – **TYBAF**  
**Year** – **2017 -18**  
**Semester** – **Sixth (VI)**  
**Subject** – **Cost Accounting - IV**  
**Name of the Teacher** – **Vishwanath Acharya**

<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.
-----------------------	---

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:**



Mrs. C.A Neeta Vaidya  
HOD BAF



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**Class** – **TYBAF**  
**Year** – **2017 -18**  
**Semester** – **Sixth (VI)**  
**Subject** – **Taxation**  
**Name of the Teacher** – **Neeta Vaidya**

<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."
-----------------------	---

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:**



Mrs. C.A Neeta Vaidya  
HOD BAF



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com



**TEACHING PLAN**

**Class** – **TYBAF**  
**Year** – **2017 -18**  
**Semester** – **Sixth (VI)**  
**Subject** – **Financial Accounting - VII**  
**Name of the Teacher** – **Vishwanath Acharya**

<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.
-----------------------	--

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>

**REMARKS IF ANY**



Mrs. C.A Neeta Vaidya  
HOD BAF



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**Class** – **TYBAF**  
**Year** – **2017 -18**  
**Semester** – **Sixth (VI)**  
**Subject** – **SAPM**  
**Name of the Teacher** – **Tushar Shah**

<b>Course Outcome</b>	1. Understand the investment environment in India, overview of Indian financial system securities trading in stock markets and investment alternatives. 2. Explain the investment management process and security analysis like fundamental analysis, technical analysis and efficient market hypothesis. 3. Recognize the significance of risk and return relationship from investing Markowitz portfolio theory and mean variance approach. 4. Know the risk and returns from investing Markowitz portfolio theory and portfolio selection. 5. Analyze different types of bonds, interest rates, term structure of interest rates and measuring bond yields.
-----------------------	--

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:**



Mrs. C.A Neeta Vaidya  
HOD BAF



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

<b>Name of the Lecturer: Mr. Tushar Agarwal</b>	<b>Department of Management Studies</b>
<b>Subject: Foundation of Human Skills</b>	<b>Class: FYBMS</b>

**SEMESTER I**

Month	Topics to be covered	No. of Lectures required
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 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 attributional).</li> </ul>	15



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

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>□ <b>Group Dynamics:</b> Nature, types, group behaviour model (roles, norms, status, process, structures)</li> <li>□ <b>Team effectiveness:</b> nature, types of teams, ways of forming an effective team.</li> <li>□ Setting goals.</li> </ul> </li> <li>• <b>Organizational processes and system.</b> <ul style="list-style-type: none"> <li>□ <b>Power and politics:</b> nature, bases of power, politics nature, types, causes of organizational politics, political games.</li> <li>□ <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 culture</li> </ul> <p>• <b>Motivation at workplace:</b> Concept of motivation</p> <p>Theories of motivation in an organisational set up.</p> <ul style="list-style-type: none"> <li>✓ A.Maslow Need Heirachy</li> <li>✓ F.Hertzberg Dual Factor</li> <li>✓ Mc.Gregor theory X and theory Y.</li> </ul> <p>Waysofmotivating through carrot (positive reinforcement) and stick (negative reinforcement) at workplace.</p>	15
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 organisational 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



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**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 Organisational Change, Creativity and Development and Work Stress



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

<b>Name of the Lecturer: Ms. Arpita Atibudhi</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>  <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	<p><b>Module 2: Accounting Transactions</b>  <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> </ul>	15



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

September	<b>Module 3: Depreciation Accounting &amp; Trial Balance</b> <b>Depreciation accounting:</b> Practical problem based on depreciation using SLM and RBM methods. (Where Provision for depreciation Account not maintained). <b>• Preparation of Trial Balance:</b> Introduction and Preparation of Trial Balance	15
October	<b>Module 4: Final Accounts</b> Introduction to Final Accounts of a Sole proprietor. <b>• Rectification of errors.</b> <b>• Manufacturing Account, Trading Account, Profit and Loss Account and Balance Sheet.</b> <b>• Preparation and presentation of Final Accounts in horizontal format</b> <b>• Introduction to Schedule 6 of Companies Act ,1956</b>	15

**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.



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**

**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

<b>Name of the Lecturer: Ms. Kavita Rai</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 “Goods and services” – Meaning of the words “Defects and Deficiencies of goods and services” Consumer disputes and Complaints.</p>	15



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com



September	<p><b>Module 3: Company Law</b></p> <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	<p><b>Module 4: Intellectual Property Rights(IPR)</b></p> <p>Intellectual Property Rights (IPR)</p> <ul style="list-style-type: none"> <li>□ IPR definition/ objectives</li> <li>□ Patent definition. What is patentable? What is not patentable? Invention And its Attributes, Inventors and Applications</li> <li>□ Trademarks, definition, types of trademarks, infringement and passing off.</li> <li>□ Copy right definition and subject in which copy right exists, Originality, Meaning and Content, Authors and Owners, Rights and Restrictions.</li> <li>□ Geographical indications (only short notes)</li> </ul>	15

**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) .



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**

**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

<b>Name of the Lecturer: Ms. NamarataDube</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	<p><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> </p>	15
August	<p><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 &amp; 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&amp; 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> </p>	15



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

September	<p><b>Module 3: Time Series and Index Number</b>  <b>Time Series:</b> Least Square Method, Moving Average Method, Determination of Season  <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</p>	15
October	<p><b>Module 4: Probability and Decision Theory</b>  <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)  <b>• Decision Theory:</b> Acts, State of Nature Events, Pay offs, Opportunity loss, Decision Making under Certainty, Decision Making under Uncertainty,  <b>• Non-Probability:</b> Maximax, Maximin, Minimax, Regret, Laplace &amp; Hurwicz)  <b>• Probabilistics (Decision Making under risk):</b> EMV, EOL, EVPI  <b>• Decision Tree</b></p>	15

**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.



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

<b>Name of the Lecturer: Ms. ManaliNaik</b>	<b>Department of Management Studies</b>
<b>SUBJECT: Business Communication- 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: Theory of Communication</b>  <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  <b>Channels and Objectives of Communication: Channels-</b>                      Formal and Informal- Vertical, Horizontal, Diagonal, Grapevine  <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)  <b>Methods and Modes of Communication:</b>                      Methods: Verbal and Nonverbal, Characteristics of Verbal Communication Characteristics of Non-verbal Communication, Business Etiquette                      Modes: Telephone and SMS Communication 3 (General introduction to Telegram to be given) Facsimile Communication [Fax]                      Computers and E- communication Video and Satellite Conferencing</p>	15



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

August	<p><b>Module 2: Obstacles to Communication in Business World</b>  <b>Problems in Communication /Barriers to Communication:</b>          Physical/ Semantic/Language / Socio-Cultural / Psychological / Barriers, Ways to Overcome these Barriers  <b>Listening:</b> Importance of Listening Skills, Cultivating good Listening Skills – 4  <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          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>  <b>Theory of Business Letter Writing:</b>          Parts, Structure, Layouts—Full Block, Modified Block, Semi - Block Principles of Effective Letter Writing, Principles of effective Email Writing,  <b>Personnel Correspondence:</b>          Statement of Purpose, Job Application Letter and Resume, Letter of Acceptance of Job Offer, Letter of Resignation          [Letter of Appointment, Promotion and Termination, Letter of Recommendation (to be taught but not to be tested in the examination)]</p>	15



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

October	<p><b>Module 4: Language and Writing Skills</b>  <b>Commercial Terms used in Business Communication</b>  <b>Paragraph Writing:</b>          Developing an idea, using appropriate linking devices, etc          Cohesion and Coherence, self-editing, etc [Interpretation of technical data, Composition on a given situation, a short informal report etc.]  <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
---------	--	----

**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.



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

<b>Name of the Lecturer: Mr. Vishwanath Acharya</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>	15
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
September	<p><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</p>	10



**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**  
Powai - Vihar, Powai, Mumbai - 400076, Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

October	<p><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</p>	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.



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com



**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

<b>Name of the Lecturer: Ms. Chitra Natarajan</b>	<b>Department of Management Studies</b>
<b>Subject: Business Economics - I</b>	<b>Class: FYBMS</b>

**SEMESTER I**

Month	Topics to be covered	No. of Lectures required
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 <i>(numerical illustrations on trend analysis and simple linear regression)</i>	15
September	<b>Module 3: Supply and Production Decisions and Cost of Production</b> <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. <b>Module 4: Market structure: Perfect competition and Monopoly and Pricing and Output Decisions under Imperfect Competition</b> 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	15



**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**  
 Powai - Vihar, Powai, Mumbai - 400076, Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

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> <hr/> <p><b>Module 5: Pricing Practices</b></p> <hr/> <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
---------	---	----

**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



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

<b>Name of the Lecturer: Ms. Dipti Parab</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</li> </ul> <p>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</p> <ul style="list-style-type: none"> <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



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

July	<p><b>Module 2: Office Automation using MS Office</b></p> <ul style="list-style-type: none"> <li>● <u>Learn Word:</u> Creating/Saving of Document, Editing and Formatting Features, Designing a title page, Preparing Index, Use of SmartArt, Cross Reference, Bookmark and Hyperlink, Mail Merge Feature.</li> <li>● <u>Spreadsheet application (e.g. MS-Excel/openoffice.org):</u>Creating/Saving and editing spreadsheets, Drawing charts, Using Basic Functions: text, math &amp; trig, statistical, date &amp; time, database, financial, logical, sing Advanced Functions : Use of VLookup/HLookup, Data analysis – sorting data, filtering data (AutoFilter , Advanced Filter), data validation, what-if analysis (using data tables/scenarios), creating sub-totals and grand totals, pivot table/chart, goal seek/solve</li> </ul>	15
August	<p><b>Module 3 : Email, Internet and its Applications</b></p> <ul style="list-style-type: none"> <li>● <u>Introduction to Email:</u> Writing professional emails, Creating digitally signed documents.</li> <li>● <u>Use of Outlook:</u> Configuring Outlook, Creating and Managing profile in outlook, Sending and Receiving Emails through outlook, Emailing the merged documents, Introduction to Bulk Email software</li> <li>● <u>Internet:</u> Understanding Internet Technology, Concepts of Internet, Intranet, Extranet, Networking Basics, Different types of networks. Concepts (Hubs, Bridges, Routers, IP addresses), Study of LAN, MAN, WAN</li> <li>● <u>DNS Basics:</u> Domain Name Registration, Hosting Basics.</li> <li>● <u>Emergence of E-commerce and M-Commerce:</u> Concept of E-commerce and M-Commerce, Definition of E-commerce and M-Commerce, Business models of e-commerce: models based on transaction party (B2B, B2C,B2G, C2B, C2C, E-Governance), Models based on revenue models, Electronic Funds Transfer, Electronic Data Interchange.</li> </ul> <p><b>Module 4: E-Security Systems</b></p> <ul style="list-style-type: none"> <li>● <u>Threats to Computer systems and control measures:</u> Types of threats-Virus, hacking, phishing, spyware, spam, physical threats (fire, flood, earthquake, vandalism), Threat Management</li> <li>● <u>IT Risk:</u> Definition, Measuring IT Risk, Risk Mitigation and Management</li> <li>● Information Systems Security</li> <li>● <u>Security on the internet:</u> Network and website security risks, Website Hacking and Issues therein, Security and Email</li> </ul>	15



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

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
-----------	--	----

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



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**

  
**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

Name of the Lecturer: Ms, ManaliNaik	Department of Management Studies
Subject: Foundation Course – III (Environmental Management)	Class: SYBMS

**SEMESTER III**

Month	Topics to be covered	No. of Lectures required
June	<p><b>Module 1: Environmental Concepts</b></p> <ul style="list-style-type: none"> <li>● <u>Environment</u>: Definition and composition, Lithosphere, Atmosphere, Hydrosphere, Biosphere</li> <li>● <u>Biogeochemical cycles</u> - Concept and water cycle, Ecosystem &amp; Ecology; Food chain, food web &amp; Energy flow pyramid</li> <li>● <u>Resources</u>: Meaning, classification (Renewable &amp; non-renewable), types &amp; Exploitation of Natural resources in sustainable manner</li> </ul> <p><b>Module 2: Environment degradation</b></p> <ul style="list-style-type: none"> <li>● <u>Degradation</u>- Meaning and causes, degradation of land, forest and agricultural land and its remedies</li> <li>● <u>Pollution</u> – meaning, types, causes and remedies (land, air, water and others)</li> </ul>	12
July	<ul style="list-style-type: none"> <li>● <u>Global warming</u>: meaning, causes and effects.</li> <li>● <u>Disaster Management</u>: meaning, disaster management cycle. Waste Management: Definition and types -solid waste management anthropogenic waste, e-waste &amp; biomedical waste (consumerism as a cause of waste)</li> </ul> <p><b>Module 3: Sustainability and role of business</b></p> <ul style="list-style-type: none"> <li>● <u>Sustainability</u>: Definition, importance and Environment Conservation.</li> <li>● Environmental clearance for establishing and operating Industries in India.</li> </ul>	7



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

August	<ul style="list-style-type: none"> <li>EIA, Environmental auditing, ISO 14001</li> <li>Salient features of Water Act, Air Act and Wildlife Protection Act., Carbon bank &amp; Kyoto protocol</li> </ul> <p><b>Module 4: Innovations in business- an environmental perspective</b></p> <p><u>Non-Conventional energy sources</u>- Wind, Bio-fuel, Solar, Tidal and Nuclear Energy, Innovative Business Models: Eco-tourism, Green marketing Organic farming</p>	4
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



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**

**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

Name of the Lecturer: Ms. Pooja Shah	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
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



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com



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> </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

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.



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**

**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

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

**SEMESTER III**

Month	Topics to be covered	No. of Lectures required
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> </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



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

August	<p><b>Module 3: Cash flow statement</b></p> <p>Preparation of cash flow statement(AccountingStandard-3(revised))</p>	15
September	<p><b>Module 4: Working capital</b></p> <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. .



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**

**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

<b>Name of the Lecturer: Mr. Tushar Agarwal</b>	<b>Department of Management Studies</b>
<b>Subject: Strategic Management</b>	<b>Class: SYBMS</b>

**SEMESTER III**

Month	Topics to be covered	No. of Lectures required
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, Porter's 5 Forces, 7S Frame Work</li> </ul> Implementation: Meaning, Steps and implementation at Project, Process, Structural, Behavioral, Functional level.	18



**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**  
 Powai - Vihar, Powai, Mumbai - 400076, Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

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

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 .



**SIGNATURE OF THE HEAD OF THE DEPARTM**

**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2018-19**

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

**SEMESTER III**

Month	Topics to be covered	No. of Lectures required
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



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

September	<b>Module 4: Emerging Cost Concepts</b>  Uniform Costing and Inter firm Comparison, Emerging Concepts – Target Costing, Benchmarking,, implementation of Balanced Scorecard, Challenges in implementation of Balanced Scorecard	10
-----------	---	----

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.



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

<b>Name of the Lecturer: Mr. Arpita Atibudhi</b>	<b>Department of Management Studies</b>
<b>Subject: Corporate Finance</b>	<b>Class: SYBMS</b>

**SEMESTER III**

Month	Topics to be covered	No. of Lectures required
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
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



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com



September	<p><b>Module 4: Mobilisation of Funds</b></p> <p>Public deposits and RBI regulations, Company deposits and SEBI regulations, Protection of depositors, RBI and public deposits with NBFC's.</p> <p>Foreign capital and collaborations, Foreign direct Investment (FDI)</p> <p>Emerging trends in FDI</p> <p>Global Depository Receipts, Policy development, Capital flows and Equity Debt.</p> <p>Brief introduction &amp; sources of short term Finance Bank Overdraft, Cash Credit, Factoring</p>	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.



**SIGNATURE OF THE OF THE DEPARTMENT**



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

<b>Name of the Lecturer:</b> Ms.Pooja Singh	<b>Department of Management Studies</b>
<b>Subject:</b> Consumer Behaviour	<b>Class:</b> SYBMS

**SEMESTER III**

<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
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 Behaviour</b> <ul style="list-style-type: none"> <li>● Consumer Needs &amp; Motivation (Theories - Maslow, Mc Cleland).</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



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

August	<p><b>Module 3: Environmental Determinants of Consumer Behaviour</b></p> <ul style="list-style-type: none"> <li>● Family Influences on Buyer Behaviour,</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 Behaviour - Reference Groups, Opinion Leaders and Social Influences In-group versus out-group influences, role of opinion leaders in diffusion of innovation and in purchase process.</li> <li>● Cultural Influences on Consumer Behaviour Understanding cultural and sub-cultural influences on individual, norms and their role, customs, traditions and value system.</li> </ul>	15
September	<p><b>Module 4: Consumer decision making models and New Trends</b></p> <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 behaviour The E-buyer vis-a vis the Brick and Mortar buyer, Influences on E-buying</li> </ul>	15

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.



SIGNATURE OF THE OF THE DEPARTMENT



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

<b>Name of the Lecturer: Ms. Pooja Shah</b>	<b>Department of Management Studies</b>
<b>Subject: Advertising</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 Advertising</b></p> <ul style="list-style-type: none"> <li>• Definition, Evolution of Advertising, Importance, Scope, Features, Benefits, Five M's of Advertising</li> <li>• Types of Advertising –consumer advertising, industrial advertising, institutional advertising, classified advertising, national advertising, generic advertising</li> <li>• Theories of Advertising : Stimulus Theory, AIDA, Hierarchy Effects Model, Means – End Theory, Visual Verbal Imaging, Cognitive Dissonance</li> <li>• Ethics and Laws in Advertising : Puffery, Shock Ads, Subliminal Advertising, Weasel Claim, Surrogate Advertising, Comparative Advertising Code of Ethics, Regulatory Bodies, Laws and Regulation – CSR, Public Service Advertising, Corporate Advertising, Advocacy Advertising</li> <li>• Social, cultural and Economic Impact of Advertising, the impact of ads on Kids, Women and Advertising</li> </ul>	15
July	<p><b>Module 2: Strategy and Planning Process in Advertising</b></p> <ul style="list-style-type: none"> <li>• Advertising Planning process &amp; Strategy : Introduction to Marketing Plan, Advertising Plan- Background, situational analysis related to Advertising issues, Marketing Objectives, Advertising Objectives, Target Audience, Brand Positioning (equity, image personality), creative Strategy, message strategy, media strategy, Integration of advertising with other communication tools</li> <li>• Role of Advertising in Marketing Mix : Product planning, product brand policy, price, packaging, distribution, Elements of Promotion, Role of Advertising in PLC</li> <li>• Advertising Agencies – Functions – structure – types - Selection criteria for Advertising agency – Maintaining Agency–client relationship, Agency Compensation.</li> </ul>	15



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

August	<p><b>Module 3: Creativity in Advertising</b></p> <ul style="list-style-type: none"> <li>● Introduction to Creativity – definition, importance, creative process , Creative strategy development – Advertising Campaign – determining the message theme/major selling ideas – introduction to USP – positioning strategies – persuasion and types of advertising appeals – role of source in ads and celebrities as source in Indian ads – execution styles of presenting ads.</li> <li>● Role of different elements of ads – logo, company signature, slogan, tagline, jingle, illustrations, etc –</li> <li>● Creating the TV commercial – Visual Techniques, Writing script, developing storyboard, other elements (Optical, Soundtrack, Music)</li> <li>● Creating Radio Commercial – words, sound, music – scriptwriting the commercial – clarity, coherence, pleasantness, believability, interest, distinctiveness</li> <li>● Copywriting: Elements of Advertisement copy – Headline, sub-headline, Layout, Body copy, slogans. Signature, closing idea, Principles of Copywriting for print, OOH, essentials of good copy, Types of Copy, Copy Research</li> </ul>	15
September	<p><b>Module 4: Budget, Evaluation, Current trends and careers in Advertising</b></p> <ul style="list-style-type: none"> <li>● Advertising Budget – Definition of Advertising Budget, Features, Methods of Budgeting</li> <li>● Evaluation of Advertising Effectiveness – Pre-testing and Post testing Objectives, Testing process for Advertising effectiveness, Methods of Pre-testing and Post-testing, Concept testing v/s Copy testing</li> <li>● Current Trends in Advertising : Rural and Urban Advertising, Digital Advertising, Content Marketing (Advertorials), retail advertising, lifestyle advertising, Ambush Advertising, Global Advertising – scope and challenges – current global trends</li> <li>● Careers in Advertising : careers in Media and supporting firms, freelancing options for career in advertising, role of Advertising Account Executives, campaign Agency family tree – topmost advertising agencies and the famous advertisements designed by them</li> </ul>	15

Learning Objective

- To provide students with basic understanding of concepts of Introduction to Advertising.
- Learners will be able to Identify and describe objectives and advantages Strategy and Planning Process in Advertising.

Learning Outcomes:



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

- Learners will be able to understand and develop Creativity in Advertising.
- Learners will be able to develop, understand and apply Budget, Evaluation, Current trends and careers in Advertising



**SIGNATURE OF THE HEAD OF THE DEPARTMEN**



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

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

**SEMESTER III**

June	<p><b>Module 1: Recruitment</b></p> <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, Reference  External-Campus Recruitment, Advertisement, Job Boards  Website/Portals, Internship, Placement Consultancies-Traditional (In-House, Internal Recruitment, On Campus, Employment And Traditional  Agency). 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
------	---	----



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

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
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 .



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com



*Justha A*

**SIGNATURE OF THE HEAD OF THE DEPARTMEN**

*[Handwritten Signature]*

**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

<b>Name of the Lecturer: Ms. TanviSangani</b>	<b>Department of Management Studies</b>
<b>Subject: OrganisationBehaviour&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: OrganisationalBehaviour-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> <li>● Individual and Group Behaviour-OB models–Autocratic, Custodial, Supportive, Collegial &amp;SOBC in context with Indian OB</li> <li>● Human Relations and Organizational Behaviour</li> </ul>	12
July	<b>Module 2: OrganisationalBehaviour-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> </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>● HRD-Concept ,meaning, objectives, HRD functions</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>● Career planning-concept of career Planning, Career stages and carrier planning</li> </ul>	18



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

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.



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

<b>Name of the Lecturer: Mr. Tushar Agarwal</b>	<b>Department of Management Studies</b>
<b>Subject: Logistics &amp; Supply Chain Management</b>	<b>Class: TYBMS</b>

**SEMESTER V**

<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
June	<p><b>Overview of Logistics and Supply Chain Management</b></p> <p>a) Introduction to Logistics Management • Meaning, Basic Concepts of Logistics- Logistical Performance Cycle, Inbound Logistics, In process Logistics, Outbound Logistics, Logistical Competency, Integrated Logistics , Reverse Logistics and Green Logistics • Objectives of Logistics, Importance of Logistics, Scope of Logistics, Logistical Functions/Logistic Mix, Changing Logistics Environment</p> <p>b) Introduction to Supply Chain Management Meaning, Objectives, Functions, Participants of Supply Chain, Role of Logistics in Supply Chain, Comparison between Logistics and Supply Chain Management, Channel Management and Channel Integration</p> <p>c) Customer Service: Key Element of Logistics Meaning of Customer Service, Objectives, Elements, Levels of customer service, Rights of Customers</p> <p>d) Demand Forecasting Meaning, Objectives ,Approaches to Forecasting, Forecasting Methods, Forecasting Techniques, (Numerical on Simple Moving Average, Weighted Moving Average)</p>	15
July	<p><b>Elements of Logistics Mix</b></p> <p>a) Transportation Introduction, Principles and Participants in Transportation, Transport Functionality, Factors Influencing Transportation Decisions, Modes of</p>	15



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

	<p>Transportation- Railways, Roadways, Airways, Waterways, Ropeways, Pipeline, Transportation Infrastructure, Intermodal Transportation</p> <p>b) Warehousing Introduction, Warehouse Functionality, Benefits of Warehousing, Warehouse Operating Principles, Types of Warehouses, Warehousing Strategies, Factors affecting Warehousing</p> <p>c) Materials Handling Meaning, Objectives, Principles of Materials Handling, Systems of Materials Handling, Equipments used for Materials Handling, Factors affecting Materials Handling Equipments</p> <p>d) Packaging Introduction, Objectives of Packaging, Functions/Benefits of Packaging, Design Considerations in Packaging, Types of Packaging Material, Packaging Costs</p>	
August	<p><b>Inventory Management, Logistics Costing, Performance Management and Logistical Network Analysis</b></p> <p>a) Inventory Management Meaning, Objectives, Functions, Importance, Techniques of Inventory Management (Numericals - EOQ and Reorder levels)</p> <p>b) Logistics Costing Meaning, Total Cost Approach, Activity Based Costing, Mission Based Costing</p> <p>c) Performance Measurement in Supply Chain Meaning, Objectives of Performance Measurement, Types of Performance Measurement, Dimensions of Performance Measurement, Characteristics of Ideal Measurement System</p> <p>d) Logistical Network Analysis Meaning, Objectives, Importance, Scope, RORO/LASH</p>	15



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

September	<p><b>Recent Trends in Logistics and Supply Chain Management</b></p> <p>a) Information Technology in Logistics Introduction, Objectives, Role of Information Technology in Logistics and Supply Chain Management, Logistical Information System, Principles of Logistical Information System, Types of Logistical Information System, Logistical Information Functionality, Information Technology Infrastructure</p> <p>b) Modern Logistics Infrastructure Golden Quadrilateral, Logistics Parks, Deep Water Ports, Dedicated Freight Corridor, Inland Container Depots/Container Freight Stations, Maritime Logistics, Double Stack Containers/Unit Trains</p> <p>c) Logistics Outsourcing Meaning, Objectives, Benefits/Advantages of Outsourcing, Third Party Logistics Provider, Fourth Party Logistics Provider, Drawbacks of Outsourcing, Selection of Logistics Service Provider, Outsourcing-Value Proposition</p> <p>d) Logistics in the Global Environment Managing the Global Supply Chain, Impact of Globalization on Logistics and Supply Chain Management, Global Logistics Trends, Global Issues and Challenges in Logistics and Supply Chain Management</p>	15
-----------	--	----

**Learning Objective**

- To provide students with basic understanding of concepts of Logistics & Supply Chain Management.
- Learners will be able to Identify and describe objectives and advantages of Elements of Logistics Mix

**Learning Outcomes:**

- Learners will be able to understand and develop the Inventory Management, Logistics Costing, Performance Management and Logistical Network Analysis.
- Learners will be able to develop and apply Recent Trends in Logistics and Supply Chain Management



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**

**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

<b>Name of the Lecturer: Ms.ArпитаAtibudhi</b>	<b>Department of Management Studies</b>
<b>Subject: Ethics and Governance</b>	<b>Class: TYBMS</b>

**SEMESTER V**

<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
JUNE	<p>Introduction to Ethics and Business Ethics</p> <p>a) Ethics</p> <ul style="list-style-type: none"> <li>• Concept of Ethics, Evolution of Ethics, Nature of Ethics- Personal, Professional, Managerial</li> <li>• Importance of Ethics, Objectives, Scope, Types – Transactional, Participatory and Recognition</li> </ul> <p>b) Business Ethics</p> <ul style="list-style-type: none"> <li>• Meaning, Objectives, Purpose and Scope of Business Ethics Towards Society and Stakeholders, Role of Government in Ensuring Business Ethics</li> <li>• Principles of Business Ethics, 3 Cs of Business Ethics – Compliance, Contribution and Consequences</li> <li>• Myths about Business Ethics</li> <li>• Ethical Performance in Businesses in India</li> </ul>	15
JULY	<p><b>Ethics in Marketing, Finance and HRM</b></p> <p>a) Ethics in Marketing:</p> <ul style="list-style-type: none"> <li>• Ethical issues in Marketing Mix, Unethical Marketing Practices in India, Ethical Dilemmas in Marketing, Ethics in Advertising and Types of Unethical Advertisements</li> </ul>	15



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

	<p>b) Ethics In Finance:</p> <ul style="list-style-type: none"> <li>• Scope of Ethics in Financial Services, Ethics of a Financial Manager – Legal Issues, Balancing Act and Whistle Blower, Ethics in Taxation, Corporate Crime - White Collar Crime and Organised Crime, Major Corporate Scams in India, Role of SEBI in Ensuring Corporate Governance, Cadbury Committee Report, 1992</li> </ul> <p>c) Ethics in Human Resource Management:</p> <ul style="list-style-type: none"> <li>• Importance of Workplace Ethics, Guidelines to Promote Workplace Ethics, Importance of Employee Code of Conduct, Ethical Leadership</li> </ul>	
AUGUST	<p>Corporate Governance</p> <ul style="list-style-type: none"> <li>• Concept, History of Corporate Governance in India, Need for Corporate Governance</li> <li>• Significance of Ethics in Corporate Governance, Principles of Corporate Governance, Benefits of Good Governance, Issues in Corporate Governance</li> <li>• Theories- Agency Theory, Shareholder Theory, Stakeholder Theory and Stewardship Theory</li> <li>• Corporate Governance in India, Emerging Trends in Corporate Governance, Models of Corporate Governance, Insider Trading</li> </ul>	15
SEPTEMBER	<p>Corporate Social Responsibility (CSR)</p> <ul style="list-style-type: none"> <li>• Meaning of CSR, Evolution of CSR, Types of Social Responsibility</li> <li>• Aspects of CSR- Responsibility, Accountability, Sustainability and Social Contract</li> <li>• Need for CSR</li> <li>• CSR Principles and Strategies</li> <li>• Issues in CSR</li> <li>• Social Accounting</li> <li>• Tata Group’s CSR Rating Framework</li> <li>• Sachar Committee Report on CSR</li> <li>• Ethical Issues in International Business Practices</li> <li>• Recent Guidelines in CSR</li> <li>• Society’s Changing Expectations of Business With Respect to Globalisation</li> </ul>	15



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com



• Future of CSR

Learning Objective

- To provide students with basic understanding of concepts Ethics and Governance.
- Learners will be able to Identify and describe objectives and advantages of Ethics in Marketing, Finance and HRM.

Learning Outcomes:

- Learners will be able to understand and develop the Corporate Governance
- Learners will be able to develop and apply Corporate Social Responsibility (CSR) in corporate world.



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

<b>Name of the Lecturer: Mr. Sushant Vichare</b>	<b>Department of Management Studies</b>
<b>Subject: Commodity &amp; Derivatives Market</b>	<b>Class: TYBMS</b>

**SEMESTER V**

<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
JUNE	<b>Introduction to Commodities Market and Derivatives Market</b> a) Introduction to Commodities Market : Meaning, History & Origin, Types of Commodities Traded, Structure of Commodities Market in India, Participants in Commodities Market, Trading in Commodities in India(Cash & Derivative Segment), Commodity Exchanges in India & Abroad, Reasons for Investing in Commodities b) Introduction to Derivatives Market: Meaning, History & Origin, Elements of a Derivative Contract, Factors Driving Growth of Derivatives Market, Types of Derivatives, Types of Underlying Assets, Participants in Derivatives Market, Advantages & Disadvantages of Trading in Derivatives Market, Current Volumes of Derivative Trade in India, Difference between Forwards & Futures	15
JULY	<b>Futures and Hedging</b> a) Futures: Futures Contract Specification, Terminologies, Concept of Convergence, Relationship between Futures Price & Expected Spot Price, Basis & Basis Risk, Pricing of Futures Contract, Cost of Carry Model b) Hedging: Speculation & Arbitrage using Futures, Long Hedge – Short Hedge, Cash & Carry Arbitrage, Reverse Cash & Carry Arbitrage, Payoff Charts & Diagrams for Futures Contract, Perfect & Imperfect Hedge	15



**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**  
 Powai - Vihar, Powai, Mumbai - 400076, Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

AUGUST	Options and Option Pricing Models a) Options: Options Contract Specifications, Terminologies, Call Option, Put Option, Difference between Futures & Options, Trading of Options, Valuation of Options Contract, Factors affecting Option Premium, Payoff Charts & Diagrams for Options Contract, Basic Understanding of Option Strategies	15
SEPTEMBER	<b>Trading, Clearing &amp; Settlement In Derivatives Market and Types of Risk</b> a) Trading, Clearing & Settlement In Derivatives Market: Meaning and Concept, SEBI Guidelines, Trading Mechanism – Types of Orders, Clearing Mechanism – NSCCL – its Objectives & Functions, Settlement Mechanism – Types of Settlement	15

Learning Objective

- To provide students with basic understanding of concepts Commodity & Derivatives Market.
- Learners will be able to Identify and describe objectives and advantages of Commodities Market and Derivatives Market Futures and Hedging .

Learning Outcomes:

- Learners will be able to understand and develop the Options and Option Pricing Models
- Learners will be able to develop and apply Trading, Clearing & Settlement In Derivatives Market and Types of Risk



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**

**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

<b>Name of the Lecturer: Mr. Ravi Vishwakarma</b>	<b>Department of Management Studies</b>
<b>Subject: Investment Analysis &amp; portfolio Management</b>	<b>Class: TYBMS</b>

**SEMESTER V**

<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
JUNE	Introduction to Investment Environment a) Introduction to Investment Environment • Introduction, Investment Process, Criteria for Investment, Types of Investors, Investment V/s Speculation V/s Gambling, Investment Avenues, Factors Influencing Selection of Investment Alternatives b) Capital Market in India • Introduction, Concepts of Investment Banks its Role and Functions, Stock Market Index, The NASDAQ, SDL, NSDL, Benefits of Depository Settlement, Online Share Trading and its Advantages, Concepts of Small cap, Large cap, Midcap and Penny stocks	15
JULY	Risk - Return Relationship • Meaning, Types of Risk- Systematic and Unsystematic risk, Measurement of Beta, Standard Deviation, Variance, Reduction of Risk through Diversification. Practical Problems on Calculation of Standard Deviation, Variance and Beta.	15
AUGUST	Portfolio Management and Security Analysis a) Portfolio Management: • Meaning and Concept, Portfolio Management Process, Objectives, Basic	15



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

	Principles, Factors affecting Investment Decisions in Portfolio Management, Portfolio Strategy Mix. b) Security Analysis: • Fundamental Analysis, Economic Analysis, Industry Analysis, Company Analysis, Technical Analysis - Basic Principles of Technical Analysis., Uses of Charts: Line Chart, Bar Chart, Candlestick Chart, Mathematical Indicators: Moving Averages, Oscillators.	
SEPT BER	Theories, Capital Asset Pricing Model and Portfolio Performance Measurement a) Theories: • Dow Jones Theory, Elloit Wave Theory, Efficient Market Theory b) Capital Asset Pricing Model: c) Portfolio Performance Measurement:)	15

Learning Objective

- To provide students with basic understanding of concepts Investment Analysis & portfolio Management.
- Learners will be able to Identify and describe objectives and advantages of Investment Environment.

Learning Outcomes:

- Learners will be able to understand and develop the Risk - Return Relationship.
- Learners will be able to develop and apply Portfolio Management and Security Analysis and Theories, Capital Asset Pricing Model and Portfolio Performance Measurement.



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

<b>Name of the Lecturer: Mr.SushantVichare</b>	<b>Department of Management Studies</b>
<b>Subject: Wealth Management</b>	<b>Class: TYBMS</b>

**SEMESTER V**

<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
JUNE	Introduction a) Introduction To Wealth Management: • Meaning of WM, Scope of WM, Components of WM, Process of WM, WM Needs & Expectation of Clients, Code of Ethics for Wealth Manager b) Personal Financial Statement Analysis: • Financial Literacy, Financial Goals and Planning, Cash Flow Analysis, Building Financial Plans, Life Cycle Management. c) Economic Environment Analysis: • Interest Rate, Yield Curves, Real Return, Key Indicators-Leading, Lagging, Concurrent	15
JULY	Insurance Planning and Investment Planning a) Insurance Planning: • Meaning, Basic Principles of Insurance, Functions and Characteristics of Insurance, Rights and Responsibilities of Insurer and Insured, Types of life Insurance Policies, Types of General Insurance Policies, Health Insurance – Medclaim – Calculation of Human Life Value - Belth Method/CPT b) Investment Planning: • Types of Investment Risk, Risk Profiling of Investors & Asset Allocation (Life	15



**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**  
 Powai - Vihar, Powai, Mumbai - 400076, Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

	Cycle Model), Asset Allocation Strategies(Strategic, Tactical, Life-Cycle based), Goal-based Financial Planning, Active & Passive Investment Strategies	
AUGUST	<p>Financial Mathematics/ Tax and Estate Planning</p> <p>a) Financial Mathematics:</p> <ul style="list-style-type: none"> <li>• Calculation of Returns (CAGR ,Post-tax Returns etc.), Total Assets, Net Worth Calculations, Financial Ratios</li> </ul> <p>b) Tax and Estate Planning:</p> <ul style="list-style-type: none"> <li>• Tax Planning Concepts, Assessment Year, Financial Year, Income Tax Slabs, TDS, Advance Tax, LTCG, STCG, Carry Forward &amp; Set-off, Estate Planning Concepts –Types of Will – Requirements of a Valid Will– Trust – Deductions - Exemptions</li> </ul>	15
SEPTEMBER	<p>Retirement Planning/ Income Streams &amp; Tax Savings Schemes</p> <p>a) Retirement Planning:</p> <ul style="list-style-type: none"> <li>• Understanding of different Salary Components, Introduction to Retirement Planning, Purpose &amp; Need, Life Cycle Planning, Financial Objectives in Retirement Planning, Wealth Creation (Factors and Principles), Retirement (Evaluation &amp; Planning), Pre &amp; Post-Retirement Strategies - Tax Treatment</li> </ul> <p>b) Income Streams &amp; Tax Savings Schemes:</p> <ul style="list-style-type: none"> <li>• Pension Schemes, Annuities- Types of Annuities, Various Income Tax Savings Schemes</li> </ul>	15



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

Learning Objective

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

Learning Outcomes:

- Learners will be able to understand and develop the Financial Mathematics/ Tax and Estate Planning.
- Learners will be able to develop and apply Retirement Planning/ Income Streams & Tax Savings Schemes



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com



**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

<b>Name of the Lecturer: Mr. Arpita Atibudhi</b>	<b>Department of Management Studies</b>
<b>Subject: Strategic Financial Management</b>	<b>Class: TYBMS</b>

**SEMESTER V**

<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
JUNE	Dividend Decision and XBRL a) Dividend Decision: • Meaning and Forms of Dividend, Dividend-Modigliani and Miller's Approach, Walter Model, Gordon Model, Factors determining Dividend Policy, Types of Dividend Policy b) XBRL: • Introduction, Advantages and Disadvantages, Features and Users	15
JULY	Capital Budgeting and Capital Rationing a) Capital Budgeting: • Risk and Uncertainty in Capital Budgeting, Risk Adjusted Cut off Rate, Certainty Equivalent Method, Sensitivity Technique, Probability Technique, Standard Deviation Method, Co-efficient of Variation Method, Decision Tree Analysis, Construction of Decision Tree. b) Capital Rationing: • Meaning, Advantages, Disadvantages, Practical Problems	15
AUGUST	Shareholder Value and Corporate Governance/ Corporate Restructuring a) Shareholder Value and Corporate Governance: • Financial Goals and Strategy, Shareholder Value Creation: EVA and MVA	15



**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**  
 Powai - Vihar, Powai, Mumbai - 400076, Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

	Approach, Theories of Corporate Governance, Practices of Corporate Governance in India b) Corporate Restructuring: • Meaning, Types, Limitations of Merger, Amalgamation, Acquisition, Takeover, Determination of Firm's Value, Effect of Merger on EPS and MPS, Pre Merger and Post Merger Impact.	
SEPTEMBER	Financial Management in Banking Sector and Working Capital Financing a) Financial Management in Banking Sector: • An Introduction, Classification of Investments, NPA & their Provisioning, Classes of Advances, Capital Adequacy Norms, Rebate on Bill Discounting, Treatment of Interest on Advances b) Working Capital Financing: • Maximum Permissible Bank Finance (Tandon Committee), Cost of issuing Commercial Paper and Trade Credit, Matching Approach, Aggressive Approach, Conservative Approach.	15

Learning Objective

- To provide students with basic understanding concepts of Strategic Financial Management.
- Learners will be able to Identify and describe objectives and advantages of Dividend Decision and XBRL

Learning Outcomes:

- Learners will be able to understand and develop Shareholder Value and Corporate Governance/ Corporate Restructuring.
- Learners will be able to develop and apply Financial Management in Banking Sector and Working Capital Financing



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

<b>Name of the Lecturer: Mrs. SharanyaSanoj</b>	<b>Department of Management Studies</b>
<b>Subject: Service Marketing</b>	<b>Class: TYBMS</b>

**SEMESTER V**

Month	Topics to be covered	No. of Lectures required
JUNE	<p><b>Introduction of Services Marketing</b></p> <ul style="list-style-type: none"> <li>• Services Marketing Concept, Distinctive Characteristics of Services, Services Marketing Triangle, Purchase Process for Services, Marketing Challenges of Services • Role of Services in Modern Economy, Services Marketing Environment • Goods vs Services Marketing, Goods Services Continuum • Consumer Behaviour, Positioning a Service in the Market Place • Variations in Customer Involvement, Impact of Service Recovery Efforts on Consumer Loyalty • Type of Contact: High Contact Services and Low Contact Services • Sensitivity to Customers' Reluctance to Change</li> </ul>	15
JULY	<p><b>Key Elements of Services Marketing Mix</b></p> <ul style="list-style-type: none"> <li>• The Service Product, Pricing Mix, Promotion &amp; Communication Mix, Place/Distribution of Service, People, Physical Evidence, Process-Service MappingFlowcharting • Branding of Services – Problems and Solutions • Options for Service Deliver</li> </ul>	15



**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**  
 Powai - Vihar, Powai, Mumbai - 400076, Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

AUGUST	<b>Managing Quality Aspects of Services Marketing</b> <ul style="list-style-type: none"> <li>• Improving Service Quality and Productivity</li> <li>• Service Quality – GAP Model, Benchmarking, Measuring Service Quality -Zone of Tolerance and Improvi</li> </ul>	15
SEPTEMBER	<b>Marketing of Services</b> <ul style="list-style-type: none"> <li>• International and Global Strategies in Services Marketing: Services in the Global Economy- Moving from Domestic to Transnational Marketing</li> <li>• Factors Favouring Transnational Strategy</li> <li>• Elements of Transnational Strategy</li> <li>• Recent Trends in Marketing Of Services in: Tourism, Hospitality, Healthcare, Banking, Insurance, Education, IT and Entertainment Industry</li> <li>• Ethics in Services Marketing: Meaning, Importance, Unethical Practices in Service Sector</li> </ul>	15

**Learning Objective**

- To provide students with basic understanding concepts of Service Marketing.
- Learners will be able to Identify and describe objectives and advantages of Key Elements of Services Marketing Mix

**Learning Outcomes:**

- Learners will be able to understand and develop Managing Quality Aspects of Services Marketing
- Learners will be able to develop and apply Managing Quality Aspects of Services Marketing



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**

**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

<b>Name of the Lecturer: Ms. Pooja Singh</b>	<b>Department of Management Studies</b>
<b>Subject: E-Commerce &amp; Digital Marketing</b>	<b>Class: TYBMS</b>

**SEMESTER V**

Month	Topics to be covered	No. of Lectures required
JUNE	<b>Introduction to E-commerce</b> <ul style="list-style-type: none"> <li>• Ecommerce- Meaning, Features of E-commerce, Categories of E-commerce, Advantages &amp; Limitations of E-Commerce, Traditional Commerce &amp; E-Commerce</li> <li>• Ecommerce Environmental Factors: Economic, Technological, Legal, Cultural &amp; Social</li> <li>• Factors Responsible for Growth of E-Commerce, Issues in Implementing ECommerce, Myths of E-Commerce</li> <li>• Impact of E-Commerce on Business, Ecommerce in India</li> <li>• Trends in E-Commerce in Various Sectors: Retail, Banking, Tourism, Government, Education</li> <li>• Meaning of M-Commerce, Benefits of M-Commerce, Trends in M-Commerce</li> </ul>	15
JULY	<b>E-Business &amp; Applications</b> <ul style="list-style-type: none"> <li>• E-Business: Meaning, Launching an E-Business, Different phases of Launching an EBusiness</li> <li>• Important Concepts in E-Business: Data Warehouse, Customer Relationship Management, Supply Chain Management, Enterprise Resource Planning</li> <li>• Bricks and Clicks business models in E-Business: Brick and Mortar, Pure Online, Bricks and Clicks, Advantages of Bricks &amp; Clicks Business Model, Superiority of Bricks and Clicks E-Business Applications: E-Procurement, E-</li> </ul>	15



**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**  
 Powai - Vihar, Powai, Mumbai - 400076, Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

	<p>Communication, EDelivery, E-Auction, E-Trading. • Electronic Data Interchange (EDI) in E-Business: Meaning of EDI, Benefits of EDI, Drawbacks of EDI, Applications of EDI. • Website : Design and Development of Website, Advantages of Website, Principles of Web Design, Life Cycle Approach for Building a Website, Different Ways of Building a Website</p>	
AUGUST	<p><b>Payment, Security, Privacy &amp; Legal Issues in E-Commerce</b></p> <p>• Issues Relating to Privacy and Security in E-Business • Electronic Payment Systems: Features, Different Payment Systems :Debit Card, Credit Card ,Smart Card, E-cash, E-Cheque, E-wallet, Electronic Fund Transfer. • Payment Gateway: Introduction, Payment Gateway Process, Payment Gateway Types, Advantages and Disadvantages of Payment Gateway. • Types of Transaction Security •</p>	15
SEPTEMBER	<p><b>Digital Marketing</b></p> <p>• Introduction to Digital Marketing, Advantages and Limitations of Digital Marketing. • Various Activities of Digital Marketing: Search Engine Optimization, Search Engine Marketing, Content Marketing &amp; Content Influencer Marketing, Campaign Marketing, Email Marketing, Display Advertising, Blog Marketing, Viral Marketing, Podcasts &amp; Vodcasts. • Digital Marketing on various Social Media platforms. • Online Advertisement, Online Marketing Research, Online PR • Web Analytics • Promoting Web Traffic • Latest developments and Strategies in Digital Marketing.</p>	15



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

Learning Objective

- To provide students with basic understanding concepts of E-Commerce & Digital Marketing.
- Learners will be able to Identify and describe objectives and advantages of E-Business & Applications

Learning Outcomes:

- Learners will be able to understand and develop Payment, Security, Privacy & Legal Issues in E-Commerce
- Learners will be able to develop and apply Digital Marketing.



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

<b>Name of the Lecturer: Ms.ManaliNaik</b>	<b>Department of Management Studies</b>
<b>Subject: Sales &amp; Distribution Management</b>	<b>Class: TYBMS</b>

**SEMESTER V**

<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
JUNE	<b>Introduction</b> a) Sales Management: Meaning, Role of Sales Department, Evolution of Sales Management · Interface of Sales with Other Management Functions · Qualities of a Sales Manager · Sales Management: Meaning, Developments in Sales Management Effectiveness to Efficiency, Multidisciplinary Approach, Internal Marketing, Increased Use of Internet, CRM, Professionalism in Selling. Structure of Sales Organization – Functional, Product Based, Market Based · Territory Based, Combination or Hybrid Structure b) Distribution Management: Meaning, Importance, Role of Distribution, Role of Intermediaries, Evolution of Distribution Channels. c) Integration of Marketing, Sales and Distribution	15
JULY	<b>Market Analysis and Selling</b> a) Market Analysis: Market Analysis and Sales Forecasting, Methods of Sales Forecasting: Types of Sales Quotas – Value Quota, Volume Quota, Activity Quota, Combination Quota Factors Determining Fixation of Sales Quota· Assigning Territories to Salespeople b) Selling: Process of Selling, Methods of Closing a Sale, Reasons for Unsuccessful	15



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com



	<p>Closing· Theories of Selling – Stimulus Response Theory, Product Orientation Theory,· Need Satisfaction Theory Selling Skills – Communication Skill, Listening Skill, Trust Building Skill,· Negotiation Skill, Problem Solving Skill, Conflict Management Skill Selling Strategies – Softsell Vs. Hardsell Strategy, Client Centered Strategy,· Product-Price Strategy, Win-Win Strategy, Negotiation Strategy Difference Between Consumer Selling and Organizational Selling· Difference Between National Selling and International Selling·</p>	
AUGUST	<p><b>Distribution Channel Management</b></p> <ul style="list-style-type: none"> <li>• Management of Distribution Channel – Meaning &amp; Need • Channel Partners-Wholesalers, Distributors and Retailers &amp; their Functions in Distribution Channel, Difference Between a Distributor and a Wholesaler • Choice of Distribution System – Intensive, Selective, Exclusive • Factors Affecting Distribution Strategy – Locational Demand, Product Characteristics, Pricing Policy, Speed or Efficiency, Distribution Cost • Factors Affecting Effective Management Of Distribution Channels Channel Design♣ Channel Policy♣ Channel Conflicts: Meaning, Types – Vertical, Horizontal, Multichannel, Reasons♣ for Channel Conflict Resolution of Conflicts: Methods – Kenneth Thomas’s Five Styles of Conflict♣ Resolution Motivating Channel Members♣ Selecting Channel Partners♣ Evaluating Channels♣ Channel Control♣</li> </ul>	15
SEPTEMBER	<p><b>Performance Evaluation, Ethics and Trends</b></p> <ol style="list-style-type: none"> <li>a) Evaluation &amp; Control of Sales Performance: Sales Performance – Meaning</li> <li>b) · Methods of Supervision and Control of Sales Force· Sales Performance Evaluation Criteria- Key Result Areas (KRAs)· Sales Performance Review· Sales Management Audit· b) Measuring Distribution Channel Performance: Evaluating Channels- Effectiveness, Efficiency and Equity· Control of Channel – Instruments of Control – Contract or Agreement, Budgets· and Reports, Distribution Audit</li> <li>c) Ethics in Sales Management</li> <li>d) New Trends in Sales and Distribution Management</li> </ol>	15



**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**  
 Powai - Vihar, Powai, Mumbai - 400076, Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

Learning Objective

- To provide students with basic understanding concepts of Sales & Distribution Managemet.
- Learners will be able to Identify and describe objectives and advantages of Market Analysis and Selling

Learning Outcomes:

- Learners will be able to understand and develop Distribution Channel Management
- Learners will be able to develop and apply Performance Evaluation, Ethics and Trends



**SIGNATURE OF THE HEAD OTHE DEPARTMENT**

**TEACHING PLAN**



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

**ACADEMIC YEAR 2017-18**

<b>Name of the Lecturer: Ms.Pooja Shah</b>	<b>Department of Management Studies</b>
<b>Subject: Customer Relationship Management</b>	<b>Class: TYBMS</b>

**SEMESTER V**

Month	Topics to be covered	No. of Lectures required
JUNE	<b>Introduction to Customer Relationship Management</b> -Concept, Evolution of Customer Relationships: Customers as strangers, acquaintances, friends and partners Objectives, Benefits of CRM to Customers and Organisations, Customer Profitability Segments, Components of CRM: Information, Process, Technology and People, Barriers to CRM Relationship Marketing and CRM: Relationship Development Strategies: Organizational Pervasive Approach, Managing Customer Emotions, Brand Building through Relationship Marketing, Service Level Agreements, Relationship Challenges	15
JULY	<b>CRM Marketing Initiatives, Customer Service and Data Management</b> CRM Marketing Initiatives: Cross-Selling and Up-Selling, Customer Retention, Behaviour Prediction, Customer Profitability and Value Modeling, Channel Optimization, Personalization and Event-Based Marketing CRM and Customer Service: Call Center and Customer Care: Call Routing, Contact Center Sales-Support, Web Based Self Service, Customer Satisfaction Measurement, Call-Scripting, Cyber Agents and Workforce Management CRM and Data Management: Types of Data: Reference Data, Transactional Data, Warehouse Data and Business View Data, Identifying Data Quality Issues, Planning and Getting Information Quality, Using Tools to Manage Data, Types of Data Analysis: Online Analytical Processing (OLAP), Clickstream Analysis, Personalisation and Collaborative Filtering, Data Reporting	15
AUGUST	<b>CRM Strategy, Planning, Implementation and Evaluation</b> Understanding Customers: Customer Value, Customer Care, Company Profit Chain: Satisfaction, Loyalty, Retention and Profits Objectives of CRM Strategy, The CRM Strategy Cycle: Acquisition, Retention and Win Back, Complexities of CRM Strategy Planning and Implementation of CRM: Business to Business CRM, Sales and CRM, Sales Force Automation, Sales Process/ Activity Management, Sales Territory Management, Contact	15



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

	Management, Lead Management, Configuration Support, Knowledge Management CRM Implementation: Steps- Business Planning, Architecture and Design, Technology Selection, Development, Delivery and Measurement CRM Evaluation: Basic Measures: Service Quality, Customer Satisfaction and Loyalty, Company 3E Measures: Efficiency, Effectiveness and Employee Change	
SEPTEMBER	<b>CRM New Horizons</b> e-CRM: Concept, Different Levels of E- CRM, Privacy in E-CRM: Software App for Customer Service: Activity Management, Agent Management, Case Assignment, Contract Management, Customer Self Service, Email Response Management, Escalation, Inbound Communication Management, Invoicing, Outbound Communication Management, Queuing and Routing, Scheduling Social Networking and CRM Mobile-CRM CRM Trends, Challenges and Opportunities Ethical Issues in CRM	15

Learning Objective

- To provide students with basic understanding concepts of Customer Relationship Management.
- Learners will be able to Identify and describe objectives and advantages of CRM Marketing Initiatives, Customer Service and Data Management.

Learning Outcomes:

- Learners will be able to understand and develop CRM Strategy, Planning, Implementation and Evaluation
- Learners will be able to develop and apply CRM New Horizons.



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**

**TEACHING PLAN**



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

**ACADEMIC YEAR 2017-18**

<b>Name of the Lecturer: Ms. TanviSangani</b>	<b>Department of Management Studies</b>
<b>Subject: Finance for HR Professionals and compensation management</b>	<b>Class: TYBMS</b>

**SEMESTER V**

<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
JUNE	<b>Compensation Plans and HR Professionals</b> Meaning, Objectives of Compensation Plans, Role of HR Professionals in Compensation Plans, Types of Compensation: Financial and non-financial, Factors Influencing Compensation Compensation Tools: Job based and Skill based, Models: Distributive Justice Model and Labour Market Model, Dimensions of Compensation 3 Ps Compensation Concept, Benefits of Compensation: Personal, Health and Safety, Welfare, Social Security Pay Structure: Meaning, Features, Factors, Designing the Compensation System, Compensation Scenario in India.	15
JULY	<b>Incentives and Wages</b> Incentive Plans – Meaning and Types: Piecework, Team, Incentives for Managers and Executives, Salespeople, Merit pay, Scanlon Pay, Profit Sharing Plan, ESOP, Gain Sharing, Earning at Risk plan, Technology and Incentives. Prerequisites of an Effective Incentive System Wage Differentials: Concepts, Factors contributing to Wage Differentials, Types of Wage Differentials, Importance of Wage Differentials, Elements of a Good Wage Plan. Theories of Wages: Subsistence Theory, Wage Fund Theory, Marginal Productivity Theory, Residual Claimant Theory, Bargaining Theory.	15



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

AUGUST	<b>Compensation to Special Groups and Recent Trends</b> Compensation for Special Groups: Team Based pay, Remunerating Professionals, Contract Employees, Corporate Directors, CEOs, Expatriates and Executives. Human Resource Accounting – Meaning, Features, Objectives and Methods. Recent Trends: Golden Parachutes, e-Compensation, Salary Progression Curve, Competency and Skill based, Broad banding and New Pay, Cafeteria approach – Features, Advantages and Disadvantages.	15
SEPTEMBER	<b>Legal and Ethical issues in Compensation</b> Legal Framework of Compensation in India: Wage Policy in India, Payment of Bonus Act 1965, Equal Remuneration Act 1976, Payment of Wages Act 1936, Payment of Gratuity Act 1972, Employee Compensation Act 1923, Employees Provident Funds and Miscellaneous Provision Act 1952. Pay Commissions, Wage Boards, Adjudication, Legal considerations, COBRA requirement, Pay Restructuring in Mergers and Acquisitions, Current Issues and Challenges in Compensation Management, Ethics in Compensation Management.	15

Learning Objective

- To provide students with basic understanding concepts of Finance for HR Professionals and compensation management.
- Learners will be able to Identify and describe objectives and advantages of Compensation Plans and HR Professionals

Learning Outcomes:

- Learners will be able to understand and develop Compensation to Special Groups and Recent Trends
- Learners will be able to develop and apply Legal and Ethical issues in Compensation



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**

**TEACHING PLAN**



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**ACADEMIC YEAR 2019-18**

<b>Name of the Lecturer: Ms. Manali Naik</b>	<b>Department of Management Studies</b>
<b>Subject: Strategic Human Resource Management</b>	<b>Class: TYBMS</b>

**SEMESTER V**

Month	Topics to be covered	No. of Lectures required
JUNE	<b>SHRM - An Overview</b> Strategic Human Resource Management (SHRM) – Meaning, Features, Evolution, Objectives, Advantages, Barriers to SHRM, SHRM v/s Traditional HRM, Steps in SHRM, Roles in SHRM - Top Management, Front-line Management, HR, Changing Role of HR Professionals, Models of SHRM – High Performance Working Model, High Commitment Management Model, High Involvement Management Model HR Environment –Environmental trends and HR Challenges· Linking SHRM and Business Performance·	15
JULY	<b>HR Strategies</b> Developing HR Strategies to Support Organisational Strategies, Resourcing· Strategy – Meaning and Objectives, Strategic HR Planning – Meaning, Advantages, Interaction between Strategic Planning and HRP, Managing HR Surplus and Shortages, Strategic Recruitment and Selection – Meaning and Need, Strategic Human Resource Development – Meaning, Advantages and Process, Strategic Compensation as a Competitive Advantage, Rewards Strategies – Meaning, Importance, Employee Relations Strategy, Retention Strategies, Strategies for Enhancing Employee Work Performance	15
AUGUST	<b>HR Policies</b> Human Resource Policies – Meaning, Features, Purpose of HR Policies, Process of Developing HR Policies, Factors affecting HR Policies, Areas of HR	15



**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**  
 Powai - Vihar, Powai, Mumbai - 400076, Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

	Policies in Organisation, Requisites of a Sound HR Policies – Recruitment, Selection, Training and Development, Performance Appraisal, Compensation, Promotion,	
SEPTEMBER	<b>Recent Trends in SHRM</b> Mentoring, Employee Engagement – Meaning, Factors Influencing Employee Engagement, Strategies for Enhancing Employee Engagement Contemporary Approaches to HR Evaluation – Balance Score Card, HR Score Card, Benchmarking and Business Excellence Model Competency based HRM – Meaning, Types of Competencies, Benefits of Competencies for Effective Execution of HRM Functions. Human Capital Management –Meaning and Role New Approaches to Recruitment – Employer Branding, Special Event Recruiting, Contest Recruitment, e - Recruitment Strategic International Human Resource Management – Meaning and Features, International SHRM Strategic Issues, Approaches to Strategic International HRM.	15

Learning Objective

- To provide students with basic understanding concepts of Strategic Human Resource Management.
- Learners will be able to Identify and describe objectives and advantages of HR Strategies

Learning Outcomes:

- Learners will be able to understand and develop HR Policies
- Learners will be able to develop and apply Recent Trends in SHRM.



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com



<b>Name of the Lecturer: Ms. Pooja Shah</b>	<b>Department of Management Studies</b>
<b>Subject: Performance Management &amp; Career Planning</b>	<b>Class: TYBMS</b>

**SEMESTER V**

<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
JUNE	<b>Performance Management – An Overview</b> Performance Management– Meaning, Features, Components of Performance Management, Evolution, Objectives, Need and Importance, Scope, Performance Management Process, Pre-Requisites of Performance Management, Linkage of Performance Management with other HR functions, Performance Management and Performance Appraisal, Performance Management Cycle Best Practices in Performance Management, Future of Performance Management. Role of Technology in Performance Management.	15
JULY	<b>Performance Management Process</b> Performance Planning – Meaning, Objectives, Steps for Setting Performance Criteria, Performance Benchmarking Performance Managing – Meaning, Objectives, Process Performance Appraisal – Meaning, Approaches of Performance Appraisal – Trait Approach, Behaviour Approach, Result Approach Performance Monitoring–Meaning, Objectives and Process Performance Management Implementation – Strategies for Effective Implementation of Performance Management Linking Performance Management to Compensation Concept of High Performance Teams.	15
AUGUST	<b>Ethics, Under Performance and Key Issues in Performance Management</b> Ethical Performance Management - Meaning, Principles,	15



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

	Significance of Ethics in Performance Management, Ethical Issues in Performance Management, Code of Ethics in Performance Management, Building Ethical Performance Culture, Future Implications of Ethics in Performance Management Under Performers and Approaches to Manage Under Performers, Retraining Key Issues and Challenges in Performance Management Potential Appraisal: Steps, Advantages and Limitations. Pay Criteria -Performance related pay, Competence related pay, Team based pay, Contribution related pay.	
SEPTEMBER	<b>Career Planning and Development</b> Career Planning - Meaning, Objectives, Benefits and Limitations, Steps in Career Planning, Factors affecting Individual Career Planning, Role of Mentor in Career Planning, Requisites of Effective Career Planning Career Development – Meaning, Role of employer and employee in Career Development, Career Development Initiatives Role of Technology in Career Planning and Development Career Models – Pyramidal Model, Obsolescence Model, Japanese Career Model New Organizational Structures and Changing Career Patterns	15

Learning Objective



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

- To provide students with basic understanding concepts of Performance Management & Career Planning.
- Learners will be able to Identify and describe objectives and advantages of Performance Management Process

Learning Outcomes:

- Learners will be able to understand and develop Ethics, Under Performance and Key Issues in Performance Management
- Learners will be able to develop and apply Career Planning and Development .



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

<b>Name of the Lecturer: Ms. Manali Naik</b>	<b>Department of Management Studies</b>
<b>Subject: Industrial Relations</b>	<b>Class: TYBMS</b>

**SEMESTER V**

<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
JUNE	<p>Industrial Relations- An overview</p> <ul style="list-style-type: none"> <li>• Meaning, Objectives, Characteristics of a good Industrial Relations System/Principles of a good IR/Essentials of good IR, Scope, Significance/Need and Importance of IR, Major Stakeholders of IR, Evolution of IR in India, Factors affecting IR, Role of State, Employers and Unions in IR, Changing Dimensions of IR in India, Impact of Liberalisation, Privatisation and Globalisation on Industrial Relations, Issues and Challenges of industrial relations in India</li> </ul>	15
JULY	<p>Industrial Disputes</p> <p>a) Industrial Disputes:</p> <ul style="list-style-type: none"> <li>• Meaning of Industrial Dispute, Causes, Forms/Types, Consequences/Effects, Methods of Settling Industrial Disputes (Arbitration, Joint Consultations, Works Committee, Conciliation, Adjudication etc)</li> <li>• Concepts Related to Industrial Disputes (Relevant Examples): Strike, Layoff, Lockout, Retrenchment</li> </ul> <p>b) Employee Discipline:</p> <ul style="list-style-type: none"> <li>• Meaning, Determinants, Causes of Indiscipline, Code of Discipline and its Enforcement.</li> </ul> <p>c) Grievance Handling:</p> <ul style="list-style-type: none"> <li>• Meaning of Grievances, Causes of Grievances, Guidelines for Grievance</li> </ul>	15



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

	<p>Handling, Grievance Redressal Procedure in India.</p> <p>d) Workers' Participation in Management:</p> <ul style="list-style-type: none"> <li>• Meaning and Types with Respect to India</li> </ul>	
AUGUST	<p>Trade Unions and Collective Bargaining</p> <p>a) Trade Unions:</p> <ul style="list-style-type: none"> <li>• Meaning, Features, Objectives, Role of Trade Unions, Functions/Activities, Types, Evolution of Trade Unions across Globe, Evolution of Trade Unions in India, Structure of Trade Unions in India, Recognition of Trade Unions, Rights and Privileges of Registered Trade Unions, Impact of Globalisation on Trade Unions in India, Central Organisations of Indian Trade Unions : INTUC, AITUC, HMS, UTUC, Problems of Trade Unions in India.</li> </ul> <p>b) Collective Bargaining:</p> <ul style="list-style-type: none"> <li>• Meaning, Features, Importance, Scope, Collective Bargaining Process, Prerequisites of Collective Bargaining, Types of Collective Bargaining Contracts, Levels of Collective Bargaining, Growth of Collective Bargaining in India, Obstacles to Collective Bargaining in India.</li> </ul>	15
SEPTEMBER	<p>Industrial Relations Related Laws in India</p> <ul style="list-style-type: none"> <li>• Role of Judiciary in Industrial Relations: Labour Court, Industrial Tribunal, National Tribunal</li> <li>• The Trade Unions Act, 1926;</li> <li>• The Industrial Employment (Standing Orders) Act, 1946;</li> <li>• The Industrial Disputes Act, 1947;</li> <li>• The Factories' Act, 1948</li> <li>• The Minimum Wages Act, 1948</li> </ul>	15

Learning Objective

- To provide students with basic understanding concepts of Industrial Relations.



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

- Learners will be able to Identify and describe objectives and advantages of Industrial Disputes

Learning Outcomes:

- Learners will be able to understand and develop Trade Unions and Collective Bargaining.
- Learners will be able to develop and apply Industrial Relations Related Laws in India.



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**



**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  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com**

<b>Name of the Lecturer: Mr. Umesh Kabadi</b>	<b>Department of Management Studies</b>
<b>Subject: Principles of Marketing</b>	<b>Class: FYBMS</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

**Learning Objective**

- To provide students with basic understanding of Principles of Marketing
  - Learners will be able to Identify and describe objectives and advantages Marketing Concepts of Marketing, Orientations of a firm.
- Learning Outcomes:
- Learners will be able to understand and develop Marketing Environment, Research and Consumer Behaviour.
  - Learners will be able to develop and apply Marketing Mix and Segmentation, Targeting and Positioning and Trends In Marketing.



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

**Subject: Industrial Law**



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

**Name of the Faculty: Mohanlal**

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.



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

**Subject: Business Mathematics**

**Name of the Faculty: Ms. Namarata Dube**



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com



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



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**

**TEACHING PLAN**  
**ACADEMIC YEAR 2017-18**

**Subject: . Business Communication - II**



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

**Name of the Faculty: Ms. Sneha Pandey**

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	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.



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**

**TEACHING PLAN**  
**ACADEMIC YEAR 2017-18**

**Subject: Foundation Course – II**

  
**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

Name of the Faculty: Ms. Anita Das

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.



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**

**TEACHING PLAN**  
**ACADEMIC YEAR 2017-18**

**Subject: Business Environment**



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

Name of the Faculty: Ms. ArpitaAtibubudhi

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 • Sun-rise sectors of India Economy. Challenges of Indian economy	16
January	Social and Cultural Environment, Technological environment and Competitive Environment	14
February	International Environment	16

Learning Objective

- To provide students with basic understanding of concepts of Business Environment



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

- 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.



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**

**TEACHING PLAN**  
**ACADEMIC YEAR 2017-18**



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

**Subject: Principles of Management**

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

<b>Month</b>	<b>Topics to be Covered</b>	<b>Number of lectures</b>
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 ControlCentralizationvs Decentralization • Delegation: Authority & Responsibility relationship	14
February	Directing, Leadership, Co ordination and Controlling	16

**Learning Objective**

- To provide students with basic understanding of concepts of Principles of Management.



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

- 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, Coordination and Controlling.
- Learners will be able to develop and apply nature of Management.



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**

**TEACHING PLAN**  
**ACADEMIC YEAR 2017-18**



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

**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

**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



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com



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.



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**

**TEACHING PLAN**  
**ACADEMIC YEAR 2017-18**



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

**Subject: Auditing**

**Name of the Faculty: Mr. ArunVishwakarma**

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
Februrary	Auditing Techniques: Vouching & Verification	16

**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



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

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.



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**

**TEACHING PLAN**



**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  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com**

**ACADEMIC YEAR 2017-18**

**Subject: Integrated Marketing Communication**

**Name of the Faculty: Ms. SnehaPandey**

<b>Month</b>	<b>Topics to be Covered</b>	<b>Number of lectures</b>
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



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

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.



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

**TEACHING PLAN**  
**ACADEMIC YEAR 2017-18**

**Subject: Event Marketing**

**Name of the Faculty: Ms. SnehaPandey**

<b>Month</b>	<b>Topics to be Covered</b>	<b>Number of lectures</b>
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



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

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



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**

**TEACHING PLAN**



**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  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com**

**ACADEMIC YEAR 2017-18**

**Subject: Conflict and Negotiation**

**Name of the Faculty: Ms. Anita Das**

<b>Month</b>	<b>Topics to be Covered</b>	<b>Number of lectures</b>
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> <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



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com



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



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

**TEACHING PLAN**  
**ACADEMIC YEAR 2017-18**

**Subject: Training & Development in HRM**

**Name of the Faculty: Ms. Anita Das**

<b>Month</b>	<b>Topics to be Covered</b>	<b>Number of lectures</b>
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



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

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



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

**TEACHING PLAN**  
**ACADEMIC YEAR 2017-18**

**Subject: Information Technology in Business Management-II**

**Name of the Faculty: Mrs. DiptiParab**

<b>Month</b>	<b>Topics to be Covered</b>	<b>Number of lectures</b>
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



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

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.



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

**TEACHING PLAN**  
**ACADEMIC YEAR 2017-18**

**Subject: Foundation course-IV**

**Name of the Faculty: Mr. Umesh Kabadi**

<b>Month</b>	<b>Topics to be Covered</b>	<b>Number of lectures</b>
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



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

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

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).

*Justina A*

**SIGNATURE OF THE HEAD OF THE DEPARTMENT**



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

**TEACHING PLAN**  
**ACADEMIC YEAR 2017-18**

**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



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com



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.



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

**TEACHING PLAN**  
**ACADEMIC YEAR 2017-18**

**Subject: Business Research Methods**

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

<b>Month</b>	<b>Topics to be Covered</b>	<b>Number of lectures</b>
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
Februrary	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



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

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.



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

**TEACHING PLAN**  
**ACADEMIC YEAR 2017-18**

**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 Quality Dimensions, SERVQUAL	14
February	Quality Improvement Strategies & Certifications	16



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

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.



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

**TEACHING PLAN**  
**ACADEMIC YEAR 2017-18**

**Class: TYBMS Semester: VI**

**Subject: Operation Research**

**Name of the Faculty: Ms. Krishnakant Pandey**

Month	Topics to be covered	No of Lectures
November	<p>Introduction to Operations Research and Linear Programming</p> <p>a) Introduction To Operations Research</p> <ul style="list-style-type: none"> <li>• Operations Research - Definition, Characteristics of OR, Models, OR Techniques, Areas of Application, Limitations of OR.</li> </ul> <p>b) Linear Programming Problems: Introduction and Formulation</p> <ul style="list-style-type: none"> <li>• Introduction to Linear Programming</li> <li>• Applications of LP</li> <li>• Components of LP</li> <li>• Requirements for Formulation of LP Problem</li> <li>• Assumptions Underlying Linear Programming</li> <li>• Steps in Solving LP Problems</li> <li>• LPP Formulation (Decision Variables, Objective Function, Constraints, Non Negativity Constraints)</li> </ul> <p>c) Linear Programming Problems: Graphical Method</p> <ul style="list-style-type: none"> <li>• Maximization &amp; Minimization Type Problems. (Max. Z &amp; Min. Z)</li> <li>• Two Decision Variables and Maximum Three Constraints Problem</li> <li>• Constraints can be “less than or equal to”, “greater than or equal to” or a combination of both the types i.e. mixed constraints.</li> <li>• Concepts: Feasible Region of Solution, Unbounded Solution, Redundant</li> </ul>	12



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

	<p>Constraint, Infeasible Solution, Alternative Optima.  d) Linear Programming Problems: Simplex Method</p> <ul style="list-style-type: none"> <li>• Only Maximization Type Problems. (Only Max. Z). No Minimization problems. (No Min. Z)</li> <li>• Two or Three Decision Variables and Maximum Three Constraints Problem. (No More than or Equal to Maximum Two Iterations)</li> <li>• All Constraints to be “less than or equal to” Constraints. (“Greater than or Equal to” Constraints not included.)</li> <li>• Concepts : Slack Variables, Surplus Variables, Artificial Variables, Duality, Product Mix and Profit, Feasible and Infeasible Solution, Unique or Alternate Optimal Solution, Degeneracy, Non Degenerate, Shadow Prices of Resources, Scarce and Abundant Resources, Utilized and Unutilized Capacity of Resources, Percentage Utilization of Resources, Decision for Introduction of a New Product.</li> </ul>	
December	<p>Assignment and Transportation Models</p> <p>a) Assignment Problem – Hungarian Method</p> <ul style="list-style-type: none"> <li>• Maximization &amp; Minimization Type Problems.</li> <li>• Balanced and Unbalanced Problems.</li> <li>• Prohibited Assignment Problems, Unique or Multiple Optimal Solutions.</li> <li>• Simple Formulation of Assignment Problems.</li> <li>• Maximum 5 x 5 Matrix. Up to Maximum Two Iterations after Row and Column Minimization.</li> </ul> <p>Note:</p> <p>1. Travelling Salesman Assignment Problem is not included.</p> <p>b) Transportation Problems</p> <ul style="list-style-type: none"> <li>• Maximization &amp; Minimization Type Problems.</li> <li>• Balanced and Unbalanced problems.</li> </ul>	12



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

	<ul style="list-style-type: none"> <li>• Prohibited Transportation Problems, Unique or Multiple Optimal Solutions.</li> <li>• Simple Formulation of Transportation Problems.</li> <li>• Initial Feasible Solution (IFS) by:             <ol style="list-style-type: none"> <li>a. North West Corner Rule (NWCR)</li> <li>b. Least Cost Method (LCM)</li> <li>c. Vogel's Approximation Method (VAM)</li> </ol> </li> <li>• Maximum 5 x 5 Transportation Matrix.</li> <li>• Finding Optimal Solution by Modified Distribution (MODI) Method. (u, v and <math>\Delta</math>)</li> <li>• Maximum Two Iterations (i.e. Maximum Two Loops) after IFS.</li> </ul> <p>Note:</p> <ol style="list-style-type: none"> <li>1. Production Scheduling Problem is not included.</li> <li>2. Time Minimization Problem is not included.</li> <li>3. Degeneracy Concept to be covered only at Conceptual Level. Not to be included in Numerical.</li> </ol>	
<p style="text-align: center;">January</p>	<p>Network Analysis</p> <p>a) Critical Path Method (CPM)</p> <ul style="list-style-type: none"> <li>• Concepts: Activity, Event, Network Diagram, Merge Event, Burst Event, Concurrent and Burst Activity,</li> <li>• Construction of a Network Diagram. Node Relationship and Precedence Relationship.</li> <li>• Principles of Constructing Network Diagram.</li> <li>• Use of Dummy Activity</li> <li>• Numerical Consisting of Maximum Ten ( 10) Activities.</li> <li>• Critical Path, Sub-critical Path, Critical and Non-critical Activities, Project Completion Time.</li> <li>• Forward Pass and Backward Pass Methods.</li> <li>• Calculation of EST, EFT, LST, LFT, Head Event Slack, Tail Event Slack, Total Float, Free Float, Independent Float and Interfering Float</li> </ul> <p>b) Project Crashing</p> <ul style="list-style-type: none"> <li>• Meaning of Project Crashing.</li> <li>• Concepts: Normal Time, Normal Cost, Crash Time, Crash Cost of</li> </ul>	<p>10</p>



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com



	<p>Activities.            Cost Slope of an Activity.</p> <ul style="list-style-type: none"> <li>• Costs involved in Project Crashing: Direct, Indirect, Penalty and Total Costs.</li> <li>• Time – Cost Trade off in Project Crashing.</li> <li>• Optimal (Minimum) Project Cost and Optimal Project Completion Time.</li> <li>• Process of Project Crashing.</li> <li>• Numerical Consisting of Maximum Ten (10) Activities.</li> <li>• Numerical based on Maximum Four (04) Iterations of Crashing</li> </ul> <p>c) Program Evaluation and Review Technique (PERT)</p> <ul style="list-style-type: none"> <li>• Three Time Estimates of PERT: Optimistic Time (a), Most Likely Time (m) and Pessimistic Time (b).</li> <li>• Expected Time (te) of an Activity Using Three Time Estimates.</li> <li>• Difference between CPM and PERT.</li> <li>• Numerical Consisting of Maximum Ten (10) Activities.</li> <li>• Construction of PERT Network using tevalues of all Activities.</li> <li>• Mean (Expected) Project Completion Time.</li> <li>• Standard Deviation and Variance of Activities.</li> <li>• Project Variance and Project Standard Deviation.</li> <li>• ‘Prob. Z’ Formula.</li> <li>• Standard Normal Probability Table. Calculation of Probability from the Probability Table using ‘Z’ Value and Simple Questions related to PERT Technique.</li> <li>• Meaning, Objectives, Importance, Scope, RORO/LASH</li> </ul>	
February	<p>Decision Theory, Sequencing and Theory of Games</p> <p>a) Decision Theory</p> <ul style="list-style-type: none"> <li>• Decision Environments – Risk &amp; Uncertainty. Payoff Table, Regret Table</li> <li>• Decision Making under Uncertainty               <ul style="list-style-type: none"> <li><input type="checkbox"/> Maximin&amp;Maximax Criteria</li> <li><input type="checkbox"/> Minimax Regret Criterion</li> <li><input type="checkbox"/> Laplace Criterion</li> <li><input type="checkbox"/> Hurwicz Criterion</li> <li><input type="checkbox"/> Expected Monetary Value Criterion.</li> </ul> </li> </ul>	12



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

	<ul style="list-style-type: none"> <li><input type="checkbox"/> Expected Value of Perfect Information (E.V.P.I)</li> <li><input type="checkbox"/> Expected Opportunity Loss (E.O.L).</li> <li>b) Job Sequencing Problem             <ul style="list-style-type: none"> <li>• Processing Maximum 9 Jobs through Two Machines only.</li> <li>• Processing Maximum 6 Jobs through Three Machines only.</li> <li>• Calculations of Idle Time, Elapsed Time etc.</li> </ul> </li> <li>c) Theory of Games             <ul style="list-style-type: none"> <li>• Introduction</li> <li>• Terminology of Game Theory: Players, Strategies, Play, Payoff, Payoff matrix, Maximin, Maximax, Saddle Point.</li> <li>• Types of Games.</li> <li>• Numericals based on:                 <ul style="list-style-type: none"> <li><input type="checkbox"/> Two Person Zero Sum Games</li> <li>- Pure Strategy Games (Saddle Point available)</li> </ul> </li> </ul> </li> </ul>	
--	--	--

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



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**  
**ACADEMIC YEAR 2017-18**

**Subject: Indian Ethos in Management**

**Name of the Faculty: Mr. Tushar Agarwal**

Month	Topics to be covered	No of Lectures
November	Indian Ethos – An Overview a) Indian Ethos • Meaning, Features, Need, History, Relevance, Principles Practised by Indian Companies, Requisites, Elements, Role of Indian Ethos in Managerial Practices b) Management Lessons from Scriptures: • Management Lessons from Vedas, Management Lessons from Mahabharata, Management Lessons from Bible, Management Lessons from Quran, Management Lessons from Kautilya's Arthashastra Indian Heritage in Business, Management, Production and Consumption. Ethics v/s Ethos Indian Management v/s Western Management	06
December	Work Ethos and Values a) Work Ethos: • Meaning, Levels, Dimensions, Steps, Factors Responsible for Poor Work Ethos b) Values: • Meaning, Features, Values for Indian Managers, Relevance of Value Based Management in Global Change, Impact of Values on Stakeholders: Employees, Customers, Government, Competitors and Society. • Values for Managers, Trans-Cultural Human Values in Management and Management Education, Secular v/s Spiritual Values in	12



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

	Management, Importance of Value System in Work Culture	
January	<p>Stress Management</p> <p>a) Stress Management:</p> <ul style="list-style-type: none"> <li>• Meaning, Types of Stress at Work, Causes of Stress, Consequences of Stress</li> </ul> <p>b) Stress Management Techniques:</p> <ul style="list-style-type: none"> <li>• Meditation : Meaning, Techniques, Advantages, Mental Health and its Importance in Management, Brain Storming, Brain Stilling, Yoga: Meaning, Significance</li> </ul> <p>c) Leadership:</p> <ul style="list-style-type: none"> <li>• Meaning, Contemporary Approaches to Leadership, Joint Hindu Family Business – Leadership Qualities of Karta</li> </ul> <p>d) Motivation:</p> <ul style="list-style-type: none"> <li>• Meaning, Indian Approach to Motivation, Techniques</li> </ul>	16
February	<p>Indian Systems of Learning</p> <p>a) Learning: Meaning, Mechanisms</p> <ul style="list-style-type: none"> <li>• Gurukul System of Learning : Meaning, Features, Advantages, Disadvantages</li> <li>• Modern System of Learning: Meanings, Features, Advantages, Disadvantages</li> <li>• Karma: Meaning, Importance of Karma to Managers, Nishkama Karma</li> <li>• Laws of Karma: The Great Law, Law of Creation, Law of Humility, Law of Growth, Law of Responsibility, Law of Connection</li> <li>• Corporate Karma: Meaning, Methodology, Guidelines for good Corporate Karma.</li> <li>• Self-Management: Personal growth and Lessons from Ancient Indian Education System</li> <li>• Personality Development: Meaning, Determinants, Indian Ethos and Personality Development</li> </ul>	12



**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**  
 Powai - Vihar, Powai, Mumbai - 400076, Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

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



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

**TEACHING PLAN**  
**ACADEMIC YEAR 2017-18**

**Subject: Corporate Communication and Public Relations**

**Name of the Faculty: Mrs. Sharanya Sanoj**

<b>Month</b>	<b>Topics to be covered</b>	<b>No of Lectures</b>
November	<p>Foundation of Corporate Communication</p> <p>a) Corporate Communication: Scope and Relevance</p> <ul style="list-style-type: none"> <li>• Introduction, Meaning, Scope, Corporate Communication in India, Need/</li> </ul> <p>Relevance of Corporate Communication in Contemporary Scenario</p> <p>b) Keys concept in Corporate Communication</p> <ul style="list-style-type: none"> <li>• Corporate Identity: Meaning and Features, Corporate Image: Meaning, Factors</li> </ul> <p>Influencing Corporate Image, Corporate Reputation: Meaning, Advantages of</p> <p>Good Corporate Reputation</p> <p>c) Ethics and Law in Corporate Communication</p> <ul style="list-style-type: none"> <li>• Importance of Ethics in Corporate Communication, Corporate Communication and Professional Code of Ethics, Mass Media Laws: Defamation, Invasion of Privacy, Copyright Act, Digital Piracy, RTI</li> </ul>	12
December	<p>Understanding Public Relations</p> <p>a) Fundamental of Public Relations:</p> <ul style="list-style-type: none"> <li>• Introduction, Meaning, Essentials of Public Relations, Objectives of Public Relations, Scope of Public Relations, Significance of Public Relations in Business</li> </ul> <p>b) Emergence of Public Relations:</p> <ul style="list-style-type: none"> <li>• Tracing Growth of Public Relations, Public Relations in</li> </ul>	12



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

	<p>India, Reasons for Emerging International Public Relations</p> <p>c) Public Relations Environment:</p> <ul style="list-style-type: none"> <li>• Introduction, Social and Cultural Issues, Economic Issues, Political Issues, Legal Issues</li> </ul> <p>d) Theories used in Public Relations:</p> <ul style="list-style-type: none"> <li>• Systems Theory, Situational Theory, Social Exchange Theory, Diffusion Theory</li> </ul>	
January	<p>Functions of Corporate Communication and Public Relations</p> <p>a) Media Relations:</p> <ul style="list-style-type: none"> <li>• Introduction, Importance of Media Relations, Sources of Media Information, Building Effective Media Relations, Principles of Good Media Relations</li> </ul> <p>b) Employee Communication:</p> <ul style="list-style-type: none"> <li>• Introduction, Sources of Employee Communications, Organizing Employee Communications, Benefits of Good Employee Communications, Steps in Implementing An Effective Employee Communications Programme, Role of Management in Employee Communications</li> </ul> <p>c) Crisis Communication:</p> <ul style="list-style-type: none"> <li>• Introduction, Impact of Crisis, Role of Communication in Crisis, Guidelines for Handling Crisis, Trust Building</li> </ul> <p>d) Financial Communication:</p> <ul style="list-style-type: none"> <li>• Introduction, Tracing the Growth of Financial Communication in India, Audiences for Financial Communication, Financial Advertising</li> </ul>	10
February	<p>Emerging Technology in Corporate Communication and Public Relations</p> <p>a) Contribution of Technology to Corporate Communication</p> <ul style="list-style-type: none"> <li>• Introduction, Today's Communication Technology, Importance of Technology to Corporate Communication, Functions of Communication</li> </ul>	12



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

	<p>Technology in Corporate Communication, Types of Communication Technology, New Media:          Web Conferencing, Really Simple Syndication (RSS)          b) Information Technology in Corporate Communication          • Introduction, E-media Relations, E-internal Communication, E-brand Identity and Company Reputation          c) Corporate Blogging          • Introduction, Defining Corporate Blogging, Characteristics of a Blog, Types of Corporate Blogs, Role of Corporate Blogs, Making a Business Blog.</p>	
--	---	--

Learning Objective

- To provide students with basic understanding of concepts of Corporate Communication and Public Relations
- Learners will be able to Identify and describe objectives of Foundation of Corporate Communication.

Learning Outcomes:

- Learners will be able to understand and develop Public Relations in this competitive business environment.
- Learners will be able to develop and apply the Functions of Corporate Communication and Public Relations
- Learners will be able to understand Emerging Technology in Corporate Communication and Public Relations



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com



**TEACHING PLAN**  
**ACADEMIC YEAR 2017-18**

**Subject: International Finance**

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

<b>Month</b>	<b>Topics to be covered</b>	<b>No of Lectures</b>
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



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

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.



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18 Subject: Innovative Financial Services**

**Name of the Faculty: Ms. Laxmi shahpure**

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.



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**  
**ACADEMIC YEAR 2017-18**

**Subject: Risk Management**

**Name of the Faculty: Mr. Sushant Vichare**

Month	Topics to be Covered	Number of lectures
June	Foundation of Corporate Communication a) Foundation of Corporate Communication • Definition, Risk Process, Risk Organization, Key Risks – Interest, Market, Credit, Currency, Liquidity, Legal, Operational • Risk Management V/s Risk Measurement – Managing Risk, Diversification, Investment Strategies and Introduction to Quantitative Risk Measurement and its Limitations • Principals of Risk - Alpha, Beta, R squared, Standard Deviation, Risk Exposure Analysis, Risk Immunization, Risk and Summary Measures – Simulation Method, Duration Analysis, Linear and other Statistical Techniques for Internal Control	12
July	Understanding Public Relations a) Risk Hedging Instruments and Mechanism: • Forwards, Futures, Options, Swaps and Arbitrage Techniques, Risk Return Trade off, Markowitz Risk Return Model, Arbitrage Theory, System Audit Significance in Risk Mitigation b) Enterprise Risk Management: • Risk Management V/s Enterprise Risk Management, Integrated Enterprise Risk Management, ERM Framework, ERM Process, ERM Matrix, SWOT Analysis, Sample Risk Register	16



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

August	<p>Functions of Corporate Communication and Public Relations</p> <p>a) Risk Governance:</p> <ul style="list-style-type: none"> <li>• Importance and Scope of Risk Governance, Risk and Three Lines of Defense,</li> </ul> <p>Risk Management and Corporate Governance</p> <p>b) Risk Assurance:</p> <ul style="list-style-type: none"> <li>• Purpose and Sources of Risk Assurance, Nature of Risk Assurance, Reports and Challenges of Risk</li> </ul> <p>c) Risk and Stakeholders Expectations:</p> <ul style="list-style-type: none"> <li>• Identifying the Range of Stakeholders and Responding to Stakeholders Expectations</li> </ul> <p>4 Risk Management in Insurance</p>	14
September	<p>Risk Management in Insurance</p> <p>a) Insurance Industry:</p> <ul style="list-style-type: none"> <li>• Global Perspective, Regulatory Framework in India, IRDA - Reforms, Powers, Functions and Duties. Role and Importance of Actuary</li> </ul> <p>b) Players of Insurance Business:</p> <ul style="list-style-type: none"> <li>• Life and Non- Life Insurance, Reinsurance, Bancassurance, Alternative Risk Trance, Insurance Securitization, Pricing of Insurance products, Expected Claim Costs, Risk Classification</li> </ul> <p>c) Claim Management:</p> <ul style="list-style-type: none"> <li>• General Guidelines, Life Insurance, Maturity, Death, Fire, Marine, Motor Insurance and Calculation of Discounted Expected Claim Cost and Fair Premium</li> </ul>	16



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

Learning Objective

- To provide students with basic understanding of concepts of Risk Management.
- 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 Organisational Change, Creativity and Development and Work Stress



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

**TEACHING PLAN**  
**ACADEMIC YEAR 2017-18**

**Subject: Brand Management**

**Name of the Faculty: Ms. Tanvi Sangani**

<b>Month</b>	<b>Topics to be covered</b>	<b>No of Lectures</b>
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 <ul style="list-style-type: none"> <li>• Personalising Marketing: Experiential Marketing, One to One Marketing, Permission Marketing</li> <li>• Product Strategy: Perceived Quality and Relationship Marketing</li> </ul>	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



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

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 .



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com



**TEACHING PLAN**  
**ACADEMIC YEAR 2017-18**

**Subject: Retail Management**

**Name of the Faculty: Ms. Pooja Shah**

<b>Month</b>	<b>Topics to be covered</b>	<b>No of Lectures</b>
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 RetailShoppers, Changing Profile of Retail Shoppers  Market Research as a Tool for Understanding RetailMarkets 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



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

February	Merchandise Management - Types of Merchandise, Principles of Merchandising, Merchandise Planning-	12
March	<p>Meaning and Process</p> <p>Merchandise Category – Meaning, Importance, Components, Role of Category Captain</p> <p>Merchandise</p> <p>Procurement/Sourcing: Process</p> <p>Buying Cycle, Factors Affecting Buying Functions, Young and Rubicam’s Brand Asset Valuator.</p> <p>Need and Importance of Private Labels, Private Labels in India</p> <p>Retail Pricing: Considerations in Setting Retail Pricing, Pricing Strategies</p>	12

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



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**  
**ACADEMIC YEAR 2017-18**

**Subject: International Marketing**

**Name of the Faculty: Ms. Tanvi Sangani**

<b>Month</b>	<b>Topics to be covered</b>	<b>No of Lectures</b>
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



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

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.



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

**TEACHING PLAN**  
**ACADEMIC YEAR 2017-18**  
**Subject: Media Planning and Management**  
**Name of the Faculty: Ms Pooja Shah**

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.



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**  
**ACADEMIC YEAR 2017-18**

**Subject: HRM in Global Perspective**

**Name of the Faculty: Ms. Sharlet Bhaskar**

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-Country Nationals),TCNs(Third-Country Nationals) and HCNs(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



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

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.



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

**TEACHING PLAN**  
**ACADEMIC YEAR 2017-18**

**Subject: Organisational Development**

**Name of the Faculty: Ms. Pooja Shah**

<b>Month</b>	<b>Topics to be covered</b>	<b>No of Lectures</b>
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



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com



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 .



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

**TEACHING PLAN**  
**ACADEMIC YEAR 2017-18**

**Subject: HRM in Service Sector Management**

**Name of the Faculty: Ms. Manali Naik**

Month	Topics to be covered	No of Lectures
November	<p><b>Service Sector Management</b> – Meaning, Significance of Service Sector, Reasons for Growth in Service Sector</p> <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	<p>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</p>	12
January	<p>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:</p>	16
February	<p>Service Leadership – Meaning, Integrating Marketing Operation and Human Resources, Creating a Leading Service Organization, The Service – Profit Chain Model • Attrition in Service Sector</p>	



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

Learning Objective

- To provide students with basic understanding of concepts of HRM in Service Sector Management
- Learners will be able to Identify and describe objectives and advantages of Emotional Labour.

Learning Outcomes:

- Learners will be able to understand and develop the Delivering Services through Agents and Brokers.
- Learners will be able to develop and apply Service Leadership and Creating a Leading Service Organization.



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

**TEACHING PLAN**  
**ACADEMIC YEAR 2017-18**

**Subject: HRP and Information System**

**Name of the Faculty: Ms.Pooja Shah**

<b>Month</b>	<b>Topics to be covered</b>	<b>No of Lectures</b>
November	<p>Overview of Human Resource Planning (HRP)</p> <p>a) Overview of Human Resource Planning (HRP):</p> <ul style="list-style-type: none"> <li>• Human Resource Planning–Meaning, Features, Scope, Approaches, Levels ofHRP, Types, Tools, Activities for HRP, Requirements for Effective HR Planning.</li> <li>• Process of HRP- Steps in HRP, HR Demand Forecasting–Factors, Techniques –(Concepts Only) Managerial Judgement, Ratio Trend Analysis, Regression Analysis, Work Study Technique, Delphi Technique. HR Supply Forecasting– Factors, Techniques – (Concepts Only) Skills Inventories, Succession Plans, Replacement Charts, Staffing Tables.</li> <li>• Barriers in Effective Implementation of HRP and Ways to Overcome Them.</li> <li>• Strategic Human Resource Planning – Meaning and Objectives.</li> <li>• Link between Strategic Planning and HRP through People, Finance andTechnology.</li> <li>• HR Policy – Meaning, Importance.</li> <li>• HR Programme- Meaning and Contents.</li> </ul>	06



**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

December	<p>Job Analysis, Recruitment and Selection</p> <p>a) Job Analysis, Recruitment and Selection:</p> <ul style="list-style-type: none"> <li>• Job Analysis- Meaning, Features, Advantages.</li> <li>• Job Design: Concept, Issues.</li> <li>• Job Redesign – Meaning, Process, Benefits.</li> <li>• Matching Human Resource Requirement and Availability through: Retention- Meaning, Strategies, Resourcing- Meaning, Types. Flexibility – Flexible work practices, Downsizing- Meaning, Reasons, Layoff – Meaning, Reasons.</li> <li>• Recruitment - Meaning and Factors affecting Recruitment, Ethical Issues in Recruitment and Selection.</li> <li>• Employee Selection Tests: Meaning, Advantages and Limitations.</li> <li>• Human Resource Audit: Meaning, Need, Objectives, Process, Areas.</li> </ul>	12
January	<p>HRP Practitioner, Aspects of HRP and Evaluation</p> <p>a) HRP Practitioner, Aspects of HRP and Evaluation:</p> <ul style="list-style-type: none"> <li>• HRP Practitioner: Meaning, Role.</li> <li>• HRP Management Process: <ul style="list-style-type: none"> <li><input type="checkbox"/> Establish HRP Department Goals and Objectives</li> <li><input type="checkbox"/> Creating HRP Department Structure</li> <li><input type="checkbox"/> Staffing the HRP Department</li> <li><input type="checkbox"/> Issuing Orders</li> <li><input type="checkbox"/> Resolving Conflicts</li> <li><input type="checkbox"/> Communicating</li> <li><input type="checkbox"/> Planning for Needed Resources</li> <li><input type="checkbox"/> Dealing with Power and Politics -Meaning and Types of Power</li> </ul> </li> <li>• HRP as Tool to Enhance Organisational Productivity</li> <li>• Impact of Globalisation on HRP.</li> <li>• Aspects of HRP : Performance Management, Career Management, Management Training and Development, Multi Skill Development</li> <li>• Return on Investment in HRP- Meaning and Importance.</li> <li>• HRP Evaluation- Meaning, Need, Process, Issues to be considered during HRP Evaluation.</li> <li>• Selected Strategic Options and HRP Implications: Restructuring and its Impact</li> </ul>	16



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

	on HRP, Mergers and Acquisitions and its Impact on HRP, Outsourcing and its Impact on HRP.	
February	<p>Human Resource Information Systems</p> <ul style="list-style-type: none"> <li>• Human Resource Information Systems:</li> <li>• Data Information Needs for HR Manager – Contents and Usage of Data.</li> <li>• HRIS-Meaning, Features, Evolution, Objectives, Essentials, Components Functions, Steps in designing of HRIS, HRIS Subsystems, Mechanisms of HRIS, Benefits, Limitations, Barriers in Effective Implementation of HRIS.</li> <li>• Security Issues in Human Resource Information Systems.</li> <li>• HRIS for HRP</li> <li>• Trends in HRIS</li> </ul>	

Learning Objective

- To provide students with basic understanding of concepts of HRP and Information System.
- Learners will be able to Identify and describe objectives and advantages of Overview of Human Resource Planning.

Learning Outcomes:

- Learners will be able to understand and develop the Job Analysis, Recruitment and Selection and Aspects of HRP
- Learners will be able to develop and apply Human Resource Information Systems and Contents and Usage of Data.



**SIGNATURE OF THE HEAD OF THE DEPARTMENT**

**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

ACADEMIC YEAR 2017-18

1) Name of the Lecturer: Mrs. Anjana Varma

2) Department: COMMERCE

3) Subject: Environment and Management of Financial Service

4) Class: FYBBI

I<sup>ST</sup> SEMESTER

Course Outcomes	<ul style="list-style-type: none"> <li>Learner will be able to understand and improve basic knowledge on environment and management and its financial services.</li> <li>Learner will be able to get knowledge to adjust with these changes and run the business profitably through effective and productive utilization of finance.</li> </ul>	
Month	Topics to be covered	No. of Lectures required
JULY	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.	15 Lectures
AUGUST	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	15 Lectures
SEPTEMBER	3. Management, Regulation and Development  i. Risk management within the organizations of Banks and Insurance companies	7 Lectures
OCTOBER	ii. Asset - Liability Management in Banking and Insurance  iii. Organizational structure and management  4. Regulatory & Developmental Framework of Banking & Insurance.	14 lectures



SIGNATURE OF HOD

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

1) Name of the Lecturer: Mrs. Sharlet Bhaskar

2) Department: COMMERCE

3) Subject: Principles of Management

4) Class: FYBBI

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

Course Outcomes	<ul style="list-style-type: none"> <li>Learner will be able to understand the management concepts clear.</li> <li>Learner Understand the terms like planning, organizing, staffing, directing, coordinating, reporting and budgeting.</li> </ul>	
Month	Topics to be covered	No. of Lectures required
JULY	1. Introduction to Management (Banking and Insurance) <ul style="list-style-type: none"> <li>a. Definition of Management</li> <li>b. Management as a Profession</li> <li>c. Traditional Vs Contemporary Management (Henry Fayol, F.W. Taylor, Peter Drucker) (C.K.Pralhad, Mr. Vijay Govindarajan)</li> </ul>	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	10
OCTOBER	4. Business Leaders	10



SIGNATURE OF HOD

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



**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

1) Name of the Lecturer: Ms. Laxmi R. Shahapure

2) Department: COMMERCE

3) Subject: Business Communication: Paper - I

4) Class: FYBBI

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

Course Outcomes	<ul style="list-style-type: none"> <li>Learner will be able to enhance communication skills</li> <li>Learner will be getting Knowledge of oral and written components of communication skills.</li> </ul>	
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-	9
OCTOBER	Telex, telephone, etc.  Electronic modes- fax, internet, e-mails etc.  4. Communication skills	10



SIGNATURE OF HOD

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

TEACHING PLAN

ACADEMIC YEAR 2017-18

1) Name of the Lecturer: Mrs. Namrata Dube

2) Department: COMMERCE

3) Subject: QUANTITATIVE METHODS : Paper - I

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	<ol style="list-style-type: none"> <li>1. <b>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</li> <li>2. <b>Linear Programming Techniques:</b> Meaning, Advantages, limitations, business applications, basic terminology, formulation of linear Programming Problem's, Graphical Method of solving Linear Programming Problems, Simplex method (up to 3 variables) with Maximization and Minimization. Duality in Linear Programming (concept only)</li> </ol>	15
AUGUST	<ol style="list-style-type: none"> <li>1. <b>Matrices &amp; Determinants (Application in Business and Economics):</b> Matrices, Types of Matrices, Transpose, Addition, Multiplication, Subtraction of a Matrix, Determinants, Type of Determinants, inverse of a matrix by Pivotal Reduction Method, Adjoin Method and Row / Column Transformation. Application of Matrices and Determinants to Business and Economics. (Please concentrate on application of Matrices and Determinants to Business &amp; Economics)</li> </ol>	15
SEPTEMBER	<p><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 each flows IRR, NPV, Interest rates compounded more than once a year (including continuous compounding) Stated annual rate &amp; affective annual rate Perpetuity and its present value, Annuities with frequency other than with which the interest is convertible Redemption of loan.</p>	15
OCTOBER	<ol style="list-style-type: none"> <li>1. <b>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) Time series and forecasting Simulation (using Monte Carlo Method)</li> <li>2. <b>Statistical Applications In Investment Management</b></li> </ol>	12



SIGNATURE OF HOD



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

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

1) Name of the Lecturer Ms. Laxmi R. Shahapure

2) Department: **COMMERCE**

3) Subject: **Financial Accounting**

4) Class: **FYBBI**

**1<sup>ST</sup> SEMESTER**

Course Outcomes	<ul style="list-style-type: none"> <li>Learner will develop and getting knowledge of various accounting stands its accounting transactions.</li> <li>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.</li> </ul>	
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 Trial Balance	12 Lectures
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).	12 Lectures
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, 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)	20 Lectures
OCTOBER	Trading Account, Profit and Loss Account, Balance Sheet, Adjustment Entries. Introduction to Accounts of Non Profit Organizations	16 Lectures



SIGNATURE OF HOD

**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

**1) Name of the Lecturer: Mrs. Anjana Varma**

**2) Department: COMMERCE**

**3) Subject: FINANCIAL MARKET**

**4) Class: SYBBI**

**IIIrd SEMESTER**

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>Learner will understand various financial market of India.</li> <li>Learner will get deeper understanding of Derivatives as a tool of risk management and efficient price discovery</li> </ul>	
<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
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	Commodity market	10
SEPTEMBER	Derivative Market	12



SIGNATURE OF HOD



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

**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**


- 1) Name of the Lecturer: Ms. Laxmi R. Shahapure                      2) Department: COMMERCE  
3) Subject: FINANCIAL MANAGEMENT – PAPER                      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 t</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	15
SEPTEMBER	Sources of Finance - Long term Sources ( Term Loans , Debentures,	15



SIGNATURE OF HOD

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

**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

1) Name of the Lecturer: **Mrs. Anjana Varma**

2) Department: **COMMERCE**

3) Subject: **MANAGEMENT ACCOUNTING**

4) Class: **SYBBI**

**IIIrd SEMESTER**

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 c. Cash costs and non-cash costs d. Opportunity costs e. Specific costing concept relevant to insurance sector 4. MIS Management Information System  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)	15



SIGNATURE OF HOD



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

**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

1) Name of the Lecturer: Ms. Dipti Nikhil Parab

2) Department: COMMERCE

3) Subject: INFORMATION TECHNOLOGY IN B & I

4) Class: SYBBI

**IIIrd SEMESTER**

Course Outcomes	<ul style="list-style-type: none"> <li>Learner will get the knowledge and understanding of E-Commerce and Cyber Security. They will learn MS-Excel and MS-Word</li> </ul>	
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 Tecnology Based CRM softwares -1)SAAS 2) MYSAP.Org 3) PeopleSoft etc (any two)	15



SIGNATURE OF HOD



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

TEACHING PLAN

ACADEMIC YEAR 2017 TO 2018

1) Name of the Lecturer: Mrs. Pratima Singh

2) Department: Commerce

3) Subject: TAXATION OF FINANCIAL SERVICES

4) Class: SYBBI

IIIrd SEMESTER

<b>Course Outcomes</b>	<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>	
<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
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 – Mediclaim 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) Provisions regarding TDS Section 194A – TDS on Interest, Section 194C – TDS on Payment to Contractor Section 194H – TDS on Commission Section 194I – TDS on Rent Section 194H – TDS on Professional Fees (c) Provisions regarding Advance Tax Section 207 – Income Liable to Advance Tax, Section 208 – Liability of Advance Tax, Section 209 – Computation of Advance Tax, Section 210 – Payment of Advance Tax, Section 211 – Due Dates of Advance Tax	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



SIGNATURE OF HOD



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



TEACHING PLAN

ACADEMIC YEAR 2017 TO 2018

1) Name of the Lecturer: Mrs. Anjana Varma

2) Department: Commerce

3) Subject: Financial Service Management

4) Class: TYBBI

V SEMESTER

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>• Learners will be able to understand the important segment of Financial System.</li> <li>• Learners will be able to understand the corporate world to manage Finance and Credit.</li> </ul>	
<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
JUNE	<p>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 Financial Sector Saving Mobilization</p> <p>MERCHANT BANKING Definition – Origin – Merchant Banking in India – Merchant Banks and Commercial Banks – Services of Merchant Banks – Qualities required of Merchant Bankers in Market Making Process – Progress of Merchant Banking in India – Problems – Scope of Merchant Banking in India LEASING AND</p>	(15 Lectures)
JULY	<p>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. Factoring v/s Discounting – Cost of Factoring – benefits – Factoring in India – International Factoring – Definition – Types of Expert Factoring – Factoring in other countries – Edit factoring – Factoring – Definition – Factoring Vs Forfeiting – Working of forfeiting – cost of forfeiting – benefits of forfeiting – drawbacks – forfeiting in India.</p>	(15 Lectures)



SIGNATURE OF HOD



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

AUGUST	<p>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 securitization – securitization abroad –</p>	(15 Lectures)
SEPTEMBER	<p>UNIT 4</p> <p>DEPOSITORY AND PLEDGE Overview of Depository system-Key features of Depository system in India – depository – Bank analogy –legal framework – Eligibility criteria for a depository Agreement between Depository and Issuers – Rights and Obligation of Depositories- Records to maintained by Depository – services of Depository and functions of Depository-Organization and functions of NSDL - Pledge and Hypothecation-Procedure for pledge/Hypothecation-procedure of confirmation of creation of Pledge/Hypothecations by Pledgee-Closure of a Pledge/Hypothecation by Pledgor-Invocation of Pledge by Pledgee.</p> <p>Housing Finance</p>	(15 Lectures)



SIGNATURE OF HOD



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

**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

1) Name of the Lecturer: Mrs. Anjana Varma

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 acquiring 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: A functional	05 Lectures 10 Lectures
JULY	Offshore Banking Centers and their role in International Financing International Capital Markets	05 Lectures 10 Lectures
AUGUST	International Lending Operations	15 Lectures



SIGNATURE OF HOD



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

TEACHING PLAN

ACADEMIC YEAR 2017 TO 2018

1) Name of the Lecturer: Mr. Ravishankar Vishwakarma

2) Department: Commerce

3) Subject: – Financial Reporting Analysis

4) Class: TYB.B.I

V SEMESTER

Course Outcomes	<ul style="list-style-type: none"> <li>Learner will get practical Knowledge of accounting treatment in corporate banking and insurance.</li> <li>Learner will not just do the preparation of these accounts but also how to read them and understand them.</li> </ul>	
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 Lectures)
JULY	Preparation and presentation of Corporate Final Accounts for Insurance Companies Final Accounts in accordance with Insurance Legislation.	(15 Lectures)
AUGUST	Preparation and presentation of Corporate Final Accounts and Reports for Trading,	(15 Lectures)
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 Lectures)



SIGNATURE OF HOD



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

**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

1) Name of the Lecturer: Mrs. Neeta Vaidya

2) Department: Commerce

3) Subject: AUDITING

4) Class: TYB.B.I.

**V SEMESTER**

Course Outcome	<ul style="list-style-type: none"> <li>Learners learn basic of auditing and understand vouching &amp; verification Process.</li> <li>Learners gain knowledge of difference between auditing, accounting and investigation.</li> </ul>	
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 Lectures)
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 Lectures)
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 Lectures)



SIGNATURE OF HOD



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

**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

1) Name of the Lecturer: Mrs. Sharlet Bhaskar

2) Department: Commerce

3) Subject: STRATEGIC MANAGEMENT

4) Class: TYB.B.I.

**V SEMESTER**

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>Learners will be able to understand decision making skills among the business strategy.</li> <li>Learners will be able to deals with Strategic management is a broad term that includes innovative thinking, a strategic planning process and operational strategizing.</li> </ul>	
<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
JUNE	Strategic Management an Overview	(15 Lectures)
JULY	Strategic Management Environment	(15 Lectures)
AUGUST	Levels of Strategies and Analysis	(15 Lectures)
SEPTEMBER	Activating Strategy and Implementation  Strategic Evaluation  Strategic Control	(15 Lectures)



SIGNATURE OF HOD



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

**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

<b>Name of the Lecturer:</b> Mrs. Vanipriya Singh	<b>Department of Banking &amp; Insurance</b>
<b>Subject:</b> Research Methodology	<b>Class:</b> TYBBI

**V SEMESTER**

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>Learners will be able to get knowledge about research technique and tools in banking and insurance</li> <li>Learners will be able to classify and learn the different sources of primary data collection which is helpful for their research projects.</li> </ul>	
<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
JUNE	<p><b>Introduction to Research</b></p> <ul style="list-style-type: none"> <li>Meaning, Objectives and Importance of Research</li> <li>Types of Research</li> <li>Research Process.</li> <li>Characteristics of Good Research</li> <li>Hypothesis-Meaning, Nature, Significance, Types and Sources.</li> <li>Research Design- Meaning, Definition, Need and Importance, Steps, Scope and Essentials of a Good Research Design.</li> <li>Sampling- a) Meaning of Sample and Sampling, b)Methods of Sampling</li> </ul> <p>i) Non-Probability Sampling-Convenient, Judgment, Quota, Snowball Probability- Simple Random, Stratified, Cluster, Multistage.</p>	10



SIGNATURE OF HOD

JULY	<p><b>Data Collection and Processing</b></p> <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 <ul style="list-style-type: none"> <li>a. Observation-i)structuredandunstructured,ii)disguisedandundisguised, iii)mechanical observations (use of gadgets)</li> <li>b. Experimental i)Field ii)Laboratory</li> <li>c. Interview – i) Personal Interview ii) focused group, iii) in- depth interviews Method</li> <li>d. Survey– Telephonic survey, Mail, E-mail, Internet survey, Social media, and Media listening.</li> <li>e. Survey instrument– i) Questionnaire designing.</li> </ul> </li> <li>- Types of questions–i) structured/close ended and ii) unstructured/ open ended, iii) Dichotomous, iv) Multiple Choice Questions.</li> </ul> <p>Scaling techniques- i)Likert scale, ii) Semantic Differential scale</p>	15
JULY-AUGUST	<p><b>Data Analysis and Interpretation</b></p> <ul style="list-style-type: none"> <li>● Processing of Data– Meaning &amp; Essentials of i) Editing ii) Coding iii) Tabulation</li> <li>● Analysis of Data-Meaning, Purpose, Types.</li> <li>● Interpretation of Data-Essentials, Importance, Significance and Descriptive Analysis</li> </ul> <p>Testing of hypothesis– One Sample T- Test, ANOVA, F- test, Chi Square and Paired Sample Test</p>	15
AUGUST	<p><b>Advanced Statistical Techniques</b></p> <p>Introduction, Characteristics and Application of</p> <ul style="list-style-type: none"> <li>● Correlation and Regression Analysis</li> <li>● Factor Analysis</li> <li>● Cluster Analysis</li> <li>● Discriminant Analysis</li> <li>Multidimensional Scaling</li> </ul>	10
SEPTEMBER	<p>Report writing – i) Meaning, Importance, Structure, Types, Process and Essentials of a good report</p>	10

*Anjan*

SIGNATURE OF HOD



**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

1) Name of the Lecturer: **Mrs. Anjana Varma**

2) Department: **COMMERCE**

3) Subject: **Principles and Practices of Banking and Insurance**

4) 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
JAN-FEB	Introduction to Banking: Basic Concepts: Origin, Need, Types, Scope and Functions of Banking - Need for Regulation and Supervision.	15
MARCH	Banking Scenario in India: Banking Operations -Types of accounts - Banking Services - Current Scenario, Financial Inclusion and Banking Regulations & Role of RBI.	15
APRIL	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.  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.	8  7



SIGNATURE OF HOD



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

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

1) Name of the Lecturer: **Mrs. Anjana Varma**  
3) Subject: **FINANCIAL ACCOUNTING: Paper – I**

2) Department: **COMMERCE**  
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
JAN-FEB	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.	15
MARCH	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
APRIL	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), 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).  Final Accounts : Trading Account, Profit and Loss Account, Balance Sheet, Adjustment Entries. Introduction to Accounts of Non Profit Organizations	15



SIGNATURE OF HOD

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

1) Name of the Lecturer: **Mr. Sushant Arun Vichare**  
3) Subject: **BUSINESS COMMUNICATION: Paper – II**

2) Department: **COMMERCE**  
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
JAN-FEB	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
MARCH	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,	15
APRIL	Correspondence :  Internal Correspondence - Job Applications, Appointment letters, Confirmation letters, promotion letters, Testimonials, Memos etc. Notice, Agenda, Resolution, Minutes  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 shares, correspondence regarding loans (personal, housing, consumer loan, renovation loan, car loan, hire-purchase and installment loan, agricultural loan etc.), Correspondence with Insurance company, etc.VI. Public Relations : Definition & Concept, Internal & External Public Relations.	15

  
 SIGNATURE OF HOD

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

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

1) Name of the Lecturer: **Mr. Krishnakant Pandey**  
3) Subject: **QUANTITATIVE METHODS: Paper - II**

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

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

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
JAN-FEB	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	12
MARCH	Linear Programming Techniques: Meaning, Advantages, limitations, business applications, basic terminology, formulation of linear Programming Problems, Graphical Method of solving Linear Programming Problems, Simplex method (up to 3 variables) with Maximisation and Minimization. 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, Type of Determinants.	15
APRIL	Inverse of a matrix by Pivotal Reduction Method, Adjoin Method and Row / Column Transformation. Application of Matrices and Determinants to Business and Economics. (Please concentrate on application of Matrices and Determinants to Business & Economics) Statistical Application in Finance.	15



SIGNATURE OF HOD

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

1) Name of the Lecturer: **Mr. Sushant Arun Vichare**

2) Department: **COMMERCE**

3) Subject **BUSINESS LAW**

4) Class: **FYBBI**

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

Course Outcome	<ul style="list-style-type: none"> <li>Learners will be able to explain basic concept of the constitution of India and its various types of law and Acts.</li> <li>Learners will be able to understand the basics of business laws. Group discussions, presentations and case laws can be held.</li> </ul>	
Month	Topics to be covered	No. of Lectures required
JAN-FEB	<p>Introduction to Law : Meaning, Definitions, Features, Types, Sources and Classification</p> <p>Indian Constitution : Natural Justice, Special Leave Appeal, Features, Writs, Fundamental Rights</p> <p>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.</p>	15
MARCH	<p>Special Contract: Indemnity &amp; Guarantee - Meaning, Features, distinguish, position, Surety, discharge of surety</p> <p>Bailment : Meaning, Types, Features, Position, Lien, Finder of Goods Pledge</p> <p>Agency: Meaning, Features, types, Position, Ratification, Modes of Creation and Termination, Liabilities.</p> <p>Sale of Goods Act: Introduction, Meaning, Features, Terms, Goods Classification, Sale and Agreement to sell, Unpaid Seller and position Conditions and Warranty.</p>	15
APRIL	Negotiable Instrument Act : Features, Promissory Notes, Bills of Exchange, Cheque, Features, Distinguish, Acceptance, Crossing, Dishonor, Position Of Banker, Holder and Holder In Due Course,	15



SIGNATURE OF HOD



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

**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

1) Name of the Lecturer: Ms. Dipti Nikhil Parab

2) Department: Commerce

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


4) Class: SYBBI

**IVth SEMESTER**

Course Outcome	<ul style="list-style-type: none"> <li>Learners will be able to understand e-business and techno management. Application of I.T in banking.</li> <li>Learners will able to get Knowledge of MS-Office packages for Institutional.</li> </ul>	
Month	Topics to be covered	No. of Lectures required
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 Centres, 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 Reserve Bank of India, New Horizons for Banking based IT, Automated Clearing House Operations, Electronic Wholesale Banking Credit Transfer, Credit Information Bureau (I) Ltd., Credit Information Company Regulation Bill- 2004, Automation in Indian Banks, Cheque clearing using MICR technology, Innovations, Products and Services, Core-Banking Solutions(CBS), Human Resource Development(HRD)-The Road Ahead, Technology in Banking Industry, Teleconferencing, Internet Banking, Digital Signature in Banking, MICR Facility for 'paper-based' clearing, Cheque Truncation	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



SIGNATURE OF HOD



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

FEB	Objectives, Electronic Commerce and Banking, Banking Software, Electronic Clearing and Settlement Systems, Plastic Money. MS-PowerPoint presentation: Internal links between slides, hyperlinks, embedding multimedia content onto the slides (video/audio/stylish text), slide animation, timer, creating new presentation by existing theme, import online themes, creating a template of presentation, save and run the slide show(.ppsx) Applications of Internet:	11
MARCH	Introduction to e-mail, writing professional emails, creating digitally signed documents, use of outlook express: configuring outlook 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



SIGNATURE OF HOD



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

TEACHING PLAN

ACADEMIC YEAR 2017 TO 2018

1) Name of the Lecturer: Ms. Arpita A. Atibudhi

2) Department: Commerce

3) Subject: Business Economics II

4) Class: SYBBI

IVth SEMESTER

Course Outcome	<ul style="list-style-type: none"> <li>Learners will get the knowledge about economic relations of India with foreign countries.</li> <li>Learners will be able understand the concept of national income and relationship with economic welfare.</li> </ul>	
Month	Topics to be covered	No. of Lectures required
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 Programmes - Public Debt - Types, Public Debt and Fiscal Solvency, Burden of debt finance Union budget -Structure- Deficit concepts-Fiscal Responsibility and Budget Management Act	15



SIGNATURE OF HOD



FEB	The basis of international trade : Ricardo's Theory of comparative cost advantage - Heckscher – Ohlin theory of factor endowments - terms of trade - meaning and types - Factors determining terms of trade - Gains from trade - Free trade versus protection Foreign Investment : Foreign Portfolio investment- Benefits of Portfolio capital flows-Foreign Direct Investment - Merits of Foreign Direct Investment - Role of Multinational corporations Balance of Payments: Structure - Types of Disequilibrium - Measures to correct disequilibrium in BOP.	11
MARCH	Foreign Exchange and foreign exchange market : Spot and Forward rate of Exchange - Hedging, Speculation and Arbitrage -Fixed and Flexible exchange rates- Managed flexibility	04



SIGNATURE OF HOD



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

ACADEMIC YEAR 2017 TO 2018

1) Name of the Lecturer: Mr. Vishwanath Vinod

2) Department: Commerce

3) Subject: Wealth management

4) Class: SYBBI

IVth SEMESTER

Course Outcome	<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>	
Month	Topics to be covered	No. of Lectures required
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	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 analysis Financial Planning in India Financial Blood Test Report B) Financial Mathematics: Calculation of returns (CAGR, Post-tax returns, etc.) Calculation of Total assets Net worth calculations	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



SIGNATURE OF HOD



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

MARCH	<p>B) Estate planning Meaning &amp; scope Need for Estate planning Tools for Estate planning Considerations for personal property and collectibles C) Insurance Planning : Meaning Basic principles of insurance Functions and Characteristics of Insurance Rights and responsibilities of Insurer and Insured Types of life insurance policies Types of general insurance policies Health</p>	04
-------	--	----



SIGNATURE OF HOD



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

ACADEMIC YEAR 2017 TO 2018

1) Name of the Lecturer: Mr. Vishwanath Vinod Acharya

2) Department: COMMERCE

3) Subject: FINANCIAL MANAGEMENT II

4) Class: SYBBI

**IVth SEMESTER**

Course Outcome	<ul style="list-style-type: none"> <li>Learners will be getting the knowledge of financial management with reference to budgeting.</li> <li>Learners learn theoretical and practical knowledge of financial management in banking and insurance</li> </ul>	
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 on Equity ( ROI/ ROE) Analysis	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



SIGNATURE OF HOD



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

**ACADEMIC YEAR 2017 TO 2018**

1) Name of the Lecturer: Mrs. Anjana Varma

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 :	4
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 – SWIFT) Debit Cards and Credit Cards – Concept and Process. E- Banking INVESTMENT BANKING and PRODUCTS	20
JAN	Insurance- Concept, functions, Types ( Life and General) , New Insurance Products. Integration of third party and Re-insurance ,Co-existence of Banking and Insurance – their problems . Insurance as a cover to Banking risks Types of Risks, (systematic and unsystematic ) Bank Assurance	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.	10



SIGNATURE OF HOD

**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

1) Name of the Lecturer: Ms. Laxmi R. Shahapure

2) Department: COMMERCE

3) Subject : CORPORATE LAWS AND AND LAWS GOVERNING CAPITAL MARKETS

**IVth SEMESTER**

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>Learners will know about new corporate rules and regulations.</li> <li>Learners will get Knowledge about community will have a simplified approach in understanding corporate laws and other related laws.</li> </ul>	
<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	4
DEC	<p>Deposits-Prospectus-Misstatement – liabilities for misstatement-Capital and its types- Shares and its types-Alteration to capital-Meetings- TypesEssentials-Procedure-Ultra Virus-Constructive Notice-Indoor Management-Co. ManagementDirectors-Qualification and disqualification-Appointment-Removal-Accounts and Financial Statements-Lifting of Corporate Veil-Borrowing Powers-Charge and rules. 1</p> <p>Module 2. Security Acts A. Security Contract Act 1956 : Terms-Recognition of stock exchange-Listing AgreementDelisting-Security Appellate Tribunal-Cancellation of recognition- bye laws-types of contracts.</p> <p>Securitization &amp; Reconstruction of Financial Assets and Enforcement of Security Interest Act(SARFAESI) 2002 : Objectives-Terms-process-registration-acquisition-assets reconstructiontakeover management-offences and penalties-authorities.</p>	<p>06</p> <p>09</p>

*Anjan*

SIGNATURE OF HOD

*[Signature]*

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

		04
JAN	<p>Modules 3. Security Exchange Board Of India A. SEBI : Objectives-terms-establishment-powers-functions-accounts and audit-penalties –registrationB.</p> <p>Issues of Disclosure Investors Protection Guidelines: Pre &amp; Post obligations-conditions for issue-Debt Security-IPO-E-ipo-Employee option-right-bonus-preferential allotmentintermediary-operational-promoter lock in period requirements-offer document.</p>	.05  10
FEB	Module 4. Other related Acts: Foreign Exchange Management Act 1999: Terms-Currency-Capital and Current AccountAuthorized person-Repatriation. 05 Arbitration and Conciliation Act, 1940 and 1996: Elementary level	11
MARCH	Indian Depository and Participant Act, 1996: Elementary level 04	04



SIGNATURE OF HOD



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

**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

1) Name of the Lecturer: Mrs. Anjana Varma

2) Department: Commerce

3) Subject: COST ACCOUNTING

4) Class: SY BBI

**IVth SEMESTER**

Course Outcome	<ul style="list-style-type: none"> <li>Learners will get the knowledge about various cost Accounting techniques.</li> <li>Learners will be able to understand the standard costing technique to calculate variances with respect to material, labor and overhead.</li> </ul>	
Month	Topics to be covered	No. of Lectures required
NOV	(1) Identifying Elements of cost :- • Materials. • Staff cost. • Overheads. (2) Cost Classification by behaviour with reference to banking and insurance industries :	03
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 & Labour cost variances	05



SIGNATURE OF HOD



**ACADEMIC YEAR 2017 TO 2018**

1) Name of the Lecturer: Ms. Pooja Naresh Singh

2) Department: COMMERCE

3) Subject: Central Banking

4) Class: TYBBI

**Vith SEMESTER**

<b>Course</b>	<ul style="list-style-type: none"> <li>Learners will understand the various policy measures of Central Bank in different economic scenario.</li> </ul>	
<b>Outcome</b>	<ul style="list-style-type: none"> <li>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.</li> </ul>	
<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
DECEMBER	<p>Module - A : Rationale and Functions of Central Bank 15</p> <p>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</p>	15 Lectures
JANUARY	<p>Module - B : Central banking in India 15</p> <p>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.</p>	15 Lectures
FEBRUARY	<p>Module - C : Monetary Policy and Credit Policy 15</p> <p>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, Theory and Practice, Instruments. 3. An overview of Fiscal Policy : Importance of Budgets, Union Budget, State Budget, Finances of Union and State Governments, Finance Commission. 4. Striking balance between inflation and growth through monetary and fiscal policies.</p>	15 Lectures
MARCH	<p>Effect of liberalization and Globalization on Financial Stability, Linkage to International Financial Stability</p>	10 Lectures



SIGNATURE OF HOD



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

TEACHING PLAN

ACADEMIC YEAR 2017 TO 2018

1) Name of the Lecturer: Mr. Ravishankar Vishwakarma

2) Department: Commerce

3) Subject: Auditing - II

4) Class: TYBBI

Vith SEMESTER

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>• Learners will be able to enhance skill of auditing in banking companies areas.</li> <li>• Learners will be gain knowledge of auditing of banking, insurance and limited companies</li> </ul>	
<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
DECEMBER	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 Lectures
JANUARY	–  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. 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 Lectures
FEBRUARY	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 Lectures



SIGNATURE OF HOD



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

**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

1) Name of the Lecturer: Mrs. Anjana Varma

2) Department: Commerce

3) Subject: Human Resource Management

4) Class: TYBBI

**Vith SEMESTER**

<b>Course Outcome</b>	<ul style="list-style-type: none"> <li>• Learners will be able to understand human resources management in large and small businesses.</li> <li>• Learners understand the need and objectives for human resource management with respect to the banking sector.</li> </ul>	
<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
DECEMBER	Human Resource Management Nature , Scope, Objectives and Functions of HRM· Organization of HR Department· Concept of HRD·	4 Lectures
JANUARY	<p>Role and Functions of HR Manager (in Banking and Insurance sector) Challenges before HR Manager· Personnel Manual·</p> <p>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·&amp;D for managers in banks, Process / procedure of conducting training programmes, Requisites of a sound training programme. Performance Appraisal- Definition, Methods of Appraisal· for managers – traditional and modern.</p>	18 Lectures
FEBRUARY	<p>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. Concept of Salary slip</p> <p>Career Planning And Development – Meaning, Process/ Procedure of Career Planning, Career Stages/ Career Life Cycle, Essentials to make career planning successful, Separation Function –</p>	15 Lectures



SIGNATURE OF HOD

	Meaning of Pink Slip, VRS, Lay- offs, Retirement, Retrenchment, Organizational Downsizing	
MARCH	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 ,	8 Lectures
MARCH	Industrial Relations- Meaning, Parties to IR and Approaches- Trade Unions- Meaning, Features and Role-	4 Lectures



SIGNATURE OF HOD



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

**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

1) Name of the Lecturer: Mrs. Namrata Dube

2) Department: COMMERCE

3) Subject: Turnaround Management

4) Class: TYBBI

**Vith SEMESTER**

Course Outcome	<ul style="list-style-type: none"> <li>Learners will able to understand about the relationship of leadership and Turnaround management.</li> <li>Learners able to Know understand about the growth and survival strategy of Business</li> <li>Learners will helps to learn about sick industries and turnaround strategy</li> </ul>	
Month	Topics to be covered	No. of Lectures required
DECEMBER	Introduction to Business Meaning, Definition, Importance, Features, Symptoms· Different Approaches for Growth and Survival·	3 lectures
JANUARY	( Internal and External) Globalization and Liberalization· Features Positive and Negative Impacts Role of MNC's  Industrial Sickness Meaning and Reasons for Sickness· Symptoms· Various attempts to Overcome Sickness by stakeholders· Role of BIFR in sick industries·	20 lectures
FEBRUARY	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



SIGNATURE OF HOD



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

## TEACHING PLAN

**ACADEMIC YEAR 2017 -18**

- 1) Name of the Lecturer: Ms SHAOLI MISTRY                      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

*PKabadi*

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

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

( 2 )

**Chandrabhan Sharma College of  
 Arts, Science & Commerce**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

## TEACHING PLAN

**ACADEMIC YEAR 2017 -18**

- 1) Name of the Lecturer: Mr.KRISHNAKANT PANDEY      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

*PKabadi*

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

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

( 3 )

**Chandrabhan Sharma College of  
 Arts, Science & Commerce**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017 -18**

- |  |                         |
|--|-------------------------|
| 1) Name of the Lecturer: Mrs. DIPTI SHARAN | 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

*PKabadi*

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

  
**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com



**TEACHING PLAN**

**ACADEMIC YEAR 2017 -18**

- 1) Name of the Lecturer: Mrs. SHARLET BHASKAR                      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

*PKabadi*

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

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

## TEACHING PLAN

**ACADEMIC YEAR 2017 -18**

- 1) Name of the Lecturer: Mrs. BHARATI SHRIDHARA                      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

*PKabadi*

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

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

## TEACHING PLAN

### ACADEMIC YEAR 2017 -18

1) Name of the Lecturer: Mr. UMESH KABADI

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

*PKabadi*

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

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

## TEACHING PLAN

**ACADEMIC YEAR 2017 -18**

1) Name of the Lecturer: RAVI VISHWAKARMA

2) Department: COMMERCE

3) Subject: FINANCIAL ACCOUNTING –I

4) Class: FYBFM

### SEMESTER - I

Course Outcome		
1. Learner will be able to facilitate the acquisition of knowledge regarding the principles and fundamental concepts of Accountancy among students. 2. Learner will be able to create ledger accounts utilizing the principles of double-entry book keeping and accurately record corresponding journal entries. 3. 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 Book 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

*PKabadi*

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

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

## TEACHING PLAN

**ACADEMIC YEAR 2017 -18**

- 1) Name of the Lecturer: RAVI VISHWAKARMA                      2) Department: COMMERCE
- 3) Subject: DEBT MARKETS    4) Class: SYBFM

### **SEMESTER-III**

<b>Course Outcome</b>		
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

*PKabadi*

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

  
**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

## TEACHING PLAN

**ACADEMIC YEAR 2017 -18**

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

*UKabadi*

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

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

**TEACHING PLAN**

**ACADEMIC YEAR 2017 -18**

- 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		
Month	Topics to be covered	No. of Lectures required
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

*PKabadi*

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



**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

## TEACHING PLAN

**ACADEMIC YEAR 2017 -18**

1) Name of the Lecturer: Mr.TUSHAR SHAH

2) Department: COMMERCE

3) Subject: MANAGEMENT ACCOUNTING

4) Class: SYBFM

### **SEMESTER-III**

Course outcome		
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.		
Month	Topics to be covered	No. of Lectures required
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

*PKabadi*

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

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



**TEACHING PLAN**

**ACADEMIC YEAR 2017 -18**

1) Name of the Lecturer: Mrs.Preetha Nair

2) Department: COMMERCE

3) Subject: BUSINESS LAW - I

4) Class: SYBFM

**SEMESTER-III**

<b>Course outcome</b>		
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)	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 '	15
SEPTEMBER	<b>Negotiable instruments Act 1881</b> Meaning and Characteristics of Negotiable Instrument, Operational rules of Evidence- Presumptions, classification of Negotiable Instruments.	15

*PKabadi*

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

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

**TEACHING PLAN**

**ACADEMIC YEAR 2017 -18**

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

**SEMESTER-III**

<b>Course outcome</b>		
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)	15
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

*PKabadi*

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

*[Signature]*

**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017 -18**

- 1) Name of the Lecturer: Ms.JYOTI MENRIA                      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

*PKabadi*

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

  
**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

## TEACHING PLAN

**ACADEMIC YEAR 2017 -18**

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		
Month	Topics to be covered	No. of Lectures required
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
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
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

REMARKS IF ANY:

*PKabadi*

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

  
**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017 -18**


- |   |                                |
|---|--------------------------------|
| <b>1) Name of the Lecturer: SUSHANT VICHARE</b> | <b>2) Department: COMMERCE</b> |
| <b>3) Subject: TECHNICAL ANALYSIS</b>           | <b>4) Class: TYBFM</b>         |

**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

*PKabadi*

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

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

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

- 1) Name of the Lecturer: RAVI VISHWAKARMA                      2) Department: COMMERCE
- 3) Subject: CORPORATE ACCOUNTING                                      4) Class: SYBFM

**SEMESTER-V**

<b>Course outcome</b>		
1. Learner will be able to understand the Redemption of Preference Shares & Redemption of Debentures 2. Learner will be able to understand the Ascertainment and treatment of profit prior to incorporation 3. Learner will be able to understand the Amalgamation of Companies 4. Learner will be able to understand the Capital Reduction and Internal Reconstruction		
Month	Topics to be covered	No. of Lectures required
JUNE	<b>Redemption of Preference shares</b> Sources of redemption including divisible profits and proceeds of fresh Premium on redemption from security premium and profits of company <b>Redemption of debentures</b> By payment from sources including out of capital and/ or out of profits	08
JULY	<b>Redemption of debentures</b> By conversion into new class of shares or debentures with options including at par, premium and discount Purchase/ buy back of own <b>Ascertainment and treatment of profit prior to incorporation</b> Preparation of separate, combined and columnar profit and loss a/c including different basis of allocation of expenses / incomes	08
AUGUST	<b>Amalgamation of Companies (w.r.t. AS 14)</b> In the nature of merger and purchase with corresponding accounting treatments of pooling of interests and purchase methods respectively Computation and meaning of purchase consideration Problems based on purchase method of accounting only	15
SEPTEMBER	<b>Capital Reduction &amp; Internal reconstruction</b>	15

**TEACHING PLAN**

*PKabadi*

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

  
**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com



**TEACHING PLAN**

**ACADEMIC YEAR 2017 TO 2018**

- 1) Name of the Lecturer: TANVI SANGHANI                      2) Department: COMMERCE  
 3) Subject: ORGANISATIONAL BEHAVIOUR                      4) Class: TYBFM

**SEMESTER-V**

<b>Course Outcome</b>		
1. Learner will be able to understand the Personality - Values- Attitudes- Job 2. Learner will be able to understand the Conflict Handling Orientations 3. Learner will be able to understand the Group Behaviour and Group Dynamics 4. Learner will be able to understand the Stress Management, Change and Team Building		
<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
JUNE	<b>Unit 1: Introduction to Organisational Behaviour</b> Organisational Behaviour- Organisational Behaviour Multidiscipline- Different model of Organisational Behaviour- Individual behaviour is studied through Perception- Personality - Values- Attitudes- Job satisfaction- Motivation- Learning	10
JULY	<b>Unit 1: Introduction to Organisation Behaviour</b> Understanding self studied through- Perception and Personalit, Values and Attitudes	05
	<b>Unit 2: Understanding Others: Interpersonal relationships</b> Conflict Management –Nature of Conflict- Level of Conflict- Source of Conflict- Effects of Conflict- Process of Conflict- Stages of Conflict-	13
AUGUST	<b>Unit 2: Understanding Others: Interpersonal relationships</b> Power and Organisational Politics-Sources of Power-Organisational Politics- Influence and Political Power.	02
	<b>Unit 3: Group Behaviour and Group Dynamics</b> Group Behaviour, Informal Groups – Group Dynamics- Types of Groups- Nature and effects of Informal groups-Benefits of Informal groups- Formal groups –Monitoring informal organisation-	15
SEPTEMBER	<b>Unit 4 Stress Management, Change and Team Building</b> Stress Management and Counseling- How it Comes About –How it Affects Various Elements of Job Performance- Extreme Product	15

*PKabadi*

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

  
**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com



**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

- 1) Name of the Lecturer: RAVI VISHWAKARMA      2) Department: COMMERCE  
3) Subject: FINANCIAL ACCOUNTING                      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

*PKabadi*

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

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

## ACADEMIC YEAR 2017-18

1) Name of the Lecturer: MS.SHAOLIMISTRY

2) Department: COMMERCE

3) Subject: BUSINESS COMMUNICATION

4) Class: FYBFM

### SEMESTER-II

Course Outcome		
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		
Month	Topics to be covered	No. of Lectures required
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 and non- acceptable gestures.	09
FEB	<b>Non-verbal communication</b> Body language, Globally acceptable and non- acceptable gestures. <b>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

*PKabadi*

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



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

## TEACHING PLAN

**ACADEMIC YEAR 2017-18**

- 1) **NAME OF THE LECTURE: MR. KRISHNAKANT PANDEY** 2) **Department: COMMERCE**  
 3) **Subject: BUSINESS STATISTICS** 4) **Class: FYBFM**

### **SEMESTER-II**

<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	09
DEC	<b>Population and sample</b> Data condensation and graphical methods: Raw data, attributes and variables, classification, frequency distribution, Graphs- Histogram and frequency polygon Diagrams- 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> Meaning of LPP, Formulation of LPP, solution by graphical methods, problems relating to two variables only	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

*PKabadi*

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



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

## TEACHING PLAN

**ACADEMIC YEAR 2017-18**

1) Name of the Lecturer: Ms. DEEPIKA MISHRA

2) Department: IT

3) Subject: COMPUTER SKIL-I

4) Class: FYBFM

### 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		
Month	Topics to be covered	No. of Lectures required
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	06
DEC	<b>Windows</b> Network neighbourhood, start menu, taskbar, file and folder operation (creating, copying, moving, deleting), system tools. Internet What is internet, most popular internet services , functions of internet likeemail, 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

*PKabadi*

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

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

**ACADEMIC YEAR 2017-18**

- 1) Name of the Lecturer: **SUSHANT VICHARE**                      2) Department: **COMMERCE**  
 3) Subject: **EVS**    4) Class: **FYBFM**

**SEMESTER-II**

<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	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,	03  09
MARCH	<b>Environment Management</b> Role of technology in Environment Management- GIS,GPS,Remote	06

*PKabadi*

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

  
**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**  
**ACADEMIC YEAR 2017-18**

1) Name of the Lecturer: UMESH KABADI

2) Department: COMMERCE

3) Subject: PRINCIPLE OF MANGEMENT

4) Class: FYBFM

**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,	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	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	Prerequisites of effective control systems, resistance to control. controlling techniques	04

*U.Kabadi*

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

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

**TEACHING PLAN**  
**ACADEMIC YEAR 2017-18**

1) Name of the Lecturer: LAXMI SHAHPURE                      2) Department: COMMERCE  
 3) Subject: FOUNDATION COURSE II                                4) Class: FYBFM  
**SEMESTER-II**

Course outcome		
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.		
Month	Topics to be covered	No. of Lectures required
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 Constitutio	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;	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

*PKabadi*

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

*[Handwritten Signature]*

**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**ACADEMIC YEAR 2017-18**

1) Name of the Lecturer: ARPITA ATTIBUDHI      2) Department: COMMERCE  
 3) Subject: DEBT MARKETS II                      4) Class: SYBFM

**SEMESTER IV**

<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		
Month	Topics to be covered	No. of Lectures required
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> Tracking bond markets The bond traders arsenal of economic indicators, Inflation, Monetary policy, Government deficits.	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

*PKabadi*

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

*[Handwritten Signature]*

**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com



**ACADEMIC YEAR 2017-18**

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

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

**SEMESTER IV**

<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		
Month	Topics to be covered	No. of Lectures required
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 Role of SEBI <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> <ul style="list-style-type: none"> <li>• Brownian Motion</li> </ul> <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



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



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

**Chandrabhan Sharma College of Arts, Science & Commerce**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

1) Name of the Lecturer: **SUSHANT VICHARE**  
3) Subject: **COMMODITY DERIVATIVES**

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

**SEMESTER IV**

<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	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 – contract 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

*PKabadi*

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

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

**TEACHING PLAN**  
**ACADEMIC YEAR 2017-18**

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

**SEMESTER IV**

<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	09
	<b>Controlling the Corporate Financial Activities</b> Role of Financial institution in long term finance Maximising the wealth of shareholders	06
JAN	<b>Controlling the Corporate Financial Activities</b> Corporate governance practises Controlling Mechanism if RBI in raising corporate finance	09
	<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	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	09
	<b>Corporate Financial Activities</b> Capital structure	06
MARCH	<b>Corporate Financial Activities</b> Capital Budgeting- Payback period , NPV, ARR, DCF analysis	09

*PKabadi*

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

  
**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**  
**ACADEMIC YEAR 2017-18**

1) Name of the Lecturer: Mrs. Preetha Nair

2) Department: COMMERCE

3) Subject: BUSINESS LAW – II

4) Class: SYBFM

**SEMESTER IV**

<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, Copy Rights	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

*PKabadi*

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

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

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 2017-18**

- 1) Name of the Lecturer: **SUSHANT VICHARE**                      2) Department: **COMMERCE**  
 3) Subject: **FOREIGN EXCHANGE MARKETS**                      4) Class: **SYBFM**

**IV SEMESTER**

<b>Course outcome</b>		
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 exchange market 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 makers and brokers, Forex Trading and SWIFT Robots and forex trading. <b>Some important operational aspects of Foreign Exchange Market and Foreign Exchange Contracts</b> Floating Rate, Currency Boards & Currency Basket Systems	09  06

*PKabadi*

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

  
**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

FEB	<b>Some important operational aspects of Foreign Exchange Market and 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 of foreign exchange management Methods adopted (spot & forward, arbitrage, cross currency deals, swaps, options & futures)	09

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

- 1) Name of the Lecturer: **BHARATI SHRIDHARA**                      2) Department: **COMMERCE**  
 3) Subject: **Business Economics**    4) Class: **SYBFM**

**IV SEMESTER**

<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		
<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
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

*PKabadi*

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

*[Signature]*

**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

<b>FEB</b>	Constituents of Fiscal Policy	<b>09</b>
	Open Economy : Theory and Issues of International Trad	<b>06</b>
<b>MARCH</b>	Open Economy : Theory and Issues of International Trad	<b>09</b>

**TEACHING PLAN**  
**ACADEMIC YEAR 2017-18**

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

**SEMESTER-VI**

<b>Course outcome</b>		
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

*PKabadi*

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

  
**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

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 2017-18

- 1) Name of the Lecturer: SUSHANT VICHARE/TUSHAR SHAH      2) Department: COMMERCE  
 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		
Month	Topics to be covered	No. of Lectures required
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. □ Gold Creation Units, Portfoli Deposit and Cash Component □ Debt Fund: Features, Interest Rate Risk, Credit Risk, Pricing of Debt Instrument Schemes, Fixed Maturity Plans, Capital	15

*PKabadi*

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

  
**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com



	Protection Funds, Gilt Funds, Balanc	
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 2017-18**

- 1) Name of the Lecturer: SUSHANT VICHARE                      2) Department: COMMERCE  
3) Subject: RISK MANAGEMENT                                      4) Class: TYBFM

**SEMESTER-VI**

<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		
Month	Topics to be covered	No. of Lectures required
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

*PKabadi*

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

  
**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

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 2017-18**

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

**SEMESTER-VI**

<b>Course outcome</b>		
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		
<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
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

*PKabadi*

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

  
**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

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



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



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

**Chandrabhan Sharma College of  
Arts, Science & Commerce**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

**TEACHING PLAN**  
**ACADEMIC YEAR 2017-18**

1. Name of the Lecturer: Manali Naik
2. Department: BMM
3. Subject: Effective Communication - I
4. Class: FYBMM
5. Course / learning Outcome:
  - ❖ To demonstrate an understanding of conversation skills.
  - ❖ Let students research, prepare, and deliver the speech.
  - ❖ To participate effectively in small group interactions.

**FIRST TERM / SEMESTER I**

Month	Topics to be covered	No. of Lectures required
JULY	Recognizing aspects of Language, Reading Skills Skimming and Scanning Magazine article, TV, feature and documentary, radio bulletins, advertising copy, press release in English, Hindi and Marathi) Grammatical structure – spelling, structure of sentences, Active / Passive voice, tenses.	(12)
AUGUST	Oral Communication Presentation, anchoring, viva voce, interview, public speaking, skits/ plays, panel discussions, voice over, elocution, debates and group discussion.	(12)
SEPTEMBER	Writing Skills Letter Writing – Application Letter, Resume, Personnel Correspondence, Informal, Paragraph writing. Introduction to feature writing.	(14)
OCTOBER	Critical Thinking Translation Skills Concept and importance of translation, External view of translation.	(08)

*Manali Naik*

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

*[Signature]*



**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

- 1. Name of the Lecturer: Riddhi Sadhale**
- 2. Department: BMM**
- 3. Subject: Fundamentals of Mass Communication**
- 4. Class: FYBMM**

**1. 5. Course / learning Outcome :**

- ❖ To introduce the students to communication models and expose them
- ❖ To develop a critical understanding of Mass Media, its potentialities and Impact
- ❖ To the various aspects of Mass Communication

Month	Topics to be covered	No. of Lectures required
JULY	Meaning and need for Mass Communication Forms of Communication: Intra Personal Communication, Interpersonal Communication, Group Communication, Public Communication, Mass Communication: Electronic, Satellite, Interactive, Digital Communication etc. Elements and process of communication Models of Mass Communication: Gerber's Model, Sociological Model, Gatekeeping Model, Defleur's Model of the Taste-differentiated Audience Model, Hub Model Functions of Mass Communication , Barriers of Mass Communication.	(12)
AUGUST	Introduction to Mass Media. Content and Nature of Mass Media, Impact & Influence of Mass Media - The Indian Context: reach, access and nature of audience. Differentiate between Mass Communication & Mass Media. Means & Tools of Mass Communication: 1. Traditional & Folk Media: Types, importance of traditional media 2. Print: Books, Newspapers, Magazines 3. Broadcast: Television, Radio 4. Films	(12)





SEPTEMBER	Political, Social & Religious Reformers (Mass communicators can be dealt in the form of case study from the above areas) Media Convergence: conceptual framework, technological dimension, economic dimension, socio-cultural dimension and its implications to 'Mass Communication'. Developments in the Economy, Society, and Culture and its impact on current communication media.	(14)
	Introduce key terms such as "information economy" and "information society", "Digital," "multimedia convergence", "information superhighway", "channel abundance" and "interactivity." Impact of social media on Mass Communication	
OCTOBER	Education Children Women Culture Youth Development	(08)

*Naik*

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



*[Signature]*

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

- 1. Name of the Lecturer: Dipti Sharan**
- 2. Department: BMM**
- 3. Subject: Landmarks of 20<sup>th</sup> Century World History**
- 4. Class: FYBMM**
- 5. Course / learning Outcome :**

- ❖ To acquaint the students with important ideas & events that shaped 20th Century world with emphasis on India & Maharashtra.

**FIRST TERM / SEMESTER I**

Month	Topics to be covered	No. of Lectures required
JULY	World Wars, Aftermath, changing boundaries: rise of dictatorships Negative propaganda by war perpetrators, Positive media by president Wilson Case studies: Holocaust; War crimes Cold War: Ideological clash: Media espionage Theatres of Cold War: Korea Vietnam, Brinkmanship in Cuba, Economic Alliances	(12)
AUGUST	UNO Formation: Issues under UN: Human Rights, Humanitarian Aid (African famine, refugee problem), Formation of Israel, Middle East conflict Collapse of Communism: USSR, East European nations, Glasnost & Perestroika American hegemony-its role in Afghan War People's Movement in China-Tianaman Square	(12)




SEPTEMBER	<p>Case studies: Collapse of Berlin War, Formation of CIS Red star over China-reign of Mao-tse-tung          Pol Pot- Cambodia Killing fields-human rights violation. UDHR document, role of UN in peace keeping in Sudan, Liberia          Case studies: Iran Iraq war; End of Saddam Hussein regime          Nelson Mandela's contribution to removal of Apartheid. Peace time media intervention:          Star Radio          Talking Drum Studio-Liberia          Voice of Hope in Sudan          Role of Social Media:          Arab Spring, Tahrir Square, Egypt &amp; Jasmine Revolution .</p>	(14)
OCTOBER	<p>India          Partition of India: Refugee problem; Sino Indian War 1962, Indo-Pak Wars 1965, 1971-formation of Bangladesh          India &amp; SAARC, India's Role in Non-Aligned Movement          Cross Border terrorism, Kargil.          Maharashtra" Formation of State 1960. Game changers in the State: Vinoba Bhave- Bhudan Movement, Maharshi D. K. Karve Wome's Univ, Baba Amte, Anna Hazare's fight for good governance.</p>	(08)

*Naik*

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

*[Signature]*





**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

- 1. Name of the Lecturer: Pooja Singh**
- 2. Department: BMM**
- 3. Subject: Introduction to Sociology**
- 4. Class: FYBMM**
- 5. Course / learning Outcome:**

- ❖ Provide a sociological understanding of the basic concepts and perspectives relevant to mass-media
- ❖ To sensitize them to pressing social issues of the contemporary Indian society
- ❖ To know and to understand origins & spread of the various social movements in India

**FIRST TERM / SEMESTER I ()**

Month	Topics to be covered	No. of Lectures required
JULY	<p><b>Introduction to sociology:</b>                      Definition and features                      Sociological imagination                      Sociological perspectives- Functionalist, Conflict, Symbolic Interaction and Feminist perspective.</p> <p><b>Society and Social Interaction</b>                      Definition of society, features, Types of Society- Rural and Urban, civil society                      Social Interaction: Definition, Need for social interaction, Forms of social interaction: Co-operation, Competition, Conflict, Assimilation, Accommodation, integration</p>	(12)




AUGUST	<p><b>Social Institution</b>  Definition  Need for social institutions  Types: Family, Marriage, education, religion, economy, polity, and media</p> <p><b>Media with reference to sociology of news</b>  Definition of news  Types of news  News values  Sociological significance of news</p> <p><b>Culture and Media</b>  Culture: meaning, elements, types, features  Concepts related to culture (popular culture, sub-culture, ethnocentrism, acculturation, cultural relativism, culture shock, cultural lag)  Discussion of Core Indian values  Establish the link between culture and media</p>	(12)
SEPTEMBER	<p><b>Social stratification</b>  Definition  Segments: caste, class, gender, and age.</p> <p><b>Socialization</b>  Meaning  Need</p>	(14)
OCTOBER	<p><b>Social change and social movements:</b>  <b>Social Change</b> - meaning, factors of social change, impact of social change with special reference to media and communication.  <b>Social movements</b> - Definition, features, types of social movement, elements, stages of social movement, and some examples. Internal Assessment project on a topic</p>	(08)

Naik

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

[Signature]



**ACADEMIC YEAR 2017-18**

- 1. Name of the Lecturer: Akash Purswani**
- 2. Department: BMM**
- 3. Subject: Introduction to Computer Graphics**
- 4. Class: FYBMM**
- 5. Course / learning Outcome :**

To equip the students with a general understanding of computer basics for everyday use.

- ❖ To train them to use this understanding to supplement their presentation skills.

Month	Topics to be covered	No. of Lectures required
JULY	Basic structure of a PC, Type of Computers, Input/ output devices (definition), Use of Printer, Scanner, microphone speaker. Memory, storage, storage devices, RAM, ROM, Processor, Processing speed and RAM, Hard Disk and RAM. What does one mean by the speed of a computer? Operating Systems, Windows Operating System, Windows basics, windows commands and keyboard shortcuts File Management, importance of organizing work in folders, Disk partitions, physical and logical drives, etc. Introduction to networks, Types of networks (peer to peer, client server, LAN, WAN, VPN, etc.), Intranet and Internet, Client Server Architecture.	(12)
AUGUST	Importance of networks in a media organization, Networking in editing studios, television networks Introduction to Internet - <b>Microsoft Excel -</b> Introduction to spreadsheet, rows, columns, cell address, Workbook, worksheet <b>Power Point -</b> Types of presentation layouts, slides, outlines, slide sorter, presentation, Formatting, Tables, Cliparts, pictures, organization charts, charts, etc.	(12)




SEPTEMBER	<p><b>Introduction to Designing -</b> Types of communication, What is design, Types of design <b>Page Layout (Page Maker In Design and Quarkxpress –</b> Introduction to different pagemaking software, Tools, menus, Tools, Making pages in Quark Express / Pagemaker <b>Photoshop –</b> Introduction to graphics, difference between vector and bitmap images, CMYK and RGB</p>	(14)
	<p>Working with Image, giving effects to image, Cropping and resizing images, Masking, Working with layers, Preparing images for the web, print medium and films. <b>Adobe Illustrator –</b> Introduction to illustrator, tools and panels Creating a new document, drawing and painting, working with points - paths-layers-colours. Creating for artwork design for web and devices</p>	
OCTOBER	<p><b>Introduction to Corel Draw -</b> CorelDraw Terminology and Concepts Drawing Ellipses, Circles, Arcs, and Pie Shapes Cloning objects, applying colour and tone effects. <b>Internal Assessment:</b> Group Project/Individual Project/Book Review/Class Test/Case Study/Presentation {Power Point/Audio Visual Presentation/Oral Presentation}</p>	(08)

Manali

**Ms. Manali Naik**  
**Coordinator – Dept of BMM**

[Signature]



**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

- 1. Name of the Lecturer: Tanvi S**
- 2. Department: BMM**
- 3. Subject: Introduction to Economics**
- 4. Class: FYBMM**
- 5. Course / learning Outcome:**

- ❖ To learn day to day functioning of an economy, a large number of economic terminologies
- ❖ To familiarize the students of mass media with the fundamental concepts of economics

**FIRST TERM / SEMESTER I ()**

Month	Topics to be covered	No. of Lectures required
JULY	<p><b>Nature and Scope of Micro Economics:</b> Meaning-nature-scope significance &amp; limitations, positive and normative economics. Basic Concepts, wealth-welfare and scarcity.</p> <p><b>Consumer Behaviour and Demand</b>  <b>Analysis:</b>Marshallian Approach –Equimarginal utility- Law of demand –Determinants of demand Elasticity of demand and its measurement-Price, Income, Cross and Promotional Elasticity of Demand.</p> <p><b>Production Function:</b>Short run and long run production function – Economies and Diseconomies of scale, scope – international economies.</p>	(12)
AUGUST	<p><b>Costs of Production:</b> Concepts of cost – measures of costs – Total, Fixed, Variable, Marginal, Average Costs, opportunity costs, social and private costs, implicit, explicit costs. Total Revenue – Breakeven Analysis.</p> <p><b>Market Structure:</b> Features of Perfect Competition, Monopoly, Monopolistic Competition and Oligopoly.</p> <p><b>Introduction:</b> Meaning and scope of macroeconomics- Concepts of National Income – GNP,GDP,NNP,NDP, Per Capita Income – Circular flow of income – Trade Cycles – Features and Phases.</p>	



*(Handwritten Signature)*

SEPTEMBER	<p><b>Money and Inflation:</b> Meaning and function of money- Constituents and Determinants of money supply – Velocity of circulation of money – RBI's approach to money supply – Demand for money – Inflation – meaning- causes – effects</p> <p><b>Brief Understanding of Government</b> - Fiscal Policy-Sources of Public Revenue- Areas of Public Expenditure – Union Budget - Social Expenditure – Millennium Development Goals.</p>	(14)
	<p><b>Overview of Indian Economy:</b> Structure and macroeconomic scenario – salient features- challenges and economic issues – poverty unemployment – infrastructure – population – India's position in world economy – share in world GDP , Trade and Capital flows.</p>	
OCTOBER	<p><b>Introduction to External Sector:</b> Balance of Payments –Exchange Rate -Trade Policy – Free Trade and Protectionism – FDI - FII. World Institutions – IMF, World Bank and WTO – India in a globalized world</p>	(08)

*Naik*

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

*[Signature]*



**TEACHING PLAN**

**ACADEMIC YEAR 2018-19**

**1. Name of the Lecturer: Manali Naik**

**2. Department: BMM**

**3. Subject : Media Studies**

**4. Class : SYBMM**

**5. Course / learning Outcome :**

- ❖ To expose students to the well-developed body of media theory and analysis
- ❖ To foster analytical skills that will allow them to view the media critically

**THIRD TERM / III SEMESTER (18<sup>th</sup> June, 2018)**

Month	Topics to be covered	No. of Lectures required
JUNE	Relevance of Media Studies in Contemporary Times Historical perspectives to media studies The Mid 20th Century Media Evolution Theory	(10)
JULY	Agenda Setting Uses and Gratification Two Step Flow Marshall McLuhan – Medium is the message Foucault – Power & Authority	(12)
AUGUST	Propaganda Model Media and Globalization Division and contradiction in the Global Information Infrastructure Racist Ideologies and the Media (Stuart Hall). Media and Diaspora , New Media Theory , Cognitive Theory.	(12)
SEPTEMBER	Media and its commercial Impact Advertising Magazine Culture and the new man Trends in Media Feminist Strategies of Detection Media Power and Political Culture. Constituents of Media – Language, Religion, Discourse, Technology	(14)



**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**

Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.

Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530

Telefax: +91 22 2570 4526 / 2570 0789

Email: cbscollege@gmail.com

Website: www.ghpcorp.com

OCTOBER	Challenges to contemporary Media - Media and Consumerism Intellectual Property and New Media Young people as consumers of Advertising Art.	(08)
---------	--	------

*Naik*

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



*[Signature]*

**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com



**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

- 1. Name of the Lecturer: Akash Purswani**
- 2. Department: BMM**
- 3. Subject : Introduction to Advanced Computers**
- 4. Class : SYBMM**
- 5. Course / learning Outcome :**
  - ❖ To expose students about latest designs available and how to use the the same

**THIRD TERM / III SEMESTER (18<sup>th</sup> June, 2018)**

Month	Topics to be covered	No. of Lectures required
JUNE	Basics of Online Marketing , Building an online marketing foundation ,Planning and Building the Website , Content Marketing , Blogging, Social Media Marketing, Web Analytics (Google Analytics). Search Engine optimization / How Google Works.	(10)
JULY	Online Advertising / Search Engine Marketing. (Google Adwords). Email Marketing / Webinar. Online Public Relation. Managing Multitasking Web Marketing II Basics Of Animation Understanding Animation (Adobe Flash may be used). Working with Fills and Outline, Layers and Pen tool. Understanding Layers and Symbols.	(12)




AUGUST	<p>Working with Text and Mask Layers.          Creating Frame by Frame Animation.          Motion Tweening and Motion Editor.          Classic tweening and Shape tweening.          Working with Sound and Video and Publishing a Movie III          HTML 5 with CSS , Introduction to the Web, Introduction to          HTML5, Formatting Text Using Tags, Creating Hyperlinks and          Anchors, Introduction to CSS3, Formatting Using Style Sheet,          Displaying Graphics and CSS3 Animation, Creating Navigational</p>	(12)
SEPTEMBER	<p>Web Designing , Getting Started with Web Designing, Working          with Lists, Tables, Links and Frames ,Forms, CSS, Behaviors and          Snippets, Working with Multimedia Objects, Testing a Website.          Basics Of Audio / Video Editing ,Introduction to Adobe Audition,          Working with Audio Editing, Working with Multi-track Editor and          Recording Audio, Working with Audio Effect, Introduction to          Digital Video Editing, Starting with Adobe Premiere Pro CS6,          Capturing Clips and Using Tools, Video Editing, Animating,          Effects, Transitions and Exporting Video, Working with Audio.</p>	(14)
OCTOBER	<p>Basics Of 3D Animation (6 Class room Sessions + 6 Lab Sessions)          Overview.          Working with Objects.          Transforming and Grouping.          Shapes and Modifiers.</p> <p>Internal Assessment: Group Project/Individual Project/Book          Review/Class Test/Case Study/Presentation Power Point/Audio          Visual Presentation/Oral Presentation}</p>	(08)

*Naik*

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

*[Signature]*



**TEACHING PLAN**  
**ACADEMIC YEAR 2017-18**

**1. Name of the Lecturer: Chetan Mathur**

**2. Department: BMM**

**3. Subject : Understanding Cinemas**

**4. Class : SYBMM**

**5. Course / learning Outcome :**

- ❖ To acquaint the students with the various styles and schools of cinema throughout the world.

**THIRD TERM / III SEMESTER (18<sup>th</sup> June, 2018)**

Month	Topics to be covered	No. of Lectures required
JUNE	Introduction to Cinema as a Medium, Language of Cinema, Cinema Narratives, Evolution of Cinema covering Hollywood as well as Indian Cinema from the early beginnings to its status today.	(10)
JULY	Introduction to Genres, Understanding Diverse Film Genres, with a special mention to Italian Neorealism, French New Wave and Indian Parallel Cinema.	(12)
AUGUST	In the Indian Context: Contribution and Impact of Regional Cinema. Basic Introduction to the TECHNOLOGY used in Cinema.	(12)
	Introduction to few important TECHNIQUES employe by different film makers. Introduction to the BUSINESS with prevailing practices in the production and marketing of films. A special mention to be made to the contribution and role of Digital technologies in Modern Film making process.	(14)
OCTOBER	Introduction and basic discussion to cover a broad range of films: Documentaries, Commercial Ads, Corporate Films, Short Films, Newreels, Public Service Ads and others.	(08)

*Manali Naik*

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

*[Signature]*



**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

**1. Name of the Lecturer: Pooja Singh**

**2. Department: BMM**

**3. Subject: Culture Studies**

**4. Class : SYBMM**

**5. Course / learning Outcome:**

- ❖ to introduce students to a set of approaches in the study of culture
- ❖ To examine the construction of culture
- ❖ To understand how the media represents culture

Month	Topics to be covered	No. of Lectures required
JUNE	Introduction to cultural studies Evolution, Need and significance of cultural studies. Key concepts in cultural studies- Representation, materialism, Non-reductionism, Articulation, Power, Popular culture, Texts and readers , subjectivity and Identity.	(10)
JULY	Theories and its relevance in media , Diffusionism- Kroeber. Cultural materialism- Raymond Williams , Functionalism Malinowski, and R. Brown Social interaction- G.H.Mead and Cooley.	(12)
AUGUST	Popular and mass culture, circuit of culture, encoding and decoding - Stuart Hall , Culture and industry – John Fiske. Construction of culture – Social Economic, Political, Religion, Technology. Re- representation and media culture – Language, Gender, Race, Class, Ethnicity, Kinship and terminology.	(12)




SEPTEMBER	<p>Globalization and cultural studies.          Popular culture- trends, transformation and its impact on society          Commodification of culture and its impact on lifestyle.          Changing values, ideologies and its relevance in the contemporary society.          Global economic flow, global cultural flows, homogenization and fragmentation, glocalization, creolization, globalization and power Digital media culture.</p>	(14)
OCTOBER	<p>Cultural expressions and media , Oral traditions- folklore , Fashions and fad , Cuisine , Festivals , Sports , Art and Architecture.          Assignment.</p>	(08)

*Manali Naik*

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

*[Signature]*

**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

- 1. Name of the Lecturer: Nitika Naresh**
- 2. Department: BMM**
- 3. Subject : Introduction to Creative Writing**
- 4. Class : SYBMM**
- 5. Course / learning Outcome:**
  - ❖ to encourage students to read stories, poems, plays
  - ❖ to develop further and build upon the writing and analytical skills acquired in Semesters I and II
  - ❖ to acquaint students with basic concepts in literary writing to familiarize students with the creative process

**THIRD TERM / III SEMESTER (18<sup>th</sup> June, 2018)**

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)





AUGUST	Formal aspects of Drama a. Theme b. Plot c. Character d. Dialogue Publication Aspects	(12)
	Understanding the intended readership b. Revising editing and proof-reading. c. Exploring the market for a suitable publisher.	
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)

*Naik*

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

*[Signature]*



**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

- 1. Name of the Lecturer: Manali Naik**
- 2. Department: BMM**
- 3. Subject : Introduction to Public Relations**
- 4. Class : SYBMM**
- 5. Course / learning Outcome :**
  - ❖ To introduce the subject of public relations to the student and help understand its role and function it plays in society
  - ❖ To equip the student with the basic tools of public relations and give them an overall understanding of the subject

Month	Topics to be covered	No. of Lectures required
JUNE	Definition of Public Relations (PR) Nature, Scope, Stakeholders, Evolution of PR with special focus on India.	(10)
JULY	PR, Propaganda, Public Opinion & Publicity, PR and Marketing, Advertising and Branding. Objectives, Functions of PR, Skills needed to be a PR Professional.	(12)
AUGUST	In-house PR and PR Consultancy: Advantages and Disadvantages Internal & External PR: With focus on Corporate Communications. Corporate Image Management PR Tools	(12)






	<p>PR Media Tools – Press Release, Press Conference, Others Tools – Seminars, Exhibitions / Trade fairs, Sponsorship, Others Content Development in PR. Development of a Profile: Company / Individual Drafting a pitch note / proposal Writing for Social media New age PR: Digital PR PR processes with emphasis on developing a PR campaign.</p>	(14)
OCTOBER	<p>Crisis communication Preparing a crisis plan, handling crisis Social Responsibility &amp; PR Ethics in PR: Code of Conduct.</p>	(08)

*Naik*

**Ms. Manali Naik**  
**Coordinator – Dept of BMM**



*[Signature]*

**TEACHING PLAN**  
**ACADEMIC YEAR 2018 -19**

1. Name of the Lecturer: Manali Naik
2. Department : BMM
3. Subject : Advertising in Contemporary Society
4. Class : TYBMM (ADVERTISING)
5. Course / learning Outcome :
  - ❖ To Understand the issues in the society.
  - ❖ To know about the issues on the world and country level.

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 Need for Social Marketing The difficulties of Social Marketing	(12)




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	(12)
	Advertising and old people Controversial Advertising	
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)

*Naik*

**Ms. Manali Naik**  
Coordinator – Dept of BMM

*[Signature]*

**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

**1. Name of the Lecturer: Manali Naik**

**2. Department : BMM**

**3. Subject : Copy Writing**

**4. Class : TYBMM (ADVERTISING)**

**5. Course / learning Outcome :**

- ❖ To familiarize the students with the concept of copywriting as selling through writing
- ❖ To develop their inherent writing skills
- ❖ To train students to generate, develop and express ideas effectively
- ❖ To familiarize students with contemporary advertising techniques and practices

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	(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, <b>Transcreativity</b> Introduction Purpose	(12)
AUGUST	<b>Briefs</b> Marketing Brief Creative Brief	(12)




SEPTEMBER	<p><b>Writing copy for various audiences</b></p> <p>a. Children, b. Youth, c. Women, d. Senior citizen and e. Executives</p> <p><b>How to write copy for:</b></p> <p>a. Direct mailer, b. Classified, c. Press release, d. B2B, e. Advertorial, f. Informercial.</p> <p><b>Various types of Advertising appeals and execution styles</b></p> <p>a. Rational appeals b. Emotional appeals: Humour, Fear, Sex appeal, c. Various advertising execution techniques</p>	(14)
OCTOBER	<p><b>The techniques Evaluation of an Ad Campaign</b></p> <p>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.</p>	(08)

*Naik*

**Ms. Manali Naik**  
**Coordinator – Dept of BMM**

*[Signature]*



**TEACHING PLAN**  
**ACADEMIC YEAR 2017-18**

- 1. Name of the Lecturer: Pooja Singh**
- 2. Department : BMM**
- 3. Subject : Consumer Behavior**
- 4. Class : TYBMM (ADVERTISING)**
- 5. Course / learning Outcome :**
  - ❖ To introduce the students to the complexities of consumer behavior

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)




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	(14)
	- 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	
OCTOBER	Consumer Decision Making Process Models Levels Opinion Leaders & Consumer Decision Making Adoption & Diffusion Process	(08)

*Naik*

**Ms. Manali Naik**  
**Coordinator – Dept of BMM**

*[Signature]*

**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**  
 Powai - Vihar, Powai, Mumbai - 400076.  
 Maharashtra, India.  
 Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
 Telefax: +91 22 2570 4526 / 2570 0789  
 Email: cbscollege@gmail.com  
 Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

**1. Name of the Lecturer: Riddhi Sadhale**

**2. Department : BMM**

**3. Subject : Media Planning and Buying**

**4. Class : TYBMM (ADVERTISING)**

**5. Course / learning Outcome :**

- ❖ To develop knowledge of major media characteristics and buying advertising space in them to develop an understanding of procedures, requirements, and techniques of media planning.

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	<p>Sources of media research</p> <ol style="list-style-type: none"> <li>1. Nielson Clear Decision (NCD for Print)</li> <li>2. Broadcast Audience Research Council</li> <li>3. Audit Bureau of Circulation</li> <li>4. RAM</li> <li>5. Comscore - Digital</li> </ol> <p>Media planning process</p> <ol style="list-style-type: none"> <li>1. Situation analysis and Marketing strategy plan</li> <li>2. Setting Media objectives</li> <li>3. Determining Media strategy</li> <li>4. Selecting broad Media classes</li> <li>5. Selecting Media within classes</li> <li>6. Budget and Media Buying</li> <li>7. Evaluation</li> </ol> <p>Criterion for selecting media vehicles</p> <ul style="list-style-type: none"> <li>• Reach • Frequency • GRPS/GVT Ratings</li> <li>TVT Ratings • Cost efficiency • Cost per thousand • Cost per rating • Waste • Circulation • Pass-along rate (print)</li> </ul>	(12)
------	---	------

AUGUST	<p>Selecting suitable Media options and Media Buying</p> <ol style="list-style-type: none"> <li>1. Newspaper</li> <li>2. Magazine</li> <li>3. Television ( National, Regional and Local)</li> <li>4. Radio</li> <li>5. Outdoor and out of home</li> <li>6. Cinema Advertising</li> <li>7. Digital Advertising</li> </ol> <p>Communication Mix</p> <ul style="list-style-type: none"> <li>• Events • sponsorship • Merchandising • Point of purchase • In film advertising • Mobile advertising • word of mouth • Ambient advertising</li> </ul> <p>Negotiation skills in Media Buying</p> <p>Digital Media Planning</p>	(12)
--------	---	------




<p>SEPTEMBER</p>	<p><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 &amp; 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  1. Buying Digital Advertising: An Overview Paid media, Owned media and Earned media).  2. Direct buys from the websites</p>	<p>(14)</p>
------------------	--	-------------

*Naik*

**Ms. Manali Naik**  
**Coordinator – Dept of BMM**

*[Signature]*



**TEACHING PLAN**  
**ACADEMIC YEAR 2017-18**

**1. Name of the Lecturer: Riddhi Sadhale**

**2. Department : BMM**

**3. Subject : Brand Building**

**4. Class : TYBMM (ADVERTISING)**

**5. Course / learning Outcome :**

- ❖ To understand the awareness and growing importance of Brand Building
- ❖ To know how to build, sustain and grow brands
- ❖ To know the various new way of building brands
- ❖ To know about the global perspective of brand building.

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 - Self Expressive Model - Functional Benefit Model 6. The Big Five 7. User Imagery	(12)




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 1. The three perspective of Brand Strategic customer analysis</p>	(12)
	<ol style="list-style-type: none"> <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>	
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> 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>	(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> <li>3. Co-ordinating strategy &amp; tactics across markets.</li> </ol>	(08)

*Naik*

**Ms. Manali Naik**  
Coordinator – Dept of BMM

*[Signature]*



**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

- 1. Name of the Lecturer: Ranajit Tendulkar**
- 2. Department : BMM**
- 3. Subject : Advertising Design (Project Paper)**
- 4. Class : TYBMM (ADVERTISING)**
- 5. Course / learning Outcome :**
  - ❖ To expose students to the creative and technical aspects of art direction

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)




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).</p> <p>i. Point/ Line/ Shape/ Tone/ Colour/ Texture</p> <p>b. Introducing to students to: Principles of Design: (grammar of design Language)</p> <p>i. Proportion/ Contrast/ Harmony/ Balance/ Rhythm/ Unity</p> <p>c. Introducing students to the Rules: Gestalt principles</p>	(12)
------	--	------

	<p>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</p> <p>b. Influence of surrounding colour/tone on object colour &amp; tone</p> <p>c. Appearance of space &amp; depth/ form</p>	
--	--	--

AUGUST	<p><b>Introduction to Word expression: (Expressive words)</b> a. How word meaning is expressed through the appearance of word/ visual impact.</p> <p>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</p> <p>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</p> <ol style="list-style-type: none"> <li>i. Expression of Problem (Hair-fall, toothache etc)</li> <li>ii. Expression of benefit (Glowing face, fitness etc)</li> <li>iii. Irresistible presentation of product (Watch/Car etc)</li> <li>class iv. Dramatization (Cold drinks/ Mentos etc)</li> <li>v. Association of ideas</li> </ol> <p>b. Headline size/ break/ highlight/ two tone head</p> <p>c. Subhead size/ style</p> <p>d. Body copy type: Descriptive/ pointer/ bulleted</p> <p><b>Introduction to Typography</b></p> <ol style="list-style-type: none"> <li>a. Classification of typefaces &amp; combinations.</li> <li>b. Size/Weight/posture etc</li> </ol> <p><b>Layout</b></p> <p>Putting all together: What goes together must be placed together. Grouping the relevant elements to have 2 to 3 groups for easier to</p>	(14)
-----------	--	------

	<p>understand.</p> <p><b>Introduction to Art direction for diff media</b></p> <p>Role of an Art Director</p> <ol style="list-style-type: none"> <li>a. Diff in design for Magazine Ad &amp; N Paper Ad (Considering Factors: paper Q/ Printing Q/ Life/ reading habits etc</li> <li>b. Outdoor &amp; indoor ad: Time available for reading/ spotting frequency etc</li> <li>c. Transit ad: Psychology &amp; mindset of the TA/ State of mind at the spot etc</li> <li>d. TVC/ Radio: Advantage of Music/ Voice modulation etc, Demonstration on TV.</li> <li>e. Web ad: Advantage of pop up/ Key word SEO etc.</li> <li>f. Direct mailers: Advantage of prior knowledge/ prior relation etc.</li> </ol>	
--	---	--




<b>OCTOBER</b>	<p><b>Campaign planning</b> Rest of the lectures in guiding the students through developing the campaign</p> <p>Introduction to the process of Idea generation (Brainstorming/ Mind-mapping)</p> <ol style="list-style-type: none"> <li>a. Understanding Brand (Brand building)</li> <li>b. Understanding TA's favorite place, shows, reading (Media research/ planning)</li> <li>c. Understanding buying motives/ habits/ influences (Consumer behaviour)</li> <li>d. Understanding product/ Market (demo-psycho)/ Client/ deriving message/ Creative brief</li> <li>e. Arriving to a Big idea/Copy platform (Copy writing) considering all the factors above.</li> <li>f. Layout stages &amp; final design</li> </ol> <p>13. Corporate stationary &amp; Brand manual (Logo design philosophy 14. Ad Campaign (system work) Prints &amp; presentation.</p>	(08)
<b>Internals</b>	<ol style="list-style-type: none"> <li>a. Scrap book: Ads collected from newspaper &amp; magazines &amp; analysis based in design context. (guidelines on separate paper)</li> <li>b. Sketch book: Explanation with examples &amp; practical assignment based on the topic in sketch book.</li> </ol> <ol style="list-style-type: none"> <li>a. Class-work on graphic principles. (Balance, Contrast, rhythm, harmony, word expression, negative space, colour behavior etc.</li> <li>b. Rough design of Final Logo (development stages) &amp; Stages of</li> </ol>	
	Layout of final Ad.	

Naik

**Ms. Manali Naik**  
**Coordinator – Dept of BMM**

[Signature]





**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

- 1. Name of the Lecturer: Pooja Singh**
- 2. Department : BMM**
- 3. Subject : Reporting**
- 4. Class : TYBMM (JOURNALISM)**
- 5. Course / learning Outcome :**
  - ❖ To understand news values
  - ❖ Students learn need to verify news
  - ❖ To learn the principles and significance of reporting

<b>Month</b>	<b>Topics to be covered</b>	<b>No. of Lectures required</b>
JUNE	What is News? Definition of News. News values. Elements of news/news sense. What makes news as news? Basic Principles of Reporting ABC of Reporting Accuracy, Balance/Brevity and Clarity. Objectivity as the basic principle. Is it possible to adhere to the principle? Other basic principles such Verification, Attribution of Sources, Speed. Do these principles clash with each other?	(10)




JULY	<p>News Gathering</p> <p>A) How do reporters gather news. Press Conference, Public Meetings, Press Release, Interviews, Rallies, Official Programmes. Incident/On the spot coverage.</p> <p>B) Sources Primary &amp; Secondary Official &amp; Unofficial or Hidden or Confidential. Off the record sources/ Self Developed sources. Role of anonymous sources. New-age technological sources. How to develop sources. Reliability and confidentiality of sources.</p> <p>News-writing</p> <p>How to write a news story Construct the news. - Intro, Dateline, Credit-line, Bod-ytext. Inverted Pyramid style as the basic requirement. Use of news parlance. Use of verbs, adjectives, comment</p> <p>Follow-up Story</p>	(12)
------	---	------

AUGUST	<p>Beats System in Reporting</p> <p>What is beat system, why it is necessary, how does it help, What are requirements of various beats. The basic beats such as. Crime, Civic Affairs/Local Administration, Law &amp; Courts, Politics, State Administration, Transport (Road, Rail, Waterways and Aviation), Infrastructure, Education, Health, Entertainment, Defence. New upcoming beats: Community, Women &amp; Child welfare, Technology, Science &amp; Environment, Youth &amp; Career, Consumer. Citizen Journalism</p> <p>Participation of citizens in breaking news-stories. A new branch. Importance of New Tools in the hands of Reporters. RTI, Recorders, Camera, Spy Camera and Spy tools, Social Media, Being undercover. The use/misuse of these tools, Authenticity and credibility of these tools. Significance of pictorial/graphic element</p> <p>and support to your news story or any such extra audio-visual material supporting your story. Can it add value, efforts to get hold of it, Can it have negative impact.</p>	(12)
--------	---	------




SEPTEMBER	<p>Coverage of Disasters Do's and Don'ts. Role of Reporters. Mitigation, nuisance value, constructive role, Risks involved, Special training, if any, Precautions and responsibilities. Study these with special in-depth reference to the 26/7 deluge in Mumbai and 26/11 Mumbai Terrorist Attack. The references of Tsunami, Nepal Earthquake and Uttarakhand floods may also be studied</p> <p>Investigative Journalism History of Investigative Journalism in the world and India. How to cover an investigative story, Do's and don'ts. The Role of Investigative Reporters in bringing about change in the respective establishments/society or the system. Limitations/Obstacles in covering an investigative story. Role of Whistle Blowers and also news tools. Sting Operations.</p>	(14)
OCTOBER	<p>Ethical Issues in reporting/ Credibility of Reporters. Yellow Journalism and its comparison with other forms. Privileges/Extra powers to Reporters. Myth or Reality? Imminent Dangers or threats in Reporting. Case Studies A) Watergate Scandal</p>	(08)
	<p>B) Tehelka - West End Deal Sting C) Bofors Gun scandal D) Nira Radia Case E) 2 G Scam F) Anna Hazare Movements Coverage G) Maharashtra Irrigation Scam</p>	

*Naik*

**Ms. Manali Naik**  
Coordinator – Dept of BMM

*[Signature]*



**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

- 1. Name of the Lecturer: Vibha Singh**
- 2. Department : BMM**
- 3. Subject : Editing**
- 4. Class : TYBMM (JOURNALISM)**
- 5. Course / learning Outcome :**
  - ❖ To allow improvement in language skills
  - ❖ To impart skills required of a sub-editor

Month	Topics to be covered	No. of Lectures required
JUNE	<p>Covering different writing styles, writing for broadsheet and tabloids, e papers and improving language skills. Commonly made mistakes</p> <p>Rewriting news. Holistic composition with general rules regarding editing. Familiarising national, international abbreviations, local usages, etc</p>	(10)
JULY	<p>Justification of news placements. Beat speciality in writing news Art of writing headlines. Types of head lines, strap lines, sub headlines and slugs. Difference between Headline writing for broadsheets and tabloids</p> <p>Layout- and design. Different types of layouts</p>	(12)
AUGUST	<p>Requirements of copy (sub) editor. Using search engines and maintaining data and other duties of the sub editor.</p> <p>Additional responsibilities due to changes in printing technology etc. Copy editing techniques for digital media and e editions, multi editorial papers</p> <p>Judging newsworthiness and knowing wire services</p>	(12)




SEPTEMBER	Organisation and hierarchy chart for editorial department and functions at each level. Vocabulary, changing usages of mixed coding and guidelines for writing according to stylebooks. Photo and visual selection, writing captions, ethics for visuals. Case Studies: a. Tabloid- Mumbai Mirror, Sandhyakal (Marathi)/ Mumbai Chapter. b. Broadsheet- Times of India, Asian Age	(14)
OCTOBER	Case Studies: c. Broadsheet: Regional Lokmat d. International tabloid- The Sun e. International Broadsheet: The Washington Post	(08)

*Naik*

**Ms. Manali Naik**  
**Coordinator – Dept of BMM**

*[Signature]*

**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

- 1. Name of the Lecturer: Pushkaraj**
- 2. Department : BMM**
- 3. Subject : Journalism & Public Opinion**
- 4. Class : TYBMM (JOURNALISM)**
- 5. Course / learning Outcome :**
  - ❖ To Commenting on differences between reporting and feature writing
  - ❖ To make mature opinion writer with professional experience

Month	Topics to be covered	No. of Lectures required
JUNE	Defining Public Opinion. Its functions in society. Means of gauging Public Opinion – opinion polls, exit polls, surveys, social media, Role of Media in influencing Public Opinion, diversities and biases within the media.  Media theories and their understanding of Public Opinion Walter Lippman - Modern Media and Technocracy Paul Lazarsfeld – Research, Two Step Flow of Information	(10)
JULY	Noam Chomsky – Manufacturing Consent, Selective Perception, Propaganda Model Agenda Setting Vs Uses and Gratifications Media and Political Opinion Coverage of Political Parties, Personalities and General Elections by national and international media; media biases Use of Media for election campaigns; Democrats in U.S.A.; BJP in India	(12)
AUGUST	Media shaping opinion with respect to government's policies (reference to India): Nuclear policy; Economic policy; Current Foreign Policy Role of Media in shaping public opinion during conflicts Vietnam War; Bangladesh Crisis 1971; Kargil conflict; Gaza Crisis 2008-09; 2014 How Public Opinion can translate into Public participation: Arab Spring - Tunisia; Libya; Egypt; Syria- role of social media	(12)



*(Handwritten Signature)*

**I/C PRINCIPAL**

<p>SEPTEMBER</p>	<p>War on international terrorism – media coverage Islamic State (IS); Al-Qaeda; Taliban Internal Conflicts and Media coverage: Post Kargil insurgency National media vis-à-vis regional media in India’s North East – Manipur, Nagaland Bodo conflict Portrayal of Women’s issues in media – gender violence, rape, sexual assault, domestic violence; - Nirbhaya case, Shakti Mills, Mathura rape case &amp; other contemporary cases.</p>	<p>(14)</p>
<p>OCTOBER</p>	<p>Media Coverage of Marginalised sections of Society : Perspective from Above’ [ignoring the marginalised] Dalits; Tribals; reservation; displacement, Forest Rights Act</p>	<p>(08)</p>

*Naik*

**Ms. Manali Naik**  
**Coordinator – Dept of BMM**



*[Signature]*

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

- 1. Name of the Lecturer: Pooja Singh**
- 2. Department : BMM**
- 3. Subject : Feature & Opinion**
- 4. Class : TYBMM (JOURNALISM)**
- 5. Course / learning Outcome :**
  - ❖ To Commenting on differences between reporting and feature writhing
  - ❖ To make mature opinion writer with professional experience

Month	Topics to be covered	No. of Lectures required
JUNE	Difference between 'hard' news, 'soft' news and how the demarcation is blurring What is a feature Difference between news reports and features Difference between features for newspapers and magazines Writing a feature - formulating a story idea and writing a pitch Other aspects of feature writing Collecting facts and opinions/anecdotes/quotes Types of leads Adding colour and imagery	(10)
JULY	Outline of Seasonal stories Nostalgic stories Human interest stories Trend stories Art of interviewing preparing for face-to - face interview structuring the questions	(12)
AUGUST	Outline and special techniques needed for the following interviews phone	(12)






	<p>Writing reviews : Format ,ethics involved and qualities/ skilled required books films eatries Obituary What is an obituary How to write an obituary Can obituaries be critical</p>	
SEPTEMBER	<p>Columns What is a column Types: analytical, advisory, interactive and agony aunt columns Ethics involved Editorial page What is an editorial Importance of editorial page Layout of editorial page Transformation of the page: fading of op-ed, middle, Erosion of editorial independence with growing commercialization Travel writing how to write a travel story tips and tools understanding cultural, political and social nuances Profile</p>	(14)
OCTOBER	<p>What is a profile How to write a profile profile of : S Sadanand, Kumar Ketkar , ShyamLal , Vinod Mehta, P Sainath Snippets What are snippets Writing snippets with catchy headlines</p>	(08)

*Naik*

**Ms. Manali Naik**  
**Coordinator – Dept of BMM**

*[Signature]*



**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

- 1. Name of the Lecturer: Vinod Menon**
- 2. Department : BMM**
- 3. Subject : Indian Regional Journalism**
- 4. Class : TYBMM (JOURNALISM)**
- 5. Course / learning Outcome :**

- ❖ To Study the evolution, growth and role in modern-day India of Indian newspapers other than in English experience
- ❖ To learn Case studies of Hindi, Marathi, Telugu and Urdu newspapers
- ❖ To Study intimacy between readers and language newspapers

Month	Topics to be covered	No. of Lectures required
JUNE	Regional press during the British Raj: an overview Hindi Press Birth and earliest publications Role during the freedom movement Role in social reforms Evolution post-1947 Hindi media today (overview) Marathi Press Role during the freedom movement Role in social reforms and shaping cultural identity Contribution of Kesari Evolution post 1947 Role in the Samyukta Maharashtra Movement Marathi media today (overview) Sakal. Samna and Lokmat	(10)




JULY	<p>Bengali Press</p> <p>Earliest publications</p> <p>Role in social reforms and renaissance</p> <p>Role during the freedom movement</p> <p>Amrit Bazar Patrika, Anand Bazar Patrika</p> <p>Bengali Media today (overview)</p> <p>Urdu</p> <p>Birth and growth pre 1947</p> <p>Contribution of Al Hilal</p>	(12)
	<p>Role in freedom movement Press</p> <p>Role in social reforms and establishing cultural identity</p> <p>Urdu press today</p> <p>Malayalam Press</p> <p>Birth and earliest publications</p> <p>Role during freedom struggle and social awakening</p> <p>Malayalam Manorama and Mathrubhumi</p> <p>Malayam media today(overview)</p>	
AUGUST	<p>Telugu</p> <p>Evolution &amp; Development</p> <p>Eenadu</p> <p>Tamil</p> <p>Evolution &amp; Development</p> <p>Tamil media today (overview)</p> <p>Profile of the following legends</p> <p>Raja Rammohan Roy</p> <p>Bal GangadharTilak</p> <p>KP Kesava Menon</p> <p>K.C MammamMapallai</p> <p>Maulana Abdul Kalam Azad</p> <p>Govind Talwalkar</p> <p>S. Sadanand</p>	(12)




SEPTEMBER	Comparison of English and regionalism journalism. Difference in Impact Reporting Editorial policy Reach Regional television channels Growth Content Ownership Political patronage	(14)
OCTOBER	Increasing ownership and dominance of families with political connections over regional newspapers.	(08)

*Naik*

**Ms. Manali Naik**  
**Coordinator – Dept of BMM**



*[Signature]*

**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789  
Email: cbscollege@gmail.com  
Website: www.ghpcorp.com

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

- 1. Name of the Lecturer: Arjun Sarin**
- 2. Department : BMM**
- 3. Subject : Newspaper & Magazine making**
- 4. Class : TYBMM (JOURNALISM)**
- 5. Course / learning Outcome :**
  - ❖ To learn the art of newspaper and magazine design
  - ❖ To orient students towards the practical aspects of the newspaper - magazine making

Month	Topics to be covered	No. of Lectures required
JUNE	1. Why & How we read. The need of updates & favorite topics 2. Analyzing the newspaper from layout point of view a. Understanding parts of newspaper; Style Book b. Total Page Concept (TPC) c. Terminology, Regulars, Weekly columns, Supplements, d. Headline, Deck, Kicker –Over line, Quote, Pull quote, sidebar etc. Introduce about logic behind each part e. Errors: Orphan, Widow, Dog legging etc 3. Grid structure: Introduction about space distribution in the news paper by way of column & grid pattern. These are latitude & longitude of the paper 4. Comparison between various newspaper layouts/ distinguishing factors 5. Types of Newspapers: Introducing to prime differences between Tabloid & Broadsheet in terms of stories, presentation, structural difference	(10)
JULY - AUGUST	6. Introduction to Typography: a. Typefaces, Fonts; Measures, leading, kerning, tracking, units etc. b. Classification of typefaces: Serif/Sans Serif/ Decorative etc c. Combination of Typefaces/ To achieve contrast & harmony/ Alignment 7. Introduction to Quark Express: a. Runaround, Inset, Box colour & Tone, Frame, Linking b. Shortcuts & keys, c. Style Sheets, Colour palate, Measurement bar	(20)




SEPTEMBER	<p>8. Introduction to Graphic Principles:</p> <p>a. Introducing how Contrast, Balance, Harmony work in overall organized look of a paper.</p> <p>b. Visual path in a picture &amp; Visual syntax</p> <p>9. Introduction to the Types of Layout:</p> <p>a. Modular/ Brace/ Contrast &amp; Balance</p> <p>b. Adaption of one layout over other for a purpose</p> <p>10. Final project: (Rest of the lectures in guidance on the project to completion)</p> <p>a. Discussing ideas to improve visual appeal as well as organized layout</p> <p>b. Introduction to Content plan (Magazine)</p> <p>c. Introduction to Flat plan (Magazine)</p> <p>d. Working of Rough Layout on paper (Sketch)</p>	(10)
OCTOBER	<p>11. Introduction to print production: Taking the project towards finishing</p> <p>a. Pagination &amp; page set up, Guiding on print ready copy/ cut marks etc</p> <p>b. Types of paper/ Surface nature/ Weight/ Std sizes</p> <p>c. Collating/Gathering/ staple binding &amp; Saddle stitch</p> <p>12. Preparation for Viva Voce</p> <p>a. Mock Viva/ Rectifying mistaken ideas</p>	(06)

*Naik*

**Ms. Manali Naik**  
**Coordinator – Dept of BMM**

*[Signature]*



**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

- 1. Name of the Lecturer: Nitika Naresh**
- 2. Department: BMM**
- 3. Subject: Introduction to Literature**
- 4. Class: FYBMM**
- ❖ **5. Course Outcome: To Give students exposure about Literature.**
  - **To make students understand about the language and writing .**

Month	Topics to be covered	No. of Lectures required
NOVEMBER	Introduction to literature Concept of Literature Forms of literature- Poetry & it's types, Prose- Fiction-Types of Fiction, Drama- Elements of drama, Plot, Characters- Types of characters, Setting, Script.	(10)
DECEMBER	Short Stories- Kiran Desai / Ruskin Bond / Shashi Deshpande / Anton Chekhov (any collection of short stories)	(10)
JANUARY	Novel- R.K.Narayan, Raja Rao, Amitav Ghosh, Jhumpa Lahiri, Shashi Tharoor, Upamanu Chattrejee, Ernest Hemmingway, Mark Twain	(14)
FEBRUARY	Poetry William Wordsworth, John Keats, Emily Dickenson, Lord Alfred Tennyson , William Shakespeare Drama The Merchant of Venice – William Shakespeare	(14)
MARCH	Joseph Andrews – Henry Feilding The Rising of the moon – Lady Gregory	(10)

*Naik*

**Ms. Manali Naik**  
**Coordinator – Dept of BMM**

*[Signature]*



**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

- 1. Name of the Lecturer: Nitika Naresh**
- 2. Department: BMM**
- 3. Subject: Effective Communication Skills – II**
- 4. Class: FYBMM**
- 5. Course Outcome:**
  - ❖ To demonstrate an understanding of conversation skills.
  - ❖ Let students research, prepare, and deliver the speech.
  - ❖ To participate effectively in small group interactions.
  - ❖ To equip students with structured and analytical thinking skills
  - ❖ To teach presentation skills and effective use of presentation aids in Marathi, Hindi and English

Month	Topics to be covered	No. of Lectures required
NOVEMBER	<b>Editing:</b> (English, Hindi and Marathi) Principles of editing (Punctuation, Substitution of words, Re-structuring of sentences, Re-organizing sentence sequence in a paragraph, Use of link words, Principles of Coherence and Cohesion), writing synopsis, abstracts, précis writing, news paper editing and magazine editing.	(10)
DECEMBER	<b>Summarization:</b> (English, Hindi and Marathi) To create awareness in students regarding organization of the material- the points and sub-points and the logical connection between these points, Summarizing news content	(10)
JANUARY	<b>Interpretation of technical data:</b> Students should be taught to read graphs, maps charts. They should be able to write a paragraph based on the data provided to them. <b>Letter writing:</b> (English, Hindi and Marathi) Business Correspondence, Trade letters, Letters of complaint, claim and adjustment, Consumer grievance letters, Letters under the Right to Information Act and Sales letter, Press Release, Letter to the Editor.	(14)
FEBRUARY	<b>Copywriting:</b> (English, Hindi and Marathi) Basics and Format (Making the headline, sub-headline, body copy, Slogans and Graphic Box) <b>Report writing:</b> (English, Hindi and Marathi) General report and News report writing - Basics and Format (Headline, Sub-headline, various type of report – hard news and soft news)	(14)







MARCH	Types of translation and Practical Exercises: Actual translation of newspaper clips – Feature articles, Opinion, Hard news articles, News comment and print advertisements, Jingles, Slogans published in Hindi, Marathi and English.	(10)
-------	---	------

*Naik*

**Ms. Manali Naik**  
**Coordinator – Dept of BMM**

*[Signature]*

**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

- 1. Name of the Lecturer: Pooja Singh**
- 2. Department: BMM**
- 3. Subject: Introduction to Media Psychology**
- 4. Class: FYBMM**
- 5. Course Outcome: 1. To give an exposure about psychological aspect in media  
2. To understand and manipulate people psychologically to make your message strong.**

Month	Topics to be covered	No. of Lectures required
NOVEMBER	Evolution of psychology. Definition of psychology. Branches of psychology- Overview of the fields. Media psychology- Definition, scope & objectives. Psychology and media- An uneasy relationship. Research methods in media psychology.	(10)
DECEMBER	Role Of Psychology In Media. (A) Memory- Definition- Information processing model, LOP. Thinking - Definition - Lateral thinking and creative thinking. Perception – Visual and depth perception. (B) Cognitive and behavioural effects of media. (focus on print, interactive medium and web advertising) .	(10)
JANUARY	Psychological Effects And Influence Of Media. (A) Personality theories (Trait theory, Cognitive theory, Psychoanalytical theory and behavior theory.) and their relevance in mass media. Social influence. (Definition, Conformity, Compliance, Obedience& Indoctrination) (B) Effects of media violence. Effects of pro-social media.	(14)




FEBRUARY	Developmental Psychological Issues With Respect To Media. (A) Learning- Theories- Classical conditioning and Operant conditioning. Cognitive Learning. Observation learning. Social cognition- Script and schema.	(14)
	Motivation- Definition- Types- Need hierarchy theory. (B) Young children and media- socialization through media. Media use and influence during adolescence.	
MARCH	Social Psychology of the Media (A) Attitude formation - Theories, cognitive dissonance, role of media in attitude formation. Persuasion. Prejudice. (B) Gender representation in media. (internal assessment) Representation of minority groups. Media representation of disability. Media representation of mental health. Audience participation and reality T.V.	(10)

*Naik*

**Ms. Manali Naik**  
Coordinator – Dept of BMM

*[Signature]*



**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

- 1. Name of the Lecturer: Dipti Sharan**
- 2. Department: BMM**
- 3. Subject: Political Concepts and the Indian Political System**
- 4. Class: FYBMM**
- 5. Course Outcome: To understand the political hierarchy in our Country  
To give exposure about political issues in India.**

Month	Topics to be covered	No. of Lectures required
NOVEMBER	Concepts Interaction between State and Society Definition and Elements of State and factors building a Nation Democracy: Principles, Institutions and Challenges Non-Democratic forms of government	(10)
DECEMBER	Indian Constitution Preamble and Philosophy of the Constitution Fundamental Rights Fundamental Duties Directive Principles of State Policy Federal structure	(10)
JANUARY	Political Dynamics (India) Indian Party System: Evolution Major National and Regional Parties Caste and Reservation Role of Religion in Indian Politics Local Self Government Electoral System and Reforms Coalition governments	(14)
FEBRUARY	Political Dynamics (Maharashtra) Party system in Maharashtra: Evolution Regional Imbalance Dominant Caste The Dalit movement in Maharashtra and its present status. The Naxal movement in Maharashtra Mumbai's political history.	(14)

*(Handwritten Signature)*



MARCH	Politics and Media Role of Media in democracy Media and formation of Public opinion Political Campaigning and advertising in new media.	(10)
-------	--	------

*Naik*

**Ms. Manali Naik**  
**Coordinator – Dept of BMM**

*[Signature]*

**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

- 1. Name of the Lecturer: Riddhi Sadhale**
- 2. Department: BMM**
- 3. Subject: Principles of Management**
- 4. Class: FYBMM**
- 5. Course Outcome:**
  - a) To explain the evolution of Management and its principles.
  - b) To discuss the functions of management and their importance in business.
  - c) To propose the application of the principles of management in an organizational setup.

Month	Topics to be covered	No. of Lectures required
NOVEMBER	Management -Concept, nature, process and Significance. An overview of functional areas of management, managerial roles (Mintzberg)	(10)
DECEMBER	Contribution of F.W.Taylor, Henri Fayol, Elton Mayo, Chester Barnard & Peter Drucker to the management thought. Behavioral Science approach and Contingency approach to management.	(10)
JANUARY	Management Functions: Planning, Organizing, Staffing, Directing, Coordinating, Reporting and Budgeting. Decision Making- concept, importance and steps in decision making Leadership qualities. The need for different types of leaders for different work force. Different types of Leaders.	(14)
FEBRUARY	Group Dynamics and Team Management: Theories of Group Formation – Formal and Informal Groups and their interaction, Importance of teams - Formation of teams – Team Work, Leading the team, Conflict Management - Traditional vis-à-vis Modern view of conflict, Stress management.	(14)
MARCH	Recent Trends in Management: Social Responsibility of Management – environment friendly management, Management of Change, Management of Crisis, Total Quality Management, International Management.	(10)

*Naik*

**Ms. Manali Naik**  
**Coordinator – Dept of BMM**

*[Signature]*



**TEACHING PLAN**  
**ACADEMIC YEAR 2017-18**

- 1. Name of the Lecturer: Manali Naik**
- 2. Department: BMM**
- 3. Subject: Principles of Marketing**
- 4. Class: FYBMM**
- 5. Course Outcome:** The basic objectives of this course are to provide you with a broad introduction to marketing concepts, help you understand the factors that influence marketing decisions, and focus attention on the vital role of marketing in today's global economy.

Month	Topics to be covered	No. of Lectures required
NOVEMBER	Marketing, Scope, Nature, Definition, Core marketing concepts, Marketing environment, Recent trends in marketing in India	(10)
DECEMBER	Developing the concept of marketing mix, managing the product – types of consumer and industrial products. Products related decisions, product line, product mix, Product life cycle (PLC), and new product development, branding and packaging decisions	(10)
JANUARY	New product strategies Pricing of products Managing marketing channels, channel design decisions, channel dynamics, Managing retailing, wholesaling and market logistics.	(14)
FEBRUARY	Market Segmentation Integrated Marketing Communications, Promotion mix, The IMC Planning process.	(14)
MARCH	Types of Marketing – Tele Marketing, E-Marketing, Service Marketing, Rural Marketing, Social Media Marketing Concept & components of a Marketing Information System	(10)

Manali Naik

**Ms. Manali Naik**  
**Coordinator – Dept of BMM**

[Signature]



## TEACHING PLAN

**ACADEMIC YEAR 2018-19**

**1. Name of the Lecturer: Manali Naik**

**2. Department: BMM**

**3. Subject : Introduction to Advertising**

**4. Class : SYBMM**

**5. Course Outcome:** Upon completion of this course, the student will demonstrate the ability to:

- To introduce Students to the basic steps in advertising
- To help students understand the creation of an ad campaign
- To understand the structure of an Ad Agency
- Design an advertising message that gets the attention of the prospective buyer in a segmented population.

Month	Topics to be covered	No. of Lectures required
NOVEMBER	A brief history of Advertising and the current status of Advertising The basic characteristics of Advertising The limitations of advertising Effects of Advertising on the Economy, on Society The Ethical Issues in Advertising The criticism of advertising.	(10)
DECEMBER	The Advertising Agency Structure of an Ad Agency The role of an Ad Agency The various departments of an Ad Agency, Account Planning, Research, Art Dept. (Elements of copy writing and Visualisation-layout) Media Dept. and Production Dept. The functions of each department (in brief)	(10)
JANUARY	The role of Advertising in the Marketing Mix The communication Process The steps involved in creating an Advertising Strategy (The Marketing Brief, Pre-Campaign Research, Copy Brief and Media Brief) Post Campaign Research	(14)
FEBRUARY	Concepts IMC – Dagmar – USP – AIDA The need for Research - Copy research, pretesting, post testing, concept testing Product research, Media research.	(14)






MARCH	The Advertising Budget How the Agency earns its income The relationship between the Client – Agency-Media-Consumers	(10)
-------	---	------

*Naik*

**Ms. Manali Naik**  
Coordinator – Dept of BMM

*[Signature]*

**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789

**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

**1. Name of the Lecturer: Pooja Singh**

**2. Department: BMM**

**3. Subject : Introduction to Journalism**

**4. Class : SYBMM**

**5. Course Outcome:** To help media students to acquaint themselves with an influential medium of journalism which holds the key to opinion formation & create awareness.

Month	Topics to be covered	No. of Lectures required
NOVEMBER	Changing face of journalism from Guttenberg to new media, Journalism in India, Earliest publications, The rise of nationalist press, Post 1947, The emergency 1975.	(10)
DECEMBER	Post Emergency, Post liberalization of the economy boom in magazines niche journalism, New media with special reference to raise the Citizen Journalism.	(10)
JANUARY	Definition of News; Hard News / Soft News and blend of the two The news process from the event to the reader, Criteria for news worthiness, News Reports; Features; Editorials.	(14)
FEBRUARY	Components of a news story, Finding a new angle, Writing a lead, Types of Lead, Inverted pyramid format, Role of Journalism with special emphasis on its role to educate, Interpretation, Transmission of values, Development, Entertainment.	(14)
MARCH	Principles of Journalism – Objectivity, Accuracy, Without fear or favour, Balance, Jobs in journalism, Latest trends and issues in journalism.	(10)

*Naik*

**Ms. Manali Naik**  
**Coordinator – Dept of BMM**

*[Signature]*



**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

- 1. Name of the Lecturer: Akash Purswani**
- 2. Department: BMM**
- 3. Subject : Print Production & Photography**
- 4. Class : SYBMM**
- 5. Course Outcome:** To introduce to media learner the ability of image into effective communication.
  - To help the learner understand that media photography is a language of visual communication & is far beyond just point & shoot fun moments.
  - To practice how picture speaks thousand words by enlightening the learner on how.

Month	Topics to be covered	No. of Lectures required
NOVEMBER	<b>Photography</b> History of Photography, Loading the film and shooting , Operation of a film camera, Care and maintenance of camera equipment. Basic Principles: 1. Properties of light, reflection, transmission, refraction, Different type of light sources and their sources and properties, controlling light, Types of light, forms of light.	(10)
DECEMBER	2. Types of Cameras, virtual image formation, Lens (various types of lenses) – Wide Angle, Tele, Normal, Zoom) 3. Photosensitive material, Celluloid, Film & ISO, Types of film, Colour film – C41 process.	(10)
JANUARY	Exposure: 1. Mechanism of aperture, shutter, ISO. 2. Correct exposure. Concepts of composition , Digital Capture , Various types of Digital Capture and Image.	(14)




FEBRUARY	<p><b>Print Production</b></p> <p>Major landmarks in history and development of 'print technology' Basic print: processes, contact, projection, composition, inprinter, special effect printer.</p> <p>Print machines and image carriers</p> <p>+ Letterpress, offset, silkscreen, digital print</p> <p>DTP</p> <p>Future trends in print technology</p>	(14)
MARCH	<p>Awareness of Photo-editing software's (Possibilities and Limitations)</p> <p>Software's:</p> <p>Adobe Photoshop, Adobe Light room, Color Correction, Processing, High Dynamic Range, Illustrator.</p>	(10)

*Naik*

**Ms. Manali Naik**  
Coordinator – Dept of BMM

*[Signature]*



**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

- 1. Name of the Lecturer: Manali Naik**
- 2. Department: BMM**
- 3. Subject : Organizational Behavior**
- 4. Class : SYBMM**

Month	Topics to be covered	No. of Lectures required
NOVEMBER	<p><b>Nature of Organizational behavior</b>            Definition of Organisation &amp; Types.            Concept of OB &amp; its scope.            Models of Organisational Behaviour.</p> <p><b>Organizational structure &amp; its Environment</b>            Organisation and its environment.            Formal Organisation: Design &amp; Structure.            Divisions of work and task interdependence.</p>	(10)
DECEMBER	<p><b>Organization Culture</b>            Sources of Organisational Culture.            Types of Organisational Culture.            Manifestation &amp; Managing Organisational Culture.            Work force diversity - Gender , Ethnic &amp; Community issues            &amp; personality factors</p>	(10)
JANUARY	<p><b>Motivation</b>            Theories of Motivation – Need &amp; Process Theory.            Application of Motivation Theories.</p> <p><b>Group Dynamics in Organization</b>            Concepts of group &amp; types of group.            Group norms &amp; Group cohesion.            Concept of team work.</p>	(14)





FEBRAURY	<p><b>Decision making</b> Decision making – definition &amp; process. Group Think, risky shift &amp; Polarisation. Techniques for improving decision making- MIS (Management Information System)</p> <p><b>Leadership</b> Importance &amp; Characteristics of control. Qualities of an effective Leader. Leadership Style &amp; effective Communication.</p>	(14)
MARCH	<p><b>Dynamics of stress</b> Concept. Causes &amp; effect. Coping Strategies</p>	(10)

*Naik*

**Ms. Manali Naik**  
**Coordinator – Dept of BMM**

*[Signature]*



**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

- 1. Name of the Lecturer: Chetan Mathur**
- 2. Department: BMM**
- 3. Subject : Radio and Television**
- 4. Class : SYBMM**

Month	Topics to be covered	No. of Lectures required
NOVEMBER	A Short History of Radio & TV in India, All India Radio , Doordarshan , Prasar Bharti main points , Convergence trends, Introduction to Sound for both TV & Radio, Types of Sound: Natural, Ambient, Recorded 10, The Studio Setup The Sound Equipment: Mixer, Control Panel	(10)
DECEMBER	Tape Recording , Digital Recording , Outdoor Recording , Types of Microphones , The Editing suite, Introduction to Visuals, The Power & Influence of Visuals 6.	(10)
JANUARY	The Video-camera: types of shots, camera positions, shot sequences, shot length. Lighting: The importance of lighting. Television setup: The TV studio, difference between Studio & on location shoots.	(14)
FEBRUARY	Introduction to Radio Formats: News , Documentary, Feature ,Talk Show, Music shows , Radio Drama, Sports broadcasting. Introduction to Television Programming , News, Documentary, Feature , Talk Shows , TV serials & soaps , Sports ,Reality Animation.	(14)





**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

- 1. Name of the Lecturer: Riddhi Sadhale**
- 2. Department: BMM**
- 3. Subject : Mass Media Research**
- 4. Class : SYBMM**

Month	Topics to be covered	No. of Lectures required
NOVEMBER	Relevance, Scope of Mass Media Research and Role of research in the media Steps involved in the Research Process	(10)
DECEMBER	Qualitative and Quantitative Research Discovery of research problem, identifying dependent and Independent variables, developing hypothesis.	(10)
JANUARY	Concept, Types and Uses of Research Designs: Exploratory, Descriptive and Causal Data – Collection Methodology Primary Data – Collection Methods i. Depth interviews ii. Focus group iii. Surveys iv. Observations v. Experimentations	(14)
FEBRUARY	Primary Data – Collection Methods b. Secondary Data Collection Methods c. Literature review Designing Questionnaire and measurement techniques: Sampling process Data Tabulation and Research report format	(14)







MARCH	Content Analysis a. Definition and uses b. Quantitative and Qualitative approach c. Steps in content analysis d. Devising means of a quantification system	(10)
-------	--	------

*Naik*

**Ms. Manali Naik**  
**Coordinator – Dept of BMM**

*[Signature]*



**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

- 1. Name of the Lecturer: Manali Naik**
- 2. Department : BMM**
- 3. Subject : Advertising and Marketing Research**
- 4. Class : TYBMM (ADVERTISING)**
- 5. Course Outcome:**

- To inculcate the analytical abilities and research skills among the students.
- To understand research methodologies – Qualitative vs Quantitative
- To discuss the foundations of Research and audience analysis that is imperative to successful advertising.

**SIXTH TERM / VI SEMESTER**

Month	Topics to be covered	No. of Lectures required
NOVEMBER	Fundamentals of Research 1. Meaning and objectives of Research, Concepts in Research: Variables, Qualitative and Quantitative, Literature review, Stages in Research process, Hypothesis, Research design, Sampling, Methods of Sampling:	(10)
DECEMBER	Data collection 1. Types of data and sources- Primary and Secondary data sources 2. Methods of collection of primary data: a. Observation b. Experimental c. Interview Method: i) Personal Interview ii) focused group, iii) indepth interviews - d. Survey e. Survey instrument – i) Questionnaire designing. f. 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)




<p>JANUARY</p>	<p><b>Report Writing</b></p> <ol style="list-style-type: none"> <li>1. Essential of a good report,</li> <li>2. Content of report ,</li> <li>3. Steps in writing a report,</li> <li>4. Footnotes and Bibliography</li> </ol> <p><b>Advertising Research</b></p> <ol style="list-style-type: none"> <li>1. Introduction to Advertising Research</li> <li>2. <b>Copy Research:</b> a. Concept testing, b. Name testing, c. Slogan testing</li> <li>3. <b>Copy testing measures and methods:</b> a. Free association, b. Direct questioning, c. Direct mail tests, d. Statement comparison tests, e. Qualitative interviews, f. Focus groups</li> <li>4. <b>Pretesting:</b> <ol style="list-style-type: none"> <li><b>A. Print Pretesting:</b> a. Consumer Jury Test, b. Portfolio test, c. Paired comparison test, d. Order-of-merit test, e. Mock magazine test, f. Direct mail test.</li> <li><b>B. Broad casting Pretesting:</b> a. Trailer tests, b. Theatre tests, c. Live telecast tests, d. Clutter tests</li> <li><b>C. Challenges to pre-testing.</b> Example: The Halo effect</li> <li><b>4. Post testing:</b> a. Recall tests, b. Recognition test, c. Triple association test, d. Sales effect tests , e. Sales results tests, f. Enquires test</li> </ol> </li> </ol>	<p>(12)</p>
<p>FEBRUARY</p>	<p>Neuroscience in Advertising Research</p> <ol style="list-style-type: none"> <li>1. Neuroscience: A New Perspective</li> <li>2. When to Use Neuroscience</li> </ol> <p>Physiological rating scales</p> <ol style="list-style-type: none"> <li>1. Pupil metric device</li> <li>2. Eye-movement camera</li> <li>3. Galvanometer</li> <li>4. Voice pitch analysis</li> <li>5. Brain pattern analysis</li> </ol>	<p>(08)</p>




MARCH	Marketing Research 1. Introduction to Advertising Research 2. New product research 3. Branding Research 4. Pricing research 5. Packaging research 6. Product testing	(06)
-------	--	------

*Naik*

**Ms. Manali Naik**  
**Coordinator – Dept of BMM**

*[Signature]*



**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

- 1. Name of the Lecturer: Riddhi Sadhale**
- 2. Department : BMM**
- 3. Subject : Legal Ethics**
- 4. Class : TYBMM (ADVERTISING)**
- 5. Course Outcome:**
  - To study media laws
  - To understand media

**SIXTH TERM / VI SEMESTER**

Month	Topics to be covered	No. of Lectures required
NOVEMBER	Legal Environment: (i) The importance & the relationship between Self –Regulation, Ethics & the Law (ii) The laws of the land: - Constitutional Laws – Fundamental Rights - Personal laws- Criminal & Civil laws - Corporate laws - Consumer laws - Laws pertaining to Media (iii) Laws of Defamation & Contempt of Court with respect to cases specific to Media Government Policies & Cyber Laws (i) Government Policies governing advertisements (ii) The role of Prasar Bharati for advertisements in Public Broadcast Services (iii) Cyber laws including Section 66; Laws pertaining to advertising in cyber space. (iv) The Question of Net Neutrality & its relevance in Media (v) Right to Information Act	(10)
DECEMBER	Laws pertaining to Media (i) Standard Contract between Advertiser & Agency (ii) Laws : - Drugs & Cosmetics Act	(08)




	<ul style="list-style-type: none"> <li>- Drugs &amp; Magic Remedies ( Objectionable Advertisements) Act - Drugs Price Control Act</li> <li>- Emblems &amp; Names ( Prevention of Improper Use) Act - Indecent Representation of Women’s Act</li> <li>- Intellectual Property Rights-</li> <li>-Copyright Act</li> <li>- Trademarks Act</li> <li>- Patents Act</li> </ul>	
JANUARY	<p>Ethics in Advertising</p> <p>(i) What is Ethics? Why do we need Ethics?</p> <p>(ii) The philosophy of Ethics- Absolutist &amp; Situational (iii) Ethics in Advertising &amp; Stereotyping:</p> <ul style="list-style-type: none"> <li>- Religious minorities</li> <li>- Racial minorities</li> <li>- Ethnic groups</li> <li>- Cultural Minorities</li> <li>- Senior Citizens</li> <li>- Children</li> <li>- Women</li> <li>- LGBT</li> </ul> <p>(iv) Advertising of Controversial products</p> <p>(v) Surrogate &amp; Subliminal Advertising</p> <p>(vi) Political Advertising</p> <p>(vii) Manipulation of Advertising Research</p> <p>Bodies helping to maintain a Code of Ethical conduct in Media - ASCI</p> <ul style="list-style-type: none"> <li>- AAAI</li> <li>- BCCC</li> <li>- IBF</li> <li>- CENSOR BOARD FOR FILMS</li> <li>- Press Council</li> </ul>	(12)
FEBRUARY	<p>Unfair Trade Practices &amp; the Competition Act 2002</p> <p>Unfair Trade Practices &amp; Restrictive Trade Practices to Consumers:</p> <ul style="list-style-type: none"> <li>- False Promises</li> <li>- Incomplete Description</li> <li>- False &amp; Misleading Comparisons</li> <li>- Bait &amp; Switch offers</li> <li>- Visual Distortions</li> </ul>	(12)

*[Handwritten Signature]*



	<ul style="list-style-type: none"> <li>- False Testimonials</li> <li>- Partial Disclosures</li> <li>- Small print Clarifications</li> </ul> <p>(ii) Unfair Trade Practices &amp; Restrictive Trade Practices to other organizations in the Industry</p> <p>(iii) The role of the Commission of the Competition Act 2002 in resolving cases of Unfair &amp; Restrictive Trade Practices.</p> <p>Consumer Protection: Government initiatives including Standardization, Consumer Laws &amp; Non- Government initiatives (i) Consumerism – The rising need for consumer guidance &amp; awareness</p> <p>(ii) Government Initiatives:</p> <ul style="list-style-type: none"> <li>- Standardization- Meaning, Relevance in today's Globalized World in Total Quality Management</li> <li>- Standardization Bodies in India- AGMARK, BIS, FSSAI &amp; FPO - International Bodies- ISO, FDA, CMMI, Six Sigma &amp; CE - Standardization marks- ISI, AGMARK, BIS- Hallmark (Gold), Silkmark, Woolmark, Cotton, Forever mark (Diamonds)</li> </ul>	
MARCH	<p>Laws:</p> <ul style="list-style-type: none"> <li>(i) Essential Commodities Act 1955</li> <li>(ii) Consumer protection Act 1986</li> <li>(iii) Standards of Weights &amp; Measures Act</li> <li>(iv) Standards of Weights &amp; Measures (Packaged Commodities) Act</li> <li>(v) Prevention of Food Adulteration Act</li> </ul> <p>Other Initiatives:</p> <ul style="list-style-type: none"> <li>- PDS- Ministry of Civil Supplies (Public Distribution System or Ration Shops)</li> <li>- Consumer Co-operatives</li> </ul> <p>Non- Government initiatives:</p>	(10)

*Naik*

**Ms. Manali Naik**  
**Coordinator – Dept of BMM**

*Naik*



**TEACHING PLAN**  
**ACADEMIC YEAR 2017-18**

**1. Name of the Lecturer: Tushar Shah**

**2. Department : BMM**

**3. Subject : Financial Management & Marketing**

**4. Class : TYBMM (ADVERTISING)**

**5. Course Outcome:**

- To enable the understanding of the need for financial planning through Budgets and their benefits.
- To enable students to evaluate the financial implications of marketing decisions through simple analytical tools

**SIXTH TERM / VI SEMESTER**

Month	Topics to be covered	No. of Lectures required
NOVEMBER	Introduction of financial management:- Meaning of financial management– Definition –Goals- Functions - Role of Finance in Marketing & Advertising- Types of Finance - Owned and borrowed – Long term and short term finance – Sources of Long term & short term finance.	(10)
DECEMBER	Financial Planning & Budgets:- Financial Planning for a Marketing Unit –Through Budgets Proforma financial Statements and Spread sheets. Budgeting- Types of Budgets - Functional Budgets- Master Budget- Zero based Budget – Sales Budget- Cash budget (Application from Sales Budget and Cash Budget only) Elements of Marketing budgets advertising Agency Budget – Budgeting for films- Broadcast Print and Electronic media.	(10)
JANUARY	Working Capital Estimation: Working capital- Concept of Operating cycle- Types of working capital- Factors influencing working capital- Methods of calculating working capital(theory and basic application).	(12)

*(Handwritten Signature)*





FEBRUARY	Financial statements & Ratio analysis:- Vertical Financial Statements – Financial Decision Making using financial statements analysis. Ratio analysis- Debt Equity Ratio, Current Ratio, Proprietary ratio, Stock to working capital ratio, Gross profit ratio, Net profit ratio,	(12)
MARCH	Classification of costs- Traceability, Functionality and level of activity. Estimation of Profit/Loss using cost Volume Profit analysis- Break Even Analysis, Calculation of Profit volume ratio, Break even point, Margin of safety, Sales required in units and rupees (Theory and application)	(10)

*Naik*

**Ms. Manali Naik**  
**Coordinator – Dept of BMM**

*[Signature]*



**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

**1. Name of the Lecturer: Manali Naik**

**2. Department : BMM**

**3. Subject : Agency Management**

**4. Class : TYBMM (ADVERTISING)**

**5. 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.
- Learner will be able to demonstrate the ability to write and create campaigns on environmental and social awareness issues

**SIXTH TERM / VI SEMESTER**

Month	Topics to be covered	No. of Lectures required
NOVEMBER	Advertising Agencies their role, Functions, Organization and Importance different types of ad agencies Client Servicing The Client - Agency Relationship 3P's of Service: Physical evidence, Process and People The Gaps Model of service quality Stages in the client-agency relationship How Agencies Gain Clients Why Agencies Lose Clients Evaluation Criteria in Choosing an Ad Agency The roles of advertising Account executives	(10)
DECEMBER	Account Planning Role of account planning in advertising Role of Account Planner Account Planning Process Advertising campaign management	(08)
JANUARY	Ad Film making Converting story board to TVC Editing and post production Marketing plan of the client	(12)




	<p>The marketing brief, Marketing Audit, Marketing Objectives, Marketing Problems and Opportunities Review, STP, Executing the plan, Evaluating the plan The Response Process Traditional Response Hierarchy Models: AIDA Sales-Oriented Objectives Communications Objectives DAGMAR: An Approach to Setting Objectives</p>	
FEBRUARY	<p>Setting up an Agency Business plan introduction, Various Stages in setting up a new Agency Agency Compensation Various methods of Agency Remunerations Growing the Agency The Pitch: request for proposal, speculative pitches, Pitch Process References, Image and reputation, PR,</p>	(08)
MARCH	<p>Sales Promotion Management The Scope and Role of Sales Promotion Reasons for the Increase in Sales Promotion The psychological theories behind sales promotion Consumer Franchise-Building versus Nonfranchise-Building Promotions Designing Loyalty, continuous and frequency programs Objectives of Trade-Oriented Sales Promotion Techniques of Trade-Oriented Sales Promotion Objectives of Consumer-Oriented Sales Promotion Techniques of Consumer-Oriented Sales Promotion</p>	(08)

*Naik*

**Ms. Manali Naik**  
**Coordinator – Dept of BMM**

*[Signature]*



**TEACHING PLAN**

**ACADEMIC YEAR 2017-18**

**1. Name of the Lecturer: Manali Naik**

**2. Department : BMM**

**3. Subject : Direct Marketing**

**4. Class : TYBMM (ADVERTISING)**

**5. Course Outcome:** To provide a brief over view of the basic concepts, goals functions and types of finance available for new and existing business and marketing units.

- To enable the understanding of the need for financial planning through Budgets and their benefits.

**SIXTH TERM / VI SEMESTER**

Month	Topics to be covered	No. of Lectures required
NOVEMBER	Definition and importance of direct marketing Economics of direct marketing	(10)
DECEMBER	Growing importance of Direct marketing in IMC mix Understanding the DM business	(12)
JANUARY	Direct marketing strategies Direct marketing concepts	(08)
FEBRUARY	Various direct marketing methods and media Future of direct marketing current and future Scenario	(10)
MARCH	Customer relationship management	(10)

*Naik*

**Ms. Manali Naik**  
**Coordinator – Dept of BMM**

*[Signature]*



# (JOURNALISM)

## TEACHING PLAN ACADEMIC YEAR 2017-18

1. Name of the Lecturer: Jyoti S
2. Department : BMM
3. Subject : Press Law
4. Class : TYBMM (JOURNALISM)

### SIXTH TERM / VI SEMESTER (16<sup>th</sup> November to 31<sup>st</sup> March, 2018)

Month	Topics to be covered	No. of Lectures required
NOVEMBER	Introduction to law- a) A brief introduction to Indian Constitution- (Salient features, Fundamental Rights) b) India's legal system – Structure and hierarchy of Indian judiciary- the various levels of courts for civil and criminal action. c) Brief Overview of IPC (Indian Penal Code) and Cr.PC (The Criminal Procedure code) Press Council of India – a) Its organizational structure, functions, history and rationale behind its establishment. b) Powers – the debate over punitive powers c) PCI's intervention in cases of communal rioting and protection of Press freedom. d) Code of conduct for journalists e) Comparison with the News Broadcasting Standards Authority (NBSA)	(10)
DECEMBER	Laws regulating the media a) Laws related to freedom of the Press — Article 19 clause (1) subclause (a) Of Indian Constitution and how it guarantees freedom of the press. b) Clause 2 of article 19 and reasonable restrictions. c) Defamation –sections 499,500 d) Contempt of Courts Act 1971 e) Public Order – sections 153 A&B,295A,505 f) Sedition (124A) g) Obscenity (292,293)	(12)
JANUARY	Introduction to laws connected with internet a) Information Technology Act 2000 and the amendment Act of 2008 Study of Section 66 and 67 of the Act that govern publishing of material on the internet Article 21 of the constitution and Right to Privacy a) Right to Privacy versus Right to Know b) Right to Information Act 2005	(12)

*(Handwritten Signature)*



	<p>c) Official Secrets Act and conflict with RTI  d) Whistle Blowers Protection Act 2011-Implications and challenges  Indian Evidence Act –  a) Primary, Secondary, Direct and Indirect evidence b) Confession and its evidentiary value</p>	
FEBRUARY	<p>Copyright Act 1957-  A Discussion on Intellectual Property Rights in the context of changing Global environment.  Contempt of Parliament – a) Breach of Privilege rules.  b) Clash between Judiciary and Legislature  c) Is it a threat to media freedom?  Working Journalists Act-Its effectiveness in current scenario.  Press and Registration of Books Act</p>	(08)
MARCH	<p>Introduction to Ethics  a) Discussion of importance of ethics in the era of TRP fuelled Tabloid Journalism.  b) Conflict of Interest  c) Paid News  d) Trial by Media  e) Ethical Issues related to Television debates  f) Confidentiality of sources  g) Ethics of Sting Operations  h) Fakery and Fabrication of news  i) Using Shock value in language and visuals</p>	(06)

*Naik*

**Ms. Manali Naik**  
**Coordinator – Dept of BMM**

*[Signature]*



**TEACHING PLAN**  
**ACADEMIC YEAR 2017-18**

1. Name of the Lecturer: Arjun S
2. Department : BMM
3. Subject : Broadcast Journalism
4. Class : TYBMM (JOURNALISM)

**SIXTH TERM / VI SEMESTER (16<sup>th</sup> November to 31<sup>st</sup> March, 2018)**

Month	Topics to be covered	No. of Lectures required
NOVEMBER	<p>History &amp; Development of Broadcast Journalism</p> <p>Traditional Journalism</p> <p>Global Journalism</p> <p>Brief History of the development of Radio Journalism.</p> <p>Brief History of the development of TV Journalism</p> <p>Brief History of the development of Online / Web Journalism.</p> <p>Case Study</p> <p>BBC &amp; CNN:-Organizational structure, functions of different divisions and Departments/units; News Service Division; Objectives of broadcast—Information, Education &amp; Entertainment.</p> <p>AIR &amp; FM :All India Radio—Organizational structure, functions of different divisions and Departments/units; News Service Division of AIR; Objectives of broadcast—Information, Education &amp; Entertainment; Commercial Broadcasting Service, External Service Broadcast, National Service, Vividh Bharati and FM service of AIR; three tiers of Radio Broadcast—Local, Regional and National &amp; Public Service Broadcast; AIR Code, Commercial Broadcast Code and Guidelines of Election Broadcast; Autonomy of Expansion of FM Radio channels -</p> <p>Development of Educational &amp; Community Radio.</p> <p>Doordarshan &amp; Satellite Channels: Organizational structure, functions of different divisions and Departments / units &amp; Doordarshan News;</p> <p>Commercialization of TV; Satellite television broadcast— Breaking of monopoly of DD-Television channels for niche audiences — entertainment, news, sports, science, health &amp; life style. Proliferation of DTH services; Growth of Private International, National &amp; Regional TV Networks &amp; fierce competition for ratings.</p>	(10)
DECEMBER - JANUARY	<p>Regional Journalism :</p> <p>Introduction and Importance of Regional Channels in India</p> <p>Conduct comparative Case study on any two News Channels</p> <p><b>News Channels</b> * :Star Majha *IBN Lokmat *Zee 52 Taas *Sahara Samay Mumbai * Big News Marathi - Upcoming Channel from BIG TV</p> <p>*Big News Mumbai - Upcoming Channel from BIG TV *TML Voice of India Aamchi Mumbai - Upcoming channel from Triveni Media Group –</p> <p>With regard to multiplicity of Language &amp; Culture</p> <p><b>Entertainment Channels</b> :Zee Marathi *Star Pravah * ETV Marathi</p>	(16)

*(Signature)*



	<p>*Mi Marathi * Doordarshan Sahayadri *Saam Marathi *BIG Gaurav - Upcoming channel from R-ADAG *Sahara Marathi - Upcoming channel from Sahara *9x Marathi - Upcoming channel from 9x]</p> <p><b>Radio Channels</b> *:Akashvani Marathi (SW/AM) *Akashvani Mumbai GOLD (111.7 FM) *Akashvani Mumbai Rainbow (117.1 FM)</p> <p>*Worldspace Surabhi (Satellite Radio)</p> <p><b>Movie Channels</b> :* Zee Talkies *BIG Cinema (Marathi) *BIG Chitrapat Upcoming channel from R-ADAG</p> <p><b>Music Channels</b> :*Sangeet Marathi - Upcoming Channel from Media worldwide</p> <p>Broadcast Formats</p> <p><b>(Radio /TV)</b></p> <p>Newsbulletins/Appeals/Reels. News Magazines/Talk shows/Reviews. Main characteristics of News as against news in other media Simple announcements Talks/commentaries/comments Interviews Discussions Features Documentaries Docudramas Play Running commentaries Ads/Commercials Phone ins and Bridges Music</p>	
FEBRUARY	<p><b>Writing In Broadcast Style</b></p> <p>Broadcast News Vocabulary (the ethics) Genres: Sports; Current Affairs Lifestyle Etc. Scripting for Fiction/Non Fiction Writing for the Radio &amp; TV. News script format for Radio &amp; TV. News Stories types (breaking news through kickers) Preparation of Audio and Video Brief Idea generation – fiction and non fiction Developing an idea into story Script and story board Shooting scripts</p>	(10)
MARCH	<p><b>Field-Reporting</b></p> <p><b>Sound</b></p> <p>Microphones Capturing Natural Sound Capturing Primary Audio Track Sound Analog vs. Digital</p> <p><b>Radio</b></p>	(10)

*[Handwritten Signature]*





	<p>Elements of radio productions</p> <p>Acoustics</p> <p>Perspective</p> <p>Sound effects</p> <p>Music</p> <p>Distort/Filter</p> <p>Recording</p> <p>Editing</p> <p><b>Television</b></p> <p>Stages of production- pre-production, production and post-production</p> <p>The production personnel – Single camera and Multi camera production</p> <p>Use of graphics and special effects</p> <p>Developing a video brief</p> <p>Nonlinear editing, Cut to cut, assemble &amp; insert, on line, offline editing of stories</p> <p>Telling a cohesive story (connecting SOTs)</p> <p>Using desktop publishing aspects to tell a visual story</p> <p>Mixing and Editing to tell a story</p> <p><b>Production</b></p> <p>Production schedule</p> <p>Budget</p> <p>Floor plan</p> <p>Lighting plan</p> <p>Production of a programme</p> <p>Post production</p> <p>Production of radio /TT discussions</p> <p>Production of social messages (max 01 seconds)</p> <p>Production of radio/TT documentary/feature</p>	
--	--	--

*Naik*

**Ms. Manali Naik**  
**Coordinator – Dept of BMM**

*[Signature]*



**TEACHING PLAN**  
**ACADEMIC YEAR 2017-18**

1. Name of the Lecturer: Riddhi S
2. Department : BMM
3. Subject : Business and Magazine journalism
4. Class : TYBMM (JOURNALISM)

**SIXTH TERM / VI SEMESTER (16<sup>th</sup> November to 31<sup>st</sup> March, 2018)**

Month	Topics to be covered	No. of Lectures required
NOVEMBER	<p>Introduction to Business Journalism</p> <p>A general overview of the financial systems in India</p> <p>A) Planning Commission &amp; NITI Aayog, Reserve Bank of India – Role, Functions. A general understanding about, RBI’s involvement in formulation of Monetary Policy, Interest Rate Mechanism and RBI.</p> <p>B) Securities and Exchange Board of India (SEBI) – Role, function and objectives.</p> <p>C) The Banking Sector in India – a brief analytical study.</p> <p>a. Functions of commercial banks</p> <p>b. Use of modern technology in banking sector and its use. Core Banking its advantage, social benefits and use of banking in financial inclusion. Government schemes related to banking- JanaDhan Yojana, Pension Plans, Insurance Schemes, Cash Subsidy Transfer via Bank Account.</p> <p>Union Budget (The Finance Bill) – Salient features of the latest Union Budget.</p>	(10)
DECEMBER	<p>The Concept of “Subsidies” in the context of the Indian Economy; an introductory study.</p> <p>“Foreign Exchange Reserves” in India and a basic study of Fiscal Deficit problem with reference to Indian Economy</p> <p>Scams in Indian financial system</p> <p>The Satyam saga</p> <p>The Sahara Scam</p> <p>Saradha chit fund embezzlement</p>	(08)
JANUARY	<p>Bombay Stock Exchange, National Stock Exchange, Concept of SENSEX and NIFTY and impact of their volatility.</p> <p>Retail Market – the Indian Scenario</p> <p>The World Bank, The Asian Development Bank, BRICS Development Bank – functions</p> <p>Business journalism - a brief study of leading business magazines, leading financial dailies in India.</p>	(08)





FEBRUARY	<p><b>Magazine Journalism (Niche Journalism)</b></p> <p>Introduction to Magazine Journalism. Fundamental point of Differences between “Newspaper” and “Magazine”. Special skills required for a person working in magazines.</p> <p>Scope for modern age magazines in various segments of journalism in India. Competition of magazines with electronic media.</p> <p>A general analytical study of magazines of different genre:</p> <p>Women’s magazines</p> <p>Travel Magazines</p> <p>General Interest Magazines</p> <p>Health Magazines</p> <p>Technology Magazines</p> <p>Automobile Magazines</p> <p>A detailed study of women’s magazines covering specific female related issues and other routine issues</p>	(10)
MARCH	<p>Sports Journalism. A comparative study of coverage of sports Events by magazines and audio visuals and press.</p> <p>Environmental Journalism and its importance.</p> <p>A very brief study of global warming, ozone depletion, issues related to deforestation.</p> <p>Issue of Western Ghats and its environmental importance. (Students are advised to refer to the various documentaries and special reports on environmental issues by print and electronic media.)</p> <p>Civic issues and their coverage in various modern day alternative Media, social networking avenues. (Critical evaluation). Civic issues of the latest year to be considered</p>	(08)

*Naik*

**Ms. Manali Naik**  
**Coordinator – Dept of BMM**

*[Signature]*



**TEACHING PLAN**  
**ACADEMIC YEAR 2017-18**

1. Name of the Lecturer: Pooja Singh
2. Department : BMM
3. Subject : Issues of Global Media
4. Class : TYBMM (JOURNALISM)

**SIXTH TERM / VI SEMESTER (16<sup>th</sup> November to 31<sup>st</sup> March, 2018)**

Month	Topics to be covered	No. of Lectures required
NOVEMBER	Relevance of McBride report in contemporary times Presence of conglomerates; NWICO in a multi polar world and biases in global media coverage	(10)
DECEMBER	Global Monopolies' regional presence.[redefining local news] Al Jazeera's arrival as an alternate voice[ from Gulf War II to Arab Spring and beyond] Advocacy and Journalism	(08)
JANUARY	Independent Media's space Traditional media's foray into social media & Micro blogging Parachute Journalism Challenges in Reporting in Hostile Environments [Presence of Social Media and redefined roles of war correspondents] Coverage of natural disaster by global media and regional media	(08)
FEBRUARY	Cultural Bias in global media coverage BRICS interpretation of regional news vis-a-vis first world nations' interpretations [reference to BRICS initiatives] Global media Perception of terrorism versus regional media perceptions [freedom fighters/separatists /terrorists, Global audiences' changing needs	(10)
MARCH	Opening of Indian markets from the 1990s to contemporary times and the regional versus global media perceptions Overview of media in China, Japan, U.S., India Profiles of BBC, CNN, Reuters, AFP & AP	(10)

*Naik*

**Ms. Manali Naik**  
**Coordinator – Dept of BMM**

*[Signature]*



**TEACHING PLAN**  
**ACADEMIC YEAR 2017-18**

1. Name of the Lecturer: Pooja S
2. Department : BMM
3. Subject : News Media Management
4. Class : TYBMM (JOURNALISM)

**SIXTH TERM / VI SEMESTER (16<sup>th</sup> November to 31<sup>st</sup> March, 2018)**

Month	Topics to be covered	No. of Lectures required
NOVEMBER	1) Making News: Truth, Ideology and News work (2) 2) News, Audiences and Everyday Life a) Ideal Management Structure b) Role of Management in ensuring editorial freedom 3) Legacy Media- Broadcast Media Overview and Print Publishing Overview	(08)
DECEMBER	4) Contemporary Elements, Dimensions and Image of Print Media: A Comparative Analysis with Electronic Media 5) Specialised training for skilled workers, HRD	(08)
JANUARY	6) Integrated Marketing Communications Overview of Marketing Theory Applying marketing strategy to consumer media a) direct to consumer: for readers/consumers circulation/distribution/channels b) business to business (B2B): for advertisers/partners	(10)
FEBRUARY	7) Disruptive Technology and Media Business Models: a) The role of advertising b) From Web 1.0 to 2.0 c) Yahoo, Craigslist, Google, Facebook, Twitter, Whatsapp, Pinterest 8) Becoming a digital Media Brand 9) Financial Management a) Break up of expenditure for the year b) Raw Material Costs c) Fixed and Variable Costs d) Unforeseen Factors	(12)





MARCH	10) Challenges of Globalization and Liberalization a) Foreign Direct Investment b) Cross Media Ownership c) Commercialization of Media 11) Understanding Company Law 12) Case studies  Case studies – Eenadu and Network 18 Expansion of Sky Network [Star Network in India] Relevance of TAM Ratings in News Channels along with IRS Studies	(10)
-------	--	------

*Naik*

**Ms. Manali Naik**  
**Coordinator – Dept of BMM**

*[Signature]*

**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**  
Powai - Vihar, Powai, Mumbai - 400076.  
Maharashtra, India.  
Tel : +91 22 2570 4526 / 6523 4526 / 2570 4530  
Telefax: +91 22 2570 4526 / 2570 0789