

Institution integrates crosscutting issues relevant to Professional Ethics, Gender, Human Values, Environment and Sustainability into the Curriculum

Sr. No	Title
1	Syllabus
2	Environmental related activity
3	Gender related activities
4	Professional Ethics related activities
5	Human Values Cell Activities

**Revised Syllabus of Courses of B.Com. Programme at Semester V
with Effect from the Academic Year 2018-2019**

Elective Courses (EC)

1 A. Discipline Specific Elective (DSE) Courses

Group A: Advanced Accountancy

1. Financial Accounting and Auditing VII -

Financial Accounting

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Preparation of Final Accounts of Companies	15
2	Internal Reconstruction	15
3	Buy Back of Shares	10
4	Investment Accounting (w.r.t. Accounting Standard- 13)	12
5	Ethical Behaviour and Implications for Accountants	08
	Total	60

Sr. No.	Modules / Units
1	Preparation of Final Accounts of Companies
	<p>Relevant provisions of Companies Act related to preparation of Final Account (excluding cash flow statement)</p> <p>Preparation of financial statements as per Companies Act. (excluding cash flow statement)</p> <p>AS 1 in relation to final accounts of companies (disclosure of accounting policies)</p> <p>Adjustment for –</p> <ol style="list-style-type: none"> 1. Closing Stock 2. Depreciation 3. Outstanding expenses and income 4. Prepaid expenses and Pre received income 5. Proposed Dividend and Unclaimed Dividend 6. Provision for Tax and Advance Tax 7. Bill of exchange (Endorsement, Honour, Dishonour) 8. Capital Expenditure included in Revenue expenditure and vice versa eg- purchase of furniture included in purchases 9. Unrecorded Sales and Purchases 10. Good sold on sale or return basis 11. Managerial remuneration on Net Profit before tax 12. Transfer to Reserves 13. Bad debt and Provision for bad debts 14. Calls in Arrears 15. Loss by fire (Partly and fully insured goods) 16. Goods distributed as free samples. 17. Any other adjustments as per the prevailing accounting standard.
2	Internal Reconstruction
	<p>Need for reconstruction and company law provisions</p> <p>Distinction between internal and external reconstructions.</p> <p>Methods including alteration of share capital, variation of shareholder rights, sub division, consolidation, surrender and reissue / cancellation, reduction of share capital with relevant legal provisions and accounting treatment for same.</p>
3	Buy Back of Shares
	<p>Company Law / Legal provisions (including related restrictions, power, transfer to capital redemption reserve account and prohibitions)</p> <p>Compliance of conditions including sources, maximum limits and debt equity ratio. Cancellation of Shares Bought back(Excluding Buy Back of minority shareholding)</p>

Sr. No.	Modules / Units
4	Investment Accounting (w.r.t. Accounting Standard- 13)
	<p>For shares (variable income bearing securities)</p> <p>For debentures/Preference. shares (fixed income bearing securities)</p> <p>Accounting for transactions of purchase and sale of investments with ex and cum interest prices and finding cost of investment sold and carrying cost as per weighted average method (Excl. brokerage).</p> <p>Columnar format for investment account.</p>
5	Ethical Behaviour and Implications for Accountants
	<p>Introduction, Meaning of ethical behavior</p> <p>Financial Reports – What is the link between law, corporate governance, corporate social responsibility and ethics?</p> <p>What does the accounting profession mean by the ethical behavior?</p> <p>Implications of ethical values for the principles versus rule based approaches to accounting standards</p> <p>The principal based approach and ethics</p> <p>The accounting standard setting process and ethics</p> <p>The IFAC Code of Ethics for Professional Accountants</p> <p>Ethics in the accounting work environment – A research report</p> <p>Implications of unethical behavior for financial reports</p> <p>Company Codes of Ethics</p> <p>The increasing role of whistle – Blowing</p> <p>Why should student learn ethics?</p>

**Revised Syllabus of Courses of B.Com. Programme at Semester V
with effect from the Academic Year 2018-2019**

Elective Courses (EC)

1 B. Discipline Related Elective (DRE) Courses

**3. Commerce - V
Marketing**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to Marketing	12
2	Marketing Decisions I	11
3	Marketing Decisions	11
4	Key Marketing Dimensions	11
Total		45

Sr. No.	Modules / Units
1	Introduction to Marketing
	<ul style="list-style-type: none"> • Marketing, Concept, Features, Importance, Functions, Evolution, Strategic v/s Traditional Marketing • Marketing Research - Concept, Features, Process Marketing Information System-Concept, Components Data Mining- Concept, Importance • Consumer Behaviour- Concept, ,Factors influencing Consumer Behaviour Market Segmentation- Concept, Benefits, Bases of market segmentation Customer Relationship Management- Concept , Techniques Market Targeting- Concept, Five patterns of Target market Selection
2	Marketing Decisions I
	<ul style="list-style-type: none"> • Marketing Mix- Concept, Product- Product Decision Areas Product Life Cycle- Concept, Managing stages of PLC Branding- Concept , Components Brand Equity- Concept , Factors influencing Brand Equity • Packaging- Concept , Essentials of a good package Product Positioning- Concept, Strategies of Product Positioning Service Positioning- Importance & Challenges • Pricing- Concept, Objectives, Factors influencing Pricing, Pricing Strategies
3	Marketing Decisions
	<ul style="list-style-type: none"> • Physical Distribution- Concept, Factors influencing Physical Distribution, Marketing Channels (Traditional & Contemporary Channels) Supply Chain Management-Concept, Components of SCM • Promotion- Concept, Importance, Elements of Promotion mix Integrated Marketing Communication (IMC)- Concept, Scope ,Importance • Sales Management- Concept, Components, Emerging trends in selling Personal Selling- Concept , Process of personal selling, Skill Sets required for Effective Selling
4	Key Marketing Dimensions
	<ul style="list-style-type: none"> • Marketing Ethics: Concept, Unethical practices in marketing, General role of consumer organizations Competitive Strategies for Market Leader, Market Challenger, Market Follower and Market Nicher Marketing Ethics: • Rural Marketing- Concept, Features of Indian Rural Market, Strategies for Effective Rural Marketing Digital Marketing-Concept, trends in Digital Marketing Green Marketing- concept, importance • Challenges faced by Marketing Managers in 21st Century Careers in Marketing – Skill sets required for effective marketing Factors contributing to Success of brands in India with suitable examples, Reasons for failure of brands in India with suitable examples.

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Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

2. Computer Systems and Applications Paper - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Data Communication, Networking and Internet	18
2	Database and MySQL	09
3	Database and MySQL	09
4	Spread Sheet	09
Total		45

Sr. No.	Modules / Units
1	<p data-bbox="320 185 954 219">Data Communication, Networking and Internet</p> <p data-bbox="320 230 1401 304">a) Data Communication Component, Data representation, Distributed processing. (Concepts only)</p> <p data-bbox="320 309 807 342">b) Network Basics and Infrastructure</p> <ul data-bbox="360 347 1401 622" style="list-style-type: none"> • Definition, Types (LAN, MAN, WAN) Advantages. • Network Structures – Server Based, Client server, Peer to Peer. • Topologies – Star, Bus, Ring. • Network Media, Wired – Twisted Pair, Co-axial, Fiber Optic and Wireless – Radio and Infrared. • Network Hardware: Hubs, Bridges, Switches, Routers. • Network Protocols – TCP/IP, OSI Model. <p data-bbox="320 627 472 660">c) Internet</p> <ul data-bbox="360 665 1401 1021" style="list-style-type: none"> • Definition, Types of connections, sharing internet connection, Hot Spots. • Services on net- WWW, Email-Blogs. • IP addresses, Domain names, URLs, Hyperlinks, Web Browsers • Searching Directories, Search engines, Boolean search (AND, OR, NOT), Advanced search, Meta Search Engines. • Email – POP/SMTP accounts in Email, Different parts of an Email address. Receiving and sending emails with attachments by scanning attachments for viruses. • Cyber Crime, Hacking, Sniffing, Spoofing
2	<p data-bbox="320 1030 608 1064">Database and MySQL</p> <p data-bbox="320 1068 1401 1142">a) Introduction :To Databases, Relational and Non-relational database system MySQL as a Non-procedural Language. View of data.</p> <p data-bbox="320 1146 1401 1615">b) MySQL Basics :Statements (Schema Statements, Data statements, Transaction statements), names (table & column names), data types (Char, Varchar, Text, Mediumtext, Longtext, Smallint, Bigint, Boolean, Decimal, Float, Double, Date, Date Time, Timestamp, Year, Time), Creating Database, inserting data, Updating data, Deleting data, expressions, built-in-functions – lower, upper, reverse length, ltrim, rtrim, trim, left, right, mid, concat, now, time, date, curdate, day, month, year, dayname, monthname, abs, pow, mod, round, sqrt missing data(NULL and NOT NULL DEFAULT values) CREATE,USE, ALTER (Add, Remove, Change columns), RENAME, SHOW, DESCRIBE (CREATE TABLE, COLUMNS, STATUS and DATABASES only) and DROP (TABLE, COLUMN, DATABASES statements), PRIMARY KEY FOREIGN KEY (One and more columns) Simple Validity checking using CONSTRAINTS.</p>
3	<p data-bbox="320 1624 608 1657">Database and MySQL</p> <p data-bbox="320 1662 1401 1809">a) MySQL Simple queries : TheSELECT statement (From, Where, Group By, Having, Order By, Distinct, Filtering Data by using conditions. Simple and complex conditions using logical, arithmetic and relational operators (=, !=, <, >, <>, AND, OR, NOT, LIKE) Aggregate Functions – count, sum, avg, max, min.</p> <p data-bbox="320 1814 1401 1888">b) Multi-table queries:Simple joins (INNER JOIN), SQL considerations for multi table queries(table aliases, qualified column names,all column selections self joins).</p> <p data-bbox="320 1892 1401 2029">c) Nested Queries (Only up to two levels) :Using sub queries, sub query search conditions, sub queries & joins, nested sub queries, correlated sub queries, sub queries in the HAVING clause. Simple Transaction illustrating START, COMMIT, and ROLLBACK.</p>

Sr. No.	Modules / Units
4	Spread Sheet
	<p>a) Creating and Navigating worksheets and adding information to worksheets</p> <ul style="list-style-type: none"> Types of data, entering different types of data such as texts, numbers, dates, functions. Quick way to add data Auto complete, Autocorrect, Auto fill, Auto fit. Undo and Redo. Moving data, contiguous and non contiguous selections, Selecting with keyboard. Cut-Copy, Paste. Adding and moving columns or rows. Inserting columns and rows. Find and replace values. Spell check. Formatting cells, Numbers, Date, Times, Font, Colors, Borders, Fills. <p>b) Multiple Spreadsheets</p> <ul style="list-style-type: none"> Adding, removing, hiding and renaming worksheets. Add headers/Footers to a Workbook. Page breaks, preview. Creating formulas, inserting functions, cell references, Absolute, Relative (within a worksheet, other worksheets and other workbooks). <p>c) Functions</p> <ul style="list-style-type: none"> Financial functions: FV, PV, PMT, PPMT, IPMT, NPER, RATE Mathematical and statistical functions. ROUND, ROUNDDOWN, ROUNDUP, CEILING, FLOOR, INT, MAX, MIN, MOD, SQRT, ABS, SUM, COUNT, AVERAGE <p>d) Data Analysis</p> <ul style="list-style-type: none"> Sorting, Subtotal. Pivot Tables- Building Pivot Tables, Pivot Table regions, Rearranging Pivot Table.

Note :

- a) Theory 03 lectures per week.
- b) Practical batch size 20-25, 01 practical = 03 theory lectures per week.
- c) 10 Practical's are to be completed in each semester.

Semester V

Topic	Number of Practical's
Word processing	01
Spread sheet	03
MySQL	06

Minimum 6 practical's are to be recorded in the journal in the Semester V
[Minimum 4 on SQL, 2 on MS-Excel]

**Revised Syllabus of Courses of B.Com. Programme at Semester V
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Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

10. Direct and Indirect Taxes Paper - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Basic Terms	04
2	Scope of Total Income & Residential Status	04
3	Heads of Income	24
4	Deduction from Total Income	04
5	Computation of Total Income for Individual	09
	Total	45

Sr. No.	Modules / Units
1	Basic Terms
	Assessee, Assessment, Assessment Year, Annual value, Business, Capital Assets, Income, Person, Previous Year, Transfer
2	Scope of Total Income & Residential Status
	Scope of Total Income (S: 5) Residential Status (S: 6) for Individual assessee
3	Heads of Income (S: 14)
	<ul style="list-style-type: none"> • Salary (S: 15 to 17) • Income from House Properties (S: 22 to 27) • Profit and Gain From Business (S:28, 30, 31, 32, 35, 35D, 36, 37, 40, 40A 43B. • Capital Gains (S: 45, 48, 49, 50, 54, 54 EC) restricted to computation of Capital gain on transfer of residential house property only • Income from Other Sources (S: 56 to S: 59) Exclusions From Total Income (S: 10) Exclusion related to specified heads to be covered with relevant head.eg. Salary, Business Income, Capital Gain, Income from Other Sources
4	Deduction from Total Income
	S 80 A, S 80C, 80CCC, 80D, 80DD, 80E, 80 U, 80 TTA
5	Computation of Total Income for Individual

***Revised Syllabus of Courses of B.Com. Programme at Semester VI
with effect from the Academic Year 2018-2019***

Elective Courses (EC)

1 A. Discipline Specific Elective (DSE) Courses

Group A: Advanced Accountancy

**1. Financial Accounting and Auditing Paper-IX:
Financial Accounting**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	AS – 14 - Amalgamation, Absorption & External Reconstruction	15
2	Accounting of Transactions of Foreign Currency	15
3	Liquidation of Companies	10
4	Underwriting of Shares & Debentures	10
5	Accounting for Limited Liability Partnership	10
	Total	60

Sr. No.	Modules / Units
1	AS – 14 - Amalgamation, Absorption & External Reconstruction (excluding inter-company holdings)
	In the nature of merger and purchase with corresponding accounting treatments of pooling of interests and purchase method respectively. Meaning and Computation of purchase consideration. Problems based on purchase method only.
2	Accounting of Transactions of Foreign Currency
	In relation to purchase and sale of goods, services and assets and loan and credit transactions. Computation and treatment of exchange rate differences
3	Liquidation of Companies
	Introduction, Underwriting, Underwriting Commission Provision of Companies Act with respect to Payment of underwriting commission Underwriters, Sub-Underwriters, Brokers and Manager to issues Types of underwriting, Abatement Clause Marked, Unmarked and Firm-underwriting applications, Liability of the underwriters in respect of underwriting contract Practical problems
4	Underwriting of Shares & Debentures
	Meaning of liquidation or winding up Preferential payments Overriding preferential payments Preparation of statement of affairs, deficit / surplus account Liquidator's final statement of account
5	Accounting for Limited Liability Partnership
	Statutory Provisions Conversion of partnership firm into LLP Final Accounts

***Revised Syllabus of Courses of B.Com. Programme at Semester VI
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Elective Courses (EC)

1 B. Discipline Related Elective (DRE) Courses

3. Commerce-VI

Human Resource Management

Modules at a Glance

Sr. No.	Modules	No. of Lectures
01	Human Resource Management	12
02	Human Resource Development	11
03	Human Relations	11
04	Trends In Human Resource Management	11
Total		45

Sr. No.	Modules / Units
1	Human Resource Management
	<ul style="list-style-type: none"> • Human Resource Management – Concept, Functions, Importance, Traditional v/s Strategic Human Resource Management • Human Resource Planning- Concept Steps in Human Resource Planning Job Analysis-Concept, Components, Job design- Concept, Techniques • Recruitment- Concept, Sources of Recruitment Selection - Concept , process , Techniques of E,selection,
2	Human Resource Development
	<ul style="list-style-type: none"> • Human Resource Development- Concept, functions Training- Concept, Process of identifying training and development needs, Methods of Training & Development (Apprenticeship, understudy, job rotation, vestibule training, case study, role playing, sensitivity training, In, basket, management games) Evaluating training effectiveness- Concept, Methods • Performance Appraisal- Concept, Benefits, Limitations, Methods Potential Appraisal-Concept, Importance • Career Planning- Concept, Importance Succession Planning- Concept, Need Mentoring- Concept, Importance Counseling- Concept, Techniques.
3	Human Relations
	<ul style="list-style-type: none"> • Human Relations- Concept, Significance Leadership –Concept, Transactional & Transformational Leadership Motivation- Concept, Theories of Motivation,(Maslow’s Need Hierarchy Theory, Vroom’s Expectancy Theory, McGregor’s Theory X and Theory Y, Pink’s Theory of Motivation) • Employees Morale- Concept, Factors affecting Morale, Measurement of Employees Morale Emotional Quotient and Spiritual Quotient- Concept, Factors affecting EQ & SQ • Employee Grievance- Causes, Procedure for Grievance redressal Employee welfare measures and Healthy & Safety Measures.
4	Trends In Human Resource Management
	<ul style="list-style-type: none"> • HR in changing environment: Competencies- concept, classification Learning organizations- Concept, Creating an innovative organization, Innovation culture- Concept, Need, Managerial role. • Trends in Human Resource Management,; Employee Engagement- Concept, Types Human resource Information System (HRIS) – Concept, Importance, Changing patterns of employment. • Challenges in Human Resource Management: Employee Empowerment, Workforce Diversity. Attrition, Downsizing, Employee Absenteeism, Work life Balance, Sexual Harassment at work place, Domestic and International HR Practices, Millennial (Gen Y)Competency Mapping

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Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

2. Computer Systems and Applications Paper - II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	E – Commerce	18
2	Advanced Spread Sheet	09
3	Advanced Spread Sheet	09
4	Visual Basic	09
Total		45

Sr. No.	Modules / Units
1	E – Commerce
	a) Definition of E-commerce b) Features of E-commerce c) Types of E-commerce (B2C, B2B, C2C, P2P) d) Business Models in E-commerce (Advertising, Subscription, Transaction Fee, Sales Revenue, Affiliate Revenue) e) Major B2C models (Portal, Etailer, Content Provider, Transaction Broker, Market Creator, Service Provider, Community Provider). f) E-Commerce Security: Integrity, Non repudiation, Authenticity, Confidentiality, Privacy Availability. g) Encryption: Definition, Digital Signatures, SSL. h) Payment Systems: Digital Cash, Online stored value, Digital accumulating balance payment, Digital credit accounts, digital checking. i) How an Online credit card transaction works. SET protocol. j) Limitation of E-commerce. k) M-commerce (Definition and Features).
2	Advanced Spread Sheet
	a) Multiple Spread sheets <ul style="list-style-type: none"> • Creating and using templates, Using predefined templates, Adding protection option. • Creating and Linking Multiple Spreadsheets. • Using formulas and logical operators. • Creating and using named ranges. • Creating Formulas that use reference to cells in different worksheets. b) Functions <ul style="list-style-type: none"> • Database Functions LOOKUP, VLOOKUP, HLOOKUP • Conditional Logic functions IF, Nested IF, COUNTIF, SUMIF, AVERAGEIF • String functions LEFT, RIGHT, MID, LEN, UPPER, LOWER, PROPER, TRIM, FIXED
3	Advanced Spread Sheet
	a) Functions <ul style="list-style-type: none"> • Date functions TODAY, NOW, DATE, TIME, DAY, MONTH, YEAR, WEEKDAY, DAYS360 • Statistical Functions COUNTA, COUNTBLANK, CORREL, LARGE, SMALL b) Data Analysis <ul style="list-style-type: none"> • Filter with customized condition. • The Graphical representation of data Column, Line, Pie and Bar charts. • Using Scenarios, creating and managing a scenario. • Using Goal Seek • Using Solver • Understanding Macros, Creating, Recording and Running Simple Macros. Editing a Macro(concept only)

Sr. No.	Modules / Units
4	Visual Basic
	<p>a) Introduction to Visual Basic, Introduction Graphical User Interface (GUI). Programming Language (Procedural, Object Oriented, Event Driven), Writing VB Projects. The Visual Basic Environment</p> <p>b) Introduction to VB Controls Text boxes, Frames, Check boxes, Option button, Designing the User Interface, Default & Cancel property, tab order, Coding for controls using Text, Caption, Value property and Set Focus method</p> <p>c) Variables, Constants, and Calculations Variable and Constant, Data Type (String, Integer, Currency, Single, Double, Date), Naming rules/conventions, Constants (Named & Intrinsic), Declaring variables, Val Function, Arithmetic Operations, Formatting Data.</p> <p>d) Decision and Condition Condition, Comparing numeric variables and constants, Comparing Strings, Comparing Text Property of text box, Compound Conditions (And, Or, Not). If Statement, if then-else Statement, LCase and Ucase function, Using If statements with Option Buttons & Check Boxes. MsgBox (Message box) statement Input Validation : Is Numeric function.</p> <p>e) Sub-procedures and Sub-functions, Using common dialog box, Creating a new sub-procedure, Writing a Function procedure. Simple loops using For Next statements and Do while statement and display output using MsgBox Statement.</p>

Note :

- a) Theory 03 lectures per week.
- b) Practical batch size 20-25, 01 practical = 03 theory lectures per week.
- c) 10 Practical's are to be completed in each semester.

Semester VI

Topic	Number of Practical's
Presentation skills	01
Advanced Spread Sheet	06
Introduction to Visual Basic	03

Minimum 6 practical's are to be recorded in the journal in the Semester VI
[Minimum 4 on VB, 2 on Advanced Spread Sheet]

❖ Suggested list of Practical's for Semester VI

1. Preparing a PowerPoint presentation on an E-Commerce website.
2. Calculation of DA, HRA, PF, Gross Salary and Net Salary using Spread Sheet
3. Calculation of Income Tax using Spread Sheet
4. Filtering data and Graphical representation of data using Spread Sheet
5. Using VLOOKUP and HLOOKUP using Spread Sheet
6. Creating and managing a scenario using Spread Sheet
7. Use of Goal Seek and Solver using Spread Sheet

***Revised Syllabus of Courses of B.Com. Programme at Semester VI
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Elective Courses (EC)

2. Ability Enhancement Courses (AEC)

**10. Direct and Indirect Taxation Paper - II
Goods and Service Tax Act**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction	09
2	Levy and Collection of Tax	09
3	Time, Place and Value of Supply	09
4	Input Tax Credit & Payment of Tax	09
5	Registration under GST Law	09
Total		45

Sr. No.	Modules / Units
1	Introduction
	<ul style="list-style-type: none"> • What is GST • Need for GST • Dual GST Model • Definitions <ul style="list-style-type: none"> Section 2(17) Business Section 2(13) Consideration Section 2(45) Electronic Commerce Operator Section 2(52) Goods Section 2(56) India Section 2 (78) Non taxable Supply Section 2(84) Person Section 2(90) Principal Supply Section 2(93) Recipient Section 2(98) Reverse charge Section 2(102) Services Section 2(105) Supplier Section 2(107) Taxable Person Section 2(108) Taxable Supply • Goods & Services Tax Network (GSTN)
2	Levy and Collection of Tax
	<ul style="list-style-type: none"> • Scope of Supply • Non taxable Supplies • Composite and Mixed Supplies • Composition Levy • Levy and Collection of tax • Exemption from tax
3	Time, Place and Value of Supply
	<ul style="list-style-type: none"> • Time of Supply • Place of Supply • Value of Supply
4	Input Tax Credit & Payment of Tax
	<ul style="list-style-type: none"> • Eligibility for taking Input Tax Credit • Input Tax Credit in Special Circumstances • Computation of Tax Liability and payment of tax
5	Registration under GST Law
	<ul style="list-style-type: none"> • Persons not liable registration • Compulsory registration • Procedure for registration • Deemed registration • Cancellation of registration

**Revised Syllabus of Courses of B.Com. Programme at Semester III
with Effect from the Academic Year 2017-2018**

**Elective Courses (EC)-
1B Discipline Related Elective (DRE) Courses**

3. Commerce –II

(Management: Functions and Challenges)

Course Objectives:

- To make the learners aware about conceptual knowledge and evolution of Management.
- To familiarize the learners with the functions in Management.

Sr. No.	Modules	No. of Lectures
1	Introduction To Management	11
2	Planning & Decision Making	10
3	Organising	12
4	Directing And Controlling	12
Total		45

Sr. No.	Modules
1	Introduction To Management (11)
	<ul style="list-style-type: none"> • Management- Concept, Nature, Functions, Managerial Skills & Competencies • Evolution of Management Thoughts Classical Approach: Scientific Management – F.W.Taylor’s Contribution Classical Organisation Theory: HenriFayol’s Principles Neo Classical: Human Relations Approach – EltonMayo’sHawthorne experiments • Modern Management Approach-PeterDrucker’s Dimensions of Management, Indian Management Thoughts: Origin & Significance of Indian Ethos to Management.
2	Planning & Decision Making (10)
	<ul style="list-style-type: none"> • Planning - Steps, Importance, Components, Coordination – Importance • M.B.O -Process, Advantages, Management By Exception- Advantages; Management Information System- Concept, Components • Decision Making - Techniques, Essentials of a Sound Decision Making, Impact of Technology on Decision Making.
3	Organising (12)
	<ul style="list-style-type: none"> • Organising-Steps, Organisation Structures – Features of Line & Staff Organisation, Matrix Organisation , Virtual Organisation, Formalv/s Informal Organisation. • Departmentation -Meaning -Bases,Span of Management- Factors Influencing Span of Management, Tall and Flat Organisation. • Delegation of Authority- Process, Barriers to Delegation, Principles of Effective Delegation. Decentralisation:Factors Influencing Decentralisation, Centralization v/s Decentralisation
4	Directing And Controlling (12)
	<ul style="list-style-type: none"> • Motivation – Concept, Importance, Influencing factors. Importance of Communication, Barriers to effective Communication • Leadership- Concept,Functions, Styles, Qualities of a good leader. • Controlling – Concept, Steps, Essentials of good control system, Techniques of Controlling -PERT, CPM, Budgetary Control, Management Audit.

**Revised Syllabus of Courses of B.Com. Programme at Semester III
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**2 Ability Enhancement Courses (AEC)
2A * Skill Enhancement Courses (SEC) Group A**

5. Advertising - I

Course Objective:

1. To highlight the role of advertising for the success of brands and its importance within the marketing function of a company.
2. It aims to orient learners towards the practical aspects and techniques of advertising.
3. It is expected that this course will prepare learners to lay down a foundation for advanced post-graduate courses in advertising

Sr. No.	Modules	No. of Lectures
1	Introduction to Advertising	12
2	Advertising Agency	11
3	Economic & Social Aspects of Advertising	11
4	Brand Building and Spécial Purpose Advertising	11
Total		45

Sr. No.	Modules
1	Introduction to Advertising
	<ul style="list-style-type: none"> • Integrated Marketing Communications (IMC)- Concept, Features, Elements, Role of advertising in IMC • Advertising: Concept, Features, Evolution of Advertising, Active Participants, Benefits of advertising to Business firms and consumers. • Classification of advertising: Geographic, Media, Target audience and Functions.
2	Advertising Agency
	<ul style="list-style-type: none"> • Ad Agency: Features, Structure and services offered, Types of advertising agencies , Agency selection criteria • Agency and Client: Maintaining Agency–Client relationship, Reasons and ways of avoiding Client Turnover, Creative Pitch, Agency compensation • Careers in advertising: Skills required for a career in advertising, Various Career Options, Freelancing Career Options - Graphics, Animation, Modeling, Dubbing.
3	Economic & Social Aspects of Advertising
	<ul style="list-style-type: none"> • Economic Aspects: Effect of advertising on consumer demand, monopoly and competition, Price. • Social aspects: Ethical and social issues in advertising, positive and negative influence of advertising on Indian values and culture. • Pro Bono/Social advertising: Pro Bono Advertising, Social Advertising by Indian Government through Directorate of Advertising and Visual Publicity (DAVP), Self-Regulatory body- Role of ASCI (Advertising Standard Council of India)
4	Brand Building and Special Purpose Advertising
	<ul style="list-style-type: none"> • Brand Building: The Communication Process, AIDA Model, Role of advertising in developing Brand Image and Brand Equity, and managing Brand Crises. • Special purpose advertising: Rural advertising, Political advertising-, Advocacy advertising, Corporate Image advertising, Green Advertising – Features of all the above special purpose advertising. • Trends in Advertising: Media, Ad spends, Ad Agencies, Execution of advertisements

**Revised Syllabus of Courses of B.Com. Programme at Semester III
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**2 Ability Enhancement Courses (AEC)
2B * Skill Enhancement Courses (SEC) Group B**

6. Foundation Course- Contemporary Issues- III

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Human Rights Provisions, Violations and Redressal	12
2	Dealing With Environmental Concerns	11
3	Science and Technology I	11
4	Soft Skills for Effective Interpersonal Communication	11
Total		45

Sr. No.	Modules / Units
1	<p>Human Rights Violations and Redressal</p> <p>A. Scheduled Castes- Constitutional and legal rights, Forms of violations, Redressal mechanisms. (2 Lectures)</p> <p>B. Scheduled tribes- Constitutional and legal rights, Forms of violations, Redressal mechanisms. (2 Lectures)</p> <p>C. Women- Constitutional and legal rights, Forms of violations, Redressal mechanisms. (2 Lectures)</p> <p>D. Children- Constitutional and legal rights, Forms of violations, Redressal mechanisms. (2 Lectures)</p> <p>E. People with Disabilities, Minorities, and the Elderly population- Constitutional and legal rights, Forms of violations, Redressal mechanisms. (4 Lectures)</p>
2	<p>Dealing With Environmental Concerns</p> <p>A. Concept of Disaster and general effects of Disasters on human life- physical, psychological, economic and social effects. (3 Lectures)</p> <p>B. Some locally relevant case studies of environmental disasters. (2 Lectures)</p> <p>C. Dealing with Disasters - Factors to be considered in Prevention, Mitigation (Relief and Rehabilitation) and disaster Preparedness. (3 Lectures)</p> <p>D. Human Rights issues in addressing disasters- issues related to compensation, equitable and fair distribution of relief and humanitarian approach to resettlement and rehabilitation. (3 Lectures)</p>
3	<p>Science and Technology – I</p> <p>A. Development of Science- the ancient cultures, the Classical era, the Middle Ages, the Renaissance, the Age of Reason and Enlightenment. (3 Lectures)</p> <p>B. Nature of science- its principles and characteristics; Science as empirical, practical, theoretical, validated knowledge. (2 Lectures)</p> <p>C. Science and Superstition- the role of science in exploding myths, blind beliefs and prejudices; Science and scientific temper- scientific temper as a fundamental duty of the Indian citizen. (3 Lectures)</p> <p>D. Science in everyday life- technology, its meaning and role in development; Interrelation and distinction between science and technology. (3 Lectures)</p>
4	<p>Soft Skills for Effective Interpersonal Communication</p> <p>Part A (4 Lectures)</p> <p>I) Effective Listening - Importance and Features.</p> <p>II) Verbal and Non-Verbal Communication; Public-Speaking and Presentation Skills.</p> <p>III) Barriers to Effective Communication; Importance of Self-Awareness and Body Language.</p> <p>Part B (4 Lectures)</p> <p>I) Formal and Informal Communication - Purpose and Types.</p> <p>II) Writing Formal Applications, Statement of Purpose (SOP) and Resume.</p> <p>III) Preparing for Group Discussions, Interviews and Presentations.</p> <p>Part C (3 Lectures)</p> <p>I) Leadership Skills and Self-Improvement - Characteristics of Effective Leadership.</p> <p>II) Styles of Leadership and Team-Building.</p>

**Revised Syllabus of Courses of B.Com. Programme at Semester III
with Effect from the Academic Year 2017-2018**

**2 Ability Enhancement Courses (AEC)
2B * Skill Enhancement Courses (SEC) Group B**

7. Business Law - I

Course Objective:

- To provide a conceptual study about the framework of Indian Business Laws.
- To orient students about the legal aspects of business
- To familiarize the students with case law studies related to Business Laws of Semester III and IV.

Sr. No.	Modules	No. of Lectures
1	Indian Contract Act – 1872 Part -I	12
2	Indian Contract Act – 1872 Part -II	12
3	Special Contracts	12
4	The Sale Of Goods Act - 1930	12
5	The Negotiable Instruments (Ammended) Act 2015	12
	Total	60

Sr. No.	Modules
1	Indian Contract Act – 1872 Part –I
	<ul style="list-style-type: none"> • Contract – Definition of Contract and Agreement, Essentials of Valid Contract, Classification of Contracts. • Offer and Acceptance – Rules of valid offer and acceptance, Counter offer, standing or open offer, distinguish between offer and invitation to offer. Concept of Communication and Revocation of offer and acceptance (sec. 3,5) • Capacity to Contract (S. 10-12) – Minor, Unsound Mind, Disqualified Persons. • Consideration (S. 2 & 25) – Concept and Importance of consideration, Legal rules of Consideration, Exceptions to the Rule, ‘No Consideration No Contract’(Ss. 25) Unlawful Consideration (S 23)
2	Indian Contract Act – 1872 Part –II
	<ul style="list-style-type: none"> • Consent (Ss.13, 14-18, 39.53, 55, 66)-Agreements in which consent is not free - Coercion, Undue Influence, Misrepresentation Fraud, Mistake. • Void Agreements (S. 24-30) – Concept, Void Agreements under Indian Contract Act. • Contingent Contract (S. 31), Quasi Contract (S.68-72), Concept of E-Contract& Legal Issues in formation and discharge of E- Contract. Concept of Performance of Contract (S 37) • Modes of Discharge of Contract, Remedies on breach of Contract.(73-75)
3	Special Contracts
	<ul style="list-style-type: none"> • Law of Indemnity & Guarantee (Ss. 124-125, Ss. 126-129, 132-147) – Concept, Essentials elements of Indemnity and Guarantee, Contract of Indemnity vs. Guarantee, Modes of Discharge of Surety. • Law of Bailment (S. 148, 152-154, 162, 172, 178, 178A, 179) – Concept, Essentials of Bailment, Kinds of Bailment, Rights and Duties of Bailor and Bailee • Law of Pledge – Concept, Essentials of valid Pledge, Lien - concept, Difference between Pledge and Lien, Rights of Pawnor & Pawnee.(Ss.173, 174, 177) • Law of Agency (Ss. 182-185, 201-209) – Concept, Modes of creation of Agency, Modes of termination of Agency, Rights& Duties of Principal and Agent.

4	The Sale Of Goods Act - 1930
	<ul style="list-style-type: none"> • Contract of Sale (S.2) – Concept, Essentials elements of contract of sale, Distinction between Sale and Agreement to sell (S.4) Distinguish between Sale and Hire Purchase Agreement, Types of Goods. Effects of destruction of Goods (Ss. 6,7.8), • Conditions & Warranties (Ss. 11-25 & 62, 63) – Concept, Distinguish between Conditions and Warranties, Implied Conditions & Warranties, Concept of Doctrine of Caveat Emptor –Exceptions. • Property – Concept , Rules of transfer of property (Ss. 18-26) • Unpaid Seller (Ss. 45-54, 55 & 56)- Concept, Rights of an unpaid seller, Remedies for Breach of contract of Sale (Ss. 55-61),Auction sale – Concept, Legal Provisions. (S. 64)
5	The Negotiable Instruments (Ammended) Act 2015
	<ul style="list-style-type: none"> • Negotiable Instruments – Concept (S13), Characteristics, Classification of Negotiable Instruments (Ss. 11, 12, 17-20, 42, 43, 104,134,135) Maturity of Instruments. • Promissory Note and Bill of Exchange (Ss. 4,5, 108-116)- Concept, Essentials of Promissory Note, Bill of Exchange (Ss. 4,5), Essential features of promissory note and Bill of exchange, Kinds Promissory note and Bill of exchange, Cheque (S.6)– Concept, Types & Crossing of Cheque, Distinguish between Bill of Exchange & Cheque, Dishonour of Cheque – Concept & Penalties (Ss. 138, 139,142) • Miscellaneous Provisions (S. 8-10, 22, 99-102, 118-122, 134-137) –Parties to Negotiable instruments Holder, Holder in due course, Rights & Privileges of Holder in due course, Payment in due course, Noting & Protest (99-104A)

**Revised Syllabus of Courses of B.Com. Programme at Semester III
with Effect from the Academic Year 2017-2018**

**Elective Courses (EC)
Discipline Specific Elective (DSE) Courses**

1Ab. Financial Accounting and Auditing VI – Auditing

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to Auditing	10
2	Audit Planning, Procedures and Documentation	10
3	Auditing Techniques and Internal Audit Introduction	15
4	Auditing Techniques : Vouching & Verification	10
Total		45

Sr. No.	Modules / Units
1	Introduction to Auditing
	<p>A. Basics – Financial Statements, Users of Information, Definition of Auditing, Objectives of Auditing, Inherent limitations of Audit, Difference between Accounting and Auditing, Investigation and Auditing.</p> <p>B. Errors & Frauds – Definitions, Reasons and Circumstances, Types of Error, Types of frauds, Risk of fraud and Error in Audit, Auditors Duties and Responsibilities in case of fraud.</p> <p>C. Principles of Audit, Materiality, True and Fair view</p> <p>D. Types of Audit – Meaning, Advantages, Disadvantages of Balance sheet Audit, Interim Audit, Continuous Audit, Concurrent Audit and Annual Audit, Statutory Audit</p>
2	Audit Planning, Procedures and Documentation
	<p>A. Audit Planning – Meaning, Objectives, Factors to be considered, Sources of obtaining information, Discussion with Client, Overall Audit Approach</p> <p>B. Audit Program – Meaning, Factors, Advantages and Disadvantages, Overcoming Disadvantages, Methods of Work, Instruction before commencing Work, Overall Audit Approach.</p> <p>C. Audit Working Papers – Meaning, importance, Factors determining Form and Contents, Main Functions / Importance, Features, Contents of Permanent Audit File, Temporary Audit File, Ownership, Custody, Access of Other Parties to Audit Working Papers, Auditors Lien on Working Papers, Auditors Lien on Client’s Books.</p>
3	Auditing Techniques and Internal Audit Introduction
	<p>A. Test Check – Test Checking Vs Routing Checking, test Check meaning, features, factors to be considered, when Test Checks can be used, advantages, disadvantages, precautions.</p> <p>B. Audit Sampling – Audit Sampling, meaning, purpose, factors in determining sample size – Sampling Risk, Tolerable Error and expected error, methods of selecting Sample Items Evaluation of Sample Results auditors Liability in conducting audit based on Sample</p> <p>C. Internal Control – Meaning and purpose, review of internal control, advantages, auditors duties, review of internal control, Inherent Limitations of Internal control, internal control samples for sales and debtors, purchases and creditors, wages and salaries. Internal Checks Vs Internal Control, Internal Checks Vs Test Checks.</p> <p>D. Internal Audit : Meaning, basic principles of establishing Internal audit, objectives, evaluation of internal Audit by statutory auditor, usefulness of Internal Audit, Internal Audit Vs External Audit, Internal Checks Vs Internal Audit</p>

Sr. No.	Modules / Units
4	Auditing Techniques : Vouching & Verification
	<p>A. Audit of Income : Cash Sales, Sales on Approval, Consignment Sales, Sales Returns Recovery of Bad Debts written off, Rental Receipts, Interest and Dividends Received Royalties Received</p> <p>B. Audit of Expenditure : Purchases, Purchase Returns, Salaries and Wages, Rent, Insurance Premium, Telephone expense Postage and Courier, Petty Cash Expenses, Travelling Commission Advertisement, Interest Expense</p> <p>C. Audit of Assets Book Debts / Debtors, Stocks – Auditors General Duties; Patterns, Dies and Loose Tools, Spare Parts, Empties and Containers Quoted Investments and Unquoted Investment Trade Marks / Copyrights Patents Know-How Plant and Machinery Land and Buildings Furniture and Fixtures</p> <p>D. Audit of Liabilities : Outstanding Expenses, Bills Payable Secured loans Unsecured Loans, Contingent Liabilities</p>

Note: The Law and Standards in force on 1st April immediately preceding the commencement of Academic year will be applicable for ensuing Examinations

**Revised Syllabus of Courses of B.Com. Programme at Semester IV
with Effect from the Academic Year 2017-2018**

**Elective Courses (EC)-
1B Discipline Related Elective (DRE) Courses**

**3. Commerce – IV
(Management: Production & Finance)**

Course Objectives: -

1. To acquaint the learners with the basic concepts of Production Management, Inventory Management & Quality Management.
2. To provide basic knowledge about Indian Financial Systems.
3. To update the learners with the recent trends in Finance.

Sr. No.	Modules	No. of Lectures
1	Production & Inventory Management	11
2	Quality Management	10
3	Indian Financial System	12
4	Recent Trends In Finance	12
Total		45

Sr. No.	Modules
1	Production & Inventory Management
	<ul style="list-style-type: none"> • Production Management: Objectives, Scope Production Planning & Control : Steps, Importance • Production Systems: Concept, Types - Continuous and Intermittent. Productivity: Concept, Factors Influencing Productivity, Measures for improving Productivity. • Inventory Management- Objectives, Inventory Control- Techniques. Scientific Inventory Control System - Importance
2	Quality Management
	<ul style="list-style-type: none"> • Introduction to Quality: Dimensions of Quality, Cost of Quality: Types – Internal Failure Cost, External Failure Cost, Appraisal Cost, Prevention Cost, Quality Circle: Features. • Quality Management Tools: TQM – Importance, Six Sigma – Process, ISO 9000 – Certification Procedure, Kaizen – Process • Service Quality Management: Importance, SERVQUAL Model, Measures to improve service quality.
3	Indian Financial System
	<ul style="list-style-type: none"> • Indian Financial Market: Structure, Primary Market – IPO Procedure Dematerialisation: Process, Role of Depositories : NSDL and CDSL • SEBI: Functions of SEBI, Investors protection measures of SEBI. Stock Exchange – Functions, Speculators. • Credit Rating: Advantages, Credit Rating Agencies in India - CRISIL, CARE, and ICRA.
4	Recent Trends In Finance
	<ul style="list-style-type: none"> • Mutual Funds- Advantages and Limitations, Types, Factors responsible for growth of mutual funds – Systematic Investment Plan. • Commodity Market: Categories, Derivatives Market: Types, Participants, Types of Derivative Instruments. • Start-up Ventures – Concept, Sources of Funding, Micro Finance – Importance, Role of Self Help Groups.

**Revised Syllabus of Courses of B.Com. Programme at Semester IV
with Effect from the Academic Year 2017-2018**

**2 Ability Enhancement Courses (AEC)
2A * Skill Enhancement Courses (SEC) Group A**

5. Advertising - II

Course Objective:

1. To highlight the role of advertising for the success of brands and its importance within the marketing function of a company.
2. It aims to orient learners towards the practical aspects and techniques of advertising.
3. It is expected that this course will prepare learners to lay down a foundation for advanced post-graduate courses in advertising

Sr. No.	Modules	No. of Lectures
1	Media in Advertising	11
2	Planning Advertising Campaign	11
3	Execution and Evaluation of Advertising	11
4	Fundamentals of Creativity in Advertising	12
Total		45

Sr. No.	Modules
1	Media in Advertising
	<ul style="list-style-type: none"> • Traditional Media: Print, Broadcasting, Out-Of-Home advertising and films - advantages and limitations of all the above traditional media • New Age Media: Digital Media / Internet Advertising – Forms, Significance and Limitations • Media Research: Concept, Importance, Tool for regulation - ABC and Doordarshan Code
2	Planning Advertising Campaigns
	<ul style="list-style-type: none"> • Advertising Campaign: Concept, Advertising Campaign Planning -Steps Determining advertising objectives - DAGMAR model • Advertising Budgets: Factors determining advertising budgets, methods of setting advertising budgets, Media Objectives - Reach, Frequency and GRPs • Media Planning: Concept, Process, Factors considered while selecting media, Media Scheduling Strategies
3	Fundamentals of Creativity in Advertising
	<ul style="list-style-type: none"> • Creativity: Concept and Importance, Creative Process, Concept of Creative Brief, Techniques of Visualization • Creative aspects: Buying Motives - Types, Selling Points- Features, Appeals – Types, Concept of Unique Selling Proposition (USP) • Creativity through Endorsements: Endorsers – Types, Celebrity Endorsements – Advantages and Limitations, High Involvement and Low Involvement Products
4	Execution and Evaluation of Advertising
	<ul style="list-style-type: none"> • Preparing print ads: Essentials of Copywriting, Copy – Elements, Types, Layout- Principles, Illustration - Importance. • Creating broadcast ads: Execution Styles, Jingles and Music – Importance, Concept of Storyboard • Evaluation: Advertising copy, Pre-testing and Post-testing of Advertisements – Methods and Objectives

**Revised Syllabus of Courses of B.Com. Programme at Semester IV
with Effect from the Academic Year 2017-2018**

**2 Ability Enhancement Courses (AEC)
2B * Skill Enhancement Courses (SEC) Group B**

6. Foundation Course- Contemporary Issues- IV

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Significant, Contemporary Rights of Citizens	12
2	Approaches to understanding Ecology	11
3	Science and Technology –II	11
4	Introduction to Competitive Exams	11
Total		45

Sr. No.	Modules / Units
1	Significant, Contemporary Rights of Citizens
	<p>A. Rights of Consumers-Violations of consumer rights and important provisions of the Consumer Protection Act, 2016; Other important laws to protect consumers; Consumer courts and consumer movements. (3 Lectures)</p> <p>B. Right to Information- Genesis and relation with transparency and accountability; important provisions of the Right to Information Act, 2005; some success stories. (3 Lectures)</p> <p>C. Protection of Citizens'/Public Interest-Public Interest Litigation, need and procedure to file a PIL; some landmark cases. (3 Lectures)</p> <p>D. Citizens' Charters, Public Service Guarantee Acts. (3 Lectures)</p>
2	Approaches to understanding Ecology
	<p>A. Understanding approaches to ecology- Anthropocentrism, Biocentrism and Eco centrism, Ecofeminism and Deep Ecology. (3 Lectures)</p> <p>B. Environmental Principles-1: the sustainability principle; the polluter pays principle; the precautionary principle. (4 Lectures)</p> <p>C. Environmental Principles-2: the equity principle; human rights principles; the participation principle. (4 Lectures)</p>
3	Science and Technology –II
	<p>Part A:Some Significant Modern Technologies, Features and Applications (7 Lectures)</p> <p>i. Laser Technology- Light Amplification by Stimulated Emission of Radiation; use of laser in remote sensing, GIS/GPS mapping, medical use.</p> <p>ii. Satellite Technology- various uses in satellite navigation systems, GPS, and imprecise climate and weather analyses.</p> <p>iii. Information and Communication Technology- convergence of various technologies like satellite, computer and digital in the information revolution of today's society.</p> <p>iv. Biotechnology and Genetic engineering- applied biology and uses in medicine, pharmaceuticals and agriculture; genetically modified plant, animal and human life.</p> <p>v. Nanotechnology- definition: the study, control and application of phenomena and materials at length scales below 100 nm; uses in medicine, military intelligence and consumer products.</p> <p>Part B:Issues of Control, Access and Misuse of Technology. (4 Lectures)</p>

Sr. No.	Modules / Units
4	Introduction to Competitive Exams
	<p>Part A. Basic information on Competitive Examinations- the pattern, eligibility criteria and local centres:</p> <ul style="list-style-type: none"> i. Examinations conducted for entry into professional courses - Graduate Record Examinations (GRE), Graduate Management Admission Test (GMAT), Common Admission Test (CAT) and Scholastic Aptitude Test (SAT). ii. Examinations conducted for entry into jobs by Union Public Service Commission, Staff Selection Commission (SSC), State Public Service Commissions, Banking and Insurance sectors, and the National and State Eligibility Tests (NET / SET) for entry into teaching profession. <p>Part B. Soft skills required for competitive examinations- (7 Lectures)</p> <ul style="list-style-type: none"> i. Information on areas tested: Quantitative Ability, Data Interpretation, Verbal Ability and Logical Reasoning, Creativity and Lateral Thinking ii. Motivation: Concept, Theories and Types of Motivation iii. Goal-Setting: Types of Goals, SMART Goals, Stephen Covey's concept of human endowment iv. Time Management: Effective Strategies for Time Management v. Writing Skills: Paragraph Writing, Report Writing, Filing an application under the RTI Act, Consumer Grievance Letter.

**Revised Syllabus of Courses of B.Com. Programme at Semester IV
with Effect from the Academic Year 2017-2018**

Core Courses (CC)

7. Business Law II

Sr. No.	Modules	No. of Lectures
1	Indian Companies Act – 2013 Par T –I	12
2	Indian Companies Act – 2013, Par T –II	12
3	Indian Partnership Act – 1932	12
4	Consumer Protection Act, 1986 & Competition Act 2002	12
5	Intellectual Property Rights	12
Total		60

Sr. No.	Modules
1	Indian Companies Act – 2013 Par T –I
	<ul style="list-style-type: none"> • Company –Concept, Features, Role of Promoters (S. 2(69) S. 92), Duties and liabilities of the Promoter Effects of Pre-Incorporation contracts, Consequences of non-registration, and Lifting of Corporate Veil. • Classification of Companies Distinction between Private Company and Public Company, Advantages and disadvantages of Private company and Public Company. –Common Procedure for Incorporation of Company, • Memorandum of Association (MOA) & Article of Association(AOA) – Concept , Clauses of MOA, AOA- Contents, Doctrine of constructive notice, Doctrine of Ultra Vires, Doctrine of Indoor Management. • Prospectus – Concept, Kinds, Contents, Private Placement
2	Indian Companies Act – 2013, Par T –II
	<ul style="list-style-type: none"> • Member of a Company –Concept, Who can become a member, Modes of acquiring membership, Cessation of membership, Right & Liabilities of Members. • Director – Qualifications& Disqualification, Classification, Director Identification Number (DIN), Legal Position of Directors. • Meetings – Types, Legal Provisions of Statutory Meeting, Annual General Meeting, Extra-Ordinary Meeting, Board Meeting.
3	Indian Partnership Act – 1932
	<ul style="list-style-type: none"> • Partnership – Concept, Essentials, True Test of Partnership, Partnership Deed, Types of Partnership, Rights and Duties of Partners, Distinguish between Partnership & Hindu Undivided Family (HUF). • Dissolution – Concept, Modes of Dissolution, Consequences of Dissolution. • Limited Liability Partnership (LLP) 2008 – Concept, Characteristics, Advantages & Disadvantages, Procedure for Incorporation. • Extent of L.L.P.- Conversion of LLP, Mutual rights & duties of partners, Winding up of LLP, Distinction between LLP and Partnership.
4	Consumer Protection Act, 1986 & Competition Act 2002
	<ul style="list-style-type: none"> • Consumer Protection Act – Concept , Objects, Reasons for enacting the Consumer Protection Act, Definition of Consumer, Consumer Dispute, Complaint, Complainant, Defect, Deficiency, Consumer Dispute, Unfair Trade Practices, Goods and Services. • Consumer Protection Councils & Redressal Agencies – District, State & National. • Competition Act 2002 – Concept, Salient Features, Objectives & Advantages. • Abuse of Dominant Position, Competition Commission of India, Anti-Competition Agreements,

Sr. No.	Modules
5	INTELLECTUAL PROPERTY RIGHTS 12
	<ul style="list-style-type: none"> • Intellectual Property Right (IPR) – Concept, Nature, Introduction & background of IPR in India. • IPR relating to Patents – Concepts of Invention and discovery, Comparison (S2 (j)), Concept of Patents, General principles applicable to working of patented inventions, Term of Patent. Infringement of Patent Rights & Remedies. (Ss. 104-115) • IPR relating to Copyrights- Concept of Copyright (Ss. 14, 16, 54,) Concept of author and authorised acts, (S.2) Ownership of Copy right (S.17) Duration or term of Copy right. (S. 22-27), Original work and fair use, Rights of Copyright holder, Infringement of Copyrights & Remedies. (Ss. 51, 52) • IPR relating to Trademarks –Concept, Functions of Trade Mark, types, trademarks that cannot be registered, Registration of Trade Marks and rights of the proprietor of Trade Marks. Procedure for registration of Trade Marks., Infringement of Trademarks & Remedies.

AC 24-06-2016

Item No. 4.76

University of Mumbai



**Bachelor of Commerce (B.Com)
Programme
Three Year Integrated Programme-
Six Semesters
*Course Structure***

Under Choice Based Credit System

**To be implemented from Academic Year- 2016-2017
Progressively**

Faculty of Commerce

B.Com Programme

Under Choice Based Credit, Grading and Semester System

Course Structure

F.Y.B.Com

(To be implemented from Academic Year- 2016-2017)

No. of Courses	Semester I	Credits	No. of Courses	Semester II	Credits
1	Elective Courses (EC)		1	Elective Courses (EC)	
1A	Discipline Specific Elective(DSE) Courses		1A	Discipline Specific Elective(DSE) Courses	
1	Accountancy and Financial Management - I	03	1	Accountancy and Financial Management - II	03
1B	Discipline Related Elective(DRE) Courses		1B	Discipline Related Elective(DRE) Courses	
2	Commerce - I	03	2	Commerce - II	03
3	Business Economics - I	03	3	Business Economics - II	03
2	Ability Enhancement Courses (AEC)		2	Ability Enhancement Courses (AEC)	
2A	Ability Enhancement Compulsory Courses (AECC)		2A	Ability Enhancement Compulsory Courses (AECC)	
4	Business Communication - I	03	4	Business Communication II	03
5	Environmental Studies I	03	5	Environmental Studies II	03
2B	*Skill Enhancement Courses (SEC)		2B	**Skill Enhancement Courses (SEC)	
6	Any one course from the following list of the courses	02	6	Any one course from the following list of the courses	02
3	Core Courses (CC)		3	Core Courses (CC)	
7	Mathematical and Statistical Techniques - I	03	7	Mathematical and Statistical Techniques - II	03
Total Credits		20	Total Credits		20

*List of Skill Enhancement Courses (SEC) for Semester I (Any One)		**List of Skill Enhancement Courses (SEC) for Semester II (Any One)	
1	Foundation Course - I	1	Foundation Course - II
2	Foundation Course in NSS - I	2	Foundation Course in NSS - II
3	Foundation Course in NCC - I	3	Foundation Course in NCC - II
4	Foundation Course in Physical Education - I	4	Foundation Course in Physical Education - II
Note: Course selected in Semester I will continue in Semester II			

**Revised Syllabus of Courses of B.Com. Programme at Semester I
with Effect from the Academic Year 2016-2017**

**Elective Courses (EC)-
Discipline Related Elective (DRE) Courses**

2.Commerce I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Business	12
2	Business Environment	11
3	Project Planning	12
4	Entrepreneurship	10
Total		45

Sr. No.	Modules / Units
1	Business
	<p>Introduction:Concept, Functions, Scope and Significance of business. Traditional and Modern Concept of business.</p> <p>Objectives of Business:Steps in setting business objectives, classification of business objectives, Reconciliation of Economic and Social Objectives.</p> <p>New Trends in Business: Impact of Liberalization, Privatization and Globalization, Strategy alternatives in the changing scenario, Restructuring and turnaround strategies</p>
2	Business Environment
	<p>Introduction:Concept and Importance of business environment, Inter-relationship between Business and Environment</p> <p>Constituents of Business Environment:Internal and External Environment, Educational Environment and its impact, International Environment – Current Trends in the World, International Trading Environment – WTO and Trading Blocs and their impact on Indian Business.</p>
3	Project Planning
	<p>Introduction:Business Planning Process; Concept and importance of Project Planning; Project Report; feasibility Study types and its importance</p> <p>Business Unit Promotion:Concept and Stages of Business Unit Promotion, Location – Factors determining location, and Role of Government in Promotion.</p> <p>Statutory Requirements in Promoting Business Unit:Licensing and Registration procedure, Filing returns and other documents, Other important legal provisions</p>
4	Entrepreneurship
	<p>Introduction: Concept and importance of entrepreneurship, factors Contributing to Growth of Entrepreneurship, Entrepreneur and Manager, Entrepreneur and Intrapreneur</p> <p>The Entrepreneurs:Types of Entrepreneurs, Competencies of an Entrepreneur, Entrepreneurship Training and Development centers in India. Incentives to Entrepreneurs in India.</p> <p>Women Entrepreneurs: Problems and Promotion.</p>

**Revised Syllabus of Courses of B.Com. Programme at Semester I
with Effect from the Academic Year 2016-2017**

Ability Enhancement Courses (AEC)

4. Business Communication I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Theory of Communication	10
2	Obstacles to Communication in Business World	10
3	Business Correspondence	12
4	Language and Writing Skills	13
Total		45

Note:

*One tutorial per batch per week in addition to number of lectures stated above
(Batch size as per the University norms)*

Sr. No.	Modules / Units
1	<p>Theory of Communication</p> <p>Concept of Communication: Meaning, Definition, Process, Need, Feedback Emergence of Communication as a key concept in the Corporate and Global world Impact of technological advancements on Communication</p> <p>Channels and Objectives of Communication:Channels- Formal and Informal- Vertical, Horizontal, Diagonal, Grapevine</p> <p>Objectives of Communication: Information, Advice, Order and Instruction, Persuasion, Motivation, Education, Warning, and Boosting the Morale of Employees (A brief introduction to these objectives to be given)</p> <p>Methods and Modes of Communication: 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>
2	<p>Obstacles to Communication in Business World</p> <p>Problems in Communication /Barriers to Communication: Physical/ Semantic/Language / Socio-Cultural / Psychological / Barriers, Ways to Overcome these Barriers</p> <p>Listening: Importance of Listening Skills, Cultivating good Listening Skills – 4</p> <p>Introduction to Business Ethics: 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>
3	<p>Business Correspondence</p> <p>Theory of Business Letter Writing: Parts, Structure, Layouts—Full Block, Modified Block, Semi - Block Principles of Effective Letter Writing, Principles of effective Email Writing,</p> <p>Personnel Correspondence: 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>

Sr. No.	Modules / Units
4	Language and Writing Skills
	<p>Commercial Terms used in Business Communication</p> <p>Paragraph Writing: 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.]</p> <p>Activities</p> <ul style="list-style-type: none"> ▪ Listening Comprehension ▪ Remedial Teaching ▪ Speaking Skills: Presenting a News Item, Dialogue and Speeches ▪ Paragraph Writing: Preparation of the first draft, Revision and Self – Editing, Rules of spelling. ▪ Reading Comprehension: Analysis of texts from the fields of Commerce and Management

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Ability Enhancement Courses (AEC)

5.Environmental Studies I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Environment and Ecosystem	13
2	Natural Resources and Sustainable Development	13
3	Populations and Emerging Issues of Development	13
4	Urbanisation and Environment	13
5	Reading of Thematic Maps and Map Filling	08
Total		60

Sr. No.	Modules / Units
1	Environment and Ecosystem
	Environment: Meaning, definition, scope and its components; concept of an ecosystem : definition, Characteristics, components and types, functioning and structure; Food Chain and Food Web- Ecological Pyramids - Man and environment relationship; Importance and scope of Environmental Studies.
2	Natural Resources and Sustainable Development
	Meaning and definitions ; Classification and types of resources, factors influencing resource; Resource conservation- meaning and methods- I and non-conventional resources, problems associated with and management of water, forest and energy resources- resource utilization and sustainable development
3	Populations and Emerging Issues of Development
	Population explosion in the world and in India and arising concerns- Demographic Transition Theory - pattern of population growth in the world and in India and associated problems - Measures taken to control population growth in India; Human population and environment- Environment and Human Health – Human Development Index – The World Happiness Index
4	Urbanisation and Environment
	Concept of Urbanisation– Problems of migration and urban environment-changing landuse, crowding and stress on urban resources, degradation of air and water, loss of soil cover impact on biodiversity, Urban heat islands – Emerging Smart Cities and safe cities in India - Sustainable Cities
5	Reading of Thematic Maps and Map Filling
	Reading of Thematic Maps(4 Lectures) Located bars, Circles, Pie charts, Isopleths, Choropleth and Flow map, Pictograms - Only reading and interpretation. Map Filling: (4 Lectures) Map filling of World (Environmentally significant features) using point, line and polygon segment. Concept and Calculation of Ecological Footprint

**Revised Syllabus of Courses of B.Com. Programme at Semester I
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Skill Enhancement Courses (SEC)

6. Foundation Course - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Overview of Indian Society	05
2	Concept of Disparity- 1	10
3	Concept of Disparity-2	10
4	The Indian Constitution	10
5	Significant Aspects of Political Processes	10
Total		45

Sr. No.	Modules / Units
1	Overview of Indian Society
	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
2	Concept of Disparity- 1
	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
3	Concept of Disparity-2
	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
4	The Indian Constitution
	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
5	Significant Aspects of Political Processes
	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

Topics for Project Guidance: Growing Social Problems in India:

- Substance abuse- impact on youth & challenges for the future
- HIV/AIDS- awareness, prevention, treatment and services
- Problems of the elderly- causes, implications and response
- Issue of child labour- magnitude, causes, effects and response
- Child abuse- effects and ways to prevent
- Trafficking of women- causes, effects and response

Note:

Out of the 45 lectures allotted for 5 units for Semester I, about 15 lectures may be allotted for project guidance

**Revised Syllabus of Courses of B.Com. Programme at Semester II
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**Elective Courses (EC)-
Discipline Related Elective(DRE) Courses**

2. Commerce II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Concept of Services	12
2	Retailing	12
3	Recent Trends in Service Sector	10
4	E-Commerce	11
Total		45

Sr. No.	Modules / Units
1	Concept of Services
	<p>Introduction:Meaning, Characteristics, Scope and Classification of Services – Importance of service sector in the Indian</p> <p>Marketing Mix Services: Consumer expectations, Services Mix, - Product, Place, Price, Promotion, Process of Services delivery, Physical evidence and people</p> <p>Service Strategies:Market research and Service development cycle, Managing demand and capacity, opportunities and challenges in service sector.</p>
2	Retailing
	<p>Introduction:Concept of organized and unorganized retailing , Trends in retailing, growth of organized retailing in India, Survival strategies for unorganized Retailers</p> <p>Retail Format: Store format, Non – Store format, Store Planning, design and layout</p> <p>Retail Scenario: Retail Scenario in India and Global context – Prospects and Challenges in India.Mall Management – RetailFranchising. FDI in Retailing, Careers in Retailing</p>
3	Recent Trends in Service Sector
	<p>ITES Sector: Concept and scope of BPO, KPO, LPO and ERP.</p> <p>Banking and Insurance Sector: ATM, Debit & Credit Cards, Internet Banking – Opening of Insurance sector for private players, FDI and its impact on Banking and Insurance Sector in India</p> <p>Logistics: Net working – Importance – Challenges</p>
4	E-Commerce
	<p>Introduction: Meaning, Features, Functions andScope of E-Commerce-Importance andLimitations of E-Commerce</p> <p>Types of E-Commerce:Basic ideas and Major activities of B2C,B2B, C2C.</p> <p>Present status of E-Commerce in India:Transition to E-Commerce in India, E-Transition Challenges for Indian Corporates; on-line Marketing Research.</p>

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Ability Enhancement Courses (AEC)

4. Business Communication II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Presentation Skills	10
2	Group Communication	15
3	Business Correspondence	10
4	Language and Writing Skills	10
Total		45

Note:

*One tutorial per batch per week in addition to number of lectures stated above
(Batch size as per the University norms)*

Sr. No.	Modules / Units
1	Presentation Skills
	Presentations: (to be tested in tutorials only) 4 Principles of Effective Presentation Effective use of OHP Effective use of Transparencies How to make a Power-Point Presentation
2	Group Communication
	Interviews: Group Discussion Preparing for an Interview, Types of Interviews – Selection, Appraisal, Grievance, Exit Meetings: Need and Importance of Meetings, Conduct of Meeting and Group Dynamics Role of the Chairperson, Role of the Participants, Drafting of Notice, Agenda and Resolutions Conference: Meaning and Importance of Conference Organizing a Conference Modern Methods: Video and Tele – Conferencing Public Relations: Meaning, Functions of PR Department, External and Internal Measures of PR
3	Business Correspondence
	Trade Letters: Order, Credit and Status Enquiry, Collection (just a brief introduction to be given) Only following to be taught in detail:- Letters of Inquiry, Letters of Complaints, Claims, Adjustments Sales Letters, promotional leaflets and fliers Consumer Grievance Letters, Letters under Right to Information (RTI) Act [Teachers must provide the students with theoretical constructs wherever necessary in order to create awareness. However students should not be tested on the theory.]
4	Language and Writing Skills
	Reports: Parts, Types, Feasibility Reports, Investigative Reports Summarisation: Identification of main and supporting/sub points Presenting these in a cohesive manner

Tutorial Activities:

Presentations, Group Discussion, Mock Interviews, Mock Meetings / Conferences, Book Reviews/Summarization, Reading Comprehension: Analysis of texts from the field of Literature

[Suggested Books for Book Reviews: Books from the fields of Management, Finance, and Literature Like – Sun Tzu :The Art of War, Eliyahu M. Goldratt : The Goal , Eliyahu M. Goldratt: It's Not Luck , Spencer Johnson: Who Moved My Cheese, Stephen Lundin, Ph.D, Harry Paul, John Christen: Fish, ChetanBhagat One Night At A Call Center, ChetanBhagat My Three Mistakes , ArindamChoudhary: Count Your Chickens Before They Hatch ,Stephen Covey :Seven Habits of Successful People, George Orwell: Animal Farm, Dr. Abdul Kalam: Wings of Fire]

[N.B.: The above list is only indicative and not prescriptive.]

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Ability Enhancement Courses (AEC)

4.Environmental Studies II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Solid Waste Management for Sustainable Society	
2	Agriculture and Industrial Development	
3	Tourism and Environment	
4	Environmental Movements and Management	
5	Map Filling	
	Total	60

Sr. No.	Modules / Units
1	Solid Waste Management for Sustainable Society
	Classification of solid wastes – Types and Sources of Solid Waste ; Effects of Solid Waste Pollution- Health hazards, Environmental Impacts; Solid Waste Management – solid waste management in Mumbai- Schemes and initiatives run by MCGM – role of citizens in waste management in Mumbai
2	Agriculture and Industrial Development
	Environmental Problems Associated with Agriculture: Loss of Productivity, Land Degradation ,desertification - Uneven Food Production – Hunger, Malnutrition and Food Security – Sustainable Agricultural practices Environmental Problems Associated with Industries – pollution -Global warming, Ozone Layer Depletion , Acid rain, - Sustainable Industrial practices – Green Business and Green Consumerism, Corporate Social Responsibility
3	Tourism and Environment
	Tourism: Meaning, Nature, Scope and importance –Typology of tourism-classification; Tourism potentials in India and challenges before India; New Tourism Policy of India; Consequences of tourism : Positive and Negative Impacts on Economy, Culture and environment- Ecotourism
4	Environmental Movements and Management
	Environmental movements in India: Save Narmada Movement, Chipko Movement, Appiko Movement, Save Western Ghat and Save Jaitapur; Environmental Management: Concept, need and relevance; Concept of ISO 14000 and 16000; Concept of Carbon Bank and Carbon Credit.EIA - Environment Protection Acts – Concept and components of Geospatial Technology- Applications of GST in Environmental Management.
5	Map Filling
	Map filling of Konkan and Mumbai (Environmentally significant features and GST centers) using point, line and polygon segment. Concept and Calculation of Environmental Performance Index (EPI)

**Revised Syllabus of Courses of B.Com. Programme at Semester II
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Skill Enhancement Courses (SEC)

6. Foundation Course - II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Globalisation and Indian Society	07
2	Human Rights	10
3	Ecology	10
4	Understanding Stress and Conflict	10
5	Managing Stress and Conflict in Contemporary Society	08
	Total	45

Sr. No	Modules /Units
1	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; rise in corporate farming and increase in farmers' suicides.
2	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
3	Ecology
	Importance of Environment Studies in the current developmental context; Understanding concepts of Environment, Ecology and their interconnectedness; Environment as natural capital and connection to quality of human life; Environmental Degradation- causes and impact on human life;Sustainable development- concept and components; poverty and environment
4	Understanding Stress and Conflict
	Causes of stress and conflict in individuals and society; Agents of socialization and the role played by them in developing the individual; Significance of values, ethics and prejudices in developing the individual; Stereotyping and prejudice as significant factors in causing conflicts in society. Aggression and violence as the public expression of conflict
5	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; Conflict-resolution and efforts towards building peace and harmony in society

**Revised Syllabus of Courses of Bachelor of Management Studies
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**Elective Courses (EC)
Group B: Marketing Electives**

1. Service Marketing

Modules at a Glance

SN	Modules	No. of Lectures
1	Introduction of Services Marketing	15
2	Key Elements of Services Marketing Mix	15
3	Managing Quality Aspects of Services Marketing	15
4	Marketing of Services	15
Total		60

Objectives

SN	Objectives
1	To understand distinctive features of services and key elements in services marketing
2	To provide insight into ways to improve service quality and productivity
3	To understand marketing of different services in Indian context

SN	Modules/ Units
1	Introduction of Services Marketing
	<ul style="list-style-type: none"> • 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
2	Key Elements of Services Marketing Mix
	<ul style="list-style-type: none"> • The Service Product, Pricing Mix, Promotion & Communication Mix, Place/Distribution of Service, People, Physical Evidence, Process-Service Mapping-Flowcharting • Branding of Services – Problems and Solutions • Options for Service Delivery
3	Managing Quality Aspects of Services Marketing
	<ul style="list-style-type: none"> • Improving Service Quality and Productivity • Service Quality – GAP Model, Benchmarking, Measuring Service Quality -Zone of Tolerance and Improving Service Quality • The SERVQUAL Model • Defining Productivity – Improving Productivity • Demand and Capacity Alignment
4	Marketing of Services
	<ul style="list-style-type: none"> • International and Global Strategies in Services Marketing: Services in the Global Economy- Moving from Domestic to Transnational Marketing • Factors Favouring Transnational Strategy • Elements of Transnational Strategy • Recent Trends in Marketing Of Services in: Tourism, Hospitality, Healthcare, Banking, Insurance, Education, IT and Entertainment Industry • Ethics in Services Marketing: Meaning, Importance, Unethical Practices in Service Sector

**Revised Syllabus of Courses of Bachelor of Management Studies
(BMS) Programme at Semester V
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**Elective Courses (EC)
Group B: Marketing Electives**

2. E-Commerce and Digital Marketing

Modules at a Glance

SN	Modules	No. of Lectures
1	Introduction to E-commerce	15
2	E-Business & Applications	15
3	Payment, Security, Privacy & Legal Issues in E-Commerce	15
4	Digital Marketing	15
Total		60

Objectives

SN	Objectives
1	To understand increasing significance of E-Commerce and its applications in Business and Various Sectors
2	To provide an insight on Digital Marketing activities on various Social Media platforms and its emerging significance in Business
3	To understand Latest Trends and Practices in E-Commerce and Digital Marketing, along with its Challenges and Opportunities for an Organisation

SN	Modules/ Units
1	Introduction to E-commerce
	<ul style="list-style-type: none"> • Ecommerce- Meaning, Features of E-commerce, Categories of E-commerce, Advantages & Limitations of E-Commerce, Traditional Commerce & E-Commerce • Ecommerce Environmental Factors: Economic, Technological, Legal, Cultural & Social • Factors Responsible for Growth of E-Commerce, Issues in Implementing E-Commerce, Myths of E-Commerce • Impact of E-Commerce on Business, Ecommerce in India • Trends in E-Commerce in Various Sectors: Retail, Banking, Tourism, Government, Education • Meaning of M-Commerce, Benefits of M-Commerce, Trends in M-Commerce
2	E-Business & Applications
	<ul style="list-style-type: none"> • E-Business: Meaning, Launching an E-Business, Different phases of Launching an E-Business • Important Concepts in E-Business: Data Warehouse, Customer Relationship Management, Supply Chain Management, Enterprise Resource Planning • Bricks and Clicks business models in E-Business: Brick and Mortar, Pure Online, Bricks and Clicks, Advantages of Bricks & Clicks Business Model, Superiority of Bricks and Clicks E-Business Applications: E-Procurement, E-Communication, E-Delivery, 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
3	Payment, Security, Privacy & Legal Issues in E-Commerce
	<ul style="list-style-type: none"> • 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 • E-Commerce Laws: Need for E-Commerce laws, E-Commerce laws in India, Legal Issues in E-commerce in India, IT Act 2000

SN	Modules/ Units
4	Digital Marketing
	<ul style="list-style-type: none"> • Introduction to Digital Marketing, Advantages and Limitations of Digital Marketing. • Various Activities of Digital Marketing: Search Engine Optimization, Search Engine Marketing, Content Marketing & Content Influencer Marketing, Campaign Marketing, Email Marketing, Display Advertising, Blog Marketing, Viral Marketing, Podcasts & 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.

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**Elective Courses (EC)
Group B: Marketing Electives**

3. Sales and Distribution Management

Modules at a Glance

SN	Modules	No. of Lectures
1	Introduction	15
2	Market Analysis and Selling	15
3	Distribution Channel Management	15
4	Performance Evaluation, Ethics and Trends	15
Total		60

Objectives

SN	Objectives
1	To develop understanding of the sales & distribution processes in organizations
2	To get familiarized with concepts, approaches and the practical aspects of the key decision making variables in sales management and distribution channel management

SN	Modules/ Units
1	Introduction
	<p>a) Sales Management:</p> <ul style="list-style-type: none"> • Meaning, Role of Sales Department, Evolution of Sales Management • Interface of Sales with Other Management Functions • Qualities of a Sales Manager • 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 <p>b) Distribution Management:</p> <ul style="list-style-type: none"> • Meaning, Importance, Role of Distribution, Role of Intermediaries, Evolution of Distribution Channels. <p>c) Integration of Marketing, Sales and Distribution</p>
2	Market Analysis and Selling
	<p>a) Market Analysis:</p> <ul style="list-style-type: none"> • 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 <p>b) Selling:</p> <ul style="list-style-type: none"> • Process of Selling, Methods of Closing a Sale, Reasons for Unsuccessful 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

SN	Modules/ Units
3	Distribution Channel Management
	<ul style="list-style-type: none"> • Management of Distribution Channel – Meaning & Need • Channel Partners- Wholesalers, Distributors and Retailers & 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 <ul style="list-style-type: none"> ▪ 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
4	Performance Evaluation, Ethics and Trends
	<p>a) Evaluation & Control of Sales Performance:</p> <ul style="list-style-type: none"> • Sales Performance – Meaning • Methods of Supervision and Control of Sales Force • Sales Performance Evaluation Criteria- Key Result Areas (KRAs) • Sales Performance Review • Sales Management Audit <p>b) Measuring Distribution Channel Performance:</p> <ul style="list-style-type: none"> • Evaluating Channels- Effectiveness, Efficiency and Equity • Control of Channel – Instruments of Control – Contract or Agreement, Budgets and Reports, Distribution Audit <p>c) Ethics in Sales Management</p> <p>d) New Trends in Sales and Distribution Management</p>

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**Elective Courses (EC)
Group B: Marketing Electives**

4. Customer Relationship Management

Modules at a Glance

SN	Modules	No. of Lectures
1	Introduction to Customer Relationship Management	15
2	CRM Marketing Initiatives, Customer Service and Data Management	15
3	CRM Strategy, Planning, Implementation and Evaluation	15
4	CRM New Horizons	15
Total		60

Objectives

SN	Objectives
1	To understand concept of Customer Relationship Management (CRM) and implementation of Customer Relationship Management
2	To provide insight into CRM marketing initiatives, customer service and designing CRM strategy
3	To understand new trends in CRM, challenges and opportunities for organizations

SN	Modules/ Units
1	Introduction to Customer Relationship Management
	<ul style="list-style-type: none"> • 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
2	CRM Marketing Initiatives, Customer Service and Data Management
	<ul style="list-style-type: none"> • 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
3	CRM Strategy, Planning, Implementation and Evaluation
	<ul style="list-style-type: none"> • 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 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

4	CRM New Horizons
	<ul style="list-style-type: none">• e-CRM: Concept, Different Levels of E- CRM, Privacy in E-CRM:• Software App for Customer Service:<ul style="list-style-type: none">▪ 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

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Core Course (CC)

5. Logistics and Supply Chain Management

Modules at a Glance

SN	Modules	No. of Lectures
1	Overview of Logistics and Supply Chain Management	15
2	Elements of Logistics Mix	15
3	Inventory Management, Logistics Costing, Performance Management and Logistical Network Analysis	15
4	Recent Trends in Logistics and Supply Chain Management	15
Total		60

Objectives

SN	Objectives
1	To provide students with basic understanding of concepts of logistics and supply chain management
2	To introduce students to the key activities performed by the logistics function
3	To provide an insight in to the nature of supply chain, its functions and supply chain systems
4	To understand global trends in logistics and supply chain management

SN	Modules/ Units
1	<p data-bbox="280 208 986 241">Overview of Logistics and Supply Chain Management</p> <p data-bbox="280 259 849 293">a) Introduction to Logistics Management</p> <ul data-bbox="341 304 1406 517" style="list-style-type: none"> • Meaning, Basic Concepts of Logistics- Logistical Performance Cycle, Inbound Logistics, Inprocess 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 data-bbox="280 528 911 562">b) Introduction to Supply Chain Management</p> <ul data-bbox="341 573 1406 696" style="list-style-type: none"> • 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 data-bbox="280 707 911 741">c) Customer Service: Key Element of Logistics</p> <ul data-bbox="341 752 1406 831" style="list-style-type: none"> • Meaning of Customer Service, Objectives, Elements, Levels of customer service, Rights of Customers <p data-bbox="280 842 616 875">d) Demand Forecasting</p> <ul data-bbox="341 887 1406 1010" style="list-style-type: none"> • Meaning, Objectives ,Approaches to Forecasting, Forecasting Methods, Forecasting Techniques, (Numerical on Simple Moving Average, Weighted Moving Average)
2	<p data-bbox="280 1037 616 1070">Elements of Logistics Mix</p> <p data-bbox="280 1088 536 1122">a) Transportation</p> <ul data-bbox="341 1133 1406 1290" style="list-style-type: none"> • Introduction, Principles and Participants in Transportation, Transport Functionality, Factors Influencing Transportation Decisions, Modes of Transportation- Railways, Roadways, Airways, Waterways, Ropeways, Pipeline, Transportation Infrastructure, Intermodal Transportation <p data-bbox="280 1301 520 1335">b) Warehousing</p> <ul data-bbox="341 1346 1406 1469" style="list-style-type: none"> • Introduction, Warehouse Functionality, Benefits of Warehousing, Warehouse Operating Principles, Types of Warehouses, Warehousing Strategies, Factors affecting Warehousing <p data-bbox="280 1480 592 1514">c) Materials Handling</p> <ul data-bbox="341 1525 1406 1648" style="list-style-type: none"> • Meaning, Objectives, Principles of Materials Handling, Systems of Materials Handling, Equipments used for Materials Handling, Factors affecting Materials Handling Equipments <p data-bbox="280 1659 472 1693">d) Packaging</p> <ul data-bbox="341 1704 1406 1771" style="list-style-type: none"> • Introduction, Objectives of Packaging, Functions/Benefits of Packaging, Design Considerations in Packaging, Types of Packaging Material, Packaging Costs

SN	Modules/ Units
3	Inventory Management, Logistics Costing, Performance Management and Logistical Network Analysis
	<p>a) Inventory Management</p> <ul style="list-style-type: none"> • Meaning, Objectives, Functions, Importance, Techniques of Inventory Management (Numericals - EOQ and Reorder levels) <p>b) Logistics Costing</p> <ul style="list-style-type: none"> • Meaning, Total Cost Approach, Activity Based Costing, Mission Based Costing <p>c) Performance Measurement in Supply Chain</p> <ul style="list-style-type: none"> • Meaning, Objectives of Performance Measurement, Types of Performance Measurement, Dimensions of Performance Measurement, Characteristics of Ideal Measurement System <p>d) Logistical Network Analysis</p> <ul style="list-style-type: none"> • Meaning, Objectives, Importance, Scope, RORO/LASH
4	Recent Trends in Logistics and Supply Chain Management
	<p>a) Information Technology in Logistics</p> <ul style="list-style-type: none"> • 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>b) Modern Logistics Infrastructure</p> <ul style="list-style-type: none"> • Golden Quadrilateral, Logistics Parks, Deep Water Ports, Dedicated Freight Corridor, Inland Container Depots/Container Freight Stations, Maritime Logistics, Double Stack Containers/Unit Trains <p>c) Logistics Outsourcing</p> <ul style="list-style-type: none"> • 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>d) Logistics in the Global Environment</p> <ul style="list-style-type: none"> • 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

**Revised Syllabus of Courses of Bachelor of Management Studies
(BMS) Programme at Semester V
with effect from the Academic Year 2018-2019**

Ability Enhancement Courses (AEC)

6. Corporate Communication & Public Relations

Modules at a Glance

SN	Modules	No. of Lectures
1	Foundation of Corporate Communication	15
2	Understanding Public Relations	15
3	Functions of Corporate Communication and Public Relations	15
4	Emerging Technology in Corporate Communication and Public Relations	15
Total		60

Objectives

SN	Objectives
1	To provide the students with basic understanding of the concepts of corporate communication and public relations
2	To introduce the various elements of corporate communication and consider their roles in managing organizations
3	To examine how various elements of corporate communication must be coordinated to communicate effectively
4	To develop critical understanding of the different practices associated with corporate communication

SN	Modules/ Units
1	Foundation of Corporate Communication
	<p>a) Corporate Communication: Scope and Relevance</p> <ul style="list-style-type: none"> • Introduction, Meaning, Scope, Corporate Communication in India, Need/ Relevance of Corporate Communication in Contemporary Scenario <p>b) Keys concept in Corporate Communication</p> <ul style="list-style-type: none"> • Corporate Identity: Meaning and Features, Corporate Image: Meaning, Factors Influencing Corporate Image, Corporate Reputation: Meaning, Advantages of Good Corporate Reputation <p>c) Ethics and Law in Corporate Communication</p> <ul style="list-style-type: none"> • 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
2	Understanding Public Relations
	<p>a) Fundamental of Public Relations:</p> <ul style="list-style-type: none"> • Introduction, Meaning, Essentials of Public Relations, Objectives of Public Relations, Scope of Public Relations, Significance of Public Relations in Business <p>b) Emergence of Public Relations:</p> <ul style="list-style-type: none"> • Tracing Growth of Public Relations, Public Relations in India, Reasons for Emerging International Public Relations <p>c) Public Relations Environment:</p> <ul style="list-style-type: none"> • Introduction, Social and Cultural Issues, Economic Issues, Political Issues, Legal Issues <p>d) Theories used in Public Relations:</p> <ul style="list-style-type: none"> • Systems Theory, Situational Theory, Social Exchange Theory, Diffusion Theory
3	Functions of Corporate Communication and Public Relations
	<p>a) Media Relations:</p> <ul style="list-style-type: none"> • Introduction, Importance of Media Relations, Sources of Media Information, Building Effective Media Relations, Principles of Good Media Relations <p>b) Employee Communication:</p> <ul style="list-style-type: none"> • 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 <p>c) Crisis Communication:</p> <ul style="list-style-type: none"> • Introduction, Impact of Crisis, Role of Communication in Crisis, Guidelines for Handling Crisis, Trust Building <p>d) Financial Communication:</p> <ul style="list-style-type: none"> • Introduction, Tracing the Growth of Financial Communication in India, Audiences for Financial Communication, Financial Advertising

SN	Modules/ Units
4	Emerging Technology in Corporate Communication and Public Relations
	<p>a) Contribution of Technology to Corporate Communication</p> <ul style="list-style-type: none"> • Introduction, Today's Communication Technology, Importance of Technology to Corporate Communication, Functions of Communication Technology in Corporate Communication, Types of Communication Technology, New Media: Web Conferencing, Really Simple Syndication (RSS) <p>b) Information Technology in Corporate Communication</p> <ul style="list-style-type: none"> • Introduction, E-media Relations, E-internal Communication, E-brand Identity and Company Reputation <p>c) Corporate Blogging</p> <ul style="list-style-type: none"> • Introduction, Defining Corporate Blogging, Characteristics of a Blog, Types of Corporate Blogs, Role of Corporate Blogs, Making a Business Blog

**Revised Syllabus of Courses of Bachelor of Management Studies
(BMS) Programme at Semester VI
with effect from the Academic Year 2018-2019**

**Elective Courses (EC)
Group B: Marketing Electives**

2. Retail Management

Modules at a Glance

SN	Modules	No. of Lectures
1	Retail Management- An overview	15
2	Retail Consumer and Retail Strategy	15
3	Merchandise Management and Pricing	15
4	Managing and Sustaining Retail	15
Total		60

Objectives

SN	Objectives
1	To familiarize the students with retail management concepts and operations
2	To provide understanding of retail management and types of retailers
3	To develop an understanding of retail management terminology including merchandize management, store management and retail strategy.
4	To acquaint the students with legal and ethical aspects of retail management
5	To create awareness about emerging trends in retail management

SN	Modules/ Units
1	<p data-bbox="277 208 727 241">Retail Management- An overview</p> <p data-bbox="277 259 600 293">a) Retail Management:</p> <ul data-bbox="325 309 1406 383" style="list-style-type: none"> • Introduction and Meaning, Significance, Factors Influencing Retail Management, Scope of Retail Management <p data-bbox="277 398 528 432">b) Retail Formats:</p> <ul data-bbox="325 445 1406 566" style="list-style-type: none"> • Concept of Organized Retailing: Factors Responsible for the Growth of Organized Retail in India, Multichannel Retailing: Meaning and Types, E-tailing: Meaning, Advantages and Limitations <p data-bbox="277 580 708 613">c) Emerging Trends in Retailing</p> <ul data-bbox="325 627 1406 974" style="list-style-type: none"> • 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
2	<p data-bbox="277 996 759 1030">Retail Consumer and Retail Strategy</p> <p data-bbox="277 1048 679 1081">a) Retail Consumer/Shopper:</p> <ul data-bbox="325 1097 1406 1218" style="list-style-type: none"> • Meaning of Retail Shopper, Factors Influencing Retail Shoppers, Changing Profile of Retail Shoppers, Market Research as a Tool for Understanding Retail Markets and Shoppers <p data-bbox="277 1232 512 1265">b) CRM in Retail:</p> <ul data-bbox="325 1279 1310 1400" style="list-style-type: none"> • Meaning, Objectives • Customer Retention Approaches: Frequent Shopper Programme, Special Customer Services, Personalization, Community <p data-bbox="277 1413 528 1447">c) Retail Strategy:</p> <ul data-bbox="325 1460 1198 1494" style="list-style-type: none"> • Meaning, Steps in Developing Retail Strategy, Retail Value Chain <p data-bbox="277 1507 655 1541">d) Store Location Selection:</p> <ul data-bbox="325 1554 1286 1588" style="list-style-type: none"> • Meaning, Types of Retail Locations, Factors Influencing Store Location <p data-bbox="277 1601 512 1635">e) HRM in Retail:</p> <ul data-bbox="325 1648 1406 1809" style="list-style-type: none"> • Meaning, Significance, Functions • Organization Structure in Retail: Meaning, Factors Influencing Designing Organization Structure, Organization Structure for Small Stores/Single Stores/Independent Retailers and Retail Store Chain/Department Store

SN	Modules/ Units
3	Merchandise Management and Pricing
	<p>a) Merchandise Management</p> <ul style="list-style-type: none"> • Concept, Types of Merchandise, Principles of Merchandising, Merchandise Planning- Meaning and Process, Merchandise Category – Meaning, Importance, Components, Role of Category Captain, Merchandise Procurement/Sourcing- Meaning, Process, Sources for Merchandise <p>b) Buying Function:</p> <ul style="list-style-type: none"> • Meaning, Buying Cycle, Factors Affecting Buying Functions, Functions of Buying for Different Types of Organizations Young and Rubicam’s Brand Asset Valuator- Independent Store, Retail Chain, Non-store Retailer <p>c) Concept of Lifestyle Merchandising</p> <p>d) Private Label</p> <ul style="list-style-type: none"> • Meaning, Need and Importance, Private Labels in India <p>e) Retail Pricing</p> <ul style="list-style-type: none"> • Meaning, Considerations in Setting Retail Pricing • Pricing Strategies: High/ Low Pricing: Meaning, Benefits, Everyday Low Pricing: Meaning, Benefits, Market Skimming, Market Penetration, Leader Pricing, Odd Pricing, Single Pricing, Multiple Pricing, Anchor Pricing • Variable Pricing and Price Discrimination- Meaning Types: <ul style="list-style-type: none"> ▪ Individualized Variable Pricing/First Degree Price ▪ Self-Selected Variable Pricing/ Second Degree Price Discrimination- Clearance and Promotional Markdowns, Coupons, Price Bundling, Multiple – Unit Pricing ▪ Variable Pricing by Market Segment/ Third Degree Price Discrimination
4	Managing and Sustaining Retail
	<p>a) Retail Store Operations:</p> <ul style="list-style-type: none"> • Meaning, Responsibilities of Store Manager, The 5 S’s of Retail Operations (Systems, Standards, Stock, Space, Staff) <p>b) Store Design and Layout:</p> <ul style="list-style-type: none"> • Store Design- Meaning, Objectives, Principles, Elements of Exterior and Interior Store Design, Store Atmospherics and Aesthetics • Store Layout- Meaning, Types: Grid, Racetrack, Free Form • Signage and Graphics: Meaning, Significance, Concept of Digital Signage • Feature Areas: Meaning, Types: Windows, Entrances, Freestanding Displays, End Caps, Promotional Aisles, Walls, Dressing Rooms, Cash Wraps

SN	Modules/ Units
	<p>c) Visual Merchandising and Display:</p> <ul style="list-style-type: none"> • Visual Merchandising- Meaning, Significance, Tools Used for Visual Merchandising • The Concept of Planogram • Display- Meaning, Methods of Display, Errors in Creating Display <p>d) Mall Management</p> <ul style="list-style-type: none"> • Meaning and Components: Positioning, Zoning, Promotion and Marketing, Facility Management, Finance Management <p>e) Legal and Ethical Aspects of Retailing</p> <ul style="list-style-type: none"> • Licenses/Permissions Required to Start Retail Store in India • Ethical Issues in Retailing <p>Career Options in Retailing</p>

**Revised Syllabus of Courses of Bachelor of Management Studies
(BMS) Programme at Semester VI
with effect from the Academic Year 2018-2019**

Elective Courses (EC)

Group B: Marketing Electives

3. International Marketing

Modules at a Glance

SN	Modules	No. of Lectures
1	Introduction to International Marketing & Trade	15
2	International Marketing Environment and Marketing Research	15
3	International Marketing Mix	15
4	Developments in International Marketing	15
Total		60

Objectives

SN	Objectives
1	To understand International Marketing, its Advantages and Challenges.
2	To provide an insight on the dynamics of International Marketing Environment.
3	To understand the relevance of International Marketing Mix decisions and recent developments in Global Market

SN	Modules/ Units
1	Introduction to International Marketing & Trade
	<p>a) Introduction of International Marketing:</p> <ul style="list-style-type: none"> • Meaning, Features of International Marketing, Need and Drivers of International Marketing, Process of International Marketing, Phases of International Marketing, Benefits of International Marketing, Challenges of International Marketing, Difference between Domestic and International Marketing, Different Orientations of International Marketing : EPRG Framework, Entering International Markets :Exporting, Licensing, Franchising, Mergers and Acquisition, Joint Ventures, Strategic Alliance, Wholly Owned Subsidiaries, Contract Manufacturing and Turnkey Projects, Concept of Globalization <p>b) Introduction to International Trade:</p> <ul style="list-style-type: none"> • Concept of International Trade, Barriers to Trade: Tariff and Non Tariff, Trading Blocs : SAARC, ASEAN, NAFTA, EU, OPEC
2	International Marketing Environment and Marketing Research
	<p>a) International Marketing Environment:</p> <ul style="list-style-type: none"> • Economic Environment : International Economic Institution (World Bank, IMF, IFC) ,International Economic Integration (Free Trade Agreement, Customs Union, Common Market, Economic Union) • Political and Legal Environment: Political System (Democracy, Authoritarianism, Communism), Political Risk, Political Instability, Political Intervention. Legal Systems (Common Law, Civil Law, Theocratic Law), Legal Differences, Anti Dumping Law and Import License. • Cultural Environment : Concept , Elements of Culture (Language, Religion, Values and Attitude , Manners and Customs, Aesthetics and Education) , HOFSTEDE’s Six Dimension of Culture , Cultural Values (Individualism v/s Collectivism) <p>b) Marketing Research:</p> <ul style="list-style-type: none"> • Introduction, Need for Conducting International Marketing Research, International Marketing Research Process, Scope of International Marketing Research, IT in Marketing Research
3	International Marketing Mix
	<p>a) International Product Decision</p> <ul style="list-style-type: none"> • International Product Line Decisions, Product Standardization v/s Adaptation Argument, International Product Life Cycle, Role of Packaging and Labelling in International Markets, Branding Decisions in International Markets, International Market Segmentation and Targeting, International Product Positioning

SN	Modules/ Units
	<p>b) International Pricing Decision:</p> <ul style="list-style-type: none"> • Concept of International Pricing, Objectives of International Pricing, Factors Affecting International Pricing • International Pricing Methods: Cost Based, Demand Based, Competition Based , Value Pricing, Target Return Pricing and Going Rate Pricing • International Pricing Strategies : Skimming Pricing, Penetration Pricing , Predatory Pricing • International Pricing Issues : Gray Market , Counter Trade, Dumping, Transfer Pricing <p>c) International Distribution Decisions</p> <ul style="list-style-type: none"> • Concept of International Distribution Channels, Types of International Distribution Channels, Factors Influencing Selection of International Distribution Channel <p>d) International Promotion Decisions</p> <ul style="list-style-type: none"> • Concept of International Promotion Decision • Planning International Promotional Campaigns: Steps - Determine the Target Audience, Determine Specific Campaigns, Determine Budget, Determine Message, Determine Campaign Approach and Determine Campaign Effectiveness • Standardization V/S Adaptation of International Promotional Strategies • International Promotional Tools/Elements
4	Developments in International Marketing
	<p>a) Introduction -Developing International Marketing Plan:</p> <ul style="list-style-type: none"> • Preparing International Marketing Plan, Examining International Organisational Design, Controlling International Marketing Operations, Devising International Marketing Plan <p>b) International strategies:</p> <ul style="list-style-type: none"> • Need for International Strategies, Types of International Strategies <p>c) International Marketing of Services</p> <ul style="list-style-type: none"> • Concept of International Service Marketing, Features of International Service Marketing, Need of International Service Marketing, Drivers of Global Service Marketing, Advantages and Disadvantages of Global Service Marketing, Service Culture

University of Mumbai



**Revised Syllabus
and
Question Paper Pattern
of Courses
of
Bachelor of Management Studies
(BMS) Programme
Second Year
*Semester III and IV***

**Under Choice Based Credit, Grading and
Semester System**

*(To be implemented from Academic Year- 2017-2018)
Board of Studies-in-Business Management, University of Mumbai*

Bachelor of Management Studies (BMS) Programme

Under Choice Based Credit, Grading and Semester System

Course Structure

SYBMS

(To be implemented from Academic Year- 2017-2018)

No. of Courses	Semester III	Credits	No. of Courses	Semester IV	Credits
1	Elective Courses (EC)		1	Elective Courses (EC)	
1 & 2	*Any one group of courses from the following list of the courses	06	1 & 2	** Any one group of courses from the following list of the courses	06
2	Ability Enhancement Courses (AEC)		2	Ability Enhancement Courses (AEC)	
2A	Ability Enhancement Compulsory Courses (AECC)		2A	Ability Enhancement Compulsory Courses (AECC)	
3	Information Technology in Business Management - I	03	3	Information Technology in Business Management-II	03
2B	Skill Enhancement Courses (SEC)		2B	Skill Enhancement Courses (SEC)	
4	Foundation Course – III	02	4	Foundation course-IV	02
3	Core Courses (CC)		3	Core Courses (CC)	
5	Business Planning & Entrepreneurial Management	03	5	Business Economics-II	03
6	Accounting for Managerial Decisions	03	6	Business Research Methods	03
7	Strategic Management	03	7	Production & Total Quality Management	03
Total Credits		20	Total Credits		20

*List of Skill Enhancement Courses (SEC) for Semester III (Any One)		**List of Skill Enhancement Courses (SEC) for Semester II (Any One)	
1	Foundation Course (Environmental Management) - III	1	Foundation Course (Ethics & Governance) - IV
2	Foundation Course-Contemporary Issues-III	2	Foundation Course-Contemporary Issues-IV
3	Foundation Course in NSS - III	3	Foundation Course in NSS - IV
4	Foundation Course in NCC - III	4	Foundation Course in NCC - IV
5	Foundation Course in Physical Education- III	5	Foundation Course in Physical Education- IV
Note: Course selected in Semester I will continue in Semester III & IV			

*List of group of Elective Courses(EC) for Semester III (Any two)		** List of group of Elective Courses(EC) for Semester IV (Any two)	
Group A: Finance Electives (Any Two Courses)			
1	Basics of Financial Services	1	Financial Institutions & Markets
2	Introduction to Cost Accounting	2	Auditing
3	Equity & Debt Market	3	Strategic Cost Management
4	Corporate Finance	4	Corporate Restructuring
Group B:Marketing Electives (Any Two Courses)			
1	Consumer Behaviour	1	Integrated Marketing Communication
2	Product Innovations Management	2	Rural Marketing
3	Advertising	3	Event Marketing
4	Social Marketing	4	Tourism Marketing
Group C: Human Resource Electives(Any Two Courses)			
1	Recruitment & Selection	1	Human Resource Planning & Information System
2	Motivation and Leadership	2	Training & Development in HRM
3	Employees Relations & Welfare	3	Change Management
4	Organisation Behaviour & HRM	4	Conflict & Negotiation
Note: Group Selected in Semester III will continue in Semester IV.			

Bachelor of Management Studies (BMS)
Programme
Under Choice Based Credit, Grading and Semester System
Course Structure

(To be implemented from Academic Year- 2017-2018)

Semester III

No. of Courses	Semester III	Credits
1	<i>Elective Courses (EC)</i>	
1 & 2	*Any one group of courses from the following list of the courses	06
2	<i>Ability Enhancement Courses (AEC)</i>	
2A	<i>Ability Enhancement Compulsory Course (AECC)</i>	
3	Information Technology in Business Management - I	03
2B	<i>*Skill Enhancement Courses (SEC)</i>	
4	Any one course from the following list of the courses	02
3	<i>Core Courses (CC)</i>	
5	Business Planning & Entrepreneurial Management	03
6	Accounting for Managerial Decisions	03
7	Strategic Management	03
Total Credits		20

<i>*List of Skill Enhancement Courses (SEC) for Semester III (Any One)</i>	
1	Foundation Course (Environmental Management) - III
2	Foundation Course-Contemporary Issues-III
3	Foundation Course in NSS - III
4	Foundation Course in NCC - III
5	Foundation Course in Physical Education - III

**Revised Syllabus of Courses of Bachelor of Management Studies (BMS)
Programme at Semester III
with Effect from the Academic Year 2017-2018**

**Elective Courses (EC)
Group A. Finance Electives**

1. Basics of Financial Services

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Financial System	14
2	Commercial Banks, RBI And Development Banks	16
3	Insurance	15
4	Mutual Funds	15
Total		60

Objectives

SN	Objectives
1	The course aims at explaining the core concepts of business finance and its importance in managing a business
2	The objectives of develop a conceptual frame work of finance function and to acquaint the participants with the tools, types, instruments of financial system in the realm of Indian Financial Market.

Sr. No.	Modules / Units
1	Financial System:
	<ul style="list-style-type: none"> • An overview of Financial System, Financial Markets, Structure of Financial Market (Organised and Unorganized Market), Components of Financial System, Major Financial Intermediaries, Financial Products, Function of Financial System, Regulatory Framework of Indian Financial System(Overview of SEBI and RBI-Role and Importance as regulators).
2	Commercial Banks, RBI And Development Banks
	<ul style="list-style-type: none"> • Concept of Commercial Banks- Functions, Investment Policy of Commercial Banks, Liquidity in Banks, Asset Structure of Commercial Banks, Non-Performing Assets, Interest Rate reforms, Capital Adequacy Norms. • Reserve Bank of India-Organisation &Management, Role And Functions • Development Banks-Characteristics of Development Banks, Need And Emergence of Development Financial Institutions In India, Function of Development Banks.
3	Insurance:
	<ul style="list-style-type: none"> • Concept, Basic Characteristics of Insurance, Insurance Company Operations, Principles of Insurance, Reinsurance, Purpose And Need Of Insurance, Different Kinds of Life Insurance Products, Basic Idea About Fire And Marine Insurance and Bancassurance
4	Mutual Funds:
	<ul style="list-style-type: none"> • Concept of Mutual Funds, Growth of Mutual Funds in India, Features and Importance of Mutual Fund. Mutual Fund Schemes, Money Market Mutual Funds, Private Sector Mutual Funds, Evaluation of the Performance Of Mutual Funds, Functioning of Mutual Funds In India.

**Revised Syllabus of Courses of Bachelor of Management Studies (BMS)
Programme at Semester III
with Effect from the Academic Year 2017-2018**

**Elective Courses (EC)
Group A. Finance Electives**

2. Introduction to Cost Accounting

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction	15
2	Elements of Cost	20
3	Cost Projection	15
4	Emerging Cost Concepts	10
Total		60

Objectives

SN	Objectives
1	This course exposes the students to the basic concepts and the tools used in Cost Accounting
2	To enable the students to understand the principles and procedure of cost accounting and to apply them to different practical situations

Sr. No.	Modules / Units
1	Introduction
	<ul style="list-style-type: none"> • 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)
2	Elements of Cost
	<ul style="list-style-type: none"> • Material Costing- Stock valuation (FIFO & weighted average method), EOQ, EOQ with discounts, Calculation of Stock levels (Practical Problems) • Labour Costing – (Bonus and Incentive Plans) (Practical Problems) • Overhead Costing (Primary and Secondary Distribution)
3	Cost Projection
	<ul style="list-style-type: none"> • Cost Sheet (Current and Estimated)) (Practical Problems) • Reconciliation of financial accounts and cost accounting (Practical Problems)
4	Emerging Cost Concepts
	Uniform Costing and Interfirm Comparison, Emerging Concepts – Target Costing, Benchmarking, JIT, The Balanced Scorecard; Strategic Based Control; concept, process, implementation of Balanced Scorecard, Challenges in implementation of Balanced Scorecard

**Revised Syllabus of Courses of Bachelor of Management Studies (BMS)
Programme at Semester III
with Effect from the Academic Year 2017-2018**

**Elective Courses (EC)
Group A. Finance Electives**

3. Equity and Debt Market

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to Financial Market	15
2	Dynamics of Equity Market	15
3	Players in Debt Markets	15
4	Valuation of Equity & Bonds	15
Total		60

Objectives

SN	Objectives
1	This paper will enable the students to understand the evolution of various aspects of financial markets which in turn will help them in framing the financial policies, development of financial instruments and processes and evolving the strategies during crisis. The teaching will be done mainly through materials available on internet and published research papers

Sr. No.	Modules / Units
1	Introduction to Financial Market
	<ul style="list-style-type: none"> • Equity market – meaning & definitions of equity share; Growth of Corporate sector & simultaneous growth of equity shareholders; divorce between ownership and management in companies; development of Equity culture in India & current position. • Debt market – Evolution of Debt markets in India; Money market & Debt markets in India; Regulatory framework in the Indian Debt market.
2	Dynamics of Equity Market
	<ul style="list-style-type: none"> • Primary: <ol style="list-style-type: none"> 1)IPO – methods followed (simple numerical) 2) Book building 3)Role of merchant bankers in fixing the price 4)Red herring prospectus – unique features 5)Numerical on sweat equity, ESOP & Rights issue of shares • Secondary: <ol style="list-style-type: none"> 1)Definition & functions of stock exchanges 2)Evolution & growth of stock exchanges 3)Stock exchanges in India 4)NSE, BSE OTCEI & overseas stock exchanges 5)Recent developments in stock exchanges 6)Stock market Indices
3	Players in debt markets:
	<ul style="list-style-type: none"> • Players in debt markets: <ol style="list-style-type: none"> 1)Govt. securities 2)Public sector bonds & corporate bonds 3)open market operations 4)Security trading corp. of India 5)Primary dealers in Govt. securities • Bonds: <ol style="list-style-type: none"> 1)Features of bonds 2)Types of bonds
4	Valuation of Equity & Bonds
	<ul style="list-style-type: none"> • Valuation of equity: <ol style="list-style-type: none"> 1. Balance sheet valuation 2. Dividend discount model(zero growth, constant growth & multiple growth) 3. Price earning model • Valuation of bonds <ol style="list-style-type: none"> 1. Determinants of the value of bonds 2. Yield to Maturity 3. Interest rate risk 4. Determinants of Interest Rate Risk

**Revised Syllabus of Courses of Bachelor of Management Studies (BMS)
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**Elective Courses (EC)
Group A. Finance Electives**

4. Corporate Finance

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction	15
2	Capital Structure and Leverage	15
3	Time Value of Money	15
4	Mobilisation of Funds	15
Total		60

Objectives

SN	Objectives
1	The objectives of develop a conceptual frame work of finance function and to acquaint the participants with the tools techniques and process of financial management in the realm of financial decision making
2	The course aims at explaining the core concepts of corporate finance and its importance in managing a business
3	To providing understanding of nature, importance, structure of corporate finance related areas and to impart knowledge regarding source of finance for a business

Sr. No.	Modules / Units
1	Introduction
	<ul style="list-style-type: none"> • 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. • Introduction to ownership securities– Ordinary Shares, Reference Shares, Creditor Ship Securities, Debtors and Bonds, Convertible Debentures, Concept of Private Placement of Securities.
2	Capital Structure and Leverage
	<ul style="list-style-type: none"> • Introduction to Capital Structure theories, EBIT – EPS analysis for Capital Structure decision. • Cost of Capital – Cost of Debt, Cost of Preference Shares, Cost of Equity Shares and Cost of Retained Earnings, Calculation of Weighted Cost of Capital. • Introduction to concept of Leverage - Operating Leverage, Financial Leverage and Combined Leverage.
3	Time Value of Money
	<ul style="list-style-type: none"> • Introduction to Time Value of Money – compounding and discounting • Introduction to basics of Capital Budgeting (time value of money based methods) – NPV and IRR (Net Present Value and Internal Rate of Return) • Importance of Risk and Return analysis in Corporate Finance
4	Mobilisation of Funds
	<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 & sources of short term Finance Bank Overdraft, Cash Credit, Factoring</p>

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**Elective Courses (EC)
Group B. Marketing Electives**

1. Consumer Behaviour

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction To Consumer Behaviour:	14
2	Individual- Determinants of Consumer Behaviour	16
3	Environmental Determinants of Consumer Behaviour	15
4	Consumer decision making models and New Trends	15
Total		60

Objectives

SN	Objectives
1	The basic objective of this course is to develop an understanding about the consumer decision making process and its applications in marketing function of firms
2	This course is meant to equip undergraduate students with basic knowledge about issues and dimensions of Consumer Behaviour. Students are expected to develop the skill of understanding and analysing consumer information and using it to create consumer- oriented marketing strategies.

Sr. No.	Modules / Units
1	Introduction To Consumer Behaviour:
	<ul style="list-style-type: none"> • Meaning of Consumer Behaviour, Features and Importance • Types of Consumer (Institutional & Retail), Diversity of consumers and their behaviour- Types Of Consumer Behaviour • Profiling the consumer and understanding their needs • Consumer Involvement • Application of Consumer Behaviour knowledge in Marketing • Consumer Decision Making Process and Determinants of Buyer Behaviour, factors affecting each stage, and Need recognition.
2	Individual- Determinants of Consumer Behaviour
	<ul style="list-style-type: none"> • Consumer Needs & Motivation (Theories - Maslow, Mc Clelland). • Personality – Concept, Nature of personality, Freudian, non - Freudian and Trait theories, Personality Traits and it's Marketing significance, Product personality and brand personification. • Self Concept – Concept • Consumer Perception • Learning - Theory, Nature of Consumer Attitudes, Consumer Attitude Formation & Change. • Attitude - Concept of attitude
3	Environmental Determinants of Consumer Behaviour
	<ul style="list-style-type: none"> • Family Influences on Buyer Behaviour, • Roles of different members, needs perceived and evaluation rules. • Factors affecting the need of the family, family life cycle stage and size. • Social Class and Influences. • Group Dynamics & Consumer Reference Groups, Social Class & Consumer Behaviour - Reference Groups, Opinion Leaders and Social Influences In-group versus out-group influences, role of opinion leaders in diffusion of innovation and in purchase process. • Cultural Influences on Consumer Behaviour Understanding cultural and sub-cultural influences on individual, norms and their role, customs, traditions and value system.
4	Consumer decision making models and New Trends
	<ul style="list-style-type: none"> • Consumer Decision making models: Howard Sheth Model, Engel Blackwell, Miniard Model, Nicosia Models of Consumer Decision Making • Diffusion of innovations Process of Diffusion and Adoption, Innovation, Decision process, Innovator profiles • E-Buying behaviour The E-buyer vis-a vis the Brick and Mortar buyer, Influences on E-buying

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**Elective Courses (EC)
Group B. Marketing Electives**

2. Product Innovations Management

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Innovations Management	15
2	Managerial Aspects of Innovations functions	15
3	Product innovations, Process Innovations and Innovations Diffusion	15
4	New Product Development Strategy	15
Total		60

Objectives

SN	Objectives
1	To understand the concept of innovations and relevance of innovations in the present day scenario.
2	To understand the importance of protecting innovations and legal aspects related to innovations
3	To study product innovations, process innovations and innovations diffusion
4	To acquaint the students with stages in new product development

Sr. No.	Modules / Units
1	Innovations Management
	<ul style="list-style-type: none"> • Introduction -Innovations Management Innovations: Concept; Features; Types of Innovations; Innovations management; Features of Innovations Management; Significance of innovations; Principles of innovations. • Thinking Tools for Innovations Left and right brain thinking; Creative thinking; Traditional V/S Creative thinking; Intuition; Introduction to creativity; Process of creativity; Creativity methods • Legal Aspects of innovations Safeguarding innovations; Concept of Intellectual Property Rights; Patents; Patenting trends; trademarks; Industrial designs; Copyrights ;Trade secrets
2	Managerial Aspects of Innovations functions
	<ul style="list-style-type: none"> • Organizing for Innovations Introduction; Concepts; Organizational theories and structures; Traits of innovative organization; Factors influencing organizational design and Size decision. • Strategizing Innovations Introduction; Innovations as a strategy component; Developing innovation strategy; Innovation strategies; Market standing based strategies. • Managing Innovations Functions Introduction; Style at the top; Planning; Organizing; Staffing; Controlling; Characteristics of good management • Climate and culture for innovations Introduction; Need for creative organizations; Characteristics of creative organizations; Creating creative organizations – 7s framework; Fostering innovations climate and culture.
3	Product innovations, Process Innovations and Innovations Diffusion
	<ul style="list-style-type: none"> • Introduction to product innovations Types of new products; Technology strategy for product innovation; New product development process; Packaging innovations; Positioning innovations; New product failures; Cases of Innovating companies. • Process Innovations Introduction; Concept of Process; Features of process; Types of process innovations; Process Management; Process improvement methods; Business process reengineering; Benchmarking. • Innovations Diffusion Introduction; Concept of diffusion and adoption; Impact of innovations; Diffusion as an integral part of innovation strategy; Innovations diffusion theories; Factors influencing diffusion strategy; Internalization of innovations.
4	New Product Development Strategy
	<ul style="list-style-type: none"> • New Product Development and Product specifications Concept of new product development, specifications: Establishment of specifications, Establishing Target specifications; Setting the final specifications. • Concept Generation, Selection and Testing 5 step methods of concept generation, Methods for selecting a concept; Benefits of choosing a structured method; Concept screening; Concept scoring, 7- Test method of concept testing. • Product testing Introduction, Purpose of product testing; Overriding concerns of product testing; Major decision in constructing a product test.

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**Elective Courses (EC)
Group B. Marketing Electives**

3. Advertising

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to Advertising	15
2	Strategy and Planning Process in Advertising	15
3	Creativity in Advertising	15
4	Budget, Evaluation, Current trends and careers in Advertising	15
Total		60

Objectives

SN	Objectives
1	To understand and examine the growing importance of advertising
2	To understand the construction of an effective advertisement
3	To understand the role of advertising in contemporary scenario
4	To understand the future and career in advertising

Sr. No.	Modules / Units
1	Introduction to Advertising
	<ul style="list-style-type: none"> • Definition, Evolution of Advertising, Importance, Scope, Features, Benefits, Five M's of Advertising • Types of Advertising –consumer advertising, industrial advertising, institutional advertising, classified advertising, national advertising, generic advertising • Theories of Advertising : Stimulus Theory, AIDA, Hierarchy Effects Model, Means – End Theory, Visual Verbal Imaging, Cognitive Dissonance • 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 • Social, cultural and Economic Impact of Advertising, the impact of ads on Kids, Women and Advertising
2	Strategy and Planning Process in Advertising
	<ul style="list-style-type: none"> • Advertising Planning process & 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 • Role of Advertising in Marketing Mix : Product planning, product brand policy, price, packaging, distribution, Elements of Promotion, Role of Advertising in PLC • Advertising Agencies – Functions – structure – types - Selection criteria for Advertising agency – Maintaining Agency–client relationship, Agency Compensation.
3	Creativity in Advertising
	<ul style="list-style-type: none"> • 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. • Role of different elements of ads – logo, company signature, slogan, tagline, jingle, illustrations, etc – • Creating the TV commercial – Visual Techniques, Writing script, developing storyboard, other elements (Optical, Soundtrack, Music) • Creating Radio Commercial – words, sound, music – scriptwriting the commercial – clarity, coherence, pleasantness, believability, interest, distinctiveness • 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

Sr. No.	Modules / Units
4	Budget, Evaluation, Current trends and careers in Advertising
	<ul style="list-style-type: none"> • Advertising Budget – Definition of Advertising Budget, Features, Methods of Budgeting • 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 • 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 • 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

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**Elective Courses (EC)
Group B. Marketing Electives**

4. Social Marketing

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to Social Marketing & Its Environment	15
2	Social Marketing Plan, STP and Marketing Mix	15
3	Managing Behaviour for Social Change & NPO & CSR	15
4	Social marketing – A Sectoral Overview & Careers	15
Total		60

Objectives

SN	Objectives
1	Understand the concept of social marketing, compare and contrast marketing in a profit-oriented corporate and a nonprofit social environment.
2	Analyze the impact of environment on social marketing & study the various behavior models/frameworks/theories for social change.
3	To study the basis of Segmentation, Targeting and Positioning and identify marketing mix of social marketing.
4	To provide an overview of the Not for Profit Sector (NPO) and comment on the CSR provision in the companies act of 2013.
5	To study overview of social marketing in various key sectors and Identify basic ethical issues in Social marketing and appreciate the careers in Social Marketing

Sr. No.	Modules / Units
1	Introduction to Social Marketing & Its Environment
	<p>Definition of Social Marketing, Features, Need for Social Marketing, Evolution of Social Marketing, Social Marketing v/s Commercial Marketing, Challenges of Social Marketing. Social Marketing Unique Value Proposition, Relevance of Social marketing.</p> <p>Environment in Social Marketing, Components, Impact of Environment on Social Marketing.</p>
2	Social Marketing Plan, STP and Marketing Mix
	<ul style="list-style-type: none"> • Social Marketing Plan, Segmentation, Targeting & Positioning Social Marketing Plan, Steps in developing social marketing plan, importance of planning. Segmentation, Basis of Segmentation, Criteria for evaluating segments, Targeting, Selecting Target Audience for Social Marketing, Positioning and Types of positioning. • Social Marketing Mix <ol style="list-style-type: none"> 1. Product: Social Product, Level of Product, Social Product Branding Decision. 2. Price: Monetary and non-monetary incentives for desired behavior, Pricing Objectives, Pricing Strategies. 3. Place: 5 A's of Distribution of Product in social marketing, Types of distribution channel 4. Promotion: Developing a Promotion Mix for social product, Message Strategy, Messenger Strategy, Creativity Strategy, selecting communication channel.
3	Managing Behaviour for Social Change & NPO & CSR
	<ul style="list-style-type: none"> • Managing Behaviour for Social Change Types of Behaviour Objectives, Knowledge objectives and belief objectives, Behaviour Change Models, Theories and Frameworks: Social Norm Theory, The diffusion of innovation model, The health belief model, The ecological model, Theory of reasoned action and theory of planned behaviour. Social Cognitive theory/social learning, The behavioural economics framework and the nudge factor, the science of habit framing, • Not for Profit Organization (NPO) & CSR Meaning, NGO, Voluntary Organization, Third Sector, NPO Sector. Status of Voluntary sector in India. Starting a Voluntary Organization in India: Trust, Society, Section 8 Company under the Companies Act of 2013. CSR, Meaning, Overview of CSR in India, Overview of CSR rules for corporation under Companies Act of 2013, CSR Impact Evaluation. Need for Governance in Not for Profit Sector, Ethics in Social Marketing
4	Social Marketing – A Sectoral Overview & Careers
	<ul style="list-style-type: none"> • Marketing Health • Marketing Education • Marketing Medicare • Marketing Sanitation • Marketing Financial Literacy & Savings • Marketing Digital Literacy • Marketing of Social Issues of Youth. • Social Work as a profession and Social Entrepreneurship, Careers in Social Marketing.

**Revised Syllabus of Courses of Bachelor of Management Studies (BMS)
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**Elective Courses (EC)
Group C. Human Resource Electives**

1. Recruitment & Selection

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Recruitment	18
2	Selection	15
3	Induction	15
4	Soft Skills	12
Total		60

Objectives

SN	Objectives
1	The objective is to familiarize the students with concepts and principles, procedure of Recruitment and Selection in an organization.
2	To give an in depth insight into various aspects of Human Resource management and make them acquainted with practical aspect of the subject.

Sr. No.	Modules / Units
1	Recruitment
	<ul style="list-style-type: none"> • Concepts of Recruitment- -Meaning, Objectives, Scope & Definition, Importance and relevance of Recruitment. • Job Analysis--Concept, Specifications, Description, Process And Methods, Uses of Job Analysis • Job Design--Introduction, Definition, Modern Techniques, Factors affecting Job Design, Contemporary Issues in Job Designing. • Source or Type of Recruitment– 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). • Technique of Recruitment-Traditional Vs Modern Recruitment • Evaluation of Recruitment-Outsourcing Programme
2	Selection
	<ul style="list-style-type: none"> • Selection-Concept of Selection, Criteria for Selection, Process, Advertisement and Application (Blank Format). • Screening-Pre and Post Criteria for Selection, Steps of Selection • Interviewing-Types and Guidelines for Interviewer & Interviewee, Types of Selection Tests, Effective Interviewing Techniques. • Selection Hurdles and Ways to Overcome Them
3	Induction
	<ul style="list-style-type: none"> • Induction-Concept, Types-Formal /Informal, Advantages of Induction ,How to make Induction Effective • Orientation & On boarding-Programme and Types, Process. • Socialisation-Types-Anticipatory, Encounter, Setting in, Socialisation Tactics • Current trends in Recruitment and Selection Strategies– with respect to Service, Finance, I.T., Law And Media Industry
4	Soft Skills
	<ul style="list-style-type: none"> • Preparing Bio-data and C.V. • Social and Soft Skills – Group Discussion &Personal Interview, Video and Tele Conferencing Skills, • Presentation and Negotiation Skills, Aesthetic Skills, • Etiquettes-Different Types and Quitting Techniques. • Exit Interview-Meaning, importance.

**Revised Syllabus of Courses of Bachelor of Management Studies (BMS)
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**Elective Courses (EC)
Group C. Human Resource Electives**

2. Motivation & Leadership

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Motivation -I	12
2	Motivation-II	15
3	Leadership-I	17
4	Leadership-II	16
Total		60

Objectives

SN	Objectives
1	To gain knowledge of the leadership strategies for motivating people and changing organizations
2	To study how leaders facilitate group development and problem solving and work through problems and issues as well as transcend differences
3	To acquaint the students about practical approaches to Motivation and Leadership & its application in the Indian context

Sr. No.	Modules / Units
1	Motivation-I
	<ul style="list-style-type: none"> • Concept of motivation, Importance, Tools of Motivation. • Theory Z, Equity theory. • Process Theories-Vroom's Expectancy Theory, Valency-Four drive model.
2	Motivation-II
	<ul style="list-style-type: none"> • East v/s West, motivating workers (in context to Indian workers) • The Indian scene – basic differences. • Work –Life balance – concept, differences, generation and tips on work life balance.
3	Leadership-I
	<ul style="list-style-type: none"> • Leadership– Meaning, Traits and Motives of an Effective Leader, Styles of Leadership. • Theories –Trait Theory, Behavioural Theory, Path Goal Theory. • Transactional v/s Transformational leaders. • Strategic leaders– meaning, qualities. • Charismatic Leaders– meaning of charisma, Qualities, characteristics, types of charismatic leaders (socialized, personalized, office-holder, personal, divine)
4	Leadership-II
	<ul style="list-style-type: none"> • Great leaders, their style, activities and skills (Ratan Tata, Narayan Murthy, Dhirubhai Ambani, Bill Gates, Mark Zuckerberg, Donald Trump) • Characteristics of creative leaders and organization methods to enhance creativity (Andrew Dubrein). • Contemporary issues in leadership–Leadership roles, team leadership, mentoring, self leadership, online leadership, finding and creating effective leader.

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**Elective Courses (EC)
Group C. Human Resource Electives**

3. Employees Relations & Welfare

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Overview of Employee Relations and Collective Bargaining	15
2	Overview of Employee Welfare	15
3	Welfare and Work Environment Management	15
4	Workers Participation and Employee Grievance	15
Total		60

Objectives

SN	Objectives
1	To understand the nature and importance of employee relations in an organization
2	To understand the importance of collective bargaining and Workers participation
3	To understand the causes and effects of employee grievances as well as the procedure to solve the same

Sr. No.	Modules / Units
1	Overview of Employee Relations and Collective Bargaining
	<ul style="list-style-type: none"> • Employee Relations - Meaning, Scope, Elements of Employee Relations, Role of HR in Employee Relations • Employee Relation Policies – Meaning and Scope. • Ways to Improve Employee Relations • Collective Bargaining – Meaning, Characteristics, Need and Importance, Classification of collective bargaining - Distributive bargaining, Integrative bargaining, Attitudinal structuring and Intra-organizational bargaining; Principles of Collective Bargaining, Process, Causes for Failure of Collective Bargaining, Conditions for Successful Collective Bargaining • Collective Bargaining Strategies - Parallel or Pattern Bargaining, Multi-employer or Coalition Bargaining, Multi-unit or Coordinated Bargaining, and Single-unit Bargaining • Current Trends in Collective Bargaining
2	Overview of Employee Welfare
	<ul style="list-style-type: none"> • Meaning, Need for Employee Welfare, Principles of Employee/ Labour Welfare, Scope for Employee/ Labour Welfare in India, Types of Welfare Services – Individual and Group. • Historical Development of Employee/ Labour Welfare in India – Pre and Post-Independence, Employee/ Labour Welfare Practices in India • Approaches to Employee/ Labour Welfare – Paternalistic, Atomistic, Mechanistic, Humanistic approach • Theories of Employee Welfare—Policing Theory, Religion Theory, Philanthropic Theory, Trusteeship Theory, Public Relations Theory, Functional Theory • Administration of Welfare Facilities – Welfare Policy, Organisation of Welfare, Assessment of Effectiveness.
3	Welfare and Work Environment Management
	<ul style="list-style-type: none"> • Agencies for Labour Welfare – Central Government, State Government, Employers, Trade Union • Women Welfare - Meaning, Need for women welfare, Provision of Factories Act as applicable for women welfare • Responsibility of Employers towards labour welfare • Work Environment Management – Meaning, Need for healthy work environment, measures for providing healthy work, Fatigue at work – Meaning, Causes and Symptoms of Fatigue, Boredom at Workplace – Meaning, Hazards at Workplace – Meaning, Types of Hazards – Physical and Social, Hazard Management – Meaning and Process, Hazard Audit - Concept • Accidents and Safety Issues at Workplace – Safety, Safety Culture
4	Workers Participation and Employee Grievance
	<ul style="list-style-type: none"> • Workers Participation in Management – Concept, Pre-requisites, forms & levels of participation, Benefit of Workers Participation in Management, Importance of employee stock option plans as a method of participation. • Employee Grievance – Meaning, Features, Causes and Effects of Employee Grievances, Employee Grievance Handling Procedure, Effective Ways of Handling Grievance • Role of Industrial Relations Manager in Promoting & Establishing Peaceful Employee Relations

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**Elective Courses (EC)
Group C. Human Resource Electives**

4. Organisation Behaviour & HRM

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Organisational Behaviour I	12
2	Organisational Behaviour II	13
3	Human Resource Management-I	17
4	Human Resource Management-II	18
Total		60

Objectives

SN	Objectives
1	The objective of this course is to familiarize the student with the fundamental aspects of Various issues associated with Human Resource Management as a whole.
2	The course aims to give a comprehensive overview of Organization Behaviour as a separate area of management.
3	To introduce the basic concepts, functions and processes & create an awareness of the role, functions and functioning of Human Resource Management & OB.

Sr. No.	Modules / Units
1	Organisational Behaviour-I
	<ul style="list-style-type: none"> • Introduction to Organizational Behaviour-Concept, definitions, Evolution of OB • Importance of Organizational Behaviour-Cross Cultural Dynamics, Creating Ethical Organizational Culture& Climate • Individual and Group Behaviour-OB models–Autocratic, Custodial, Supportive, Collegial & SOBC in context with Indian OB • Human Relations and Organizational Behaviour
2	Organisational Behaviour-II
	<ul style="list-style-type: none"> • Managing Communication: Conflict management techniques. • Time management strategies. • Learning Organization and Organizational Design • Rewards and Punishments-Termination, layoffs, Attrition, Retrenchment, Separations, Downsizing
3	Human Resource Management-I
	<ul style="list-style-type: none"> • HRM-Meaning, objectives, scope and functions • HRP-Definition, objectives, importance, factors affecting HRP, Process of HRP, Strategies of HRM , Global HR Strategies • HRD-Concept ,meaning, objectives, HRD functions
4	Human Resource Management-II
	<ul style="list-style-type: none"> • Performance Appraisal: concept, process, methods and problems, KRA'S • Compensation-concept, components of Pay Structure, Wage and salary administration, Incentives and Employee benefits. • Career planning-concept of career Planning, Career stages and carrier planning

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**2. Ability Enhancement Courses (AEC)
2A. Ability Enhancement Compulsory Course**

3. Information Technology in Business Management-I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to IT Support in Management	15
2	Office Automation using MS-Office	15
3	Email, Internet and its Applications	15
4	E-Security	15
Total		60

Objectives

SN	Objectives
1	To learn basic concepts of Information Technology, its support and role in Management, for managers
2	Module II comprises of practical hands on training required for office automation. It is expected to have practical sessions of latest MS-Office software
3	To understand basic concepts of Email, Internet and websites, domains and security therein
4	To recognize security aspects of IT in business, highlighting electronic transactions, advanced security features

Sr. No.	Modules / Units
1	<p data-bbox="326 195 867 226">Introduction to IT Support in Management</p> <ul style="list-style-type: none"> <li data-bbox="326 243 802 275">• Information Technology concepts Concept of Data, Information and Knowledge Concept of Database <li data-bbox="326 354 1187 386">• Introduction to Information Systems and its major components. Types and Levels of Information systems. Main types of IT Support systems Computer based Information Systems (CBIS) <ul style="list-style-type: none"> <li data-bbox="378 506 1321 537">▪ Types of CBIS - brief descriptions and their interrelationships/hierarchies <li data-bbox="378 541 808 573">▪ Office Automation System(OAS) <li data-bbox="378 577 857 609">▪ Transaction Processing System(TPS) <li data-bbox="378 613 899 644">▪ Management Information System(MIS) <li data-bbox="378 648 805 680">▪ Decision Support Systems (DSS) <li data-bbox="378 684 837 716">▪ Executive Information System(EIS) <li data-bbox="378 720 915 751">▪ Knowledge based system, Expert system <li data-bbox="326 768 976 800">• Success and Failure of Information Technology. Failures of Nike and AT&T <li data-bbox="326 846 683 877">• IT Development Trends. Major areas of IT Applications in Management <li data-bbox="326 921 1045 953">• Concept of Digital Economy and Digital Organization. <li data-bbox="326 957 537 989">• IT Resources Open Source Software - Concept and Applications. Study of Different Operating Systems. (Windows / Linux/ DOS)
2	<p data-bbox="326 1073 768 1104">Office Automation using MS Office</p> <ul style="list-style-type: none"> <li data-bbox="326 1121 906 1373">• Learn Word: 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 data-bbox="326 1381 1393 1709">• Spreadsheet application (e.g. MS-Excel/openoffice.org) Creating/Saving and editing spreadsheets Drawing charts. Using Basic Functions: text, math & trig, statistical, date & time, database, financial, logical Using 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/solver, <li data-bbox="326 1717 1393 1936">• Presentation Software Creating a presentation with minimum 20 slides with a script. Presenting in different views, Inserting Pictures, Videos, Creating animation effects on them Slide Transitions, Timed Presentations Rehearsal of presentation

Sr. No.	Modules / Units
3	Email, Internet and its Applications
	<ul style="list-style-type: none"> • Introduction to Email Writing professional emails Creating digitally signed documents. • Use of Outlook : Configuring Outlook, Creating and Managing profile in outlook, Sending and Receiving Emails through outlook Emailing the merged documents. Introduction to Bulk Email software • Internet 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 • DNS Basics. Domain Name Registration, Hosting Basics. • Emergence of E-commerce and M-Commerce 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, Electronics Funds Transfer, Electronic Data Interchange.
4	E-Security Systems
	<ul style="list-style-type: none"> • Threats to Computer systems and control measures. Types of threats- Virus, hacking, phishing, spyware, spam, physical threats (fire, flood, earthquake, vandalism) Threat Management • IT Risk Definition, Measuring IT Risk, Risk Mitigation and Management • Information Systems Security • Security on the internet Network and website security risks Website Hacking and Issues therein. Security and Email • E-Business Risk Management Issues Firewall concept and component, Benefits of Firewall • Understanding and defining Enterprise wide security framework • Information Security Environment in India with respect to real Time Application in Business 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 • Threat Hunting Software

***Revised Syllabus of Courses of Bachelor of Management Studies
(BMS) Programme at Semester III
with Effect from the Academic Year 2017-2018***

***2. Ability Enhancement Courses (AEC)
2B. Skill Enhancement Courses (SEC)***

**4. Foundation Course –III
Environmental Management**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Environmental Concepts	12
2	Environment degradation	11
3	Sustainability and role of business	11
4	Innovations in business- an environmental Perspective	11
Total		45

Sr. No.	Modules / Units
1	Environmental Concepts:
	<ul style="list-style-type: none"> • Environment: Definition and composition, Lithosphere, Atmosphere, Hydrosphere, Biosphere • Biogeochemical cycles - Concept and water cycle • Ecosystem & Ecology; Food chain, food web & Energy flow pyramid • Resources: Meaning, classification(Renewable & non-renewable), types & Exploitation of Natural resources in sustainable manner
2	Environment degradation
	<ul style="list-style-type: none"> • Degradation-Meaning and causes, degradation of land, forest and agricultural land and its remedies • Pollution – meaning, types, causes and remedies (land, air, water and others) • Global warming: meaning, causes and effects. • Disaster Management: meaning, disaster management cycle. • Waste Management: Definition and types -solid waste management anthropogenic waste, e-waste & biomedical waste (consumerism as a cause of waste)
3	Sustainability and role of business
	<ul style="list-style-type: none"> • Sustainability: Definition, importance and Environment Conservation. • Environmental clearance for establishing and operating Industries in India. • EIA, Environmental auditing, ISO 14001 • Salient features of Water Act, Air Act and Wildlife Protection Act. • Carbon bank & Kyoto protocol
4	Innovations in business- an environmental perspective
	<p>Non-Conventional energy sources- Wind, Bio-fuel, Solar, Tidal and Nuclear Energy.</p> <p>Innovative Business Models: Eco-tourism, Green marketing, Organic farming, Eco-friendly packaging, Waste management projects for profits ,other business projects for greener future</p>

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***2. Ability Enhancement Courses (AEC)
2B. Skill Enhancement Courses (SEC)***

Foundation Course- Contemporary Issues- III

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Human Rights Provisions, Violations and Redressal	12
2	Dealing With Environmental Concerns	11
3	Science and Technology I	11
4	Soft Skills for Effective Interpersonal Communication	11
Total		45

Sr. No.	Modules / Units
1	Human Rights Violations and Redressal
	<p>A. Scheduled Castes- Constitutional and legal rights, Forms of violations, Redressal mechanisms. (2 Lectures)</p> <p>B. Scheduled tribes- Constitutional and legal rights, Forms of violations, Redressal mechanisms. (2 Lectures)</p> <p>C. Women- Constitutional and legal rights, Forms of violations, Redressal mechanisms. (2 Lectures)</p> <p>D. Children- Constitutional and legal rights, Forms of violations, Redressal mechanisms. (2 Lectures)</p> <p>E. People with Disabilities, Minorities, and the Elderly population- Constitutional and legal rights, Forms of violations, Redressal mechanisms. (4 Lectures)</p>
2	Dealing With Environmental Concerns
	<p>A. Concept of Disaster and general effects of Disasters on human life- physical, psychological, economic and social effects. (3 Lectures)</p> <p>B. Some locally relevant case studies of environmental disasters. (2 Lectures)</p> <p>C. Dealing with Disasters - Factors to be considered in Prevention, Mitigation (Relief and Rehabilitation) and disaster Preparedness. (3 Lectures)</p> <p>D. Human Rights issues in addressing disasters- issues related to compensation, equitable and fair distribution of relief and humanitarian approach to resettlement and rehabilitation. (3 Lectures)</p>
3	Science and Technology – I
	<p>A. Development of Science- the ancient cultures, the Classical era, the Middle Ages, the Renaissance, the Age of Reason and Enlightenment. (3 Lectures)</p> <p>B. Nature of science- its principles and characteristics; Science as empirical, practical, theoretical, validated knowledge. (2 Lectures)</p> <p>C. Science and Superstition- the role of science in exploding myths, blind beliefs and prejudices; Science and scientific temper- scientific temper as a fundamental duty of the Indian citizen. (3 Lectures)</p> <p>D. Science in everyday life- technology, its meaning and role in development; Interrelation and distinction between science and technology. (3 Lectures)</p>
4	Soft Skills for Effective Interpersonal Communication
	<p>Part A (4 Lectures)</p> <p>I) Effective Listening - Importance and Features.</p> <p>II) Verbal and Non-Verbal Communication; Public-Speaking and Presentation Skills.</p> <p>III) Barriers to Effective Communication; Importance of Self-Awareness and Body Language.</p> <p>Part B (4 Lectures)</p> <p>I) Formal and Informal Communication - Purpose and Types.</p> <p>II) Writing Formal Applications, Statement of Purpose (SOP) and Resume.</p> <p>III) Preparing for Group Discussions, Interviews and Presentations.</p> <p>Part C (3 Lectures)</p> <p>I) Leadership Skills and Self-Improvement - Characteristics of Effective Leadership.</p> <p>II) Styles of Leadership and Team-Building.</p>

References

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2. Bajpai, Asha, *Child Rights in India*, Oxford University Press, New Delhi, 2010.
3. Bhatnagar Mamta and Bhatnagar Nitin, *Effective Communication and Soft Skills*, Pearson India, New Delhi, 2011.
4. G Subba Rao, *Writing Skills for Civil Services Examination*, Access Publishing, New Delhi, 2014
5. Kaushal, Rachana, *Women and Human Rights in India*, Kaveri Books, New Delhi, 2000.
6. Mohapatra, Gaur Krishna Das, *Environmental Ecology*, Vikas, Noida, 2008.
7. Motilal, Shashi, and Nanda, Bijoy Lakshmi, *Human Rights: Gender and Environment*, Allied Publishers, New Delhi, 2007.
8. Murthy, D. B. N., *Disaster Management: Text and Case Studies*, Deep and Deep Publications, New Delhi, 2013.
9. Parsuraman, S., and Unnikrishnan, ed., *India Disasters Report II*, Oxford, New Delhi, 2013
10. Reza, B. K., *Disaster Management*, Global Publications, New Delhi, 2010.
11. Sathe, Satyaranjan P., *Judicial Activism in India*, Oxford University Press, New Delhi, 2003.
12. Singh, Ashok Kumar, *Science and Technology for Civil Service Examination*, Tata McGraw Hill, New Delhi, 2012.
13. Thorpe, Edgar, *General Studies Paper I Volume V*, Pearson, New Delhi, 2017.

Projects / Assignments (for Internal Assessment)

- i. Projects/Assignments should be drawn for the component on Internal Assessment from the topics in **Module 1 to Module 4**.
- ii. Students should be given a list of possible topics - at least 3 from each Module at the beginning of the semester.
- iii. The Project/Assignment can take the form of Street-Plays / Power-Point Presentations / Poster Exhibitions and similar other modes of presentation appropriate to the topic.
- iv. Students can work in groups of not more than 8 per topic.
- v. Students must submit a hard / soft copy of the Project / Assignment before appearing for the semester end examination.

QUESTION PAPER PATTERN (Semester III)

The Question Paper Pattern for Semester End Examination shall be as follows:

TOTAL MARKS: 75

DURATION: 150 MINUTES

QUESTION NUMBER	DESCRIPTION	MARKS ASSIGNED
1	i. Question 1 A will be asked on the meaning / definition of concepts / terms from all Modules. ii. Question 1 B will be asked on the topic of the Project / Assignment done by the student during the Semester iii. In all 8 Questions will be asked out of which 5 have to be attempted.	a) Total marks: 15 b) For 1 A, there will be 3 marks for each sub-question. c) For 1 B there will be 15 marks without any break-up.
2	Descriptive Question with internal option (A or B) on Module 1	15
3	Descriptive Question with internal option (A or B) on Module 2	15
4	Descriptive Question with internal option (A or B) on Module 3	15
5	Descriptive Question with internal option (A or B) on Module 4	15

***Revised Syllabus of Courses of Bachelor of Management Studies
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2. Ability Enhancement Courses (AEC)

2B. Skill Enhancement Courses (SEC)

4. Foundation Course in NSS - III

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Value System & Gender sensitivity	12
2	Disaster preparedness & Disaster management	10
3	Health, hygiene & Diseases	13
4	Environment & Energy conservation	10
Total		45

Sr. No.	Modules / Units
1	Value System & Gender sensitivity
	<p>UNIT - I – Value System Meaning of value, Types of values- human values and social responsibilities- Indian value system- the concepts and its features</p> <p>UNIT - II - Gender sensitivity and woman empowerment Concept of gender- causes behind gender related problems- measures Meaning of woman empowerment- schemes for woman empowerment in India</p>
2	Disaster preparedness & Disaster management
	<p>UNIT - I - Basics of Disaster preparedness Disaster- its meaning and types Disaster preparedness- its meaning and methods</p> <p>UNIT - II - Disaster management Disaster management- concept- disaster cycle - role of technology in disaster response- role of as first responder – the study of ‘Avhan’ Model</p>
3	Health, hygiene & Diseases
	<p>UNIT - I - Health and hygiene Concept of complete health and maintenance of hygiene</p> <p>UNIT - II - Diseases and disorders- preventive campaigning Diseases and disorders- preventive campaigning in Malaria, Tuberculosis, Dengue, Cancer, HIV/AIDS, Diabetes</p>
4	Environment & Energy conservation
	<p>UNIT - I Environment and Environment enrichment program Environment- meaning, features , issues, conservation of natural resources and sustainability in environment</p> <p>UNIT - II Energy and Energy conservation program Energy- the concept, features- conventional and non- conventional energy Energy conservation- the meaning and importance</p>

***Revised Syllabus of Courses of Bachelor of Management Studies
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***2. Ability Enhancement Courses (AEC)
2B. Skill Enhancement Courses (SEC)***

4. Foundation Course in NCC - III

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	National Integration & Awareness	10
2	Drill: Foot Drill	10
3	Adventure Training and Environment Awareness and Conservation	05
4	Personality Development and Leadership	10
5	Specialized subject (ARMY)	10
	Total	45

Sr. No.	Modules / Units
1	National Integration & Awareness
	<p>Desired outcome: The students will display sense of patriotism, secular values and shall be transformed into motivated youth who will contribute towards nation building through national unity and social cohesion.</p> <p>The students shall enrich themselves about the history of our beloved country and will look forward for the solutions based on strengths to the challenges to the country for its development.</p> <ul style="list-style-type: none"> • Freedom Struggle and nationalist movement in India. • National interests, Objectives, Threats and Opportunities. • Problems/ Challenges of National Integration. • Unity in Diversity
2	Drill: Foot Drill
	<p>Desired outcome: The students will demonstrate the sense of discipline, improve bearing, smartness, turnout, develop the quality of immediate and implicit obedience of orders, with good reflexes.</p> <ul style="list-style-type: none"> • Side pace, pace forward and to the rear • Turning on the march and whiling • Saluting on the march • Marking time, forward march and halt in quick time • Changing step • Formation of squad and squad drill
3	Adventure Training, Environment Awareness and Conservation
3A	Adventure Training
	<p>Desired outcome: The students will overcome fear & inculcate within them the sense of adventure, sportsmanship, esprit-d-corp and develop confidence, courage, determination, diligence and quest for excellence.</p> <ul style="list-style-type: none"> • Any Two such as – Obstacle course, Slithering, Trekking, Cycling, Rock Climbing, Para Sailing, Sailing, Scuba Diving etc.
3B	Environment Awareness and Conservation
	<p>Desired outcome: The student will be made aware of the modern techniques of waste management and pollution control.</p> <ul style="list-style-type: none"> • Waste management • Pollution control, water, Air, Noise and Soil
4	Personality Development and Leadership
	<p>Desired outcome: The student will inculcate officer like qualities with desired ability to take right decisions.</p> <ul style="list-style-type: none"> • Time management • Effect of Leadership with historical examples • Interview Skills • Conflict Motives- Resolution

Sr. No.	Modules / Units
5	Specialized Subject: Army Or Navy Or Air
	<p><u>Army</u></p> <p>Desired outcome: It will acquaint, expose & provide knowledge about Army/ Navy/ Air force and to acquire information about expanse of Armed Forces ,service subjects and important battles</p> <p>A. Armed Force</p> <ul style="list-style-type: none"> • Task and Role of Fighting Arms • Modes of Entry to Army • Honors and Awards <p>B. Introduction to Infantry and weapons and equipments</p> <ul style="list-style-type: none"> • Characteristics of 5.56mm INSAS Rifle, Ammunition, Fire power, Stripping, Assembling and Cleaning • Organization of Infantry Battalion. <p>C. Military history</p> <ul style="list-style-type: none"> • Study of battles of Indo-Pak War 1965,1971 and Kargil • War Movies <p>D. Communication</p> <ul style="list-style-type: none"> • Characteristics of Walkie-Talkies • Basic RT Procedure • Latest trends and Development (Multi Media, Video Conferencing, IT) <p style="text-align: center;">OR</p> <p><u>Navy</u></p> <p>A. Naval orientation and service subjects</p> <ul style="list-style-type: none"> • Organization of Ship- Introduction on Onboard Organization • Naval Customs and Traditions • Mode of Entry into Indian Navy • Branches of the Navy and their functions • Naval Campaign (Battle of Atlantic, Pearl Harbour, Falkland War/Fleet Review/ PFR/ IFR)s <p>B. Ship and Boat Modelling</p> <ul style="list-style-type: none"> • Types of Models • Introduction of Ship Model- Competition Types of Model Prepare in NSC and RDC • Care and handling of power-tools used- maintenance and purpose of tools

Sr. No.	Modules / Units
	<p>C. Search and Rescue</p> <ul style="list-style-type: none"> • Role of Indian Coast Guard related to SAR <p>D. Swimming</p> <ul style="list-style-type: none"> • Floating and Breathing Techniques- Precautions while Swimming <p style="text-align: center;">OR</p> <p><u>AIR</u></p> <p>A. General Service Knowledge</p> <ul style="list-style-type: none"> • Organization Of Air Force • Branches of the IAF. <p>B. Principles of Flight</p> <ul style="list-style-type: none"> • Venturi Effect • Aerofoil • Forces on an Aircraft • Lift and Drag <p>C. Airmanship</p> <ul style="list-style-type: none"> • ATC/RT Procedures • Aviation Medicine <p>D. Aero- Engines</p> <ul style="list-style-type: none"> • Types of Engines • Piston Engines • Jet Engines • Turboprop Engines

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***2. Ability Enhancement Courses (AEC)
2B. Skill Enhancement Courses (SEC)***

4. Foundation Course in Physical Education - III

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Overview of Nutrition	10
2	Evaluation of Health, Fitness and Wellness	10
3	Prevention and Care of Exercise Injuries	10
4	Sports Training	15
Total		45

Sr. No.	Modules / Units
1	Overview of Nutrition
	<ul style="list-style-type: none"> • Introduction to nutrition & its principles • Role of Nutrition in promotion of health • Dietary Guidelines for Good Health • Regulation of water in body and factors influencing body temperature.
2	Evaluation of Health, Fitness and Wellness
	<ul style="list-style-type: none"> • Meaning & Concept of holistic health • Evaluating Personal health-basic parameters • Evaluating Fitness Activities – Walking & Jogging • Myths & mis-conceptions of Personal fitness
3	Prevention and Care of Exercise Injuries
	<ul style="list-style-type: none"> • Types of Exercise Injuries • First Aid- Importance & application in Exercise Injuries • Management of Soft tissues injuries • Management of bone injuries
4	Sports Training
	<ul style="list-style-type: none"> • Definition, aims & objectives of Sports training • Importance of Sports training • Principles of Sports training • Drug abuse & its effects

**Revised Syllabus of Courses of Bachelor of Management Studies (BMS)
Programme at Semester III
With Effect from the Academic Year 2017-2018**

3. Core Courses (CC)

5. Business Planning & Entrepreneurial Management

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Foundations of Entrepreneurship Development	15
2	Types & Classification Of Entrepreneurs	15
3	Entrepreneur Project Development & Business Plan	15
4	Venture Development	15
Total		60

Objectives

SN	Objectives
1	Entrepreneurship is one of the major focus areas of the discipline of Management. This course introduces Entrepreneurship to budding managers.
2	To develop entrepreneurs & to prepare students to take the responsibility of full line of management function of a company with special reference to SME sector.

Sr. No.	Modules / Units
1	Foundations of Entrepreneurship Development:
	<ul style="list-style-type: none"> • Foundations of Entrepreneurship Development: Concept and Need of Entrepreneurship Development Definition of Entrepreneur, Entrepreneurship, Importance and significance of growth of entrepreneurial activities Characteristics and qualities of entrepreneur • Theories of Entrepreneurship: Innovation Theory by Schumpeter & Imitating Theory of High Achievement by McClelland X-Efficiency Theory by Leibenstein Theory of Profit by Knight Theory of Social change by Everett Hagen • External Influences on Entrepreneurship Development: Socio-Cultural, Political, Economical, Personal. Role of Entrepreneurial culture in Entrepreneurship Development.
2	Types & Classification Of Entrepreneurs
	<ul style="list-style-type: none"> • Intrapreneur –Concept and Development of Intrapreneurship • Women Entrepreneur – concept, development and problems faced by Women Entrepreneurs, Development of Women Entrepreneurs with reference to Self Help Group • Social entrepreneurship–concept, development of Social entrepreneurship in India. Importance and Social responsibility of NGO’s. • Entrepreneurial development Program (EDP)– concept, factor influencing EDP. Option available to Entrepreneur. (Ancillarisation, BPO, Franchise, M&A)
3	Entrepreneur Project Development & Business Plan
	<ul style="list-style-type: none"> • Innovation, Invention, Creativity, Business Idea, Opportunities through change. • Idea generation– Sources-Development of product /idea, • Environmental scanning and SWOT analysis • Creating Entrepreneurial Venture-Entrepreneurship Development Cycle • Business Planning Process-The business plan as an Entrepreneurial tool, scope and value of Business plan. • Elements of Business Plan, Objectives, Market and Feasibility Analysis, Marketing, Finance, Organization & Management, Ownership, • Critical Risk Contingencies of the proposal, Scheduling and milestones.
4	Venture Development
	<ul style="list-style-type: none"> • Steps involved in starting of Venture • Institutional support to an Entrepreneur • Venture funding, requirements of Capital (Fixed and working) Sources of finance, problem of Venture set-up and prospects • Marketing: Methods, Channel of Marketing, Marketing Institutions and Assistance. • New trends in entrepreneurship

**Revised Syllabus of Courses of Bachelor of Management Studies (BMS)
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3. Core Courses (CC)

6. Accounting for Managerial Decisions

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Analysis and Interpretation of Financial statements	15
2	Ratio analysis and Interpretation	15
3	Cash flow statement	15
4	Working capital	15
Total		60

Objectives

SN	Objectives
1	To acquaint management learners with basic accounting fundamentals.
2	To develop financial analysis skills among learners.
3	The course aims at explaining the core concepts of business finance and its importance in managing a business

Sr. No.	Modules / Units
1	Analysis and Interpretation of Financial statements
	<ul style="list-style-type: none"> • Study of balance sheet of limited companies. Study of Manufacturing, Trading, Profit and Loss A/c of Limited Companies • Vertical Form of Balance Sheet and Profit & Loss A/c-Trend Analysis, Comparative Statement & Common Size.
2	Ratio analysis and Interpretation
	<ul style="list-style-type: none"> • Ratio analysis and Interpretation(based on vertical form of financial statements)including conventional and functional classification restricted to: • Balance sheet ratios: Current ratio, Liquid Ratio, Stock Working capital ratio, Proprietary ratio, Debt Equity Ratio, Capital Gearing Ratio. • Revenue statement ratios: Gross profit ratio, Expenses ratio, Operating ratio, Net profit ratio, Net Operating Profit Ratio, Stock turnover Ratio, Debtors Turnover , Creditors Turnover Ratio • Combined ratios: 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, • Different modes of expressing ratios:-Rate, Ratio, Percentage, Number. Limitations of the use of Ratios.
3	Cash flow statement
	Preparation of cash flow statement(AccountingStandard-3(revised))
4	Working capital
	<ul style="list-style-type: none"> • Working capital-Concept, Estimation of requirements in case of Trading & Manufacturing Organizations. • Receivables management-Meaning & Importance, Credit Policy Variables, methods of Credit Evaluation(Traditional and Numerical- Credit Scoring); Monitoring the Debtors Techniques [DSO, Ageing Schedule]

**Revised Syllabus of Courses of Bachelor of Management Studies (BMS)
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3. Core Courses (CC)

7. Strategic Management

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction	12
2	Strategy Formulation	16
3	Strategic Implementation	18
4	Strategic Evaluation & Control	14
Total		60

Objectives

SN	Objectives
1	The objective of this course is to learn the management policies and strategies at every Level to develop conceptual skills in this area as well as their application in the corporate world.
2	The focus is to critically examine the management of the entire enterprise from the Top Management view points.
3	This course deals with corporate level Policy & Strategy formulation areas. This course aims to developing conceptual skills in this area as well as their application in the corporate world.

Sr. No.	Modules / Units
1	Introduction
	<ul style="list-style-type: none"> • Business Policy-Meaning, Nature, Importance • Strategy-Meaning, Definition • Strategic Management-Meaning, Definition, Importance, Strategic management • Process & Levels of Strategy and Concept and importance of Strategic Business Units (SBU's) • Strategic Intent-Mission, Vision, Goals, Objective, Plans
2	Strategy Formulation
	<ul style="list-style-type: none"> • Environment Analysis and Scanning(SWOT) • Corporate Level Strategy (Stability, Growth, Retrenchment, Integration and Internationalization) • Business Level Strategy(Cost Leadership, Differentiation, Focus) • Functional Level Strategy(R&D, HR, Finance, Marketing, Production)
3	Strategic Implementation
	<ul style="list-style-type: none"> • Models of Strategy making. • Strategic Analysis& Choices &Implementation: BCG Matrix, GE 9Cell, Porter5 Forces, 7S Frame Work • Implementation: Meaning, Steps and implementation at Project, Process, Structural ,Behavioural ,Functional level.
4	Strategic Evaluation & Control
	<p>Strategic Evaluation & Control– Meaning, Steps of Evaluation & Techniques of Control</p> <p>Synergy: Concept , Types , evaluation of Synergy. Synergy as a Component of Strategy & its Relevance.</p> <p>Change Management– Elementary Concept</p>

Bachelor of Management Studies (BMS)
Programme
Under Choice Based Credit, Grading and Semester System
Course Structure

(To be implemented from Academic Year- 2017-2018)

Semester IV

No. of Courses	Semester IV	Credits
1	<i>Elective Courses (EC)</i>	
1& 2	*Any one group of courses from the following list of the courses	06
2	<i>Ability Enhancement Courses (AEC)</i>	
2A	<i>Ability Enhancement Compulsory Course (AECC)</i>	
3	Information Technology in Business Management-II	03
2B	<i>**Skill Enhancement Courses (SEC)</i>	
4	Any one course from the following list of the courses	02
3	<i>Core Courses (CC)</i>	
5	Business Economics-II	03
6	Business Research Methods	03
7	Production & Total Quality Management	03
Total Credits		20

<i>**List of Skill Enhancement Courses (SEC) for Semester IV (Any One)</i>	
1	Foundation Course (Ethics & Governance)- IV
2	Foundation Course- Contemporary Issues- IV
3	Foundation Course in NSS - IV
4	Foundation Course in NCC - IV
5	Foundation Course in Physical Education - IV

**Revised Syllabus of Courses of Bachelor of Management Studies (BMS)
Programme at Semester IV
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**Elective Courses (EC)
Group A. Finance Electives**

1. Financial Institutions & Markets

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Financial System in India	16
2	Financial Regulators & Institutions in India (detail discussion on their role and functions)	16
3	Financial Markets (In Details)	16
4	Managing Financial Systems Design	12
Total		60

Objectives

SN	Objectives
1	The Course aims at providing the students basic knowledge about the structure, role and functioning of financial institutions and markets in the financial system in India.
2	To inculcate understanding relating to managing of financial system

Sr. No.	Modules / Units
1	Financial System in India
	<ul style="list-style-type: none"> • 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 , Phases of Indian financial system since independence (State Domination – 1947-1990, Financial sector reforms 1991 till Financial sector Legislative Reforms Commission 2013) (Only an Overview) Monitoring Framework for financial Conglomerates, • Structure of Indian financial system – Financial Institutions (Banking & Non-Banking), Financial Markets (Organized and Unorganized) Financial Assets/Instruments, Financial Services(Fund based & Free Based) – (In details) • Microfinance - Conceptual Framework – Origin, Definitions, Advantages, Barriers, Microfinance Models in India
2	Financial Regulators & Institutions in India (detail discussion on their role and functions)
	<ul style="list-style-type: none"> • Financial Regulators – Ministry of Finance (Dept of DEA, Expenditure ,Revenue, financial services and disinvestment) RBI- Changing role of RBI in the financial sector, global crisis and RBI, Ministry of Corporate Affairs, SEBI, Pension Fund Regulatory and Development Authority, IRDA. • Financial Institutions- Role, Classification, Role of Commercial banks, IFCI, IDBI, Industrial Credit and Investment Corporation of India, SFC, Investment institutions in India (LIC, GIC) NBFC services provided by NBFC. • Specialized Financial Institutions – EXIM, NABARD, SIDBI, NHB, SIDC, SME Rating agency of India Ltd, IIFCL, IWRFC (Their role, functions and area of concerns)
3	Financial Markets (In Details)
	<ul style="list-style-type: none"> • Indian Money Market – Meaning, Features, Functions, Importance, Defects, Participants, Components (Organized and Unorganized) (in details) and Reforms • Indian Capital Market - Meaning, Features, Functions, Importance, Participants, Instruments, Reforms in Primary and Secondary Market, Stock Indices, NSE, BSE, ADR and GDR • Introduction of Commodity and Derivative Markets • Insurance and Mutual funds – An introduction
4	Managing Financial Systems Design
	<ul style="list-style-type: none"> • Financial System Design – Meaning, Stakeholder Lender Conflict, Manager Stock holder conflict, Conflict Resolution and Financial System Design, Bank oriented systems and Market oriented systems its advantages and drawbacks, Dimensions of well-functioning financial systems • At global level – Financial system designs of Developed countries (Japan, Germany , UK and USA) (Brief Summary) • Case studies relating to disinvestments polices of PSU in India, Global crises and failures in market systems around world

**Revised Syllabus of Courses of Bachelor of Management Studies (BMS)
Programme at Semester IV
with Effect from the Academic Year 2017-2018**

**Elective Courses (EC)
Group A. Finance Electives**

2. Auditing

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to Auditing	15
2	Audit Planning, Procedures and Documentation	15
3	Auditing Techniques and Internal Audit Introduction	15
4	Auditing Techniques: Vouching & Verification	15
Total		60

Objectives

SN	Objectives
1	To enable students get acquaint with the various concepts of auditing.
2	To ensure students understand and practice the various techniques of auditing while managing their finances

Sr. No.	Modules / Units
1	Introduction to Auditing
	<ul style="list-style-type: none"> • 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. • Errors & Frauds – Definitions, Reasons and Circumstances, Types of Error – Commission, Omission, Compensating error. Types of frauds, Risk of fraud and Error in Audit, Auditors Duties and Responsibilities in case of fraud • Principles of Audit – Integrity, Objectivity, Independence, Skills, Competence, Work performed by others, Documentation, Planning, Audi Evidence, Accounting System and Internal Control, Audit Conclusions and Reporting • Types of Audit – Meaning, Advantages, Disadvantages of Balance sheet Audit, Interim Audit, Continuous Audit, Concurrent Audit and Annual Audit
2	Audit Planning, Procedures and Documentation
	<ul style="list-style-type: none"> • Audit Planning – Meaning, Objectives, Factors to be considered, Sources of obtaining information, Discussion with Client, Overall Audit Approach. • Audit Program – Meaning, Factors, Advantages and Disadvantages, Overcoming Disadvantages, Methods of Work , Instruction before commencing Work, Overall Audit Approach • Audit Working Papers - Meaning, importance, Factors determining Form and Contents, Main Functions / Importance, Features, Contents of Permanent Audit File, Temporary Audit File, Ownership, Custody, Access of Other Parties to Audit Working Papers, Auditors Lien on Working Papers, Auditors Lien on Client's Books • Audit Notebook – Meaning, structure, Contents, General Information, Current Information, Importance
3	Auditing Techniques and Internal Audit Introduction
	<ul style="list-style-type: none"> • Test Check - Test Checking Vs Routing Checking, test Check meaning, features, factors to be considered, when Test Checks can be used, advantages disadvantages precautions. • Audit Sampling - Audit Sampling, meaning, purpose, factors in determining sample size -Sampling Risk, Tolerable Error and expected error, methods of selecting Sample Items Evaluation of Sample Results auditors Liability in conducting audit based on Sample • Internal Control - Meaning and purpose, review of internal control, advantages, auditors duties, review of internal control, Inherent Limitations of Internal control, internal control samples for sales and debtors, purchases and creditors, wages and salaries. Internal Checks Vs Internal Control, Internal Checks Vs Test Checks • Internal Audit - Meaning, basic principles of establishing Internal audit, objectives, evaluation of internal Audit by statutory auditor, usefulness of Internal Audit, Internal Audit Vs External Audit,, Internal Checks Vs Internal Audit

Sr. No.	Modules / Units
4	Auditing Techniques: Vouching & Verification
	<ul style="list-style-type: none"> • Audit of Income - Cash Sales, Sales on Approval, Consignment Sales, Sales Returns Recovery of Bad Debts written off, Rental Receipts, Interest and Dividends Received Royalties Received • Audit of Expenditure - Purchases, Purchase Returns, Salaries and Wages, Rent, Insurance Premium, Telephone expense Postage and Courier, Petty Cash Expenses, Travelling Commission Advertisement, Interest Expense • Audit of Assets Book Debts / Debtors, Stocks -Auditors General Duties; Patterns, Dies and Loose Tools, Spare Parts, Empties and Containers Quoted Investments and Unquoted Investment Trade Marks / Copyrights Patents Know-How Plant and Machinery Land and Buildings Furniture and Fixtures • Audit of Liabilities - Outstanding Expenses, Bills Payable Secured loans Unsecured Loans, Contingent Liabilities

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**Elective Courses (EC)
Group A. Finance Electives**

3. Strategic Cost Management

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to Strategic Cost Management(Only Theory)	20
2	Activity Based Costing	20
3	Strategic Cost Management performance assessment (Only theory)	08
4	Variance Analysis & Responsibility Accounting (Practical Problems)	12
Total		60

Objectives

SN	Objectives
1	Learners should develop skills of analysis, evaluation and synthesis in cost and management accounting
2	The subject covers the complex modern industrial organizations within which the various facets of decision-making and controlling operations take place.

Sr. No.	Modules / Units
1	Introduction to Strategic Cost Management(Only Theory)
	<ul style="list-style-type: none"> • Strategic Cost Management (SCM): Concept and Philosophy-Objectives of SCM-Environmental influences on cost management practices, Key elements in SCM-Different aspects of Strategic Cost Management: Value Analysis & Value Engineering, Wastage Control, Disposal Management, Business Process Re-engineering, Total Quality Management, Total Productive Maintenance, Energy Audit, Control of Total Distribution Cost & Supply Cost, Cost Reduction & Product Life Cycle Costing(An Overview)
2	Activity Based Costing
	<ul style="list-style-type: none"> • Activity Based Management and Activity Based Budgeting: Concept, rationale, issues, limitations. Design and Implementation of Activity Based Costing (Practical Problems on ABC), Life Cycle Costing, Kaizen Costing, Back Flush Costing. Evaluation criterion; Return on Cash Systems; Transfer Pricing and Divisional Performance. Transfer Pricing in International Business, Marginal Costing and Managerial Decision Mix (Practical Problems)
3	Strategic Cost Management performance assessment (Only theory)
	<ul style="list-style-type: none"> • Cost Audit & Management Audit under companies Act, with reference to strategic assessment of cost & managerial performance- Strategic Cost-Benefit Analysis of different business restructuring propositions-Entrepreneurial approach to cost Management, with reference to core competencies, strategic advantages & long-term perspective of cost Management. Six Sigma, Learning Curve, Praise Analysis and Simulation
4	Variance Analysis & Responsibility Accounting (Practical Problems)
	<ul style="list-style-type: none"> • Standard Costing (Material, Labour, Overhead, Sales & Profit) • Responsibility Accounting –Introduction, Types & Evaluation of Profit Centre and Investment Centre

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**Elective Courses (EC)
Group A. Finance Electives**

4. Corporate Restructuring

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Corporate Restructuring – Introduction and Concepts (Only Theory)	15
2	Accounting of Internal Reconstruction (Practical and theory)	15
3	Accounting of External Reconstruction (Amalgamation/ Mergers/ Takeovers and Absorption)(Practical and theory)	15
4	Impact of Reorganization on the Company - An Introduction (Only Theory)	15
Total		60

Objectives

SN	Objectives
1	To impart knowledge relating to legal, accounting and practical implementation of corporate restructuring.
2	The subject covers the complex facets of corporate restructuring process

Sr. No.	Modules / Units
1	Corporate Restructuring – Introduction and Concepts (Only Theory)
	<ul style="list-style-type: none"> • Corporate Restructuring - Historical Background, Meaning of Corporate Restructuring, Corporate Restructuring as a Business Strategy, Need and Scope of Corporate Restructuring. • Planning, Formulation and Execution of Various Restructuring Strategies, Important Aspects to be considered while Planning or Implementing Corporate Restructuring Strategies. • Forms of Restructuring - Merger, Demerger, Reverse merger , Disinvestment , Takeover/acquisition, Joint Venture (JV), Strategic Alliance, Franchising and Slump sale
2	Accounting of Internal Reconstruction (Practical and theory)
	<ul style="list-style-type: none"> • Need for reconstruction and Company Law provisions, Distinction between internal and external reconstructions • Methods including alteration of share capital, variation of share-holder rights, sub division, consolidation, surrender and reissue/cancellation, reduction of share capital, with relevant legal provisions and accounting treatments for same.
3	Accounting of External Reconstruction (Amalgamation/ Mergers/ Takeovers and Absorption)(Practical and theory)
	<ul style="list-style-type: none"> • 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 and Problems based on purchase method of accounting only.
4	Impact of Reorganization on the Company - An Introduction (Only Theory)
	<ul style="list-style-type: none"> • Change in the Internal Aspects on Reorganization – Change of Name and Logo, Revised Organization Chart, Communication, Employee Compensation, Benefits and Welfare Activities, Aligning Company Policies, Aligning Accounting and Internal Database Management Systems, Re-Visiting Internal Processes and Re-Allocation of People • Change in External Aspects on Reorganization - Engagement with Statutory Authorities, Revised ISO Certification and Similar Other Certifications, Revisiting past Government approvals, decisions and other contracts. • Impact of Reorganization - Gain or Loss to Stakeholders, Implementation of Objectives, Integration of Businesses and Operations, Post Merger Success and Valuation and Impact on Human and Cultural Aspects.

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**Elective Courses (EC)
Group B. Marketing Electives**

1. Integrated Marketing Communication

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to Integrated Marketing Communication	15
2	Elements of IMC – I	15
3	Elements of IMC – II	15
4	Evaluation & Ethics in Marketing Communication	15
Total		60

Objectives

SN	Objectives
1	To equip the students with knowledge about the nature, purpose and complex construction in the planning and execution of an effective Integrated Marketing Communication (IMC) program.
2	To understand the various tools of IMC and the importance of co-ordinating them for an effective marketing communication program.

Sr. No.	Modules / Units
1	Introduction to Integrated Marketing Communication
	<ul style="list-style-type: none"> • Meaning, Features of IMC, Evolution of IMC, Reasons for Growth of IMC. • Promotional Tools for IMC, IMC planning process, Role of IMC in Marketing • Communication process, Traditional and alternative Response Hierarchy Models • Establishing objectives and Budgeting: Determining Promotional Objectives, Sales vs Communication Objectives, DAGMAR, Problems in setting objectives, setting objectives for the IMC Program.
2	Elements of IMC – I
	<ul style="list-style-type: none"> • Advertising – Features, Role of Advertising in IMC, Advantages and Disadvantages, Types of Advertising, Types of Media used for advertising. • Sales promotion – Scope, role of Sales Promotion as IMC tool, Reasons for the growth, Advantages and Disadvantages, Types of Sales Promotion, objectives of consumer and trade promotion, strategies of consumer promotion and trade promotion, sales promotion campaign, evaluation of Sales Promotion campaign.
3	Elements of IMC – II
	<ul style="list-style-type: none"> • 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 • Public Relations and Publicity – Introduction, Role of PR in IMC, Advantages and Disadvantages, Types of PR, Tools of PR ,Managing PR – Planning, implementation, evaluation and Research, Publicity, Sponsorship – definition, Essentials of good sponsorship, event sponsorship, cause sponsorship • Personal Selling – Features, Role of Personal Selling in IMC, advantages and disadvantages of Personal Selling, Selling process, Importance of Personal Selling
4	Evaluation & Ethics in Marketing Communication
	<ul style="list-style-type: none"> • Evaluating an Integrated Marketing program – Evaluation process of IMC – Message Evaluations, Advertising tracking research – copy testing – emotional reaction test, cognitive Neuro science – online evaluation, Behavioural Evaluation – sales and response rate, POPAI, Toll free numbers, QR codes and facebook likes, response cards, Internet responses, redemption rate Test Markets – competitive responses, scanner data, Purchase simulation tests • Ethics and Marketing communication – stereotyping, targeting vulnerable customers, offensive brand messages – legal issues – Commercial free speech, misleading claims, puffery, fraud, questionable B2B practices • Current Trends in IMC – Internet & IMC, Advertising on internet, PR through Internet Banner, Sales promotion on Internet, direct marketing on internet.

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**Elective Courses (EC)
Group B. Marketing Electives**

2. Rural Marketing

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction	15
2	Rural Market	15
3	Rural Marketing Mix	15
4	Rural Marketing Strategies	15
Total		60

Objectives

SN	Objectives
1	The objective of this course is to explore the students to the Agriculture and Rural Marketing environment so that they can understand consumer's and marketing characteristics of the same for understanding and contributing to the emerging challenges in the upcoming global economic scenario.

Sr. No.	Modules / Units
1	Introduction
	<ul style="list-style-type: none"> • 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, • Problems of rural market. • Constraints in Rural Marketing and Strategies to overcome constraints
2	Rural Market
	<ul style="list-style-type: none"> • Rural Consumer Vs Urban Consumers– a comparison. • Characteristics of Rural Consumers. • Rural Market Environment: <ul style="list-style-type: none"> a)Demographics– Population, Occupation Pattern, Literacy Level; b)Economic Factors-Income Generation, Expenditure Pattern, Rural Demand and Consumption Pattern, Rural Market Index; Land Use Pattern, c)Rural Infrastructure -Rural Housing, Electrification, Roads • Rural Consumer Behaviour: meaning, Factors affecting Rural Consumer Behaviour-Social factors, Cultural factors, Technological factors, Lifestyle, Personality.
3	Rural Marketing Mix
	<ul style="list-style-type: none"> • Relevance of Marketing mix for Rural market/Consumers. • Product Strategies, Rural Product Categories-FMCGs, Consumer Durables, Agriculture Goods & Services; Importance of Branding, Packaging and Labelling. • Nature of Competition in Rural Markets, the problem of Fake Brands • Pricing Strategies & objectives • Promotional Strategies. Segmentation, Targeting & Positioning for rural market.
4	Rural Marketing Strategies
	<ul style="list-style-type: none"> • Distribution Strategies for Rural consumers. Channels of Distribution- HAATS, Mandis, Public Distribution System, Co-operative society, Distribution Models of FMCG, Companies HUL, ITC etc. Distribution networks, Ideal distribution model for rural markets (Case study based) • Communication Strategy. Challenges in Rural Communication, Developing Effective Communication, Determining Communication Objectives, Designing the Message, Selecting the Communication Channels. Creating Advertisements for Rural Audiences. Rural Media- Mass media, Non-Conventional Media, Personalized media;

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**Elective Courses (EC)
Group B. Marketing Electives**

3. Event Marketing

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to Events	15
2	Segmenting, Targeting and Positioning of Events and Concept of Product in Events	15
3	Concept of Pricing and Promotion in Events	15
4	Trends and Challenges in Event Marketing	15
Total		60

Objectives

SN	Objectives
1	To understand basic concepts of Event Marketing.
2	To impart knowledge to learners about categories of Events.
3	To understand segmenting, targeting and positioning in the context of Event Marketing.
4	To familiarize learners with trends and challenges in Event Marketing.

Sr. No.	Modules / Units
1	Introduction to Events
	<ul style="list-style-type: none"> • Definition and Meaning of Event Marketing ; The Evolution of Event Marketing, Advantages of Event Marketing, 5 C's of Events- Conceptualization, costing, canvassing, customization, carrying-out; Event Designing; Reach; Interaction- Interaction Points, Direct Interaction, Indirect Interaction, Interaction Catalysts or Enablers. • Importance of Events as a Marketing Communication Tool; Events as a Marketing Tool: The Varied Marketing Needs Addressed by Events: Brand Building, Focus on Target Market, Implementation of Marketing Plan, Marketing Research, Relationship Building, Creating opportunities for better deals with different media, Events and their Economic implications. • Concept of Event Creativity, Key Elements of Events: Event Infrastructure; Customer Groups; Clients; Event Organizers; Venue; Media
2	Segmenting, Targeting and Positioning of Events and Concept of Product in Events
	<ul style="list-style-type: none"> • Concept of Market in Events; Segmentation and targeting of the Market for events; Positioning of events-Event Property. • Concept of Product in Events: Benefit Levels-Core, generic, expected, augmented; Categories of Events: Competitive Events, Artistic Expression, Cultural Celebrations, Exhibition Events, Charitable Events ,Special Business Events, Retail Events. • Event Variations- Time Frame Based, Concept Based, Artist Based, Client Industry Based
3	Concept of Pricing and Promotion in Events
	<ul style="list-style-type: none"> • Risk Rating, Setting Pricing Objectives, Understanding local legislations and tax laws, Feedback about events from the market, skills required for negotiating the best price, validation against pricing objectives, pricing decisions, Event Charges: Percentage of the total Event Cost, Flat Fee, Package Price, Hourly Rate. • Networking Components: Print Media, Radio, Television, Internet, Outdoor Media, Direct Marketing, Sales Promotion, Public Relations, Merchandising, In-venue Publicity. • Event Sponsorship: Concept of Sponsorship, Sponsorship in a communication context, Synergy between sponsor and Event, Identifying Potential sponsors, Impact Measurement, Practical Sponsor Incentivization, In-Kind Sponsorship.
4	Trends and Challenges in Event Marketing
	<ul style="list-style-type: none"> • e-event marketing, Virtual Events, Societal Event Marketing, Green Event, Cause-Related Event Marketing, Sports Event Marketing. • Safety and Security of Event • Event Crisis Management • Growth of Event Industry in India • Career in Event Marketing

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**Elective Courses (EC)
Group B. Marketing Electives**

4. Tourism Marketing

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to Tourism Marketing	15
2	Tourism Market Segmentation & Product Mix of Tourism Marketing	15
3	Concept of Pricing, Place, Promotion and Expanded marketing mix for tourism marketing	15
4	Global tourism, tourism organizations and Challenges for Indian Tourism Industry	15
Total		60

Objectives

SN	Objectives
1	To understand basic concepts and strategies of Tourism Marketing.
2	To impart knowledge to learners about types of tourism.
3	To understand segmentation and Marketing mix in the context of Tourism Marketing.
4	To familiarize learners with trends and challenges in Tourism Marketing.

Sr. No.	Modules / Units
1	Introduction to Tourism Marketing
	<ul style="list-style-type: none"> • Meaning of Tourism & Tourist, Features of Tourism, Purpose of Tourism, Adverse Effects of Tourism, Factors Influencing growth of Tourism, Classification of Tourism; Types of Tourism: Health, adventure, rural, cultural, religious, eco-Tourism, wedding Tourism, cruise Tourism. • Tourism Marketing Meaning, Objectives of Tourism Marketing, Importance of Tourism Marketing, Problems of Tourism Marketing. • Phases of Tourism: Economic Approach, Environmental Approach, Cost Benefit Approach. • Tourism Planning: Process, Study of market, Levels of tourism planning, Organization of a tour. Tour Operators and Travel Agents: functions, types, distribution network, Travel agency operations, Travel Organization-Individual and group, travel itinerary. Travel Formalities and Documentation.
2	Tourism Market Segmentation & Product Mix of Tourism Marketing
	<ul style="list-style-type: none"> • Tourism Market Segmentation: Meaning, Need for Market Segmentation in Tourism Importance of Market Segmentation in Tourism Bases for Segmentation in Tourism Tourist Typology: Cohens Typology, Plog's Typology • 4 'A's of Tourism Attraction: Meaning, Typology of Attraction, Natural, Artificial, Cultural, Social, Managed Attraction for Tourist, Peter's Inventory of Tourist Accommodation: Meaning, Typology of Accommodation Accessibility: Meaning, Transportation System for Tourism, Surface Transport, Railways and its contribution to tourism, Sea & Waterways, Airways Amenities: Meaning, Amenities & Facilities at the destination. • Marketing Strategy: Hard v/s Soft Tourism Strategy. • Product Mix of Tourism Marketing: Meaning, Tourism Destination Life Cycle, Factors for tourism destination selection, launching a new tourism product, Tourism Product and Package Tour, Itinerary meaning, Types of Itinerary, Drawing a Itinerary for Tourist, Reservation meaning, Sources of reservation, Modes of Reservation, Ticketing Procedure
3	Concept of Pricing, Place, Promotion and Expanded marketing mix for tourism marketing
	<ul style="list-style-type: none"> • Price: Meaning, Factors Influencing Tourism Pricing, Tourism Pricing Objectives, Tourism Pricing Policies • Place: Meaning, Factors Influencing Tourism Distribution, Tourism Distribution System, Middlemen in Tourism Industry, Functions of Middlemen, Travel Guide Meaning, Essential of an ideal travel guide. • Promotion: Tourism Advertising, Tourism Publicity, Tourism Public Relation, Tourism Sales promotion Technique, Personal Selling in Tourism, Skills required for Selling Tourism Product, Electronics Channel of Tourism • People: Moment of Truth in Tourism, Employee as an element of people mix, Internal Marketing, Objectives of Internal Marketing, Internal marketing Process. • Process: Meaning, Factors to be considered while designing the service process, Tourism Service Blueprinting: Meaning, Steps, Benefits of Blueprinting • Physical Evidence for Tourism

Sr. No.	Modules / Units
4	Global Tourism, Tourism Organizations and Challenges for Indian Tourism Industry
	<ul style="list-style-type: none"> • Global Tourism Market: Overview of Tourism Market of America, Mauritius, Asia Pacific, Thailand, Vietnam, China, Singapore, Middle East and Gulf, UK and other European Countries. • Status of tourism in developing countries. • India as a Tourist Destination: A conceptual framework, Destination Image, Building Brand India; Incredible India Campaign • Challenges for Indian Tourism Industry • Tourism Organizations: World Trade Organization (WTO), International Civil Aviation Organization (ICAO), International Air Transport Association (IATA), Pacific Asia Travel Association (PATA), Universal Federation of Travel Agents Association (UFTAA), Travel Agents Association of India (TAAI), Indian Association of Tour Operators (IATO), Ministry of Tourism, Government of India, India Tourism Development Corporation.

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**Elective Courses (EC)
Group C. Human Resource Electives**

1. Human Resource Planning and Information System

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Overview of Human Resource Planning (HRP)	15
2	Job Analysis, Recruitment and Selection	15
3	HRP Practitioner, Aspects of HRP and Evaluation	15
4	Human Resource Information Systems	15
Total		60

Objectives

SN	Objectives
1	To Understand the Concept and Process of HRP
2	To Understand Ways of matching Job Requirements and Human Resource Availability
3	To Explore the concept of Strategic HRP
4	To Understand the applications of HRIS

Sr. No.	Modules / Units
1	Overview of Human Resource Planning (HRP)
	<p>a) Overview of Human Resource Planning (HRP): Human Resource Planning–Meaning, Features, Scope, Approaches, Levels of HRP, Types, Tools, Activities for HRP, Requirements for Effective HR Planning. 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.</p> <ul style="list-style-type: none"> • Barriers in Effective Implementation of HRP and Ways to Overcome Them. • Strategic Human Resource Planning –Meaning and Objectives. • Link between Strategic Planning and HRP through Technology. • HR Policy –Meaning, Importance. • HR Programme-Meaning and Contents.
2	Job Analysis, Recruitment and Selection
	<p>a) Job Analysis, Recruitment and Selection:</p> <ul style="list-style-type: none"> • Job Analysis-Meaning, Features, Advantages. • Job Design: Concept, Issues. • Job Redesign –Meaning, Process, Benefits. Matching Human Resource Requirement and Availability through: Retention- Meaning, Strategies, Resourcing- Meaning, Types. Flexibility – Flexible work practices, Downsizing- Meaning, Reasons, Layoff – Meaning, Reasons. • Recruitment - Meaning and Factors affecting Recruitment, Ethical Issues in Recruitment and Selection. • Employee Selection Tests: Meaning, Advantages and Limitations. • Human Resource Audit: Meaning, Need, Objectives, Process, Areas.
3	HRP Practitioner, Aspects of HRP and Evaluation
	<p>a) HRP Practitioner, Aspects of HRP and Evaluation:</p> <ul style="list-style-type: none"> • HRP Practitioner: Meaning, Role. • HRP Management Process: <ul style="list-style-type: none"> ▪ Establish HRP Department Goals and Objectives ▪ Creating HRP Department Structure ▪ Staffing the HRP Department ▪ Issuing Orders ▪ Resolving Conflicts ▪ Communicating ▪ Planning for Needed Resources ▪ Dealing with Power and Politics -Meaning and Types of Power • HRP as Tool to Enhance Organisational Productivity • Impact of Globalisation on HRP.

	<ul style="list-style-type: none"> • Aspects of HRP : Performance Management, Career Management, Management Training and Development, Multi Skill Development • Return on Investment in HRP- Meaning and Importance. • HRP Evaluation- Meaning, Need, Process, Issues to be considered during HRP Evaluation. • Selected Strategic Options and HRP Implications: Restructuring and its Impact on HRP, Mergers and Acquisitions and its Impact on HRP, Outsourcing and its Impact on HRP.
4	Human Resource Information Systems
	<ul style="list-style-type: none"> • Human Resource Information Systems: • Data Information Needs for HR Manager – Contents and Usage of Data. • 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. • Security Issues in Human Resource Information Systems. • HRIS for HRP • Trends in HRIS

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**Elective Courses (EC)
Group C. Human Resource Electives**

2. Training & Development in HRM

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Overview of Training	15
2	Overview of development	15
3	Concept of Management development	15
4	Performance measurement, Talent management & Knowledge management	15
Total		60

Objectives

SN	Objectives
1	This paper is not pure academic oriented but practice based. It has been designed, keeping in view the needs of the organizations. Successful managerial performance depends on the individual's ability to observe, interpret the issues and modify his approach and behaviour. All organizations need to pay adequate attention to equip their employees. Rapid progress in technology has changed not only in the physical facilities but also in the abstract qualities required of the men who are using them. This paper will attempt to orient the students to tailor themselves to meet the specific needs of the organizations in training and development activities.

Sr. No.	Modules / Units
1	Overview of Training
	<ul style="list-style-type: none"> • Overview of training– concept, scope, importance, objectives, features, need and assessment of training. • Process of Training–Steps in Training, identification of Job Competencies, criteria for identifying Training Needs (Person Analysis, Task Analysis, Organisation Analysis), Types–On the Job &Off the Job Method. • Assessment of Training Needs, Methods & Process of Needs Assessment. • Criteria &designing-Implementation– an effective training program.
2	Overview of Development
	<ul style="list-style-type: none"> • Overview of development– concept, scope, importance & need and features, Human Performance Improvement • Counselling techniques with reference to development employees, society and organization. • Career development– Career development cycle, model for planned self development, succession planning.
3	Concept of Management Development
	<ul style="list-style-type: none"> • Concept of Management Development. • Process of MDP. • Programs &methods, importance, evaluating a MDP.
4	Performance measurement, Talent management & Knowledge management
	<ul style="list-style-type: none"> • Performance measurements– Appraisals, pitfalls &ethics of appraisal. • Talent management –Introduction ,Measuring Talent Management, Integration & future of TM, Global TM &knowledge management— OVERVIEW -Introduction: History, Concepts, • Knowledge Management: Definitions and the Antecedents of KM Information Management to Knowledge Management , Knowledge Management: What Is and What Is Not?, Three stages of KM, KM Life Cycle

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**Elective Courses (EC)
Group C. Human Resource Electives**

3. Change Management

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction	15
2	Impact of Change	15
3	Resistance to Change	15
4	Effective Implementation of Change	15
Total		60

Objectives

SN	Objectives
1	The objective of this paper is to prepare students as organizational change facilitators using the knowledge and techniques of behavioural science.

Sr. No.	Modules / Units
1	Introduction
	<ul style="list-style-type: none"> • Introduction & levels of change. Importance, imperatives of change, Forces of change. Causes-social, economic, technological and organizational. • Organizational culture & change. • Types & Models of change – Kurt Lewin's change model, Action research, Expanded Process Model., A.J. Leavitt's model.
2	Impact of Change
	<ul style="list-style-type: none"> • Change & its implementation.– individual change: concept, need, importance & risk of not having individual perspective. Team Change – concept, need, importance & limitation • Change & its impact– Resistance to change & sources-sources of individual resistance, sources of organizational resistance
3	Resistance to Change
	<ul style="list-style-type: none"> • Overcoming Resistance to change – Manifestations of resistance, Six box model • Minimizing RTC. • OD Interventions to overcome change-meaning and importance, Team intervention, Role analysis Technique, Coaching & mentoring, T-group, Job expectations technique, Behaviour modification, Managing role stress.
4	Effective implementation of change
	<ul style="list-style-type: none"> • Effective implementation of change–change agents and effective change programs. • Systematic approach to change, client & consultant relationship • Classic skills for leaders • Case study on smart change leaders, caselets on Action research.

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**Elective Courses (EC)
Group C. Human Resource Electives**

4. Conflict & Negotiation

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Overview of Conflict	15
2	Conflict Management	15
3	Overview of Negotiation	15
4	Managing Negotiations, Ethics in Negotiation and 3D Negotiation	15
Total		60

Objectives

SN	Objectives
1	To understand the nature of conflicts, their causes and outcomes
2	To study the aspects of conflict management and how to handle them effectively
3	To get insight into negotiations and negotiation process
4	To understand the role of third party negotiation and skills for effective negotiation

Sr. No.	Modules / Units
1	<p data-bbox="326 191 597 222">Overview of Conflict</p> <ul data-bbox="326 233 1396 537" style="list-style-type: none"> • 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. • Meaning of Industrial/ Organizational Conflict, Causes, Benefits and Limitations of Conflicts to the Organization. • Conflict Outcomes - win-lose, lose-lose, compromise, win-win. • Five belief domains of Conflicts – Superiority, Injustice, Vulnerability, Distrust, Helplessness
2	<p data-bbox="326 558 613 590">Conflict Management</p> <ul data-bbox="326 600 1396 978" style="list-style-type: none"> • Meaning of Conflict management, Need and Importance of Conflict management, Conflict Resolution Strategies - Competing, Accommodating, Avoiding, Compromising, Collaborative. Strategies for resolving conflicts at – Intra-personal, Inter-personal, Intra-group and Inter group levels. • Prevention of Industrial Conflicts – Labour welfare officer, Tripartite and Bipartite Bodies, Standing Orders, Grievance Procedure, Collective Bargaining. • Settlement of Conflicts – Investigation, Mediator, Conciliation, Voluntary arbitration, compulsory arbitration, labour courts, industrial tribunals, national tribunals
3	<p data-bbox="326 999 651 1031">Overview of Negotiation</p> <ul data-bbox="326 1041 1396 1419" style="list-style-type: none"> • Negotiation - Meaning, Importance of Negotiation, Process, Factors/ Elements affecting negotiation, Challenges for an Effective Negotiation • Role of Communication, Personality and Emotions in Negotiation. • Distributive and Integrative Negotiation (concepts) • Cross-Cultural Negotiation – Meaning, Factors influencing cross-cultural negotiations, Ways to resolve Cross Cultural negotiation. • Types of Negotiations in Corporates/ Work Place – Day to Day, Employer – Employee, Negotiation between Colleagues, Commercial Negotiation, Legal Negotiations • International Negotiations - Meaning, Factors affecting negotiation
4	<p data-bbox="326 1440 1190 1472">Managing Negotiations, Ethics in Negotiation and 3D Negotiation</p> <ul data-bbox="326 1482 1396 1902" style="list-style-type: none"> • Third Party Negotiation <ol data-bbox="386 1524 1000 1671" style="list-style-type: none"> 1. Mediation - Meaning, Role of Mediator 2. Arbitration – Meaning, Role of Arbitrator 3. Conciliation – Meaning, Role of Conciliator 4. Consultation – Meaning, Role of Consultant • Skills for Effective Negotiation • Negotiation as an Approach to Manage Conflicts. • Ethics in Negotiation – Meaning, Need, Ethically Ambiguous Negotiation Tactics. • Culture and Negotiation – Meaning, Influence of culture on negotiations • 3D Negotiation – Meaning, The 3 Dimensions for successful negotiations

**Revised Syllabus of Courses of Bachelor of Management Studies
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**2. Ability Enhancement Courses (AEC)
2A. Ability Enhancement Compulsory Course**

3. Information Technology in Business Management-II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Management Information system	15
2	ERP/E-SCM/E-CRM	15
3	Introduction to databases and data warehouse	15
4	Outsourcing	15
Total		60

Objectives

SN	Objectives
1	To understand managerial decision-making and to develop perceptiveness of major functional area of MIS
2	To provide conceptual study of Enterprise Resource Planning, Supply Chain Management, Customer Relationship Management, Key issues in implementation. This module provides understanding about emerging MIS technologies like ERP, CRM, SCM and trends in enterprise applications.
3	To learn and understand relationship between database management and data warehouse approaches, the requirements and applications of data warehouse
4	To learn outsourcing concepts. BPO/KPO industries, their structures, Cloud computing

Sr. No.	Modules / Units
1	Management Information System
	<ul style="list-style-type: none"> • Overview of MIS Definition, Characteristics • Subsystems of MIS (Activity and Functional subsystems) • Structure of MIS • Reasons for failure of MIS. • Understanding Major Functional Systems Marketing & Sales Systems Finance & Accounting Systems Manufacturing & Production Systems Human Resource Systems Inventory Systems • Sub systems, description and organizational levels • Decision support system Definition Relationship with MIS • Evolution of DSS, Characteristics, classification, objectives, components, applications of DSS
2	ERP/E-SCM/E-CRM
	<ul style="list-style-type: none"> • Concepts of ERP • Architecture of ERP Generic modules of ERP • Applications of ERP • ERP Implementation concepts ERP lifecycle • Concept of XRP (extended ERP) • Features of commercial ERP software Study of SAP, Oracle Apps, MS Dynamics NAV, Peoplesoft • Concept of e-CRM E-CRM Solutions and its advantages, How technology helps? • CRM Capabilities and customer Life cycle Privacy Issues and CRM • Data Mining and CRM CRM and workflow Automation • Concept of E-SCM Strategic advantages, benefits E-SCM Components and Chain Architecture • Major Trends in e-SCM • Case studies ERP/SCM/CRM

Sr. No.	Modules / Units
3	Introduction to Data base and Data warehouse
	<ul style="list-style-type: none"> • Introduction to DBMS Meaning of DBMS, Need for using DBMS. Concepts of tables, records, attributes, keys, integrity constraints, schema architecture, data independence. • Data Warehousing and Data Mining Concepts of Data warehousing, Importance of data warehouse for an organization Characteristics of Data warehouse Functions of Data warehouse Data warehouse architecture Business use of data warehouse Standard Reports and queries • Data Mining The scope and the techniques used • Business Applications of Data warehousing and Data mining
4	Outsourcing
	<ul style="list-style-type: none"> • Introduction to Outsourcing Meaning of Outsourcing, Need for outsourcing Scope of Outsourcing. Outsourcing : IT and Business Processes • Business Process Outsourcing (BPO) Introduction • BPO Vendors How does BPO Work? BPO Service scope Benefits of BPO BPO and IT Services Project Management approach in BPO BPO and IT-enabled services • BPO Business Model Strategy for Business Process Outsourcing Process of BPO ITO Vs BPO • BPO to KPO Meaning of KPO KPO vs BPO KPO : Opportunity and Scope KPO challenges KPO Indian Scenario • Outsourcing in Cloud Environment Cloud computing offerings • Traditional Outsourcing Vs. Cloud Computing

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**2. Ability Enhancement Courses (AEC)
2B. Skill Enhancement Courses (SEC)**

**4. Foundation Course –IV
Ethics & Governance**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to Ethics and Business Ethics	12
2	Ethics in Marketing, Finance and HRM	11
3	Corporate Governance	11
4	Corporate Social Responsibility (CSR)	11
Total		45

Objectives

SN	Objectives
1	To understand significance of ethics and ethical practices in businesses which are indispensable for progress of a country
2	To learn the applicability of ethics in functional areas like marketing, finance and human resource management
3	To understand the emerging need and growing importance of good governance and CSR by organisations
4	To study the ethical business practices, CSR and Corporate Governance practiced by various organisations

Sr. No.	Modules / Units
1	Introduction to Ethics and Business Ethics
	<ul style="list-style-type: none"> • Ethics: Concept of Ethics, Evolution of Ethics, Nature of Ethics- Personal, Professional, Managerial Importance of Ethics, Objectives, Scope, Types – Transactional, Participatory and Recognition • Business Ethics: Meaning, Objectives, Purpose and Scope of Business Ethics Towards Society and Stakeholders, Role of Government in Ensuring Business Ethics Principles of Business Ethics, 3 Cs of Business Ethics – Compliance, Contribution and Consequences Myths about Business Ethics Ethical Performance in Businesses in India
2	Ethics in Marketing, Finance and HRM
	<ul style="list-style-type: none"> • Ethics in Marketing: Ethical issues in Marketing Mix, Unethical Marketing Practices in India, Ethical Dilemmas in Marketing, Ethics in Advertising and Types of Unethical Advertisements • Ethics In Finance: 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 • Ethics in Human Resource Management: Importance of Workplace Ethics, Guidelines to Promote Workplace Ethics, Importance of Employee Code of Conduct, Ethical Leadership
3	Corporate Governance
	<ul style="list-style-type: none"> • Concept, History of Corporate Governance in India, Need for Corporate Governance • Significance of Ethics in Corporate Governance, Principles of Corporate Governance, Benefits of Good Governance, Issues in Corporate Governance • Theories- Agency Theory, Shareholder Theory, Stakeholder Theory and Stewardship Theory • Corporate Governance in India, Emerging Trends in Corporate Governance, Models of Corporate Governance, Insider Trading
4	Corporate Social Responsibility (CSR)
	<ul style="list-style-type: none"> • 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 • Issues in CSR • Social Accounting • Tata Group’s CSR Rating Framework • Sachar Committee Report on CSR • Ethical Issues in International Business Practices • Recent Guidelines in CSR • Society’s Changing Expectations of Business With Respect to Globalisation • Future of CSR

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***2. Ability Enhancement Courses (AEC)
2B. Skill Enhancement Courses (SEC)***

Foundation Course- Contemporary Issues- IV

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Significant, Contemporary Rights of Citizens	12
2	Approaches to understanding Ecology	11
3	Science and Technology –II	11
4	Introduction to Competitive Exams	11
Total		45

Sr. No.	Modules / Units
1	Significant, Contemporary Rights of Citizens
	<p>A. Rights of Consumers-Violations of consumer rights and important provisions of the Consumer Protection Act, 2016; Other important laws to protect consumers; Consumer courts and consumer movements. (3 Lectures)</p> <p>B. Right to Information- Genesis and relation with transparency and accountability; important provisions of the Right to Information Act, 2005; some success stories. (3 Lectures)</p> <p>C. Protection of Citizens'/Public Interest-Public Interest Litigation, need and procedure to file a PIL; some landmark cases. (3 Lectures)</p> <p>D. Citizens' Charters, Public Service Guarantee Acts. (3 Lectures)</p>
2	Approaches to understanding Ecology
	<p>A. Understanding approaches to ecology- Anthropocentrism, Biocentrism and Eco centrism, Ecofeminism and Deep Ecology. (3 Lectures)</p> <p>B. Environmental Principles-1: the sustainability principle; the polluter pays principle; the precautionary principle. (4 Lectures)</p> <p>C. Environmental Principles-2: the equity principle; human rights principles; the participation principle. (4 Lectures)</p>
3	Science and Technology –II
	<p>Part A:Some Significant Modern Technologies, Features and Applications (7 Lectures)</p> <p>i. Laser Technology- Light Amplification by Stimulated Emission of Radiation; use of laser in remote sensing, GIS/GPS mapping, medical use.</p> <p>ii. Satellite Technology- various uses in satellite navigation systems, GPS, and imprecise climate and weather analyses.</p> <p>iii. Information and Communication Technology- convergence of various technologies like satellite, computer and digital in the information revolution of today's society.</p> <p>iv. Biotechnology and Genetic engineering- applied biology and uses in medicine, pharmaceuticals and agriculture; genetically modified plant, animal and human life.</p> <p>v. Nanotechnology- definition: the study, control and application of phenomena and materials at length scales below 100 nm; uses in medicine, military intelligence and consumer products.</p> <p>Part B:Issues of Control, Access and Misuse of Technology. (4 Lectures)</p>

Sr. No.	Modules / Units
4	Introduction to Competitive Exams
	<p>Part A. Basic information on Competitive Examinations- the pattern, eligibility criteria and local centres:</p> <ul style="list-style-type: none"> i. Examinations conducted for entry into professional courses - Graduate Record Examinations (GRE), Graduate Management Admission Test (GMAT), Common Admission Test (CAT) and Scholastic Aptitude Test (SAT). ii. Examinations conducted for entry into jobs by Union Public Service Commission, Staff Selection Commission (SSC), State Public Service Commissions, Banking and Insurance sectors, and the National and State Eligibility Tests (NET / SET) for entry into teaching profession. <p>Part B. Soft skills required for competitive examinations- (7 Lectures)</p> <ul style="list-style-type: none"> i. Information on areas tested: Quantitative Ability, Data Interpretation, Verbal Ability and Logical Reasoning, Creativity and Lateral Thinking ii. Motivation: Concept, Theories and Types of Motivation iii. Goal-Setting: Types of Goals, SMART Goals, Stephen Covey's concept of human endowment iv. Time Management: Effective Strategies for Time Management v. Writing Skills: Paragraph Writing, Report Writing, Filing an application under the RTI Act, Consumer Grievance Letter.

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7. Motilal, Shashi, and Nanda, Bijoy Lakshmi, *Human Rights: Gender and Environment*, Allied Publishers, New Delhi, 2007.
8. Murthy, D. B. N., *Disaster Management: Text and Case Studies*, Deep and Deep Publications, New Delhi, 2013.
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10. Reza, B. K., *Disaster Management*, Global Publications, New Delhi, 2010.
11. Sathe, Satyaranjan P., *Judicial Activism in India*, Oxford University Press, New Delhi, 2003.
12. Singh, Ashok Kumar, *Science and Technology for Civil Service Examination*, Tata McGraw Hill, New Delhi, 2012.
13. Thorpe, Edgar, *General Studies Paper I Volume V*, Pearson, New Delhi, 2017.

Projects / Assignments (for Internal Assessment)

- i. Projects/Assignments should be drawn for the component on Internal Assessment from the topics in **Module 1 to Module 4**.
- ii. Students should be given a list of possible topics - at least 3 from each Module at the beginning of the semester.
- iii. The Project/Assignment can take the form of Street-Plays / Power-Point Presentations / Poster Exhibitions and similar other modes of presentation appropriate to the topic.
- iv. Students can work in groups of not more than 8 per topic.
- v. Students must submit a hard / soft copy of the Project / Assignment before appearing for the semester end examination.

QUESTION PAPER PATTERN (Semester III)

The Question Paper Pattern for Semester End Examination shall be as follows:

TOTAL MARKS: 75

DURATION: 150 MINUTES

QUESTION NUMBER	DESCRIPTION	MARKS ASSIGNED
1	<ol style="list-style-type: none">i. Question 1 A will be asked on the meaning / definition of concepts / terms from all Modules.ii. Question 1 B will be asked on the topic of the Project / Assignment done by the student during the Semesteriii. In all 8 Questions will be asked out of which 5 have to be attempted.	<ol style="list-style-type: none">a) Total marks: 15b) For 1 A, there will be 3 marks for each sub-question.c) For 1 B there will be 15 marks without any break-up.
2	Descriptive Question with internal option (A or B) on Module 1	15
3	Descriptive Question with internal option (A or B) on Module 2	15
4	Descriptive Question with internal option (A or B) on Module 3	15
5	Descriptive Question with internal option (A or B) on Module 4	15

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***2. Ability Enhancement Courses (AEC)
2B. Skill Enhancement Courses (SEC)***

4. Foundation Course in NSS - IV

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Entrepreneurship Development	10
2	Rural Resource Mobilization	10
3	Ideal village & stake of GOS and NGO	13
4	Institutional Social Responsibility and modes of Awareness	12
Total		45

Sr. No.	Modules / Units
1	Entrepreneurship Development
	UNIT - I Entrepreneurship development Entrepreneurship development- its meaning and schemes Government and self-employment schemes for Entrepreneurship development UNIT - II - Cottage Industry Cottage Industry- its meaning, its role in development process Marketing of cottage products and outlets
2	Rural Resource Mobilization
	UNIT - I - Rural resource mobilization- A case study of eco-village, eco-tourism, agro-tourism UNIT - II - Micro financing with special reference to self-help groups
3	Ideal village & stake of GOS and NGO
	UNIT - I - Ideal village Ideal village- the concept Gandhian Concept of Ideal village Case studies on Ideal village UNIT - II - Government Organisations(GOs) and Non-Government Organisations (NGOs) The concept and functioning
4	Institutional Social Responsibility and modes of Awareness
	UNIT - I - Institutional Social Responsibilities Concept and functioning- case study of adapted village UNIT - II - Modes of awareness through fine Arts Skills Basics of performing Arts as tool for social awareness, street play, creative dance, patriotic song, folk songs and folk dance. Rangoli, posters, flip charts, placards, etc.

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***2. Ability Enhancement Courses (AEC)
2B. Skill Enhancement Courses (SEC)***

4. Foundation Course in NCC - IV

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Disaster Management, Social Awareness and Community Development	10
2	Health and Hygiene	10
3	Drill with Arms	05
4	Weapon Training	10
5	Specialized Subject: Army Or Navy Or Air	10
Total		45

Sr. No.	Modules / Units
1	Disaster Management, Social Awareness and Community Development
	<p>Disaster Management: Desired outcome: The student shall gain basic information about civil defence organisation / NDMA & shall provide assistance to civil administration in various types of emergencies during natural / manmade disasters</p> <ul style="list-style-type: none"> • Fire Services & Fire fighting • Assistance during Natural / Other Calamities: Flood / Cyclone/ Earth Quake/ Accident etc. <p>Social Awareness and Community Development: Desired outcome: The student shall have an understanding about social evils and shall inculcate sense of whistle blowing against such evils and ways to eradicate such evils.</p> <ul style="list-style-type: none"> • NGOs: Role & Contribution • Drug Abuse & Trafficking • Corruption • Social Evil viz. Dowry/ Female Foeticide/Child Abuse & trafficking etc. • Traffic Control Org. & Anti drunken Driving
2	Health and Hygiene
	<p>Desired outcome: The student shall be fully aware about personal health and hygiene lead a healthy life style and foster habits of restraint and self awareness.</p> <ul style="list-style-type: none"> • Hygiene and Sanitation (Personal and Food Hygiene) • Basics of Home Nursing & First-Aid in common medical emergencies • Wound & Fractures
3	Drill with Arms
	<p>Desired outcome: The students will demonstrate the sense of discipline, improve bearing, smartness, and turnout, and develop the quality of immediate and implicit obedience of orders, with good reflexes.</p> <ul style="list-style-type: none"> • Getting on Parade with Rifle and Dressing at the Order • Dismissing and Falling Out • General Salute, Salami Shastra • Squad Drill • Short/Long tail from the order and vice-versa • Examine Arms
4	Weapon Training
	<p>Desired outcome: The student shall have basic knowledge of weapons and their use and handling.</p> <ul style="list-style-type: none"> • The lying position, Holding and Aiming- I • Trigger control and firing a shot • Range procedure and safety precautions • Theory of Group and Snap Shooting • Short range firing, Aiming- II -Alteration of sight

Sr. No.	Modules / Units
5	Specialized Subject: Army Or Navy Or Air
	<p>Army</p> <p>Desired outcome: The training shall instill patriotism, commitment and passion to serve the nation motivating the youth to join the defence forces. It will also acquaint, expose & provide basic knowledge about armed, naval and air-force subjects</p> <p>A. Map reading</p> <ul style="list-style-type: none"> • Setting a Map, finding North and own position • Map to ground, Ground to Map • Point to Point March <p>B. Field Craft and Battle Craft</p> <ul style="list-style-type: none"> • Observation, Camouflage and Concealment • Field Signals • Types of Knots and Lashing <p>C. Introduction to advanced weapons and role of technology (To be covered by the guest lecturers)</p> <p style="text-align: center;"><i>OR</i></p> <p>Navy</p> <p>A. Naval Communication</p> <ul style="list-style-type: none"> • Semaphore <ul style="list-style-type: none"> ▪ Phonetic Alphabets ▪ Radio Telephony Procedure ▪ Wearing of National Flag, Ensign and Admiral's Flag. <p>B. Seamanship</p> <ul style="list-style-type: none"> • Anchor work <ul style="list-style-type: none"> ▪ Types of Anchor, Purpose and Holding ground • Boat work <ul style="list-style-type: none"> ▪ Demonstrate Rigging a whaler and enterprise boat- Parts of Sail and Sailing Terms ▪ Instructions in Enterprise Class Board including theory of Sailing, Elementary Sailing Tools ▪ Types of Power Boats Used in the Navy and their uses, Knowledge of Anchoring, Securing and Towing a Boat <p>C. Introduction to advanced weapons and role of technology (To be covered by the guest lecturers)</p>

Sr. No.	Modules / Units
	<p style="text-align: center;"><i>OR</i></p> <p>Air</p> <p>A. Air frames</p> <ul style="list-style-type: none">• Fuselage• Main and Tail Plain <p>B. Instruments</p> <ul style="list-style-type: none">• Introduction to RADAR <p>C. Aero modelling</p> <ul style="list-style-type: none">• Flying/ Building of Aero models <p>D. Introduction to advanced weapons and role of technology (To be covered by the guest lecturers)</p>

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***2. Ability Enhancement Courses (AEC)
2B. Skill Enhancement Courses (SEC)***

4. Foundation Course in Physical Education - IV

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Stress Management	10
2	Awards, Scholarship & Government Schemes	10
3	Yoga Education	10
4	Exercise Scheduling/Prescription	15
Total		45

Sr. No.	Modules / Units
1	Stress Management
	<ul style="list-style-type: none"> • Meaning & concept of Stress • Causes of Stress • Managing Stress • Coping Strategies
2	Awards, Scholarship & Government Schemes
	<ul style="list-style-type: none"> • State & National level Sports Awards • State Sports Policy & Scholarship Schemes • National Sports Policy & Scholarship Schemes • Prominent Sports Personalities
3	Yoga Education
	<ul style="list-style-type: none"> • Differences between Yogic Exercises & non- Yogic exercises • Contribution of Yoga to Sports • Principles of Asanas & Bandha • Misconceptions about Yoga
4	Exercise Scheduling/Prescription
	<ul style="list-style-type: none"> • Daily Routine Prescription. • Understanding Activity level & Calorie requirement. • Adherence & Motivation for exercise. • Impact of Lifestyle on Health

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3. Core Courses (CC)

5. Business Economics- II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to Macroeconomic Data and Theory	15
2	Money, Inflation and Monetary Policy	15
3	Constituents of Fiscal Policy	15
4	Open Economy : Theory and Issues of International Trade	15
	Total	60

Sr. No.	Modules / Units
1	Introduction to Macroeconomic Data and Theory
	<ul style="list-style-type: none"> • 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
2	Money, Inflation and Monetary Policy
	<ul style="list-style-type: none"> • 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
3	Constituents of Fiscal Policy
	<ul style="list-style-type: none"> • 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.
4	Open Economy : Theory and Issues of International Trade
	<ul style="list-style-type: none"> • The basis of international trade : Ricardo's Theory of comparative cost advantage - The 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. • Foreign Exchange and foreign exchange market : Spot and Forward rate of Exchange - Hedging, Speculation and Arbitrage -Fixed and Flexible exchange rates- Managed flexibility

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3. Core Courses (CC)

6. Business Research Methods

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to business research methods	18
2	Data collection and Processing	14
3	Data analysis and Interpretation	16
4	Advanced techniques in Report Writing	12
Total		60

Objectives

SN	Objectives
1	The course is designed to inculcate the analytical abilities and research skills among the students.
2	The course intends to give hands on experience and learning in Business Research.

Sr. No.	Modules / Units
1	Introduction to business research methods
	<ul style="list-style-type: none"> • Meaning and objectives of research • Types of research– a)Pure, Basic and Fundamental b) Applied, c)Empirical d) Scientific & Social e)Historical f) Exploratory g) Descriptive h)Causal • Concepts in Research: Variables, Qualitative and Quantitative Research • Stages in research process. • Characteristics of Good Research • Hypothesis-Meaning, Nature, Significance, Types of Hypothesis, Sources. • Research design– Meaning, Definition, Need and Importance, Steps in research design, Essentials of a good research design, Areas / Scope of research design and Types-Descriptive, Exploratory and causal. • Sampling– <ul style="list-style-type: none"> a) meaning of sample and sampling, b) methods of sampling-i)Non Probability Sampling– Convenient, Judgment, Quota, Snow ball ii) Probability– Simple Random, Stratified, Cluster, Multi Stage.
2	Data collection and Processing
	<ul style="list-style-type: none"> • Types of data and sources-Primary and Secondary data sources • Methods of collection of primary data <ul style="list-style-type: none"> a) Observation- i)structured and unstructured, ii) disguised and undisguised, iii)mechanical observations (use of gadgets) b) Experimental i)Field ii) Laboratory c) Interview – i) Personal Interview ii)focused group, iii) in- depth interviews - Method, d) Survey– Telephonic survey, Mail, E-mail, Internet survey, Social media, and Media listening. e) Survey instrument– i) Questionnaire designing. f) Types of questions– i) structured/ close ended and ii) unstructured/ open ended, iii) Dicotomous, iv) Multiple Choice Questions. f) Scaling techniques-i) Likert scale, ii) Semantic Differential scale
3	Data analysis and Interpretation
	<ul style="list-style-type: none"> • Processing of data– i) Editing- field and office editing, ii)coding– meaning and essentials, iii) tabulation – note • Analysis of data-Meaning, Purpose, types. • Interpretation of data-Essentials, importance and Significance of processing data • Multivariate analysis– concept only • Testing of hypothesis– concept and problems– i)chi square test, ii) Zandt-test (for large and small sample)
4	Advanced techniques in Report Writing
	<ul style="list-style-type: none"> • 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 • Ethics and research • Objectivity, Confidentiality and anonymity in Research • Plagiarism

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3. Core Courses (CC)

7. Production & Total Quality Management

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Production Management	14
2	Materials Management	16
3	Basics Of Productivity & TQM	16
4	Quality Improvement Strategies & Certifications	14
Total		60

Objectives

SN	Objectives
1	To acquaint learners with the basic management decisions with respect to production and quality management
2	To make the learners understand the designing aspect of production systems
3	To enable the learners apply what they have learnt theoretically.

Sr. No.	Modules / Units
1	Production Management
	<p>Production Management</p> <ul style="list-style-type: none"> • 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.
2	Materials Management
	<ul style="list-style-type: none"> • Materials Management: Concept, Objectives and importance of materials management Various types of Material Handling Systems. • Inventory Management: Importance–Inventory Control Techniques ABC, VED, FSN, GOLF, XYZ, SOS, HML. EOQ: Assumptions limitations & advantages of Economic Order Quantity, Simple numerical on EOQ , Lead Time, Reorder Level, Safety Stock.
3	Basics Of Productivity &TQM
	<ul style="list-style-type: none"> • 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 Characteristics of Quality, Quality Assurance, Quality Circle : Objectives Of Quality Circles, Ishikawa Fish Bone, Applications in Organizations. Simple numerical on productivity
4	Quality Improvement Strategies &Certifications
	<ul style="list-style-type: none"> • Quality Improvement Strategies &Certifications: Lean Thinking, Kepner Tregor Methodology of problem solving, Sigma features, Enablers, Goals, DMAIC/DMADV. <p>TAGUCHI’S QUALITYENGINEERING,ISO 9000,ISO 1400, QS9000. Malcolm Baldrige National Quality Award(MBNQA), Deming’s Application Prize.</p>

Revised Syllabus of Courses of Bachelor of Management Studies (BMS)
Programme at Semester III
with effect from the Academic Year 2017-2018

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Consumer Behaviour

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2. Solomon, M.R. (2009). Consumer Behaviour – Buying, Having, and Being. (8th ed.) New Delhi: Pearson .
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6. Kotler, P. & Keller, K. L. (2012). Marketing Management (Global Edition) (14th ed.). Pearson
7. Nair, Suja R- Consumer Behaviour in Indian Perspective

Product Innovations Management

1. Dr. C.S.G. Krishnamacharyulu and Dr. R. Lalitha, Innovation Management, Himalaya Publishing House, First Edition 2007
2. Karl Ulrich, Product design and Development, McGraw hill, 4 Edition.
3. Michael Baker and Susan Hart, Product strategy and Management, Pearson Education, 2nd Edition
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5. Robert G. Cooper and Scott J. Edgett, Product innovation and technology strategy, Product Development Institute Inc., 2009
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3. Kleppner, Russell J; Thomac, Lane W , “Advertising Procedure”, Prentice Hall 1999
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Organization Behaviour & HRM

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4. P.L. Rao-International Human Resource
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2. Microsoft Office Professional 2013 Step by Step
By Beth Melton, Mark Dodge, Echo Swinford, Andrew Couch
3. Tata McGraw Hill Joseph, P.T. : E-commerce An Indian Perspective (Ch-13,Ch-14)
4. Computer Viruses and Related Threats: A Management Guide (Ch-2, Ch-3) By John P. Wack, Lisa J. Carnahan
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***Revised Syllabus of Courses of Bachelor of Management Studies (BMS)
Programme at Semester IV
with effect from the Academic Year 2017-2018***

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5. Meir Khan, Financial Institutions and Markets, Oxford Press
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3. Employee Training And Development - Raymond Noe
4. Every Trainers Handbook- Devendra Agochia
5. 360 Degree Feedback, Competency Mapping And Assessment Centre- Radha Sharma
6. Training And Development- S.K. Bhatia.

Change Management

1. Organisational Development by French and Bell
2. An experiential approach to O.D. by Harvey and Brown
3. Consultants and Consulting Styles by Dharani Sinha P.
4. Kavita Singh- Organization change
5. S.K. Bhatia- Organisational Change-
6. K.Ashwathapa- Management & OB, HRM.
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2. B. D. Singh - Negotiation Made Simple (Excel Books, 1st Ed.)

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2. Microsoft Office Professional 2013 Step by Step
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1. Production and Operations Management: R. Paneerselvam
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7. John S. Oakland, "TQM: Text with Cases", Butterworth-Heinemann
8. David J. Sumanth, "Total Productivity Management (TPmgt): A systematic and quantitative approach to compete in quality, price and time", St. Lucie Press

**Revised Syllabus of Courses of Bachelor of Management Studies (BMS)
Programme at Semester III and IV
with effect from the Academic Year 2017-2018**

Scheme of Evaluation

The performance of the learners will be evaluated in two Components. One component will be the Internal Assessment component carrying 25% marks and the second component will be the Semester-wise End Examination component carrying 75% marks. The allocation of marks for the Internal Assessment and Semester End Examinations will be as shown below:-

A) Internal Assessment: 25 %

Question Paper Pattern

(Internal Assessment- Courses without Practical Courses)

Sr. No.	Particular	Marks
1	One class test (20 Marks)	
	Match the Column/ Fill in the Blanks/ Multiple Choice Questions <i>(½ Mark each)</i>	05 Marks
	Answer in One or Two Lines (Concept based Questions) <i>(01 Mark each)</i>	05 Marks
	Answer in Brief (Attempt Any Two of the Three) <i>(05 Marks each)</i>	10 Marks
2	Active participation in routine class instructional deliveries and overall conduct as a responsible learner, mannerism and articulation and exhibit of leadership qualities in organizing related academic activities	05 Marks

Question Paper Pattern

(Internal Assessment- Courses with Practical Courses)

Sr. No.	Particular	Marks
1	Semester End Practical Examination (20 Marks)	
	Journal	05 Marks
	Viva	05 Marks
	Laboratory Work	10 Marks
2	Active participation in routine class instructional deliveries and overall conduct as a responsible learner, mannerism and articulation and exhibit of leadership qualities in organizing related academic activities articulation and exhibit of leadership qualities in organizing related academic activities	05 Marks

B) Semester End Examination: 75 %

- i) Duration: The examination shall be of 2 ½ Hours duration
- ii) Theory question paper pattern
 - There shall be five questions each of 15 marks.
 - All questions shall be compulsory with internal choice within the questions.
 - Question may be subdivided into sub-questions a, b, c... and the allocation of marks depends on the weightage of the topic.

(Detail question paper pattern has been given separately)

Passing Standard

The learners to pass a course shall have to obtain a minimum of 40% marks in aggregate for each course where the course consists of Internal Assessment and Semester End Examination. The learners shall obtain minimum of 40% marks (i.e. 10 out of 25) in the Internal Assessment and 40% marks in Semester End Examination (i.e. 30 Out of 75) separately, to pass the course and minimum of Grade E to pass a particular semester A learner will be said to have passed the course if the learner passes the Internal Assessment and Semester End Examination together.

Question Paper Pattern (Practical Courses)

Maximum Marks: 75

Questions to be set: 05

Duration: 2 ½ Hrs.

All Questions are Compulsory Carrying 15 Marks each.

Question No	Particular	Marks
Q-1	Objective Questions A) Sub Questions to be asked 10 and to be answered any 08 B) Sub Questions to be asked 10 and to be answered any 07 (*Multiple choice / True or False / Match the columns/Fill in the blanks)	15 Marks
Q-2	Full Length Practical Question OR	15 Marks
Q-2	Full Length Practical Question	15 Marks
Q-3	Full Length Practical Question OR	15 Marks
Q-3	Full Length Practical Question	15 Marks
Q-4	Full Length Practical Question OR	15 Marks
Q-4	Full Length Practical Question	15 Marks
Q-5	A) Theory questions B) Theory questions OR	08 Marks 07 Marks
Q-5	Short Notes To be asked 05 To be answered 03	15 Marks

Note:

Practical question of 15 marks may be divided into two sub questions of 7/8 and 10/5 Marks. If the topic demands, instead of practical questions, appropriate theory question may be asked.

Question Paper Pattern (Theoretical Courses)

Maximum Marks: 75

Questions to be set: 05

Duration: 2 ½ Hrs.

All Questions are Compulsory Carrying 15 Marks each.

Question No	Particular	Marks
Q-1	Objective Questions A) Sub Questions to be asked 10 and to be answered any 08 B) Sub Questions to be asked 10 and to be answered any 07 (*Multiple choice / True or False / Match the columns/Fill in the blanks)	15 Marks
Q-2	Full Length Question OR	15 Marks
Q-2	Full Length Question	15 Marks
Q-3	Full Length Question OR	15 Marks
Q-3	Full Length Question	15 Marks
Q-4	Full Length Question OR	15 Marks
Q-4	Full Length Question	15 Marks
Q-5	A) Theory questions B) Theory questions OR	08 Marks 07 Marks
Q-5	Short Notes To be asked 05 To be answered 03	15 Marks

Note:

Theory question of 15 marks may be divided into two sub questions of 7/8 and 10/5 Marks.

AC 24-06-2016

Item No. 4.80

University of Mumbai



**Bachelor of Management Studies
(BMS) Programme
Three Year Integrated Programme-
Six Semesters
*Course Structure***

Under Choice Based Credit *System*

**To be implemented from Academic Year- 2016-2017
Progressively**

Board of Studies-in-Business Management, University of Mumbai

Bachelor of Management Studies (BMS) Programme

Under Choice Based Credit, Grading and Semester System

Course Structure

FYBMS

(To be implemented from Academic Year- 2016-2017)

No. of Courses	Semester I	Credits	No. of Courses	Semester II	Credits
1	Elective Courses (EC)		1	Elective Courses (EC)	
1	Introduction to Financial Accounts	03	1	Principles of Marketing	03
2	Business Law	03	2	Industrial Law	03
3	Business Statistics	03	3	Business Mathematics	03
2	Ability Enhancement Courses (AEC)		2	Ability Enhancement Courses (AEC)	
2A	Ability Enhancement Compulsory Course (AECC)		2A	Ability Enhancement Compulsory Course (AECC)	
4	Business Communication - I	03	4	Business Communication -II	03
2B	*Skill Enhancement Courses (SEC)		2B	**Skill Enhancement Courses (SEC)	
5	Any one course from the following list of courses	02	5	Any one course from the following list of the courses	02
3	Core Courses (CC)		3	Core Courses (CC)	
6	Foundation of Human Skills	03	6	Business Environment	03
7	Business Economics-I	03	7	Principles of Management	03
Total Credits		20	Total Credits		20

*List of Skill Enhancement Courses (SEC) for Semester I (Any One)		**List of Skill Enhancement Courses (SEC) for Semester II (Any One)	
1	Foundation Course - I	1	Foundation Course - Value Education and Soft Skill - II
2	Foundation Course in NSS - I	2	Foundation Course in NSS - II
3	Foundation Course in NCC - I	3	Foundation Course in NCC - II
4	Foundation Course in Physical Education - I	4	Foundation Course in Physical Education - II
Note: Course selected in Semester I will continue in Semester II			

SYBMS

(To be implemented from Academic Year- 2017-2018)

No. of Courses	Semester III	Credits	No. of Courses	Semester IV	Credits
1	<i>Elective Courses (EC)</i>		1	<i>Elective Courses (EC)</i>	
1 & 2	*Any one group of courses from the following list of the courses	06	1 & 2	** Any one group of courses from the following list of the courses	06
2	<i>Ability Enhancement Courses (AEC)</i>		2	<i>Ability Enhancement Courses (AEC)</i>	
3	Information Technology in Business Management - I	02	3	Information Technology in Business Management-II	02
3	<i>Core Courses (CC)</i>		3	<i>Core Courses (CC)</i>	
4	Environmental Management	03	4	Business Economics-II	03
5	Business Planning & Entrepreneurial Management	03	5	Business Research Methods	03
6	Accounting for Managerial Decisions	03	6	Ethics & Governance	03
7	Strategic Management	03	7	Production & Total Quality Management	03
Total Credits		20	Total Credits		20

<i>*List of group of Elective Courses(EC) for Semester III (Any two)</i>		<i>** List of group of Elective Courses(EC) for Semester IV (Any two)</i>	
<i>Group A: Finance Electives (Any Two Courses)</i>			
1	Basics of Financial Services	1	Financial Institutions & Markets
2	Introduction to Cost Accounting	2	Auditing
3	Equity & Debt Market	3	Strategic Cost Management
4	Corporate Finance	4	Behavioural Finance
<i>Group B: Marketing Electives (Any Two Courses)</i>			
1	Consumer Behaviour	1	Integrated Marketing Communication
2	Product Innovations Management	2	Rural Marketing
3	Advertising	3	Event Marketing
4	Social Marketing	4	Tourism Marketing
<i>Group C: Human Resource Electives (Any Two Courses)</i>			
1	Recruitment & Selection	1	Human Resource Planning & Information System
2	Motivation and Leadership	2	Training & Development in HRM
3	Employees Relations & Welfare	3	Change Management
4	Organisation Behaviour & HRM	4	Conflict & Negotiation
<i>Note: Group selected in Semester III will continue in Semester IV</i>			

TYBMS

(To be implemented from Academic Year- 2018-2019)

No. of Courses	Semester V	Credits	No. of Courses	Semester VI	Credits
1	Elective Courses (EC)		1	Elective Courses (EC)	
1,2,3 & 4	*Any four courses from the following list of the courses	12	1,2,3 & 4	**Any four courses from the following list of the courses	12
2	Core Courses (CC)		2	Core Courses (CC)	
5	Logistics & Supply Chain Management	04	5	Operation Research	04
3	✓ Project Work		3	✓ Project Work	
6	Project Work I	04	6	Project Work II	04
Total Credits		20	Total Credits		20

✓ **Note:** Project work is considered as a special course involving application of knowledge in solving/analyzing/exploring a real life situation/ difficult problem. Project work would be of 04 credits. A project work may be undertaken in any area of Elective Courses/ study area selected

*List of group of Elective Courses(EC) for Semester V (Any four)		** List of group of Elective Courses(EC) for Semester VI (Any four)	
Group A: Finance Electives (Any four Courses)			
1	Investment Analysis & Portfolio Management	1	International Finance
2	Commodity & Derivatives Market	2	Innovative Financial Services
3	Wealth Management	3	Project Management
4	Strategic Financial Management	4	Risk Management in Banking Sector
5	Risk Management	5	Direct Taxes
6	Financing Rural Development	6	Indirect Taxes
Group B: Marketing Electives (Any four Courses)			
1	Services Marketing	1	Brand Management
2	E-Commerce & Digital Marketing	2	Retail Management
3	Sales & Distribution Management	3	International Marketing
4	Customer Relationship Management	4	Media Planning & Management
5	Industrial Marketing	5	Corporate Communication & Public Relations
6	Strategic Marketing Management	6	Marketing of Non Profit Organisation
Group C: Human Resource Electives (Any four Courses)			
1	Finance for HR Professionals & Compensation Management	1	HRM in Global Perspective
2	Strategic Human Resource Management & HR Policies	2	Organisational Development
3	Performance Management & Career Planning	3	HRM in Service Sector Management
4	Industrial Relations	4	Workforce Diversity
5	Talent & Competency Management	5	Human Resource Accounting & Audit
6	Stress Management	6	Indian Ethos in Management
Note: Group selected in Semester III will continue in Semester V & Semester VI			

University of Mumbai



**Revised Syllabus
and
Question Paper Pattern
of Courses
of
Bachelor of Management
Studies(BMS) Programme
First Year
*Semester I and II***

**Under Choice Based Credit, Grading and
Semester System**

(To be implemented from Academic Year- 2016-2017)

Board of Studies-in-Business Management, University of Mumbai

Bachelor of Management Studies (BMS) Programme

Under Choice Based Credit, Grading and Semester System

Course Structure

FYBMS

(To be implemented from Academic Year- 2016-2017)

No. of Courses	Semester I	Credits	No. of Courses	Semester II	Credits
1	Elective Courses (EC)		1	Elective Courses (EC)	
1	Introduction to Financial Accounts	03	1	Principles of Marketing	03
2	Business Law	03	2	Industrial Law	03
3	Business Statistics	03	3	Business Mathematics	03
2	Ability Enhancement Courses (AEC)		2	Ability Enhancement Courses (AEC)	
2A	Ability Enhancement Compulsory Course (AECC)		2A	Ability Enhancement Compulsory Course (AECC)	
4	Business Communication - I	03	4	Business Communication -II	03
2B	*Skill Enhancement Courses (SEC)		2B	**Skill Enhancement Courses (SEC)	
5	Any one course from the following list of courses	02	5	Any one course from the following list of the courses	02
3	Core Courses (CC)		3	Core Courses (CC)	
6	Foundation of Human Skills	03	6	Business Environment	03
7	Business Economics-I	03	7	Principles of Management	03
Total Credits		20	Total Credits		20

*List of Skill Enhancement Courses (SEC) for Semester I (Any One)		**List of Skill Enhancement Courses (SEC) for Semester II (Any One)	
1	Foundation Course - I	1	Foundation Course- II
2	Foundation Coursein NSS - I	2	Foundation Coursein NSS - II
3	Foundation Course in NCC - I	3	Foundation Course in NCC - II
4	Foundation Course inPhysical Education - I	4	Foundation Course inPhysical Education - II
Note: Course selected in Semester I will continue in Semester II			

Bachelor of Management Studies (BMS)
Programme
Under Choice Based Credit, Grading and Semester System
Course Structure

(To be implemented from Academic Year- 2016-2017)

Semester I

No. of Courses	Semester I	Credits
1	<i>Elective Courses (EC)</i>	
1	Introduction to Financial Accounts	03
2	Business Law	03
3	Business Statistics	03
2	<i>Ability Enhancement Courses (AEC)</i>	
2A	<i>Ability Enhancement Compulsory Course (AECC)</i>	
4	Business Communication - I	03
2B	<i>*Skill Enhancement Courses (SEC)</i>	
5	Any one course from the following list of the courses	02
3	<i>Core Courses (CC)</i>	
6	Foundation of Human Skills	03
7	Business Economics-I	03
Total Credits		20

<i>*List of Skill Enhancement Courses (SEC) for Semester I (Any One)</i>	
1	Foundation Course - I
2	Foundation Course in NSS - I
3	Foundation Course in NCC - I
4	Foundation Course in Physical Education - I

**Revised Syllabus of Courses of Bachelor of Management Studies
(BMS) Programme at Semester I
with Effect from the Academic Year 2016-2017**

Elective Courses (EC)

1. Introduction to Financial Accounts

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction	15
2	Accounting Transactions	15
3	Depreciation Accounting & Trial Balance	15
4	Final Accounts	15
	Total	60

Sr. No.	Modules / Units
1	Introduction
	<ul style="list-style-type: none"> • Meaning and Scope of Accounting: Need and development, definition: Book-Keeping and accounting, Persons interested in accounting, Branches of accounting, Objectives of accounting • Accounting principles: Introductions to Concepts and conventions. • Introduction to Accounting Standards: Meaning and Scope) <ul style="list-style-type: none"> ▪ AS 1 : Disclosure to Accounting Policies ▪ AS 6: Depreciation Accounting. ▪ AS 9: Revenue Recognition. ▪ AS 10: Accounting For Fixed Assets. • International Financial Reporting Standards (IFRS): Introduction to IFRS <ul style="list-style-type: none"> ▪ IAS-1: Presentation of Financial Statements (Introductory Knowledge) ▪ IAS-2: Inventories (Introductory Knowledge) • Accounting in Computerized Environment: Introduction, Features and application in various areas of Accounting
2	Accounting Transactions
	<ul style="list-style-type: none"> • Accounting transactions: Accounting cycle, Journal, Journal proper, Opening and closing entries, Relationship between journal & ledger: Rules regarding posting: Trial balance: Subsidiary books (Purchase, Purchase Returns, Sales, Sales Returns & cash book –Triple Column), Bank Reconciliation Statement. • Expenditure: Classification of Expenditure- Capital, revenue and Deferred Revenue expenditure Unusual expenses: Effects of error: Criteria test. • Receipts: Capital receipt, Revenue receipt, distinction between capital receipts and revenue receipts. • Profit or Loss: Revenue profit or loss, capital profit or loss
3	Depreciation Accounting & Trial Balance
	<ul style="list-style-type: none"> • Depreciation accounting: Practical problem based on depreciation using SLM and RBM methods. (Where Provision for depreciation Account not maintained). • Preparation of Trial Balance: Introduction and Preparation of Trial Balance
4	Final Accounts
	<ul style="list-style-type: none"> • Introduction to Final Accounts of a Sole proprietor. • Rectification of errors. • Manufacturing Account, Trading Account, Profit and Loss Account and Balance Sheet. • Preparation and presentation of Final Accounts in horizontal format • Introduction to Schedule 6 of Companies Act ,1956

**Revised Syllabus of Courses of Bachelor of Management Studies
(BMS) Programme at Semester I
with Effect from the Academic Year 2016-2017**

Elective Courses (EC)

2. Business Law

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Contract Act, 1872 & Sale of Goods Act, 1930	15
2	Negotiable Instrument Act, 1981 & Consumer Protection Act, 1986	15
3	Company Law	15
4	Intellectual Property Rights(IPR)	15
Total		60

Sr. No.	Modules / Units
1	Contract Act, 1872 & Sale of Goods Act, 1930
	<ul style="list-style-type: none"> • Contract Act,1872: Essential elements of Contract; Agreement and Contract – Capacity to Contract, free consent, consideration, lawful objects/ consideration, Breach of contract. Remedies for breach of Contract. • Sale of Goods Act,1930: 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.
2	Negotiable Instrument Act, 1981 & Consumer Protection Act, 1986
	<ul style="list-style-type: none"> • Negotiable Instrument Act,1981: Introduction of Negotiable Instruments – Characteristics of negotiable instruments, Promissory note, Bills of exchange, Cheque, Dishonour of Cheque. • Consumer Protection Act, 1986: 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.
3	Company Law
	<ul style="list-style-type: none"> • Company Law: What is company? – Incorporation of company – MOA, AOA, Prospectus, Meetings, Meaning of transfer and transmission of shares.
4	Intellectual Property Rights(IPR)
	<ul style="list-style-type: none"> • Intellectual Property Rights (IPR) <ul style="list-style-type: none"> ▪ IPR definition/ objectives ▪ Patent definition. What is patentable? What is not patentable? Invention And its Attributes, Inventors and Applications ▪ Trademarks, definition, types of trademarks, infringement and passing off. ▪ Copy right definition and subject in which copy right exists, Originality, Meaning and Content, Authors and Owners, Rights and Restrictions. ▪ Geographical indications (only short notes)

**Revised Syllabus of Courses of Bachelor of Management Studies
(BMS) Programme at Semester I
with Effect from the Academic Year 2016-2017**

Elective Courses (EC)

3. Business Statistics

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to Statistics	15
2	Measures of Dispersion, Co-Relation and Linear Regression	15
3	Time Series and Index Number	15
4	Probability and Decision Theory	15
	Total	60

Sr. No.	Modules / Units
1	Introduction to Statistics
	<ul style="list-style-type: none"> • Introduction: Functions/Scope, Importance, Limitations • Data: Relevance of Data(Current Scenario), Type of data(Primary & Secondary), Primary(Census vs Samples, Method of Collection (In Brief), Secondary(Merits, Limitations, Sources) (In Brief) • Presentation Of Data:Classification – Frequency Distribution – Discrete & Continuous, Tabulation, Graph(Frequency, Bar Diagram, Pie Chart, Histogram, Ogives) • Measures Of Central Tendency: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
2	Measures of Dispersion, Co-Relation and Linear Regression
	<ul style="list-style-type: none"> • Measures Of Dispersion: Range with C.R(Co-Efficient Of Range), Quartiles & Quartile deviation with CQ (Co-Efficient Of Quartile), Mean Deviation from mean with CMD (Co-Efficient Of Mean Deviation), Standard deviation with CV(Co-Efficient Of Variance), Skewness& Kurtosis (Only concept) • Co-Relation: Karl Pearson, Rank Co-Relation • Linear Regression: Least Square Method
3	Time Series and Index Number
	<ul style="list-style-type: none"> • Time Series: Least Square Method, Moving Average Method, Determination of Season • Index Number: 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
4	Probability and Decision Theory
	<ul style="list-style-type: none"> • Probability: Concept of Sample space, Concept of Event, Definition of Probability, Addition & Multiplication laws of Probability, Conditional Probability, Bayes' Theorem(Concept only), Expectation & Variance, Concept of Probability Distribution(Only Concept) • Decision Theory: Acts, State of Nature Events, Pay offs, Opportunity loss, Decision Making under Certainty, Decision Making under Uncertainty, • Non-Probability: Maximax, Maximin, Minimax, Regret, Laplace & Hurwicz) • Probabilistics (Decision Making under risk):EMV, EOL, EVPI • Decision Tree

**Revised Syllabus of Courses of Bachelor of Management Studies
(BMS) Programme at Semester I
with Effect from the Academic Year 2016-2017**

Ability Enhancement Courses (AEC)

4. Business Communication- I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Theory of Communication	15
2	Obstacles to Communication in Business World	15
3	Business Correspondence	15
4	Language and Writing Skills	15
Total		60

Sr. No.	Modules / Units
1	Theory of Communication
	<p>Concept of Communication: Meaning, Definition, Process, Need, Feedback Emergence of Communication as a key concept in the Corporate and Global world Impact of technological advancements on Communication</p> <p>Channels and Objectives of Communication: Channels- Formal and Informal- Vertical, Horizontal, Diagonal, Grapevine</p> <p>Objectives of Communication: Information, Advice, Order and Instruction, Persuasion, Motivation, Education, Warning, and Boosting the Morale of Employees (A brief introduction to these objectives to be given)</p> <p>Methods and Modes of Communication: 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>
2	Obstacles to Communication in Business World
	<p>Problems in Communication /Barriers to Communication: Physical/ Semantic/Language / Socio-Cultural / Psychological / Barriers, Ways to Overcome these Barriers</p> <p>Listening: Importance of Listening Skills, Cultivating good Listening Skills – 4</p> <p>Introduction to Business Ethics: 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>
3	Business Correspondence
	<p>Theory of Business Letter Writing: Parts, Structure, Layouts—Full Block, Modified Block, Semi - Block Principles of Effective Letter Writing, Principles of effective Email Writing,</p> <p>Personnel Correspondence: 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>

Sr. No.	Modules / Units
4	Language and Writing Skills
	<p>Commercial Terms used in Business Communication</p> <p>Paragraph Writing: 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.]</p> <p>Activities</p> <ul style="list-style-type: none"> ▪ Listening Comprehension ▪ Remedial Teaching ▪ Speaking Skills: Presenting a News Item, Dialogue and Speeches ▪ Paragraph Writing: Preparation of the first draft, Revision and Self – Editing, Rules of spelling. ▪ Reading Comprehension: Analysis of texts from the fields of Commerce and Management

**Revised Syllabus of Courses of Bachelor of Management Studies
(BMS) Programme at Semester I
with Effect from the Academic Year 2016-2017**

Skill Enhancement Courses (SEC)

5. Foundation Course -I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Overview of Indian Society	05
2	Concept of Disparity- 1	10
3	Concept of Disparity-2	10
4	The Indian Constitution	10
5	Significant Aspects of Political Processes	10
	Total	45

Sr. No.	Modules / Units
1	Overview of Indian Society
	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
2	Concept of Disparity- 1
	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
3	Concept of Disparity-2
	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
4	The Indian Constitution
	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
5	Significant Aspects of Political Processes
	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

**Revised Syllabus of Courses of Bachelor of Management Studies
(BMS) Programme at Semester I
with Effect from the Academic Year 2016-2017**

Skill Enhancement Courses (SEC)

5. Foundation Course in NSS - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to NSS	10
2	Concept of Society and Social Issues in India	15
3	Indian Constitution and Social Justice	10
4	Human Personality and National Integration	10
	Total	45

Sr. No.	Modules / Units
1	Introduction to NSS
	<p>Introduction to National Service Scheme(NSS) Orientation and structure of National Service Scheme(NSS) National Service Scheme(NSS)- its objectives The historical perspective of National Service Scheme(NSS) National Service Scheme(NSS)- Symbol and its meaning National Service Scheme(NSS)- its hierarchy from national to college level</p> <p>National Service Scheme(NSS) Regular activities Distribution of working hours- Association between issues and programs- community project- urban rural activities, Association- modes of activity evaluation</p>
2	Concept of Society and Social Issues in India
	<p>History and philosophy of social sciences in India Concept of society- Development of Indian society - Features of Indian Society- Division of labour and cast system in India</p> <p>Basic social issues in India Degeneration of value system, Family system, Gender issues, Regional imbalance</p>
3	Indian Constitution and Social Justice
	<p>Indian Constitution Features of Indian Constitution - Provisions related to social integrity and development</p> <p>Social Justice Social Justice- the concept and its features Inclusive growth- the concept and its features</p>
4	Human Personality and National Integration
	<p>Dimensions of human personality Social Dimension of Human personality- Understanding of the society Physical Dimension of Human personality- Physical Exercise, Yoga, etc.</p> <p>National integration & Communal Harmony National Integration- its meaning, importance and practice Communal Harmony- its meaning, importance and practice</p>

**Revised Syllabus of Courses of Bachelor of Management Studies
(BMS) Programme at Semester I**

with Effect from the Academic Year 2016-2017

Skill Enhancement Courses (SEC)

5. Foundation Course in NCC - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to NCC, National Integration & Awareness	10
2	Drill: Foot Drill	10
3	Adventure Training, Environment Awareness and Conservation	10
4	Personality Development and Leadership	10
5	Specialized Subject: Army/ Navy/ Air	05
	Total	45

Sr. No.	Modules / Units
1	Introduction to NCC, National Integration & Awareness
	<p>Desired outcome: The students will display sense of patriotism, secular values and shall be transformed into motivated youth who will contribute towards nation building through national unity and social cohesion.</p> <ul style="list-style-type: none"> • Genesis, Aims, Objectives of NCC & NCC Song • Organisation & Training • Incentives & Benefits • Religions, Culture, Traditions and Customs of India • National Integration: Importance and Necessity • Freedom Struggle
2	Drill: Foot Drill
	<p>Desired outcome: The students will demonstrate the sense of discipline, improve bearing, smartness, turnout, develop the quality of immediate and implicit obedience of orders, with good reflexes.</p> <ul style="list-style-type: none"> • General and Words of Command • Attention, Stand at Ease and Stand Easy, Turning and Inclining at the Halt • Sizing, Forming Up in Three Ranks and Numbering, Open and Close Order March and Dressing • Saluting at the Halt, Getting On Parade, Dismissing and Falling Out • Marching, Length of Pace and Time of Marching in Quick Time and Halt, Slow March and Halt • Turning on the March and Wheeling. • Saluting on the March. • Formation of squad and Squad Drill.
3	Adventure Training, Environment Awareness and Conservation
	<p>Adventure Training</p> <p>Desired outcome: The students will overcome fear & inculcate within them the sense of adventure, sportsmanship, esprit-d-corp and develop confidence, courage, determination, diligence and quest for excellence.</p> <ul style="list-style-type: none"> • Any Two such as – Obstacle course, Slithering, Trekking, Cycling, Rock Climbing, Para Sailing, Sailing, Scuba Diving etc <p>Environment Awareness and Conservation</p> <p>Desired outcome: The student will be aware of the conservation of natural resources and protection of environment.</p> <ul style="list-style-type: none"> • Natural Resources – Conservation and Management • Water Conservation and Rainwater Harvesting

Sr. No.	Modules / Units
4	Personality Development and Leadership
	<p>Desired outcome: The student will develop an all-round personality with adequate leadership traits to deal / contribute effectively in life.</p> <ul style="list-style-type: none"> • Introduction to Personality Development • Factors Influencing /Shaping Personality: Physical, Social, Physiological, Philosophical and Psychological • Self Awareness Know yourself/ Insight • Change Your Mind Set • Communication Skills: Group Discussion / Lecturettes (Public Speaking) • Leadership Traits • Types of Leadership
5	Specialized Subject: Army Or Navy Or Air
	<p><u>Army</u></p> <p>Desired outcome: The training shall instill patriotism, commitment and passion to serve the nation motivating the youth to join the defence forces. It will also acquaint, expose & provide basic knowledge about armed, naval and air-force subjects</p> <p>A. Armed Force</p> <ul style="list-style-type: none"> • Basic organisation of Armed Forces • Organisation of Army • Badges and Ranks <p>B. Introduction to Infantry and weapons and equipments</p> <ul style="list-style-type: none"> • Characteristics of 7.62mm SLR Rifle, Ammunition, Fire power, Stripping, Assembling and Cleaning <p>C. Military history</p> <ul style="list-style-type: none"> • Biographies of renowned Generals (Carriapa / Sam Manekshaw) • Indian Army War Heroes- PVCs <p>D. Communication</p> <ul style="list-style-type: none"> • Types of Communications • Characteristics of Wireless Technologies (Mobile, Wi-Fi etc.) <p style="text-align: center;">OR</p> <p><u>Navy</u></p> <p>A. Naval orientation and service subjects</p> <ul style="list-style-type: none"> • History of the Indian Navy-Pre and Post Independence, Gallantry award winners • Organization of Navy- NHQ, Commands, Fleets, Ships and shore establishments • Types of Warships and their role • Organization of Army and Air Force- Operational and Training commands • Ranks of Officers and Sailors, Equivalent Ranks in the Three Services <p>B. Ship and Boat Modelling</p> <ul style="list-style-type: none"> • Principles of Ship Modelling • Maintenance and Care of tools

Sr. No.	Modules / Units
	<p>C. Search and Rescue</p> <ul style="list-style-type: none"> • SAR Organization in the Indian ocean <p>D. Swimming</p> <p>Floating for three minutes and Free style swimming for 50 meters</p> <p style="text-align: center;">OR</p> <p>AIR</p> <p>A. General Service Knowledge</p> <ul style="list-style-type: none"> • Development of Aviation • History of IAF <p>B. Principles of Flight</p> <ul style="list-style-type: none"> • Introduction • Laws of Motion • Glossary of Terms. <p>C. Airmanship</p> <ul style="list-style-type: none"> • Introduction • Airfield Layout • Rules of the Air • Circuit Procedure • ATC/RT Procedures • Aviation Medicine <p>D. Aero- Engines</p> <ul style="list-style-type: none"> • Introduction to Aero-engines

**Revised Syllabus of Courses of Bachelor of Management Studies
(BMS) Programme at Semester I
with Effect from the Academic Year 2016-2017**

Skill Enhancement Courses (SEC)

5. Foundation Course in Physical Education - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to Basic Relevant concepts in Physical Education	10
2	Components of Physical Fitness	15
3	Testing Physical Fitness	10
4	Effect of Exercise on various Body System	10
Total		45

Sr. No.	Modules / Units
1	Introduction to Basic Relevant concepts in Physical Education
	<ul style="list-style-type: none"> • Dimensions and determinants of Health, Fitness & Wellness • Concept of Physical Education and its importance • Concept of Physical Fitness and its types • Concept of Physical Activity, exercise and its types & benefits
2	Components of Physical Fitness
	<ul style="list-style-type: none"> • Concept of components of Physical Fitness • Concept and components of HRPF • Concept and components of SRPF • Importance of Physical Education in developing physical fitness components.
3	Testing Physical Fitness
	<ul style="list-style-type: none"> • Tests for measuring Cardiovascular Endurance • Tests for measuring Muscular Strength & Endurance • Tests for measuring Flexibility • Tests for measuring Body Composition
4	Effect of Exercise on various Body System
	<ul style="list-style-type: none"> • Effect of exercises on Musculoskeletal system • Effect of exercises on Circulatory System • Effect of exercises on Respiratory System • Effect of exercises on Glandular System

**Revised Syllabus of Courses of Bachelor of Management Studies
(BMS) Programme at Semester I
With Effect from the Academic Year 2016-2017**

Core Courses (CC)

6.Foundation of Human Skills

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Understanding of Human Nature	15
2	Introduction to Group Behaviour	15
3	Organizational Culture and Motivation at workplace	15
4	Organisational Change, Creativity and Development and Work Stress	15
Total		60

Sr. No.	Modules / Units
1	<p data-bbox="320 203 762 237">Understanding of Human Nature</p> <ul style="list-style-type: none"> <li data-bbox="320 259 1410 338">• Individual Behaviour: Concept of a man, individual differences, factors affecting individual differences, Influence of environment <li data-bbox="320 349 1410 640">• Personality and attitude: 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 data-bbox="320 651 1410 931">• Thinking, learning and perceptions: 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).
2	<p data-bbox="320 954 762 987">Introduction to Group Behaviour</p> <ul style="list-style-type: none"> <li data-bbox="320 1010 1410 1256">• Introduction to Group Behaviour <ul style="list-style-type: none"> <li data-bbox="368 1055 1410 1133">▪ Group Dynamics: Nature, types, group behaviour model (roles, norms, status, process, structures) <li data-bbox="368 1144 1410 1223">▪ Team effectiveness: nature, types of teams, ways of forming an effective team. <li data-bbox="368 1234 592 1256">▪ Setting goals. <li data-bbox="320 1267 1410 1514">• Organizational processes and system. <ul style="list-style-type: none"> <li data-bbox="368 1312 1410 1391">▪ Power and politics: nature, bases of power, politics nature, types, causes of organizational politics, political games. <li data-bbox="368 1402 1410 1514">▪ Organizational conflicts and resolution: Conflict features, types, causes leading to organizational conflicts, levels of conflicts, ways to resolve conflicts through five conflicts resolution strategies with outcomes.
3	<p data-bbox="320 1529 1018 1563">Organizational Culture and Motivation at workplace</p> <ul style="list-style-type: none"> <li data-bbox="320 1585 1410 1753">• Organizational Culture: <ul style="list-style-type: none"> <li data-bbox="368 1630 951 1664">▪ Characteristics of organizational culture. <li data-bbox="368 1675 1126 1709">▪ Types, functions and barriers of organizational culture <li data-bbox="368 1720 1326 1753">▪ Ways of creating and maintaining effective organization culture <li data-bbox="320 1765 1410 2045">• Motivation at workplace: Concept of motivation Theories of motivation in an organisational set up. <ul style="list-style-type: none"> <li data-bbox="368 1843 751 1877">▪ A.Maslow Need Heirachy <li data-bbox="368 1888 730 1921">▪ F.Hertzberg Dual Factor <li data-bbox="368 1933 858 1966">▪ Mc.Gregor theory X and theory Y. <p data-bbox="360 1977 1410 2045">Waysofmotivating through carrot (positive reinforcement) and stick (negative reinforcement) at workplace.</p>

4	Organisational Change, Creativity and Development and Work Stress
	<ul style="list-style-type: none">• Organisational change and creativity: 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.• Organisational Development and work stress: Need for organisational development, OD Techniques, Stress, types of stress, Causes and consequences of job stress, Ways for coping up with job stress

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Core Courses (CC)

7. Business Economics - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction	10
2	Demand Analysis	10
3	Supply and Production Decisions and Cost of Production	15
4	Market structure: Perfect competition and Monopoly and Pricing and Output Decisions under Imperfect Competition	15
5	Pricing Practices	10
	Total	60

Sr. No.	Modules / Units
1	Introduction
	<p>Scope and Importance of Business Economics - 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</p>
2	Demand Analysis
	<p>Demand Function - 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 Demand estimation and forecasting: Meaning and significance - methods of demand estimation : survey and statistical methods <i>(numerical illustrations on trend analysis and simple linear regression)</i></p>
3	Supply and Production Decisions and Cost of Production
	<p>Production function: 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. Cost concepts: Accounting cost and economic cost, implicit and explicit cost, fixed and variable cost - total, average and marginal cost - Cost Output Relationship in the Short Run and Long Run <i>(hypothetical numerical problems to be discussed)</i>, LAC and Learning curve - Break even analysis <i>(with business applications)</i></p>
4	Market structure: Perfect competition and Monopoly and Pricing and Output Decisions under Imperfect Competition
	<p>Short run and long run equilibrium of a competitive firm and of industry - monopoly - short run and long- run equilibrium of a firm under Monopoly Monopolistic competition: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> Oligopolistic markets: key attributes of oligopoly - Collusive and non collusive oligopoly market - Price rigidity - Cartels and price leadership models <i>(with practical examples)</i></p>
5	Pricing Practices
	<p>Cost oriented pricing methods: cost – plus (full cost) pricing, marginal cost pricing, Mark up pricing, discriminating pricing, multiple – product pricing - transfer pricing <i>(case studies on how pricing methods are used in business world)</i></p>

Bachelor of Management Studies (BMS)
Programme
Under Choice Based Credit, Grading and Semester System
Course Structure

(To be implemented from Academic Year- 2016-2017)

Semester II

No. of Courses	Semester II	Credits
1	<i>Elective Courses (EC)</i>	
1	Principles of Marketing	03
2	Industrial Law	03
3	Business Mathematics	03
2	<i>Ability Enhancement Courses (AEC)</i>	
2A	<i>Ability Enhancement Compulsory Course (AECC)</i>	
4	Business Communication - II	03
2B	<i>**Skill Enhancement Courses (SEC)</i>	
5	Any one course from the following list of the courses	02
3	<i>Core Courses (CC)</i>	
6	Business Environment	03
7	Principles of Management	03
Total Credits		20

<i>**List of Skill Enhancement Courses (SEC) for Semester II (Any One)</i>	
1	Foundation Course - II
2	Foundation Course in NSS - II
3	Foundation Course in NCC - II
4	Foundation Course in Physical Education - II

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Elective Courses(EC)

1. Principles of Marketing

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to Marketing	15
2	Marketing Environment, Research and Consumer Behaviour	15
3	Marketing Mix	15
4	Segmentation, Targeting and Positioning and Trends In Marketing	15
Total		60

Sr. No.	Modules / Units
1	Introduction to Marketing
	<ul style="list-style-type: none"> ● Introduction to Marketing: Definition, features, advantages and scope of marketing. The 4P's and 4C's of marketing. Marketing v/s Selling. Marketing as an activity and function ● Concepts of Marketing: Needs, wants and demands, transactions, transfer and exchanges. ● Orientations of a firm: Production concept; Product concept; selling concept and marketing concept, social relationship, Holistic marketing.
2	Marketing Environment, Research and Consumer Behaviour
	<ul style="list-style-type: none"> ● The micro environment of business: Management structure; Marketing Channels; Markets in which a firm operates; competitors and stakeholders. ● Macro environment: Political Factors; Economic Factors; Socio Cultural Factors , Technological Factors (PEST Analysis) ● Marketing research: Meaning, features, Importance of marketing research. Types of marketing research: Product research; Sales research; consumer/customer research; production research ● MIS: Meaning, features and Importance ● Consumer Behaviour: Meaning, feature, importance, factors affecting Consumer Behaviour
3	Marketing Mix
	<ul style="list-style-type: none"> ● Marketing mix: Meaning –elements of Marketing Mix. ● Product-product mix-product line lifecycle-product planning – New product development- failure of new product-levels of product. ● Branding –Packing and packaging – role and importance ● Pricing – objectives- factors influencing pricing policy and Pricing strategy. ● Physical distribution – meaning – factor affecting channel selection-types of marketing channels ● Promotion – meaning and significance of promotion. Promotion tools (brief)
4	Segmentation, Targeting and Positioning and Trends In Marketing
	<ul style="list-style-type: none"> ● Segmentation – meaning , importance , basis ● Targeting – meaning , types ● Positioning – meaning – strategies ● New trends in marketing – E-marketing , Internet marketing and marketing using Social network ● Social marketing/ Relationship marketing

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Elective Courses (EC)

2.Industrial Law

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Laws Related to Industrial Relations and Industrial Disputes	15
2	Laws Related to Health, Safety and Welfare	15
3	Social Legislation	15
4	Laws Related to Compensation Management	15
Total		60

Sr. No.	Modules / Units
1	Laws Related to Industrial Relations and Industrial Disputes
	<ul style="list-style-type: none"> • Industrial Disputes Act, 1947: Definition, Authorities, Awards, Settlements, Strikes Lockouts, Lay Offs, Retrenchment and Closure • The Trade Union Act, 1926
2	Laws Related to Health, Safety and Welfare
	<ul style="list-style-type: none"> • The Factory Act 1948: (Provisions related to Health, Safety and Welfare) • The Workmen’s Compensation Act, 1923 Provisions: <ul style="list-style-type: none"> ▪ Introduction: The doctrine of assumed risk, The doctrine of Common Employment, The doctrine of Contributory Negligence ▪ Definitions ▪ Employers liability for compensation (S-3 to 13) ▪ Rules as to Compensation (Sec 4 to Sec 9) (14 A & 17)
3	Social Legislation
	<ul style="list-style-type: none"> • Employee State Insurance Act 1948: Definition and Employees Provident Fund • Miscellaneous Provision Act 1948: Schemes, Administration and determination of dues
4	Laws Related To Compensation Management
	<ul style="list-style-type: none"> • The payment of Wages Act 1948: Objectives, Definition, Authorised Deductions • Payment of Bonus Act, 1965 • The Payment Of Gratuity Act, 1972

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Elective Courses (EC)

3. Business Mathematics

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Elementary Financial Mathematics	15
2	Matrices and Determinants	15
3	Derivatives and Applications of Derivatives	15
4	Numerical Analysis [Interpolation]	15
Total		60

Sr. No.	Modules / Units
1	Elementary Financial Mathematics
	<ul style="list-style-type: none"> • Simple and Compound Interest: Interest compounded once a year, more than once a year, continuous, nominal and effective rate of interest • Annuity-Present and future value-sinking funds • Depreciation of Assets: Equated Monthly Installments (EMI)- using flat interest rate and reducing balance method. • Functions: Algebraic functions and the functions used in business and economics, Break Even and Equilibrium point. • Permutation and Combination: (Simple problems to be solved with the calculator only)
2	Matrices and Determinants
	<ul style="list-style-type: none"> • Matrices: Some important definitions and some important results. Matrix operation (Addition, scalar multiplication , matrix multiplication, transpose of a matrix) • Determinants of a matrix of order two or three: properties and results of Determinants • Solving a system of linear equations using Cramer's rule • Inverse of a Matrix (up to order three) using ad-joint of a matrix and matrix inversion method • Case study: Input Output Analysis
3	Derivatives and Applications of Derivatives
	<ul style="list-style-type: none"> • Introduction and Concept: Derivatives of constant function, logarithmic functions, polynomial and exponential function • Rules of derivatives: addition, multiplication, quotient • Second order derivatives • Application of Derivatives: Maxima, Minima, Average Cost and Marginal Cost. Total revenue, Marginal revenue, Average revenue. Average and Marginal profit. Price elasticity of demand
4	Numerical Analysis [Interpolation]
	<ul style="list-style-type: none"> • 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

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Ability Enhancement Courses (AEC)

4. Business Communication - II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Presentation Skills	15
2	Group Communication	15
3	Business Correspondence	15
4	Language and Writing Skills	15
Total		60

Sr. No.	Modules / Units
1	Presentation Skills
	<p>Presentations: (to be tested in tutorials only) 4 Principles of Effective Presentation</p> <p>Effective use of OHP</p> <p>Effective use of Transparencies</p> <p>How to make a Power-Point Presentation</p>
2	Group Communication
	<p>Interviews: Group Discussion Preparing for an Interview, Types of Interviews – Selection, Appraisal, Grievance, Exit</p> <p>Meetings: Need and Importance of Meetings, Conduct of Meeting and Group Dynamics Role of the Chairperson, Role of the Participants, Drafting of Notice, Agenda and Resolutions</p> <p>Conference: Meaning and Importance of Conference Organizing a Conference Modern Methods: Video and Tele – Conferencing</p> <p>Public Relations: Meaning, Functions of PR Department, External and Internal Measures of PR</p>
3	Business Correspondence
	<p>Trade Letters: Order, Credit and Status Enquiry, Collection (just a brief introduction to be given)</p> <p>Only following to be taught in detail:-</p> <p>Letters of Inquiry, Letters of Complaints, Claims, Adjustments Sales Letters, promotional leaflets and fliers Consumer Grievance Letters, Letters under Right to Information (RTI) Act</p> <p>[Teachers must provide the students with theoretical constructs wherever necessary in order to create awareness. However students should not be tested on the theory.]</p>
4	Language and Writing Skills
	<p>Reports: Parts, Types, Feasibility Reports, Investigative Reports</p> <p>Summarisation: Identification of main and supporting/sub points Presenting these in a cohesive manner</p>

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Skill Enhancement Courses (SEC)

5. Foundation Course – II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Globalisation and Indian Society	07
2	Human Rights	10
3	Ecology	10
4	Understanding Stress and Conflict	10
5	Managing Stress and Conflict in Contemporary Society	08
	Total	45

Sr. No	Modules /Units
1	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; rise in corporate farming and increase in farmers' suicides.
2	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
3	Ecology
	Importance of Environment Studies in the current developmental context; Understanding concepts of Environment, Ecology and their interconnectedness; Environment as natural capital and connection to quality of human life; Environmental Degradation- causes and impact on human life;Sustainable development- concept and components; poverty and environment
4	Understanding Stress and Conflict
	Causes of stress and conflict in individuals and society; Agents of socialization and the role played by them in developing the individual; Significance of values, ethics and prejudices in developing the individual; Stereotyping and prejudice as significant factors in causing conflicts in society. Aggression and violence as the public expression of conflict
5	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; Conflict-resolution and efforts towards building peace and harmony in society

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Skill Enhancement Courses (SEC)

5. Foundation Course in NSS - II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Socio-economic Survey and Special Camp	10
2	Orientation of the College Unit and Communication Skills	15
3	Rapport with Community and Programme Planning	10
4	Government Organisations /Non-Government Organisations	10
Total		45

Sr. No.	Modules / Units
1	Socio-economic Survey and Special Camp
	<p>Socio economic survey Socio-economic survey- its meaning and need, Process of Socio-economic survey- design of questionnaire; data collection, data analysis and report writing</p> <p>Special camping activity Concept of camp- Identification of community problems- Importance of group living- Team building- Adoption of village- Planning for camp- pre camping, during the course of camp and post camping activities</p>
2	Orientation of the College Unit and Communication Skills
	<p>Training and orientation of the program unit in the college Leadership training – formation of need based programmes- Concept of campus to community(C to C) activities</p> <p>Communication skills and Documentation Communication skills- the concept, Verbal, Non-Verbal communication The documentation- Activity Report Writing – basics of NSS accounting – Annual Report – Press note and preparation</p>
3	Rapport with Community and Programme Planning
	<p>Working with individual group and community Ice breaking- interaction games – conflict resolution</p> <p>Program planning Programme planning- the concept and its features, requirements for successful implementation of program- program flow charting- feedback</p>
4	Government Organisations /Non-Government Organisations
	<p>Structure of Government Organisations and Non-Government Organisations Government organisations (GO)- its meaning -Legal set up, functioning, Sources of funding Non-Government organisations (NGO)- its meaning -Legal set up, functioning, Sources of funding National Service Scheme(NSS)- Government organisations (GO) and Non-Government organisations (NGO)</p> <p>Government schemes for community development Schemes of Government welfare departments for community development- provisions & examples</p>

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Skill Enhancement Courses (SEC)

5.Foundation Course in NCC - II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Disaster Management, Social Awareness and Community Development	10
2	Health and Hygiene	10
3	Drill with Arms	10
4	Weapon Training	10
5	Specialized Subject: Army Or Navy Or Air	05
Total		45

Sr. No.	Modules / Units
1	Disaster Management, Social Awareness and Community Development
	<p>Disaster Management: Desired outcome: The student shall gain basic information about civil defence organisation / NDMA & shall provide assistance to civil administration in various types of emergencies during natural / manmade disasters</p> <ul style="list-style-type: none"> • Civil Defence Organisation and Its Duties/ NDMA • Types of Emergencies/ Natural Disaster • Assistance during Natural / Other Calamities: Flood / Cyclone/ Earth Quake/ Accident etc. • 'Avan' model of NCC <p>Social Awareness and Community Development: Desired outcome: The student shall have an understanding about social service and its need, about NGOs and shall participate in community action programmes for betterment of the community.</p> <ul style="list-style-type: none"> • Basics of Social Service, Weaker Sections of Our Society and Their Needs • Social/ Rural Development Project: MNREGA, SGSY, NSAP etc. • Contribution of Youth towards Social Welfare • Civic Responsibilities • Causes & Prevention of HIV/AIDS; Role of Youth
2	Health and Hygiene
	<p>Desired outcome: The student shall be fully aware about personal health and hygiene lead a healthy life style and foster habits of restraint and self awareness.</p> <ul style="list-style-type: none"> • Structure and Functioning of the Human Body • Hygiene and Sanitation (Personal and Food Hygiene) • Infectious & Contagious Diseases & Their Prevention
3	Drill with Arms
	<p>Desired outcome: The students will demonstrate the sense of discipline, improve bearing, smartness, turnout, develop the quality of immediate and implicit obedience of orders, with good reflexes.</p> <ul style="list-style-type: none"> • Attention, Stand at Ease and Stand Easy • Getting on Parade with Rifle and Dressing at the Order • Dismissing and Falling Out • Ground / Take Up Arms • Present From the Order and Vice-versa • General Salute, Salami Shastra
4	Weapon Training
	<p>Desired outcome: The student shall have basic knowledge of weapons and their use and handling.</p> <ul style="list-style-type: none"> • Characteristics of a Rifle / Rifle Ammunition and its Fire Power • Stripping, Assembling, Care and Cleaning and Sight Setting of .22 rifle • Stripping, Assembling, Care and Cleaning of 7.62mm SLR • Loading, Cocking and Unloading • The lying position, Holding and Aiming- I • Trigger control and firing a shot • Range procedure and safety precautions • Short range firing, Aiming- II -Alteration of sight

Sr. No.	Modules / Units
5	Specialized Subject: Army Or Navy Or Air
	<p>Army Desired outcome: The training shall instill patriotism, commitment and passion to serve the nation motivating the youth to join the defence forces. It will also acquaint, expose & provide basic knowledge about armed, naval and air-force subjects</p> <p>A. Map reading</p> <ul style="list-style-type: none"> • Introduction to types of Maps and Conventional signs • Scales and Grid system • Topographical forms and technical terms • Relief, contours and Gradients • Cardinal points and Types of North • Types of bearings and use of Service Protractor • Prismatic compass and its use and GPS <p>B. Field Craft and Battle Craft</p> <ul style="list-style-type: none"> • Introduction • Judging distance • Description of ground • Recognition, Description and Indication of landmarks and targets <p style="text-align: center;">OR</p> <p>Navy</p> <p>A. `Naval Communication</p> <ul style="list-style-type: none"> • Introduction to Naval Modern Communication, Purpose and Principles <ul style="list-style-type: none"> ▪ Introduction of Naval communication ▪ Duties of various communication sub-departments • Semaphore <ul style="list-style-type: none"> ▪ Introduction of position of letters and prosigns ▪ Reading of messages ▪ Transmission of messages <p>B. Seamanship</p> <ul style="list-style-type: none"> • Anchor work <ul style="list-style-type: none"> ▪ Parts of Anchor and Cable, their identification • Rigging <ul style="list-style-type: none"> ▪ Types of ropes and breaking strength- stowing, maintenance and securing of ropes ▪ Practical Bends and Hitches: Reef Knot, Half hitch, Clove Hitch, Rolling Hitch, Timber Hitch, Bow Line, Round Turn and Two half hitch and Bow line on the Bight and its basic elements and uses. ▪ Introduction to Shackles, Hooks, Blocks and Derricks, Coiling Down and Splicing of rope <p>C. Boat work</p> <ul style="list-style-type: none"> • Parts of Boat and Parts of an Oar • Instruction on boat Pulling- Pulling orders • Steering of boat under oars, Practical instruction on Boat Pulling, Precautions while pulling

Sr. No.	Modules / Units
	<p style="text-align: center;"><i>OR</i></p> <p>Air</p> <p>A. Air frames</p> <ul style="list-style-type: none"> • Aircraft Controls • Landing Gear <p>B. Instruments</p> <ul style="list-style-type: none"> • Basic Flight Instruments <p>C. Aircraft Particulars</p> <ul style="list-style-type: none"> • Aircraft Particulars (Type specific) <p>D. Aero modelling</p> <ul style="list-style-type: none"> • History of Aero modelling • Materials used in Aero modelling • Type of Aero models • Flying/ Building of Aero models

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Skill Enhancement Courses (SEC)

5.Foundation Course in Physical Education - II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Development of Fitness	10
2	Health, Fitness and Diseases	15
3	Yoga Education	10
4	Daily Schedule of Achieving Quality of Life and Wellness	10
Total		45

Sr. No.	Modules / Units
1	Development of Fitness
	<ul style="list-style-type: none"> • Benefits of physical fitness and exercise and principles of physical fitness • Calculation of fitness index level 1-4 • Waist-hip ratio Target Heart Rate, BMI and types and principles of exercise (FITT) • Methods of training – continues, Interval, circuit, Fartlek and Plyometric
2	Health, Fitness and Diseases
	<ul style="list-style-type: none"> • Definition of obesity and its management • Communicable diseases, their preventive and therapeutic aspects • Factors responsible for communicable diseases • Preventive and therapeutic aspect of Communicable and non- communicable diseases
3	Yoga Education
	<ul style="list-style-type: none"> • Meaning and history of yoga • Ashtang yoga and types of yoga • Types of Suryanamaskar and Technique of Pranayam • Benefits of Yoga
4	Daily Schedule of Achieving Quality of Life and Wellness
	<ul style="list-style-type: none"> • Daily schedule based upon one's attitude, gender, age & occupation. • Basic – module: - Time split for rest, sleep, diet, activity & recreation. • Principles to achieve quality of life:- positive attitude, daily regular exercise, control over food habits & healthy hygienic practices.

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Core Courses (CC)

6. Business Environment

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to Business Environment	15
2	Political and Legal environment	15
3	Social and Cultural Environment, Technological environment and Competitive Environment	15
4	International Environment	15
Total		60

Sr. No.	Modules / Units
1	Introduction to Business Environment
	<ul style="list-style-type: none"> • Business: Meaning, Definition, Nature & Scope, Types of Business Organizations • Business Environment: Meaning, Characteristics, Scope and Significance, Components of Business Environment • Micro and Macro Environment: Definition, Differentiation, Analysis of Business Environment, SWOT Analysis. • Introduction to Micro-Environment: <ul style="list-style-type: none"> ▪ Internal Environment: Value system, Mission, Objectives, Organizational Structure, Organizational Resources, Company Image, Brand Equity ▪ External Environment: Firm, customers, suppliers, distributors, Competitors, Society • Introduction to Macro Components: Demographic, Natural, Political, Social, Cultural, Economic, Technological, International and Legal)
2	Political and Legal environment
	<ul style="list-style-type: none"> • 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.
3	Social and Cultural Environment, Technological environment and Competitive Environment
	<ul style="list-style-type: none"> • Social and Cultural Environment: Nature, Impact of foreign culture on Business, Traditional Values and its Impact, Social Audit - Meaning and Importance of Corporate Governance and Social Responsibility of Business • Technological environment: Features, impact of technology on Business • Competitive Environment: Meaning, Michael Porter's Five Forces Analysis, Competitive Strategies
4	International Environment
	<ul style="list-style-type: none"> • International Environment – <ul style="list-style-type: none"> ▪ GATT/ WTO: Objective and Evolution of GATT, Uruguay round, GATT v/s WTO, Functions of WTO, Pros and Cons of WTO. ▪ Globalization: Meaning, Nature and stages of Globalization, features of Globalization, Foreign Market entry strategies, LPG model. ▪ MNCs: Definition, meaning, merits, demerits, MNCs in India ▪ FDI: Meaning, FDI concepts and functions, Need for FDI in developing countries, Factors influencing FDI, FDI operations in India, • Challenges faced by International Business and Investment Opportunities for Indian Industry.

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Core Courses (CC)

7. Principles of Management

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Nature of Management	15
2	Planning and Decision Making	15
3	Organising	15
4	Directing, Leadership, Co-ordination and Controlling	15
Total		60

Sr. No.	Modules / Units
1	Nature of Management
	<ul style="list-style-type: none"> • 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.
2	Planning and Decision Making
	<ul style="list-style-type: none"> • Planning: Meaning, Importance, Elements, Process, Limitations and MBO. • Decision Making: Meaning, Importance, Process, Techniques of Decision Making.
3	Organizing
	<ul style="list-style-type: none"> • Organizing: Concepts, Structure (Formal & Informal, Line & Staff and Matrix), Meaning, Advantages and Limitations • Departmentation: Meaning, Basis and Significance • Span of Control: Meaning, Graicunas Theory, Factors affecting span of Control Centralization vs Decentralization • Delegation: Authority & Responsibility relationship
4	Directing, Leadership, Co-ordination and Controlling
	<ul style="list-style-type: none"> • Directing: Meaning and Process • Leadership: Meaning, Styles and Qualities of Good Leader • Co-ordination as an Essence of Management • Controlling: Meaning, Process and Techniques • Recent Trends: Green Management & CSR

**Revised Syllabus of Courses of Bachelor of Management Studies
(BMS) Programme at Semester I
with effect from the Academic Year 2016-2017**

Reference Books

Reference Books
Introduction to Financial Accounts
<ul style="list-style-type: none"> • <i>Financial Accounts (a managerial emphasis): By Ashok Banerjee – Excel books</i> • <i>Fundamental of Accounting and Financial Analysis : By Anil Choudhary (Pearson education)</i> • <i>Indian Accounting Standards and IFRS for non-financial executives : By T.P. Ghosh– Taxman</i> • <i>Financial Accounting for Business Managers: By Ashish K. Bhattacharya.</i> • <i>Introduction to Accountancy by T.S. Grewal, S. Chand and Company (P) Ltd., New Delhi</i> • <i>Advance Accounts by Shukla and Grewal, S. Chand and Company (P) Ltd., New Delhi</i> • <i>Advanced Accountancy by R.L Gupta and M. Radhaswamy, S. Chand and Company (P) Ltd., New Delhi</i> • <i>Modern Accountancy by Mukherjee and Hanif, Tata Mc. Grow Hill and Co. Ltd., Mumbai</i> • <i>Financial Accounting by LesileChandwichk, Pentice Hall of India AdinBakley (P) Ltd., New Delhi</i> • <i>Financial Accounting for Management by Dr. Dinesh Harsalekar, Multi-Tech. Publishing Co. Ltd., Mumbai</i> • <i>Financial Accounting by P.C. Tulsian, Pearson Publications, New Delhi</i> • <i>Accounting Principles by R.N. Anthony and J.S. Reece, Richard Irwin, Inc</i> • <i>Financial Accounting by Monga, J.R. Ahuja, GirishAhuja and Ashok Shehgal, Mayur Paper Back, Noida</i> • <i>Compendium of Statement and Standard of Accounting, ICAI</i> • <i>Indian Accounting Standards, Ashish Bhattacharya, Tata Mc. Grow Hill and Co. Ltd., Mumbai</i> • <i>Financial Accounting by Williams, Tata Mc. Grow Hill and Co. Ltd., Mumbai</i> • <i>Company Accounting Standards by ShrinivasanAnand, Taxman, New Delhi</i> • <i>Financial Accounting by V. Rajasekaran, Pearson Publications, New Delhi</i> • <i>Introduction to Financial Accounting by Horngren, Pearson Publications, New Delhi</i> • <i>Financial Accounting by M. Mukherjee and M. Hanif, Tata McGraw Hill Education Pvt. Ltd., New Delhi</i> • <i>Financial Accounting a Managerial Perspective, Varadraj B. Bapat, MehulRaithatha, Tata McGraw Hill Education Pvt. Ltd., New Delhi</i>
Business Law
<ul style="list-style-type: none"> • <i>Elements of mercantile Law – N.D.Kapoor</i> • <i>Business Law – P.C. Tulsian</i> • <i>Business Law – SS Gulshan</i> • <i>Company Law – Dr.Avtar Singh</i> • <i>Indian contract Act – Dr.Avtar Singh</i> • <i>Law of Intellectual Property-V.K-Taraporevala</i>
Business Statistics
<ul style="list-style-type: none"> • <i>Statistics of Management , Richard Levin &David S. Rubin,Printice Hall of India , New Delhi.</i> • <i>Statistics for Business & Economics, David R Anderson, Dennis J Sweney, Thopmson Publication.</i> • <i>Fundamental of Statistics, S C Gupta, Himalya Publication House.</i> • <i>Business Statistics , Bharadwaj , Excel Books, Delhi</i> • <i>Business Mathematics, S.K Singh & J.K Singh, Brijwasi Book Distributor & Publisher.</i>

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- Alien, R.K.(1970) *Organisational Management through Communication*.
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- *Social and Economic Problems in India*, Naseem Azad, R Gupta Pub (2011)
- *Indian Society and Culture*, Vinita Padey, Rawat Pub (2016)
- *Social Problems in India*, Ram Ahuja, Rawat Pub (2014)
- *Faces of Feminine in Ancient, medieval and Modern India*, Mandakranta Bose Oxford University Press
- *National Human rights commission- disability Manual*
- *Rural, Urban Migration : Trends, challenges & Strategies*, S Rajagopalan, ICFAI- 2012
- *Regional Inequities in India* Bhat L SSSRD- New Delhi
- *Urbanisation in India: Challenges, Opportunities & the way forward*, I J Ahluwalia, Ravi Kanbur, P K Mohanty, SAGE Pub (2014)
- *The Constitution of India*, P M Bakshi 2011
- *The Problems of Linguistic States in India*, Krishna Kodesia Sterling Pub
- *Politics in India: structure, Process and Policy* Subrata Mitra, Routledge Pub
- *Politics in India*, Rajani Kothari, Orient Blackswan
- *Problems of Communalism in India*, Ravindra Kumar Mittal Pub
- *Combating communalism in India: Key to National Integration*, Kawalkishor Bhardwaj, Mittal Pub

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- *National Service Scheme Manual (Revised) 2006*, Government of India, Ministry of Youth Affairs and Sports, New Delhi.
- *University of Mumbai National Service Scheme Manual 2009*.
- *Avhan Chancellor's Brigade - NSS Wing, Training camp on Disaster Preparedness Guidelines*, March 2012
- *Rashtriya Seva Yojana Sankalpana* - Prof. Dr. Sankay Chakane, Dr. Pramod Pabrekar, Diamond Publication, Pune
- *National Service Scheme Manual for NSS District Coordinators*, National Service Scheme Cell, Dept. of Higher and Technical Education, Mantralaya,
- *Annual report of National Service Scheme (NSS) published by Dept. of Higher and Technical Education*, Mantralaya,
- *NSS Cell, Dept. of Higher and Technical Education, Mantralaya, UTKARSHA- Socio and cultural guidelines*
- *Case material as a Training Aid for Field Workers*, Gurmeet Hans.
- *Social service opportunities in hospitals*, Kapil K. Krishnan, TISS
- *New Trends in NSS*, Research papers published by University of Pune
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- *Training Manual for Field Work* published by RGNIYD, Chreeperumbudur
- Prof.Ghatole R.N. *Rural Social Science and Community Development*.
- Purushottam Sheth, Dr.Shailaja Mane, *National Service Scheme*
- *Joint programme of National Service Scheme, University of Mumbai & DISHA - DEEPSHIKHA Projects, Nair Hospital, 2011-12*
- *National Service Scheme in India: A Case study of Karnataka*, M. B. Dishad, Trust Publications, 2001
- <http://www.thebetterindia.com/140/national-service-scheme-nss/>
- <http://en.wikipedia.org/wiki/national-service-scheme> 19=<http://nss.nic.in/adminstruct>
- <http://nss.nic.in/propexpan>
- <http://nss.nic.in>
- <http://socialworknss.org/about.html>

Foundation Course in NCC

- *Cadet's Hand book – Common subject..all wings*, BY DG NCC, New Delhi.
- *Cadet's Hand book – Specialised Subjects, Army, Navy, Air-force*, BY DG NCC, New Delhi.
- *NCC OTA Precise*, BY DG NCC, New Delhi.
- "AVAN" Model of Disaster Mang., Vinayak Dalvie, *Proceedings of Int. Conf. on Urban Plan. and Env Strat & Challenges*, Elphinstone College, Jan 2007.
- *Humanistic Tradition of India*, N.L.Gupta, Mohit Publication, New Delhi
- *Social psychology*, Baron & Byrne, Pearson Publication, 12th Edition self awareness know yourself / insight (110) Group & Individuals (374) Group discussion
- *Chanakya's 7 Secrets of Leadership*, Radhakrishnan Pillai and D.Shivnandhan, Jaico
- *Social Psychology: Understanding Human Interaction*, Baron, Robert A., (302/BAR/BYR), 7th Edition
- *Seven Habits of Highly Effective People.*, Covey, Stephen
- *The Habit of Winning.*, Iyer, Prakash, Penguin, India; 2011
- *The Goal*, Goldratt, Eliyahu, The Northriver press; 1994
- *Freedom Struggle*, Chandra Bipin, National Book Trust 1972
- *Freedom of Religion and The Indian Judiciary*, Bachal V.M., Shubhada Saraswat, (362P)
- *India 1996- A Reference Annual Govt. of India*
- *Saha Soneri Pane*, Vinayak D. Savarkar
- *Environmental Biology and Toxicology*, P.D. Sharma., Rastogi Publication
- *Environmental Science*, S.C. Santra, New Central Book Agency
- *National Cadet Corps (India)*, Lambert M. Surhone, Mariam T. Tennoe, Susan F. Henssonow, Betascript Publishing, 2011
- *National Cadet Corps, Youth in Action (Google eBook)*, National Cadet Corps (India), Lancer Publishers, 2003
- *Youth in Step: History of the National Cadet Corps*, V. Longer, Lancer international, 1983 Original from the University of Michigan
- *National Cadet Corps of India*, Man Mohan Sharma, Vision Books, 1980 Original from the University of Michigan
- *The National Cadet Corps Act, 1948, as Modified Up to the 1st July 1963*, India, Government of India Press, 1963 (Military Law)
- *Cadet Corps in India: Its Evolution and Impact*, Satis Chandra Maikap, Darbari Udyog, 1979 Original from the University of California
- *National Cadet Corps: 100 Years of Distinction*, National Cadet Corps (Singapore), NCC
- *The NCC*, Singapore, National Cadet Corps Council, National Cadet Corps Council
- *Grooming Tomorrow's Leaders: National Cadet Corps, 1917-2006*, R.S. Chhettri, Lancer Publishers, 2006
- *National Civil Defence Cadet Corps*, Lambert M. Surhone, Mariam T. Tennoe, Susan F. Henssonow, Betascript Publishing, 2011

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- *Discovery of India*, Jawaharlal Nehru
- *Health and Hygiene*, Manoj. J.S., Agra University Publication
- *Yoga for Healing*, Venkateswaran P.S., Bombay:- Jaico Publishing House 1989
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- *Sustainable Development (An Alternative Paradigm)*, Satpathy , N., Karnavati Publications , Ahmedabad
- *Global Partners for Sustainable Development*, Pachauri R.K &Srivastava L., Tata Energy Research Institute, New Delhi ; 1994, 1998
- *Ecology and the Politics of survival : Conflict over Natural Resources in India*, Shiva , Vandana, Sage Publications , California , 1991

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- LippianCott Williams and Wilkins 2006.
- American College of Sports Medicine, ACSM's, *Guidelines for Exercise Testing and Prscription. (2013) Ninth Edition*, LippianCott Williams and Wilkins.
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Foundation of Human Skills

- *Organisational behaviour, S.Robbins, Prentice Hall*
- *Organisational behaviour, John W.Newstrom and Keith Davis, Tata McGrawhill*
- *Organisational behaviour, Fred Luthans, McGrawhill, Newyork*
- *Organisational behaviour, K.Aswathappa, Himalaya Publishing House*
- *Essentials of management, Koontz, Harold, Tata McGrawhill*

Business Economics - Paper I

- *Mehta, P.L.: Managerial Economics – Analysis, Problem and Cases (S. Chand & Sons, N. Delhi, 2000)*
- *Hirchey .M., Managerial Economics, Thomson South western (2003)*
- *Salvatore, D.: Managerial Economics in a global economy (Thomson South Western Singapore, 2001)*
- *Frank Robert.H, Bernanke. Ben S., Principles of Economics (Tata McGraw Hill (ed.3)*
- *Gregory Mankiw., Principles of Economics, Thomson South western (2002 reprint)*
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- *Pal Sumitra, Managerial Economics cases and concepts (Macmillan, New Delhi, 2004)*

**Revised Syllabus of Courses of Bachelor of Management Studies
(BMS) Programme at Semester II
with effect from the Academic Year 2016-2017**

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Principles of Marketing
<ul style="list-style-type: none"> • Kotlar, Philip, <i>Marketing Management</i>, Prentice Hall, New Delhi. • Stanton, Etzel, Walker, <i>Fundamentals of Marketing</i>, Tata-McGraw Hill, New Delhi. • Saxena, Rajan, <i>Marketing Management</i>, Tata-McGraw Hill, New Delhi. • McCarthy, E.J., <i>Basic Marketing: A managerial approach</i>, Irwin, New York. • Pillai R S, Bagavathi, <i>Modern Marketing</i>
Industrial Law
<ul style="list-style-type: none"> • <i>Industrial and Labour Laws</i>, Dr. Sanjeev Kumar, Bharat Law HP Ltd • <i>Labour and Industrial Laws</i>, S.N Misra, Central Law Publication • <i>Labour and Industrial Laws</i>, P.K.Padhi, Eastern Economy Edition • <i>Commercial and Industrial Law</i>, S.K. Dasgupta, Sterling Publishers Pvt. Ltd • <i>Industrial Law</i>, Mr. N.D. Kapoor, Sultan Chand • <i>Employee's Provident Fund</i>, Chopra D.S, Labour Law Agency • <i>Industrial Law</i>, Mr. P.L. Mallick, Sultan Chand • <i>Essence of Personnel Management and Industrial Relations</i>, Cowling, Prentice – Hall
Business Mathematics
<ul style="list-style-type: none"> • <i>Mathematics for Economics and Finance</i>, Martin Anthony, Norman Biggs, Cambridge lowprice editions, 2000. • <i>Business Mathematics</i>, D.C. Sancheti, V.K. Kapoor, Sultan Chand & Sons Publications, 2006. • <i>Business Mathematics</i>, J.K. Singh, 2009, Himalaya Publishing House. • <i>Mathematics for Business and Economics</i>, J.D. Gupta, P.K. Gupta, Man Mohan, Tata McGrawHill Publishing Company Ltd. • <i>Mathematics of Finance 2nd Edition Schaum's Outline Series Peter Zima, Robert Browns Tata McGrawHill Publishing Company Ltd</i> • <i>Business Mathematics by Dr.AmarnathDikshit&Dr.Jinendra Kumar Jain.</i> • <i>Business Mathematics by Bari - New Literature publishing company, Mumbai</i> • <i>Mathematics for Economics and Business, RS Bhardwaj, 2010,Excel Books</i> • <i>Business Mathematics, Zameerudin, Qazi, V.K. Khanna& S.K. Bhambri, Vikas Publishing House Pvt. Ltd, New Delhi</i>
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- *Impact of the policies of WTO on Indian agriculture* - S. Nehru, Serial Pub. (2012)
- *Privatisation of public enterprises – Emerging dimensions –* Edited by G.S. Batra, NarinderKaur ,Anmol Pub. (1995)
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- *Environmental Studies –* Dr. Vijay Kumar Tiwari , Himalayan Pub. (2010)
- *Ecology and environment –* Benu Singh, Vista International Pub. (2006)
- *Universal Human Rights : In theory and practice,* Jack Donnelly, (2014)
- *Stress Management –* Dr. N. Tejmani Singh ,Maxford books (2011)
- *Stress blasters –* Brian Chchester, Perry Garfinkel and others , Rodale Press (1997)

Foundation Course in NSS

- *National Service Scheme Manual (Revised) 2006, Government of India, Ministry of Youth Affairs and Sports, New Delhi.*
- *University of Mumbai National Service Scheme Manual 2009.*
- *Avhan Chancellor's Brigade - NSS Wing, Training camp on Disaster Preparedness Guidelines, March 2012*
- *RashtriyaSevaYojanaSankalpana - Prof.Dr.SankayChakane, Dr.Pramod\Pabrekar, Diamond Publication, Pune*
- *National Service Scheme Manual for NSS District Coordinators, National Service Scheme Cell, Dept. of Higher and Technical Education, Mantralaya,*
- *Annual report of National Service Scheme (NSS) published by Dept. of Higher and Technical Education, Mantralaya,*
- *NSS Cell, Dept. of Higher and Technical Education, Mantralaya, UTKARSHA- Socio and cultural guidelines*
- *Case material as a Training Aid for Field Workers, Gurmeet Hans.*
- *Social service opportunities in hospitals, Kapil K. Krishnan, TISS*
- *New Trends in NSS, Research papers published by University of Pune*
- *ANOOGUNJ Research Journal, published by NSS Unit C. K. Thakur college*
- *Training Manual for Field Work published by RGNIYD, Chreeperumbudur*
- *Prof.Ghatole R.N. Rural Social Science and Community Development.*
- *PurushottamSheth, Dr.Shailaja Mane, National Service Scheme*
- *Joint programme of National Service Scheme, University of Mumbai & DISHA - DEEPSHIKHA Projects, Nair Hospital, 2011-12*
- *National Service Scheme in India: A Case study of Karnataka, M. B. Dishad, Trust Publications, 2001*
- <http://www.thebetterindia.com/140/national-service-scheme-nss/>
- <http://en.wikipedia.org/wiki/national-service-scheme> 19=<http://nss.nic.in/adminstruct>
- <http://nss.nic.in/propexpan>
- <http://nss.nic.in>
- <http://socialworknss.org/about.html>

Reference Books

Foundation Course in NCC

- *Cadet's Hand book – Common subject..all wings, BY DG NCC, New Delhi.*
- *Cadet's Hand book – Specialised Subjects, Army, Navy, Air-force, BY DG NCC, New Delhi.*
- *NCC OTA Precise, BY DG NCC, New Delhi.*
- *"AVAN" Model of Disaster Mang., Vinayak Dalvie, Proceedings of Int. Conf. on Urban Plan. and Env Strat & Challenges, Elphinstone College, Jan 2007.*
- *Humanistic Tradition of India, N.L. Gupta, Mohit Publication, New Delhi*
- *Social psychology, Baron & Byrne, Pearson Publication, 12th Edition self awareness know yourself / insight (110) Group & Individuals (374) Group discussion*
- *Chanakya's 7 Secrets of Leadership, Radhakrishnan Pillai and D. Shivnandhan, Jaico*
- *Social Psychology: Understanding Human Interaction, Baron, Robert A., (302/BAR/BYR), 7th Edition*
- *Seven Habits of Highly Effective People., Covey, Stephen*
- *The Habit of Winning., Iyer, Prakash, Penguin, India; 2011*
- *The Goal, Goldratt, Eliyahu, The Northriver press; 1994*
- *Freedom Struggle, Chandra Bipin, National Book Trust 1972*
- *Freedom of Religion and The Indian Judiciary, Bachal V.M., Shubhada Saraswat, (362P)*
- *India 1996- A Reference Annual Govt. of India*
- *Saha Soneri Pane, Vinayak D. Savarkar*
- *Environmental Biology and Toxicology, P.D. Sharma., Rastogi Publication*
- *Environmental Science, S.C. Santra, New Central Book Agency*
- *National Cadet Corps (India), Lambert M. Surhone, Mariam T. Tennoe, Susan F. Henssonow, Betascript Publishing, 2011*
- *National Cadet Corps, Youth in Action (Google eBook), National Cadet Corps (India), Lancer Publishers, 2003*
- *Youth in Step: History of the National Cadet Corps, V. Longer, Lancer international, 1983 Original from the University of Michigan*
- *National Cadet Corps of India, Man Mohan Sharma, Vision Books, 1980 Original from the University of Michigan*
- *The National Cadet Corps Act, 1948, as Modified Up to the 1st July 1963, India, Government of India Press, 1963 (Military Law)*
- *Cadet Corps in India: Its Evolution and Impact, Satis Chandra Maikap, Darbari Udyog, 1979 Original from the University of California*
- *National Cadet Corps: 100 Years of Distinction, National Cadet Corps (Singapore), NCC*
- *The NCC, Singapore, National Cadet Corps Council, National Cadet Corps Council*
- *Grooming Tomorrow's Leaders: National Cadet Corps, 1917-2006, R.S. Chhettri, Lancer Publishers, 2006*
- *National Civil Defence Cadet Corps, Lambert M. Surhone, Mariam T. Tennoe, Susan F. Henssonow, Betascript Publishing, 2011*
- *Discovery of India, Jawaharlal Nehru*
- *Health and Hygiene, Manoj. J.S., Agra University Publication*
- *Yoga for Healing, Venkateswaran P.S., Bombay:- Jaico Publishing House 1989*
- *Yoga Illustrated, New Delhi, Ministry of Information and Broadcasting, 1995*
- *Yoga Practice, 1972, Shivnande Swami, Mumbai:- D.B. Taraporewala 1972*
- *Yoga of Patanjali-1979, Yardi M.R., Bhandarkar Oriental Research Institute- 1974*
- *Sustainable Development (An Alternative Paradigm), Satpathy, N., Karnavati Publications, Ahmedabad*
- *Global Partners for Sustainable Development, Pachauri R.K & Srivastava L., Tata Energy Research Institute, New Delhi; 1994, 1998*
- *Ecology and the Politics of survival: Conflict over Natural Resources in India, Shiva, Vandana, Sage Publications, California, 1991*

Reference Books

Foundation Course in Physical Education

- LippianCott Williams and Wilkins 2006.
- American College of Sports Medicine, ACSM's, *Guidelines for Exercise Testing and Prscription. (2013) Ninth Edition, LippianCott Williams and Wilkins.*
- American College of Sports Medicine, ACSM's *Resource Manual for Guidelines for Exercise Testing and Prscription. (2006) 5th Ed., LippianCott Williams and Wilkins, 2006.*
- Beashel, P.,& Taylor, J. (1996). *Advance Studies in Physical Education and Sports. U.K.: Thomas Nelson and Sons Ltd.*
- Bucher, C.A. (1995). *Foundation of Physical Education (12th Ed.) USA : St. Louis,*
- C.V. Mosloy.
- Colfter, G.R., Hamilton, K.E., Magill R.A.,& Hamilton B.J. (1986). *Contemporary Physical Education. USA :Wim C. Brown Publisher.*
- Daryl S. (1994). *Introduction to physical education, fitness and sports (2nd ed.). London: Mayfield publishing company.*
- Dheer, S.D.(1991). *Introduction to Health Education. New Delhi : Friends Publication.*
- Dr.A.K.Uppal&Dr. G. P. Gautam (2004). *Physical education and Health. Delhi: Friends publisher.*
- Dr.Gharote M. L; *Teaching Methods for Yogic Practices. – 2nd Ed., KaivalyadhamSamiti, Lonavala-2001.*
- Dr.Gharote M. L; *Guideline for Yogic Practices – 2nd Ed., The Lonavala Yoga Institute (India), Lonavala- 2007*
- Greenberg, Dintiman, Oakes. (2004). *Physical Fitness & wellness.(3rd ed.) IL:Human kinetics.*
- Halfield, F.C. (2001). *Fitness : The Complete Guide. USA : International Sports Science Association.*
- Jackson, A.L., Morrow, J.R. (2004). *Physical activity for health & fitness. IL:Human kinetics.*
- Kamlesh, M.L. (2002). *Foundation of Physical Education. New Delhi : Metropolitan Book & Co. Ptd. Ltd.*
- Kansal, D.K. (2012). *A Text book of Applied Measurement Evaluation and Sports Selection (3rd Ed.). New Delhi : DVS Publication.*
- Lock Hurt and others – *Anatomy of the human body, Feber&Feber Oxford University, 1975*
- Muller, J. P.(2000). *Health, Exercise and Fitness. Delhi : Sports.*
- Murgesh N. – *Anatomy, Physiology and Health Education, Sathya, Chinnalapatti, 1990.*
- NASPE. (2005). *Physical Education for lifelong fitness. The physical Best teacher's guide. IL:Human Kinetics*
- Nieman, D.C.(1986). *Fitness and Sports Medicine : Health Related Approach London: Mayfield Publishing Co.*
- Nimbalkar. *Sadashiv, Yoga for Health and Peace.- 6th Ed., Yoga VidyaNiketan, Mumbai., 2004.*
- Pate R.R. &Hohn R.C. (1994). *Health Fitness Through Physical Education. USA : Human Kinetics.*
- Pandey ,&Gangopadhyay.(1995). *Health Education for school children. New Delhi : Friends Publication.*
- Safrit, M. (1990). *Introduction to Measurement in Physical Education and Exercise Science. St. Louis,Toronto,Bastan : Times Mirror/Mosby College Publishing.*
- Sharma, O.P. (1998). *History of Physical Education. Delhi: Khel SahityaKendra.Werner. W.K., Hoeger. (2007). Fitness and Wellness. (8th ed.). Wadsworth, Cengage Learning.*

Business Environment

- Morrison J, *The International Business Environment, Palgrave*
- Francis Cherunilam, *Business Environment-Himalaya Publishing House, New Delhi*
- K. Aswathappa, *Essentials of Business Environment, Himalaya Publishing House, New Delhi*
- MISHRA AND PURI, *Indian Economy, Himalaya Publishing House, New Delhi*
- *Business Environment Raj Aggarwal Excel Books, Delhi*
- *Strategic Planning for Corporate Ramaswamy V McMillan, New Delhi*
- *Business and society - Lokanathan and Lakshmi Rajan, Emerald Publishers.*
- *Economic Environment of Business - M. Adhikary, Sultan Chand & Sons.*

Reference Books

Principles of Management

- *Principles of Management , Ramasamy , Himalya Publication , Mumbai*
- *Principles of Management , Tripathi Reddy , Tata Mc Grew Hill*
- *Management Text & Cases , VSP Rao , Excel Books, Delhi*
- *Management Concepts and OB , P S Rao & N V Shah , AjabPustakalaya*
- *Essentials of Management , Koontz H & W , Mc. Grew Hill , New York*
- *Principles of Management-Text and Cases –Dr..M.SakthivelMurugan, New Age Publications*

**Revised Syllabus of Courses of Bachelor of Management Studies (BMS)
Programme at Semester I and II
with effect from the Academic Year 2016-2017**

Scheme of Evaluation

The performance of the learners will be evaluated in two Components. One component will be the Internal Assessment component carrying 25% marks and the second component will be the Semester-wise End Examination component carrying 75% marks. The allocation of marks for the Internal Assessment and Semester End Examinations will be as shown below:-

A) Internal Assessment: 25 %

Question Paper Pattern

(Internal Assessment- Courses without Practical Courses)

Sr. No.	Particular	Marks
1	One class test (20 Marks)	
	Match the Column/ Fill in the Blanks/ Multiple Choice Questions <i>(½ Mark each)</i>	05 Marks
	Answer in One or Two Lines (Concept based Questions) <i>(01 Mark each)</i>	05 Marks
	Answer in Brief (Attempt Any Two of the Three) <i>(05 Marks each)</i>	10 Marks
2	Active participation in routine class instructional deliveries and overall conduct as a responsible learner, mannerism and articulation and exhibit of leadership qualities in organizing related academic activities	05 Marks

Question Paper Pattern

(Internal Assessment- Courses with Practical Courses)

Sr. No.	Particular	Marks
1	Semester End Practical Examination (20 Marks)	
	Journal	05 Marks
	Viva	05 Marks
	Laboratory Work	10 Marks
2	Active participation in routine class instructional deliveries and overall conduct as a responsible learner, mannerism and articulation and exhibit of leadership qualities in organizing related academic activities articulation and exhibit of leadership qualities in organizing related academic activities	05 Marks

B) Semester End Examination: 75 %

- i) Duration: The examination shall be of 2 ½ Hours duration
- ii) Theory question paper pattern
 - There shall be five questions each of 15 marks.
 - All questions shall be compulsory with internal choice within the questions.
 - Question may be subdivided into sub-questions a, b, c... and the allocation of marks depends on the weightage of the topic.

(Detail question paper pattern has been given separately)

Passing Standard

The learners to pass a course shall have to obtain a minimum of 40% marks in aggregate for each course where the course consists of Internal Assessment and Semester End Examination. The learners shall obtain minimum of 40% marks (i.e. 10 out of 25) in the Internal Assessment and 40% marks in Semester End Examination (i.e. 30 Out of 75) separately, to pass the course and minimum of Grade E to pass a particular semester A learner will be said to have passed the course if the learner passes the Internal Assessment and Semester End Examination together.

Question Paper Pattern (Practical Courses)

Maximum Marks: 75

Questions to be set: 05

Duration: 2 ½ Hrs.

All Questions are Compulsory Carrying 15 Marks each.

Question No	Particular	Marks
Q-1	Objective Questions A) Sub Questions to be asked 10 and to be answered any 08 B) Sub Questions to be asked 10 and to be answered any 07 (*Multiple choice / True or False / Match the columns/Fill in the blanks)	15 Marks
Q-2	Full Length Practical Question OR	15 Marks
Q-2	Full Length Practical Question	15 Marks
Q-3	Full Length Practical Question OR	15 Marks
Q-3	Full Length Practical Question	15 Marks
Q-4	Full Length Practical Question OR	15 Marks
Q-4	Full Length Practical Question	15 Marks
Q-5	A) Theory questions B) Theory questions OR	08 Marks 07 Marks
Q-5	Short Notes To be asked 05 To be answered 03	15 Marks

Note:

Practical question of 15 marks may be divided into two sub questions of 7/8 and 10/5 Marks. If the topic demands, instead of practical questions, appropriate theory question may be asked.

Question Paper Pattern (Theoretical Courses)

Maximum Marks: 75

Questions to be set: 05

Duration: 2 ½ Hrs.

All Questions are Compulsory Carrying 15 Marks each.

Question No	Particular	Marks
Q-1	Objective Questions A) Sub Questions to be asked 10 and to be answered any 08 B) Sub Questions to be asked 10 and to be answered any 07 (*Multiple choice / True or False / Match the columns/Fill in the blanks)	15 Marks
Q-2	Full Length Question OR	15 Marks
Q-2	Full Length Question	15 Marks
Q-3	Full Length Question OR	15 Marks
Q-3	Full Length Question	15 Marks
Q-4	Full Length Question OR	15 Marks
Q-4	Full Length Question	15 Marks
Q-5	A) Theory questions B) Theory questions OR	08 Marks 07 Marks
Q-5	Short Notes To be asked 05 To be answered 03	15 Marks

Note:

Theory question of 15 marks may be divided into two sub questions of 7/8 and 10/5 Marks.

**Revised Syllabus of Courses of Bachelor of Management Studies
(BMS) Programme at Semester I
with Effect from the Academic Year 2016-2017**

Elective Courses (EC)

2. Business Law

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Contract Act, 1872 & Sale of Goods Act, 1930	15
2	Negotiable Instrument Act, 1981 & Consumer Protection Act, 1986	15
3	Company Law	15
4	Intellectual Property Rights(IPR)	15
	Total	60

Sr. No.	Modules / Units
1	Contract Act, 1872 & Sale of Goods Act, 1930
	<ul style="list-style-type: none"> • Contract Act,1872: Essential elements of Contract; Agreement and Contract – Capacity to Contract, free consent, consideration, lawful objects/ consideration, Breach of contract. Remedies for breach of Contract. • Sale of Goods Act,1930: 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.
2	Negotiable Instrument Act, 1981 & Consumer Protection Act, 1986
	<ul style="list-style-type: none"> • Negotiable Instrument Act,1981: Introduction of Negotiable Instruments – Characteristics of negotiable instruments, Promissory note, Bills of exchange, Cheque, Dishonour of Cheque. • Consumer Protection Act, 1986: 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.
3	Company Law
	<ul style="list-style-type: none"> • Company Law: What is company? – Incorporation of company – MOA, AOA, Prospectus, Meetings, Meaning of transfer and transmission of shares.
4	Intellectual Property Rights(IPR)
	<ul style="list-style-type: none"> • Intellectual Property Rights (IPR) <ul style="list-style-type: none"> ▪ IPR definition/ objectives ▪ Patent definition. What is patentable? What is not patentable? Invention And its Attributes, Inventors and Applications ▪ Trademarks, definition, types of trademarks, infringement and passing off. ▪ Copy right definition and subject in which copy right exists, Originality, Meaning and Content, Authors and Owners, Rights and Restrictions. ▪ Geographical indications (only short notes)

**Revised Syllabus of Courses of Bachelor of Management Studies
(BMS) Programme at Semester I
with Effect from the Academic Year 2016-2017**

Ability Enhancement Courses (AEC)

4. Business Communication- I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Theory of Communication	15
2	Obstacles to Communication in Business World	15
3	Business Correspondence	15
4	Language and Writing Skills	15
Total		60

Sr. No.	Modules / Units
1	Theory of Communication
	<p>Concept of Communication: Meaning, Definition, Process, Need, Feedback Emergence of Communication as a key concept in the Corporate and Global world Impact of technological advancements on Communication</p> <p>Channels and Objectives of Communication: Channels- Formal and Informal- Vertical, Horizontal, Diagonal, Grapevine</p> <p>Objectives of Communication: Information, Advice, Order and Instruction, Persuasion, Motivation, Education, Warning, and Boosting the Morale of Employees (A brief introduction to these objectives to be given)</p> <p>Methods and Modes of Communication: 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>
2	Obstacles to Communication in Business World
	<p>Problems in Communication /Barriers to Communication: Physical/ Semantic/Language / Socio-Cultural / Psychological / Barriers, Ways to Overcome these Barriers</p> <p>Listening: Importance of Listening Skills, Cultivating good Listening Skills – 4</p> <p>Introduction to Business Ethics: 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>
3	Business Correspondence
	<p>Theory of Business Letter Writing: Parts, Structure, Layouts—Full Block, Modified Block, Semi - Block Principles of Effective Letter Writing, Principles of effective Email Writing,</p> <p>Personnel Correspondence: 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>

Sr. No.	Modules / Units
4	Language and Writing Skills
	<p>Commercial Terms used in Business Communication</p> <p>Paragraph Writing: 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.]</p> <p>Activities</p> <ul style="list-style-type: none"> ▪ Listening Comprehension ▪ Remedial Teaching ▪ Speaking Skills: Presenting a News Item, Dialogue and Speeches ▪ Paragraph Writing: Preparation of the first draft, Revision and Self – Editing, Rules of spelling. ▪ Reading Comprehension: Analysis of texts from the fields of Commerce and Management

**Revised Syllabus of Courses of Bachelor of Management Studies
(BMS) Programme at Semester I
with Effect from the Academic Year 2016-2017**

Skill Enhancement Courses (SEC)

5. Foundation Course -I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Overview of Indian Society	05
2	Concept of Disparity- 1	10
3	Concept of Disparity-2	10
4	The Indian Constitution	10
5	Significant Aspects of Political Processes	10
	Total	45

Sr. No.	Modules / Units
1	Overview of Indian Society
	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
2	Concept of Disparity- 1
	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
3	Concept of Disparity-2
	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
4	The Indian Constitution
	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
5	Significant Aspects of Political Processes
	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

**Revised Syllabus of Courses of Bachelor of Management Studies
(BMS) Programme at Semester I
With Effect from the Academic Year 2016-2017**

Core Courses (CC)

6. Foundation of Human Skills

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Understanding of Human Nature	15
2	Introduction to Group Behaviour	15
3	Organizational Culture and Motivation at workplace	15
4	Organisational Change, Creativity and Development and Work Stress	15
Total		60

Sr. No.	Modules / Units
1	<p data-bbox="320 203 762 237">Understanding of Human Nature</p> <ul style="list-style-type: none"> <li data-bbox="320 259 1410 338">• Individual Behaviour: Concept of a man, individual differences, factors affecting individual differences, Influence of environment <li data-bbox="320 349 1410 640">• Personality and attitude: 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 data-bbox="320 651 1410 931">• Thinking, learning and perceptions: 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).
2	<p data-bbox="320 954 762 987">Introduction to Group Behaviour</p> <ul style="list-style-type: none"> <li data-bbox="320 1010 1410 1256">• Introduction to Group Behaviour <ul style="list-style-type: none"> <li data-bbox="368 1055 1410 1133">▪ Group Dynamics: Nature, types, group behaviour model (roles, norms, status, process, structures) <li data-bbox="368 1144 1410 1223">▪ Team effectiveness: nature, types of teams, ways of forming an effective team. <li data-bbox="368 1234 592 1256">▪ Setting goals. <li data-bbox="320 1267 1410 1514">• Organizational processes and system. <ul style="list-style-type: none"> <li data-bbox="368 1312 1410 1391">▪ Power and politics: nature, bases of power, politics nature, types, causes of organizational politics, political games. <li data-bbox="368 1402 1410 1514">▪ Organizational conflicts and resolution: Conflict features, types, causes leading to organizational conflicts, levels of conflicts, ways to resolve conflicts through five conflicts resolution strategies with outcomes.
3	<p data-bbox="320 1529 1018 1563">Organizational Culture and Motivation at workplace</p> <ul style="list-style-type: none"> <li data-bbox="320 1585 1410 1753">• Organizational Culture: <ul style="list-style-type: none"> <li data-bbox="368 1630 951 1664">▪ Characteristics of organizational culture. <li data-bbox="368 1675 1126 1709">▪ Types, functions and barriers of organizational culture <li data-bbox="368 1720 1326 1753">▪ Ways of creating and maintaining effective organization culture <li data-bbox="320 1765 1410 2045">• Motivation at workplace: Concept of motivation Theories of motivation in an organisational set up. <ul style="list-style-type: none"> <li data-bbox="368 1843 751 1877">▪ A.Maslow Need Heirachy <li data-bbox="368 1888 730 1921">▪ F.Hertzberg Dual Factor <li data-bbox="368 1933 858 1966">▪ Mc.Gregor theory X and theory Y. <p data-bbox="360 1977 1410 2045">Waysofmotivating through carrot (positive reinforcement) and stick (negative reinforcement) at workplace.</p>

**Revised Syllabus of Courses of Bachelor of Management Studies
(BMS) Programme at Semester II
with Effect from the Academic Year 2016-2017**

Elective Courses (EC)

2.Industrial Law

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Laws Related to Industrial Relations and Industrial Disputes	15
2	Laws Related to Health, Safety and Welfare	15
3	Social Legislation	15
4	Laws Related to Compensation Management	15
	Total	60

Sr. No.	Modules / Units
1	Laws Related to Industrial Relations and Industrial Disputes
	<ul style="list-style-type: none"> • Industrial Disputes Act, 1947: Definition, Authorities, Awards, Settlements, Strikes Lockouts, Lay Offs, Retrenchment and Closure • The Trade Union Act, 1926
2	Laws Related to Health, Safety and Welfare
	<ul style="list-style-type: none"> • The Factory Act 1948: (Provisions related to Health, Safety and Welfare) • The Workmen’s Compensation Act, 1923 Provisions: <ul style="list-style-type: none"> ▪ Introduction: The doctrine of assumed risk, The doctrine of Common Employment, The doctrine of Contributory Negligence ▪ Definitions ▪ Employers liability for compensation (S-3 to 13) ▪ Rules as to Compensation (Sec 4 to Sec 9) (14 A & 17)
3	Social Legislation
	<ul style="list-style-type: none"> • Employee State Insurance Act 1948: Definition and Employees Provident Fund • Miscellaneous Provision Act 1948: Schemes, Administration and determination of dues
4	Laws Related To Compensation Management
	<ul style="list-style-type: none"> • The payment of Wages Act 1948: Objectives, Definition, Authorised Deductions • Payment of Bonus Act, 1965 • The Payment Of Gratuity Act, 1972

**Revised Syllabus of Courses of Bachelor of Management Studies
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Ability Enhancement Courses (AEC)

4. Business Communication - II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Presentation Skills	15
2	Group Communication	15
3	Business Correspondence	15
4	Language and Writing Skills	15
Total		60

Sr. No.	Modules / Units
1	Presentation Skills
	<p>Presentations: (to be tested in tutorials only) 4 Principles of Effective Presentation</p> <p>Effective use of OHP</p> <p>Effective use of Transparencies</p> <p>How to make a Power-Point Presentation</p>
2	Group Communication
	<p>Interviews: Group Discussion Preparing for an Interview, Types of Interviews – Selection, Appraisal, Grievance, Exit</p> <p>Meetings: Need and Importance of Meetings, Conduct of Meeting and Group Dynamics Role of the Chairperson, Role of the Participants, Drafting of Notice, Agenda and Resolutions</p> <p>Conference: Meaning and Importance of Conference Organizing a Conference Modern Methods: Video and Tele – Conferencing</p> <p>Public Relations: Meaning, Functions of PR Department, External and Internal Measures of PR</p>
3	Business Correspondence
	<p>Trade Letters: Order, Credit and Status Enquiry, Collection (just a brief introduction to be given)</p> <p>Only following to be taught in detail:-</p> <p>Letters of Inquiry, Letters of Complaints, Claims, Adjustments Sales Letters, promotional leaflets and fliers Consumer Grievance Letters, Letters under Right to Information (RTI) Act</p> <p>[Teachers must provide the students with theoretical constructs wherever necessary in order to create awareness. However students should not be tested on the theory.]</p>
4	Language and Writing Skills
	<p>Reports: Parts, Types, Feasibility Reports, Investigative Reports</p> <p>Summarisation: Identification of main and supporting/sub points Presenting these in a cohesive manner</p>

**Revised Syllabus of Courses of Bachelor of Management Studies
(BMS) Programme at Semester II
with Effect from the Academic Year 2016-2017**

Skill Enhancement Courses (SEC)

5. Foundation Course – II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Globalisation and Indian Society	07
2	Human Rights	10
3	Ecology	10
4	Understanding Stress and Conflict	10
5	Managing Stress and Conflict in Contemporary Society	08
Total		45

Sr. No	Modules /Units
1	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; rise in corporate farming and increase in farmers' suicides.
2	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
3	Ecology
	Importance of Environment Studies in the current developmental context; Understanding concepts of Environment, Ecology and their interconnectedness; Environment as natural capital and connection to quality of human life; Environmental Degradation- causes and impact on human life;Sustainable development- concept and components; poverty and environment
4	Understanding Stress and Conflict
	Causes of stress and conflict in individuals and society; Agents of socialization and the role played by them in developing the individual; Significance of values, ethics and prejudices in developing the individual; Stereotyping and prejudice as significant factors in causing conflicts in society. Aggression and violence as the public expression of conflict
5	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; Conflict-resolution and efforts towards building peace and harmony in society

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Core Courses (CC)

6. Business Environment

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to Business Environment	15
2	Political and Legal environment	15
3	Social and Cultural Environment, Technological environment and Competitive Environment	15
4	International Environment	15
Total		60

Sr. No.	Modules / Units
1	Introduction to Business Environment
	<ul style="list-style-type: none"> • Business: Meaning, Definition, Nature & Scope, Types of Business Organizations • Business Environment: Meaning, Characteristics, Scope and Significance, Components of Business Environment • Micro and Macro Environment: Definition, Differentiation, Analysis of Business Environment, SWOT Analysis. • Introduction to Micro-Environment: <ul style="list-style-type: none"> ▪ Internal Environment: Value system, Mission, Objectives, Organizational Structure, Organizational Resources, Company Image, Brand Equity ▪ External Environment: Firm, customers, suppliers, distributors, Competitors, Society • Introduction to Macro Components: Demographic, Natural, Political, Social, Cultural, Economic, Technological, International and Legal)
2	Political and Legal environment
	<ul style="list-style-type: none"> • 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.
3	Social and Cultural Environment, Technological environment and Competitive Environment
	<ul style="list-style-type: none"> • Social and Cultural Environment: Nature, Impact of foreign culture on Business, Traditional Values and its Impact, Social Audit - Meaning and Importance of Corporate Governance and Social Responsibility of Business • Technological environment: Features, impact of technology on Business • Competitive Environment: Meaning, Michael Porter's Five Forces Analysis, Competitive Strategies
4	International Environment
	<ul style="list-style-type: none"> • International Environment – <ul style="list-style-type: none"> ▪ GATT/ WTO: Objective and Evolution of GATT, Uruguay round, GATT v/s WTO, Functions of WTO, Pros and Cons of WTO. ▪ Globalization: Meaning, Nature and stages of Globalization, features of Globalization, Foreign Market entry strategies, LPG model. ▪ MNCs: Definition, meaning, merits, demerits, MNCs in India ▪ FDI: Meaning, FDI concepts and functions, Need for FDI in developing countries, Factors influencing FDI, FDI operations in India, • Challenges faced by International Business and Investment Opportunities for Indian Industry.

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Core Courses (CC)

7. Principles of Management

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Nature of Management	15
2	Planning and Decision Making	15
3	Organising	15
4	Directing, Leadership, Co-ordination and Controlling	15
Total		60

Sr. No.	Modules / Units
1	Nature of Management
	<ul style="list-style-type: none"> • 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.
2	Planning and Decision Making
	<ul style="list-style-type: none"> • Planning: Meaning, Importance, Elements, Process, Limitations and MBO. • Decision Making: Meaning, Importance, Process, Techniques of Decision Making.
3	Organizing
	<ul style="list-style-type: none"> • Organizing: Concepts, Structure (Formal & Informal, Line & Staff and Matrix), Meaning, Advantages and Limitations • Departmentation: Meaning, Basis and Significance • Span of Control: Meaning, Graicunas Theory, Factors affecting span of Control Centralization vs Decentralization • Delegation: Authority & Responsibility relationship
4	Directing, Leadership, Co-ordination and Controlling
	<ul style="list-style-type: none"> • Directing: Meaning and Process • Leadership: Meaning, Styles and Qualities of Good Leader • Co-ordination as an Essence of Management • Controlling: Meaning, Process and Techniques • Recent Trends: Green Management & CSR

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1. Elective Courses (EC)

**1. Financial Reporting and Analysis
(Corporate Banking & Insurance)**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
01	Final Accounts of Banking Company	16
02	Final Accounts of Insurance Company	12
03	Preparation of Final Accounts of Companies	12
04	Cash Flow Analysis & Ethical Behavior and Implications for Accountants	12
05	Introduction to IFRS	08
Total		60

Sr. No.	Modules / Units
1	Final Accounts of Banking Company
	<p>Legal Provisions in Banking Regulation Act, 1949 relating to Accounts. Statutory Reserves including Cash Reserve and Statutory Liquidity Ratio. Bills Purchase and Discounted, Rebate on Bill Discounted. Final Accounts in Prescribed Form. Non – performing Assets and Income from Non – performing Assets. Classification of Advances: Standard, Sub – standard, Doubtful and Provisioning Requirement.</p>
2	Final Accounts of Insurance Company
	<p>(a) Preparation and Presentation of Corporate Final Accounts for Insurance Companies. (b) Final Accounts in accordance with Insurance Legislation (c) Study of Accounting Policies from Annual Reports of Listed Insurance Companies</p>
3	Preparation of Final Accounts of Companies
	<p>Relevant Provisions of Companies Act related to Preparation of Final Account (excluding cash flow statement) Preparation of Financial Statements as per Companies Act. (excluding cash flow statement) AS 1 in Relation to Final Accounts of Companies (Disclosure of Accounting Policies) Adjustment for –</p> <ol style="list-style-type: none"> 1. Closing Stock 2. Depreciation 3. Outstanding expenses and income 4. Prepaid expenses and Pre received income 5. Proposed Dividend and Unclaimed Dividend 6. Provision for Tax and Advance Tax 7. Bill of exchange (Endorsement, Honour, Dishonour) 8. Capital Expenditure included in Revenue expenditure and vice versa eg- purchase of furniture included in purchases 9. Unrecorded Sales and Purchases 10. Good sold on sale or return basis 11. Managerial remuneration on Net Profit before tax 12. Transfer to Reserves 13. Bad debt and Provision for bad debts 14. Calls in Arrears 15. Loss by fire (Partly and fully insured goods) 16. Goods distributed as free samples. <p>Any other adjustments as per the prevailing accounting standard.</p>

Sr. No.	Modules / Units
4	Cash Flow Analysis & Ethical Behaviour and Implications for Accountants
	<p>Cash Flow Analysis as per AS 3 (Indirect Method Only)</p> <p>Ethical Behaviour and Implications for Accountants Introduction, Meaning of Ethical Behaviour Financial Reports – Link between Law, Corporate Governance, Corporate Social Responsibility and Ethics. Importance and Relevance of Ethical Behavior in Accounting Profession. Implications of Ethical Values for the Principles Versus Rule Based Approaches to Accounting Standards The Principal Based Approach and Ethics The Accounting Standard Setting Process and Ethics The IFAC Code of Ethics for Professional Accountants Contents of Research Report in Ethical Practices Implications of Unethical Behavior on Financial Reports Company Codes of Ethics The increasing role of Whistle – Blowing Need to learn ethics.</p>
5	Introduction to IFRS
	<p>IFRS 1- First Time Adoption of International Financial Reporting Standards Objective, Scope, Definitions, First IFRS Financial Statements, Recognition and Measurement, Comparative Information, Explanation of Transition to IFRS, Reconciliations, Interim Financial Reports, Designation of Financial Assets or Financial Liabilities, Use of Fair Value as Deemed Cost, Use of Deemed Cost, Exceptions to Retrospective Application of other IFRS, Exemptions for Business Combination, Exemptions from other IFRS and Presentation and Disclosure.</p> <p>IFRS 2- Share Based Payment – Objective, Scope, Definitions, Recognition, Equity Settled Share Based Payment Transactions, Transactions in Which Services are Received, Treatment of Vesting Conditions, Expected Vesting Period, Determining the Fair Value of Equity Instruments granted, Modifications of terms and conditions, Cancellation, Cash Settled Share Based Payment Transactions, Share Based Payment Transactions in Which The Terms of The Arrangement Provide The Counterparty With A Choice of Settlement, Share Based Payment Transactions in which the Terms of the Arrangement Provide the Entity with a Choice of Settlement, Share Based Payment Transactions Among Group Entities (2009 Amendments) Disclosure.</p>

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1. Elective Courses (EC)

2. Auditing-I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
01	Introduction to Auditing	15
02	Audit Planning, Procedures and Documentation	15
03	Auditing Techniques and Internal Audit Introduction	15
04	Auditing Techniques: Vouching	08
05	Auditing Techniques: Verification	07
Total		60

Sr. No.	Modules / Units
1	<p>Introduction to Auditing</p> <p>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.</p> <p>Errors & Frauds—Definitions, Reasons and Circumstances, Types of Error – Commission, Omission, Compensating error. Types of frauds, Risk of Fraud and Error in Audit, Auditors Duties and Responsibilities in Case of Fraud</p> <p>Principles of Audit –Integrity, Objectivity, Independence, Skills, Competence, Work Performed by Others, Documentation, Planning, Audi Evidence, Accounting System and Internal Control, Audit Conclusions and Reporting</p> <p>Types of Audit – Meaning, Advantages and Disadvantages of Balance sheet Audit, Interim Audit, Continuous Audit, Concurrent Audit and Annual Audit.</p>
2	<p>Audit Planning, Procedures and Documentation</p> <p>Audit Planning –Meaning, Objectives, Factors to be Considered, Sources of Obtaining Information, Discussion with Client, Overall Audit Approach.</p> <p>Audit Program – Meaning, Factors, Advantages and Disadvantages, Overcoming Disadvantages, Methods of Work , Instruction before Commencing Work, Overall Audit Approach</p> <p>Audit Working Papers - Meaning, Importance, Factors Determining Form and Contents, Main Functions / Importance, Features, Contents of Permanent Audit File, Temporary Audit File, Ownership, Custody, Access of Other Parties to Audit Working Papers, Auditors Lien on Working Papers, Auditors Lien on Client's Books</p> <p>Audit Notebook – Meaning, Structure, Contents, General Information, Current Information, Importance.</p>
3	<p>Auditing Techniques and Internal Audit Introduction</p> <p>Test Check-Test Checking Vs Routing Checking, Test Check meaning, Features, Factors to be Considered, When Test Checks Can be Used, Advantages, Disadvantages and Precautions.</p> <p>Audit Sampling -Audit Sampling, Meaning, Purpose, Factors in Determining Sample Size -Sampling Risk, Tolerable Error and Expected Error, Methods of Selecting Sample Items, Evaluation of Sample Results, Auditors Liability in Conducting Audit Based on Sample.</p> <p>Internal Control -Meaning and Purpose, Review of Internal Control, Advantages, Auditors Duties, Review of Internal Control, Inherent Limitations of Internal Control, Internal Control Samples for Sales and Debtors, Purchases and Creditors, Wages and Salaries. Internal Checks Vs Internal Control, Internal Checks Vs Test Checks.</p> <p>Internal Audit -Meaning, Basic Principles of Establishing Internal Audit, Objectives, Evaluation of Internal Audit by Statutory Auditor, Usefulness of Internal Audit, Internal Audit Vs External Audit, Internal Checks Vs Internal Audit.</p>

Sr. No.	Modules / Units
4	Auditing Techniques: Vouching
	<p>Audit of Income - Cash Sales, Sales on Approval, Consignment Sales, Sales Returns Recovery of Bad Debts written off, Rental Receipts, Interest and Dividends Received, Royalties Received.</p> <p>Audit of Expenditure - Purchases, Purchase Returns, Salaries and Wages, Rent, Insurance Premium, Telephone Expenses, Postage and Courier, Petty Cash Expenses, Travelling Commission, Advertisement, Interest Expenses.</p>
5	Auditing Techniques: Verification
	<p>Audit of Assets Book Debts / Debtors, Stocks -Auditors General Duties; Patterns, Dies and Loose Tools, Spare Parts, Empties and Containers, Quoted Investments and Unquoted Investment, Trade Marks / Copyrights, Patents, Know-how, Plant and Machinery, Land and Buildings, Furniture and Fixtures.</p> <p>Audit of Liabilities - Outstanding Expenses, Bills Payable, Secured loans, Unsecured Loans, Contingent Liabilities.</p>

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1. Elective Courses (EC)

3. Strategic Management

Modules at a Glance

Sr. No.	Modules	No. of Lectures
01	Strategic Management an Overview	15
02	Strategic Management Environment	10
03	Levels of Strategies and Analysis	10
04	Activating Strategy and Implementation	15
05	Strategic Evaluation and Control	10
	Total	60

Sr. No.	Modules / Units
1	Strategic Management an Overview
	Definitions, Strategic Decision Making, Levels of Strategic Management, Process of Strategic Management, Principles of Good Strategy, Elements of Strategic Management, Models of Strategic Management.
2	Strategic Management Environment:
	Importance of Politics in Strategic Management, Social, Political, and Technological forces, Role of Competition, National and Global Business Environment. Components of Environment, Environmental Scanning, Analysis of Strategies and Choice of Strategy. Ethics, Social Responsibility, Impact of Legal Factors in Strategic Management, SWOT Analysis.
3	Levels of Strategies and Analysis
	Corporate Level Strategies- Concentration, Integration and Diversification, Internationalization, Digitization. Process of Strategic Choice, Factors of Strategic Choice, Strategic Analysis.
4	Activating Strategy and Implementation
	Process and Nature of Strategy implementation, Barriers, Model of Strategy Implementation- Structural, Behavioral and Functional.
5	Strategic Evaluation and Control
	Standards, Benchmarking, Gap Analysis. Features and Importance of Evaluation, Barriers in Evaluation, Types. Strategic Control- Setting Standards, Comparison, Control Process, Systems, Approaches, Techniques of Evaluation and Control. Role of Information System.

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1. Elective Courses (EC)

5. Business Ethics and Corporate Governance

Modules at a Glance

Sr. No.	Modules	No. of Lectures
01	Introduction to Business Ethics	10
02	Application of Ethical Theories in Business	10
03	Introduction to Corporate Governance	15
04	Genesis and Implementation of Corporate Governance in India	15
05	Global Scenario	10
Total		60

Sr. No.	Modules / Units
1	Introduction to Business Ethics
	Definition, Meaning, Nature of Ethics, Meaning of Moral & Ethics. Types of Ethics, Importance of Ethics, Business Ethics -Meaning and Nature. Importance of Ethics in Business, Areas of Business Ethics, Meaning of Functional Ethics, Types of Ethics According to Functions of Business- Marketing Ethics, Foreign Trade Ethics and Ethics Relating to Copyright. Ethics relating to Free and Perfect Competitive Market.
2	Application of Ethical Theories in Business
	Ethical Decision Making: Decision Making (Normal Dilemmas And Problems): (I) Utilitarianism (J. Bentham And J.S. Mill), (Ii) Deontology (I. Kant) Virtue Ethics (Aristotle). Gandhain Approach In Management And Trusteeship, Importance And Relevance of Trusteeship Principle in Modern Business. Ethical Issues in Functional Areas of Business. Ethics in Advertising (Truth In Advertising). Ethical Issues in Finance,
3	Introduction to Corporate Governance
	Definition & Conceptual Framework of Corporate Governance, Business Ethics - an important dimension to Corporate Governance, Fair and Unfair Business Practices. Theoretical Basis of Corporate Governance, Mechanism- Corporate Governance Systems, Indian Model of Governance, Good Corporate Governance, Obligations Towards Society and Stake holders. Theories underlying Corporate Governance (Stake holder's theory and Stewardship theory, Agency theory, Separation of Ownership and Control, Corporate Governance Mechanism: Process, Indian Model, OECD, and Emphasis on Corporate Governance, (Transparency Accountability and Empowerment).
4	Genesis and Implementation of corporate Governance in India:
	Introduction principles – Arthashastra and Good Governance in ancient India, Protection of Interest of Customer and Investors, Historical perspective of Corporate Governance and Issues in Corporate Governance. Values: Meaning, Types Teaching from Scriptures Like Gita, Quran, Bible Value Systems in Business. Implementation of Corporate Governance Role of Board of Directors and Board Structure, Role of the Non- executive Director, Role of Auditors, SEBI Growth of Corporate Governance. Role of Government, Corporate Governance in India. Accounting Standards and Accounting disclosures. Finance Reporting and Corporate Governance, Non Accounting Regulations in Corporate Governance, Corporate Governance & CSR, Family Owned Business - Background, Family Businesses in India, Need for Professionalization and Transparency in Family Business.
5	Global Scenario
	Business Ethics in Global Economy. Ethics in the Context of Global Economy, Relationship Between Business Ethics & Business Development, Role of Business Ethics in Building a Civilized Society. Corporate Governance and Issues Related to Scams Corruption: Meaning, Causes, Effects. Frauds and Scams in Banks, Insurance Companies, Financial Institutions, Measures to Overcome Fraud and Corruption, Zero Tolerance of Corruption.

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2. Core Course (CC)

1. International Banking and Finance

Modules at a Glance

Sr. No.	Modules	No. of Lectures
01	Fundamentals of International Finance	12
02	International Capital Markets	12
03	Foreign Exchange Markets	12
04	Risk Management	12
05	International Banking Operations	12
	Total	60

Sr. No.	Modules / Units
1	Fundamentals of International Finance
	<p>Meaning and Scope of International Finance, Balance of Payment, Components, Deficit in Balance of Payment, Concept of Currency Convertibility.</p> <p>International Monetary System, Gold Standard, Features, Bretton Wood System, Background and Features, Reasons for its Failure, Smithsonian Agreement, SDRs, European Monetary System.</p> <p>Current Exchange Rate Systems - Fixed and Flexible Exchange Rate, Merits Demerits, Types of Fixed Exchange Rate, Hard Pegs and Soft Pegs, Types of Flexible Exchange Rate, Managed and Free Float.</p>
2	International Capital Markets
	<p>Types of Capital Flows, FDI, FPI, FII</p> <p>Euro Currency Markets, Origin and Reasons of growth, a Brief Understanding of Eurocurrency Deposit, Loans Bonds and Notes Market ,Concept of Offshore Banking.</p> <p>International Equity Markets, Concept of Depository Receipts, GDR, Characteristics, Mechanism of Issue, Participants Involved, ADR, Types and Characteristics, Concept of IDR.</p> <p>International Bond Market, Concepts of Domestic Bond, Concept and Types of Foreign Bonds, Concept and Types of Euro Currency Bonds, Concepts of Foreign Currency Convertible and Foreign Currency Exchangeable Bonds, Participatory Notes.</p>
3	Foreign Exchange Markets
	<p>Introduction, Market and Market Participants, Foreign Exchange Management in India, Retail and Whole Sale Component of Indian Foreign Exchange Market, Role of FEDAI, FEMA and Regulatory Framework, Dealing Room Operations.</p> <p>Foreign Exchange Arithmetic, Exchange Rate Quotations, Direct, Indirect and Cross rate, Percentage Spread, Arbitrage, Geographical, Triangular and Interest Rate (formula method only), Calculation of Forward Rates using Schedule of Swap Points, AFM, Determinants of Exchange Rate – Purchasing Power and Interest Rate Parity.</p>
4	Risk Management
	<p>Risk Management and Derivatives, Transaction, Translation and Economic Risk Faced by Corporates, Transaction, Position, Settlement, Pre-settlement, Gap/Mismatch Risk faced by Banks, Internal and External Hedging, Foreign Currency Derivative Instruments for Risk Management, Forward, Futures, Swaps and Options, Country Risk Management.</p>

Sr. No.	Modules / Units
5	International Banking Operations
	<p>Introduction, Definition, Features of International Banking, Reasons for Growth of International Banking, Recent Trends in International Banking, Emergence of Crypto currency - Overview, Brief Overview of Bitcoin and other Crypto Currencies, Note on Mining and Crypto Currency Exchanges, Advantages, Disadvantages of Crypto Currency.</p> <p>Functions of International Banking, Correspondent Banking, International Payment Systems, NRI accounts, Export Finance, Import Finance, International Merchant Banking, Financing Project Exports, Derivative Offering, Remittances, Compliance related- Interbank Functions, Internal Functions, Letter of Credit and Bank Guarantees.</p> <p>International Lending Operation, Loan Syndication, Parties Involved, Phases /Stages in Loan Syndication, Types of Syndication, Role of LIBOR, Risk in International Lending, Role of International Credit Rating Agencies.</p>

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3. Ability Enhancement Course (AEC)

1. Research Methodology

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to Research	10
2	Data Collection and Processing	15
3	Data Analysis and Interpretation	15
4	Advanced Statistical Techniques	15
5	Research Report	05
	Total	60

Sr. No.	Modules / Units
1	Introduction to Research
	<ul style="list-style-type: none"> • Meaning, Objectives and Importance of Research • Types of Research • Research Process. • Characteristics of Good Research • Hypothesis-Meaning, Nature, Significance, Types and Sources. • Research Design– Meaning, Definition, Need and Importance, Steps, Scope and Essentials of a Good Research Design. • Sampling– a) Meaning of Sample and Sampling, b)Methods of Sampling <ul style="list-style-type: none"> i) Non-Probability Sampling–Convenient, Judgment, Quota, Snow ball ii) Probability– Simple Random, Stratified, Cluster, Multi Stage.
2	Data Collection and Processing
	<ul style="list-style-type: none"> • Types of Data and Sources-Primary and Secondary Data Sources • Methods of Collection of Primary data <ul style="list-style-type: none"> a. Observation- i) structured and unstructured, ii) disguised and undisguised, iii)mechanical observations (use of gadgets) b. Experimental i)Field ii) Laboratory c. Interview – i) Personal Interview ii) focused group, iii) in- depth interviews Method d. Survey– Telephonic survey, Mail, E-mail, Internet survey, Social media, and Media listening. e. Survey instrument– i) Questionnaire designing. <ul style="list-style-type: none"> a. Types of questions–i) structured/close ended and ii) unstructured/ open ended, iii) Dichotomous, iv) Multiple Choice Questions. b. Scaling techniques- i)Likert scale, ii) Semantic Differential scale.
3	Data Analysis and Interpretation
	<ul style="list-style-type: none"> • Processing of Data– Meaning & Essentials of i) Editing ii) Coding iii) Tabulation • Analysis of Data-Meaning, Purpose, Types. • Interpretation of Data-Essentials, Importance, Significance and Descriptive Analysis • Testing of hypothesis– One Sample T- Test, ANOVA, F- test, Chi Square and Paired Sample Test
4	Advanced Statistical Techniques
	<p>Introduction, Characteristics and Application of</p> <ul style="list-style-type: none"> • Correlation and Regression Analysis • Factor Analysis • Cluster Analysis • Discriminant Analysis • Multidimensional Scaling
5	Research Report
	<ul style="list-style-type: none"> • Report writing – i) Meaning, Importance, Structure, Types, Process and Essentials of a Good Report.

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1. Elective Courses (EC)

1. Security Analysis and Portfolio Management

Modules at a Glance

Sr. No.	Modules	No. of Lectures
01	Portfolio Management – An Introduction & Process	12
02	Portfolio Management – Valuation	12
03	Fundamental Analysis	12
04	Technical Analysis	12
05	Efficient Market Theory & CAPM	12
Total		60

Sr. No.	Modules / Units
1	Portfolio Management – An Introduction & Process
	<p>Investment, Meaning, Characteristics, Objectives, Investment V/s Speculation, Investment V/s Gambling and Types of Investors.</p> <p>Portfolio Management – Meaning, Evolution, Phases, Role of Portfolio Managers, Advantages of Portfolio Management.</p> <p>Investment Environment in India and Factors Conducive for Investment in India.</p> <p>Portfolio Analysis – Meaning and its Components, Calculation of Expected Return and Risk, Calculation of Covariance, Risk – Return Trade off.</p> <p>Portfolio Selection – Meaning, Feasible Set of Portfolios, Efficient Set of Portfolios, Selection of Optimal Portfolio, Markowitz Model, Limitations of Markowitz Model, Measuring Security Return and Portfolio Return and Risk under Single Index Model and Multi Index Model.</p>
2	Portfolio Management – Valuation
	<p>Portfolio Revision – Meaning, Need, Constraints and Strategies.</p> <p>Portfolio Evaluation – Meaning, Need, Measuring Returns (Sharpe, Treynor and Jensen Ratios) and Decomposition of Performance.</p> <p>Bond Valuation – Meaning, Measuring Bond Returns, Yield to Maturity, Yield to Call and Bond Pricing. Bond Pricing Theorems, Bond Risks and Bond Duration.</p>
3	Fundamental Analysis
	<p>Economy Analysis – Meaning, Framework, Economic Analysis, Forecasting, Barometric or Indicator Approach, Econometric Model Building and Opportunistic Model Building.</p> <p>Industry Analysis – Concept of Analysis, Industry Life Cycle, Industry Characteristics</p> <p>Company Analysis – Financial Statements, Analysis of Financial Statements, (Practical questions on Debt Equity Ratios, Total Debt Ratio, Proprietary ratios, interest coverage ratio, Profitability ratios related to sales, investment and equity shares Efficiency or Activity Ratios) and Assessment of Risk(Leverages)</p>
4	Technical Analysis
	<p>Dow Theory</p> <p>Meaning and Principles of Technical Analysis, Price Chart, Line Chart, Bar Chart, Japanese Candlestick Chart, Trends and Trend Reversals, Chart Patterns, Support and Resistance, Reversal Patterns, Continuation Patterns and Elliot Wave Theory</p> <p>Mathematical Indicators – Calculation of Moving Averages (Simple and Exponential Moving Average), Oscillators and Relative Strength Index</p> <p>Market Indicators</p> <p>Fundamental Analysis V/s Technical Analysis</p>

Sr. No.	Modules / Units
5	Efficient Market Theory & CAPM
	<p>Random Walk Theory</p> <p>The Efficient Market Hypothesis</p> <p>Forms of Market Efficiency</p> <p>Competitive Market Hypothesis</p> <p>CAPM – Fundamental Notions of Portfolio Theory, Assumption of CAPM, Efficient Frontier with Riskless Lending and Borrowing, Capital Market Line, Security Market Line and Pricing of Securities with CAPM.</p> <p>Arbitrage Pricing Theory (APT) – The Return Generating Model, Factors Affecting Stock Return, Expected Return on Stock, APT V/s CAPM.</p>

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1. Elective Courses (EC)

2. Auditing - II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
01	Audit of Limited Companies	15
02	Audit of Banking Companies	15
03	Audit of Insurance Companies	15
04	New Areas of Auditing	08
05	Professional Ethics and Misconduct	07
Total		60

Sr. No.	Modules / Units
1	Audit of Limited Companies
	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 –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.
2	Audit of Banking Companies
	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.
3	Audit of Insurance Companies
	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.
4	New Areas of Auditing
	Introduction to Cost Audit, Human Resource Audit, Management Audit, Operational Audit, Forecast Audit, Social Audit, Tax Audit, Forensic Audit and Environmental (Green) Audit. Audit in an EDP Environment, Introduction, General Approach to EDP Based Audit and Special Techniques for Auditing in an EDP Environment.
5	Professional Ethics and Misconduct
	Introduction, Meaning of Professional Ethics Meaning of Professional Misconduct, Schedules to the Chartered Accountants Act, 1949 Relating to Professional Misconduct, Enquiry into Charges of Misconduct of Chartered Accountants.

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1. Elective Courses (EC)

3. Human Resource Management

Modules at a Glance

Sr. No.	Modules	No. of Lectures
01	Framework of Human Resource Management	15
02	HR Procurement	10
03	HR Planning and Recruitment	10
04	Training and Development	15
05	Compensation	10
	Total	60

Sr. No.	Modules / Units
1	Framework of Human Resource Management
	Introduction to HRM, Nature of HRM, Scope of HRM, Functions and Objectives of HRM, HRM Policies and Practices, Role and Functions of HR Manager (in Banking and Insurance Sector) HRM and Strategies , Strategic function of HRM, Understanding and Implementing Global Competitiveness and HR, strategic HR, Linkages of Organizational and HR Strategies.
2	HR Procurement
	Job Analysis and Design- Job Analysis, Introduction, Importance, Purpose , Benefits, Job Evaluation, Competency Based Job Analysis Job Design - Introduction, Characteristics, Factor Affecting Job Design, Job Satisfaction.
3	HR Planning and Recruitment
	Definition, Objectives, Need and Importance of HR Planning, Preparing Manpower Inventory. Promotions and Transfers. Recruitment - Strategic Approach to Recruitment, Recruitment Source; Internal and External, Selection Procedure.
4	Training and Development
	Employee Training and Development - Nature and Process of Training, Training methods, On the job, Off the job. Management Development Program, Performance Appraisal -Definition, Methods. Advantages and Limitations of Appraisal.
5	Compensation
	Meaning, Need and Importance, Current Trends in Compensation, Team Based Incentives, Pension Schemes with Reference to Banking and Insurance, Fringe Benefits, Perquisites, Allowances and other Non – Monetary Benefits Voluntary Retirement Scheme - Concept, Types, Needs, Effects with reference to Banking and Insurance Participative Management Meaning, Levels, Types, Employee Welfare, Comparative Study of Working Conditions in Banks, Financial Institutions, Insurance Companies.

**Revised Syllabus of Courses of B.Com. (Banking and Insurance)
Programme at Semester VI
with effect from the Academic Year 2018-2019**

1. Elective Courses (EC)

4. Turnaround Management

Modules at a Glance

Sr. No.	Modules	No. of Lectures
01	Introduction to Business	10
02	Industrial Sickness	15
03	Turnaround Management Strategies	15
04	Business Scenario	12
05	Leadership and Turnaround Management	08
	Total	60

Sr. No.	Modules / Units
1	Introduction to Business
	Meaning, Definition, Features, Importance, Symptoms, Types of Business Organization. Different approaches for Growth and Survival. <ul style="list-style-type: none"> • Internal Strategies • External Strategies • Survival Strategies
2	Industrial Sickness
	Meaning and Internal /External Reasons of Industrial Sickness <ul style="list-style-type: none"> • Symptoms of Industrial Sickness • Measures to Overcome Sickness by Government and Stakeholders • Role of BIFR in Sick Industries
3	Turnaround Management Strategies
	Turnaround – Meaning, Definition, Indicators of Successful Turnaround <ul style="list-style-type: none"> • TQM and Restructuring. • Selling of a sick unit • BPR <ul style="list-style-type: none"> - Meaning, Definition, Elements, Need, Implications - Approaches (Reengineering Team, BPR Leader, Process Owner, Kaizen, Flow Chart, 5S principles, Process Mapping)
4	Business Scenario
	Features, Advantages, Disadvantages, Types and Present Status of: <ul style="list-style-type: none"> • Outsourcing • Networking • Franchising • Free lancing • Self-Financing • Start up
5	Leadership and Turnaround Management
	Outfitting the Management Team, Personal Characteristic, Focusing on Present Operations, Focus on Needs in Turnarounds, Styles of Decision Making in the Turnaround Process, Organizational Change. Quality in the Managerial Process, Dilemma of Management, Turnaround Management as a Skill.

**Revised Syllabus of Courses of B.Com. (Banking and Insurance)
Programme at Semester VI
with effect from the Academic Year 2018-2019**

2. Core Course (CC)

1. Central Banking

Modules at a Glance

Sr. No.	Modules	No. of Lectures
01	An Overview of Central Banking	12
02	RBI as the Central Bank of India	12
03	Supervisory Role of RBI	12
04	Central Banking in Other Countries	12
05	Central Banking in the Cyber World	12
Total		60

Sr. No.	Modules / Units
1	An Overview of Central Banking
	<p>Overview: Concept of Central Banking, Institutional Growth of Central Banking, The Changing Face of Central Banking.</p> <p>Role of Central Banks: Determination of Goals, Inflation Targeting, Exchange Rate Targeting, Money Supply Targeting, Money Growth Targeting, Viable Alternatives to Central Bank, Central Banking in India.</p> <p>Contemporary Issues, Autonomy and Independence, Credibility, Accountability and Transparency of a Central Bank.</p>
2	RBI as the Central Bank of India
	<p>Policy Framework for RBI: Organizational Framework, Operational Framework – Role as a Central Banker, Promotional Role of RBI, Regulatory Role of RBI.</p> <p>RBI and Monetary Policy</p> <p>Macroeconomic Policies: Meaning & Objectives.</p> <p>Monetary Policy- Meaning & Objectives</p> <p>Monetary Policy in India - Goals, Targets and Instruments</p> <p>A Brief Overview of Fiscal Policy, Striking Balance between Inflation and Growth through Monetary and Fiscal Policies</p>
3	Supervisory Role of RBI
	<p>Regulation and Supervision: Need for Regulation and Supervision, Banking Regulation Act, 1949, Banking Regulation and Supervision, Functions of the Department of Supervisory, Regulations Review Authority, Unified Regulator v/s Multiple Regulators.</p> <p>RBI – On-site Inspection and Off-site Monitoring and Surveillance: The Core Principles for Effective Supervision – On-site Examination – Off-site Surveillance – On-site Inspection and Off-site Monitoring in India – Off-site Monitoring in Different Countries – Computerized Off-site Monitoring and Surveillance (OSMOS).</p> <p>RBI and Financial System, Introduction, Functions, Characteristics of Financial System, Role of RBI in Regulating Financial System and Financial Sector Reforms.</p>
4	Central Bank in other Countries
	<p>Federal Reserve System – Bank of England – The European Central Banking, Bank of Japan, Peoples Bank of China</p> <p>Interconnectivity of Central Banks with Other International Financial Institutions, ADB, IMF, World Bank, and BIS, (Objectives, Role and Functions)</p>
5	Central Banking in Cyber World:
	<p>E -Banking, E- money, IT induced Changes and Monetary Policy, E- payments, Risks in the New IT Era, Impact of IT, Globalization and Central Banks.</p>

***Revised Syllabus of Courses of B.Com. (Banking & Insurance)
Programme at Semester III
with Effect from the Academic Year 2017-2018***

1. Elective Courses (EC)

Organizational Behaviour

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	The Individual Behaviour	15
2	The Group Dynamics	15
3	The Organizational Dynamics	15
4	Organization Behaviour In Financial Services	15
	Total	60

Sr. No.	Modules / Units
1	The Individual Behaviour
	<p>A) Personality: Meaning, Determinants of Personality, Major personality traits influencing OB, The Big Five Model, Trait Theory of personality, Psychoanalytic theory of Personality, Freud Stages of Personality Development, Locus of Control, Self-Monitoring.</p> <p>B) Learning: Meaning and Definition of Learning-The Learning Process, Principles of Learning, Theories of Learning-Classical conditioning, Operant Conditioning, Social Learning Theory, Learning through Reinforcement, Learning by Observing, Learning through Experience.</p> <p>C) Perception-Meaning, Factors Influencing Perception, Attribution Theory, Improving Perceptions- Johari Window, Empathy.</p> <p>D) Workplace Emotions, Values and Ethics: Meaning of Emotions, Cognitive Dissonance, Emotional Dissonance, Managing Emotions at Work (Emotional Labor) - The Six Universal Emotions. Meaning and Types of Values, Sources of Value systems, Values across Cultures, Values and Ethical Behaviour.</p> <p>E) Individual Decision Making: How are Decisions made in organization, Decision Making process, Decisional Styles.</p>
2	The Group Dynamics
	<p>A) Group Communication: Importance, Corporate Communication – Need, Importance and Techniques of Corporate Communication.</p> <p>B) Power and Politics: Meaning of Power, Bases of Power, Power Tactics, Organizational Politics, Reasons for Organizational Politics, Managing Organizational Politics.</p> <p>C) Negotiations: Meaning, Process, Strategies, Third Party Negotiations, Crisis Negotiations, Focus Areas of Negotiations.</p> <p>D) Transactional Analysis Model: Types of Transactions, Ego states, Life Positions, Elaboration of Transactional styles.</p> <p>E) Virtual teams and Group Cohesiveness: Structure, Types, Stages in Management of Virtual teams, Features of Cohesive Groups, Effects/Consequences/Impact of Group Cohesion.</p> <p>F) Group Decision-Making: Advantages, Disadvantages, Assumptions, Managing Group Decision-Making, Strength and Weakness of Group Decision-Making.</p>
3	The Organizational Dynamics
	<p>A) Organization structure: Meaning, Meaning and key features of the concept of Centralization, Decentralization, Span of control and Departmentation, Simple structure, Bureaucratic & Matrix structure.</p> <p>B) New design options: Team structure, Virtual organizations, Boundary less organizations</p> <p>C) Organization structure differentiation: Strategy, Organization size, Technology & Environment, Organizational Designs and employee behaviour.</p>

	D) Organizational Climate: Impact of Communication, Impact of Rewards & Punishment, Quality work life with reference to Banking & Insurance, Job Frustration-Sources, Causes, Effects, Ways to Overcome Frustration, Impact of Frustration on Banking and Insurance companies.
4	Organization Behaviour In Banking and Insurance Sector
	<ul style="list-style-type: none"> A) Practices of OB in Banks and Insurance B) Issue of organization behaviour in Banks C) Strategies to manage issues of organization behaviour in banks D) Case Studies – Transfer, Promotion, Separation.

**Revised Syllabus of Courses of B.Com. (Banking & Insurance)
Programme at Semester III
with Effect from the Academic Year 2017-2018**

2A. Ability Enhancement Courses (AEC)

Information Technology in Banking & Insurance - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to Electronic Commerce	10
2	E-banking	15
3	MS-Office: Packages for Institutional Automation:	20
4	Cyber Law & Cyber Security	15
Total		60

Sr. No.	Modules / Units
1	Introduction to Electronic Commerce
	<p>A) E-Commerce Framework, E-Commerce and media convergence, anatomy of E-Commerce Applications, E-Commerce Consumer and Organization Applications</p> <p>B) The network Infrastructure for Electronic Commerce - Market forces influencing the I-way, Components of I-way, Network Access Equipment</p> <p>C) E-Commerce and World Wide Web- Architectural framework of E-Commerce, WWW and its architecture, hypertext publishing, Technology behind the web, Security and the Web</p>
2	E-banking
	<p>A) Meaning, definition, features, advantages and limitations- core banking, the evolution of e-banking in India, Legal framework for e-banking.</p> <p>B) Electronic Payment System Types of Electronic Payment Systems, Digital Token-based EPS, Smart Card EPS, Credit Card EPS, Risk in EPS, Designing a EPS</p>
3	MS-Office: Packages for Institutional Automation:
	<p>A) Ms-Word: Usage of smart art tools, bookmark, cross-reference, hyperlink, mail merge utility and converting word as PDF files.</p> <p>B) Ms-Excel: Manipulating data, Working with charts, Working with PIVOT table and what-if analysis; Advanced excel functions-Vlookup(), hlookup(), PV(), FV(), average(), goal seek(), AVERAGE(), MIN(), MAX(), COUNT(), COUNTA(), ROUND(), INT(), nested functions, name, cells/ranges/constants, relative, absolute & mixed cell references, >, <, = operators, Logical functions using if, and, or =, not, date and time functions & annotating formulae.</p> <p>C) Application in Banking and Insurance Sector – Calculation of Interest, Calculation of Instalment, Calculation of Cash Flow, Calculation of Premium, Calculation of risk coverage in Insurance and Reporting.</p>
4	Cyber Law & Cyber Security:
	<p>A) Need of Cyber Law, History of Cyber Law in India</p> <p>B) Cyber Crimes: Various threats and attacks, Phishing, Key Loggers, Identity Theft, Call & SMS forging, e-mail related crimes, Denial of Service Attacks, Hacking, Online shopping frauds, Credit card frauds, Cyber Stalking</p> <p>C) Cyber Security: Computer Security, E-Security, Password Security and Reporting internet fraud</p>

**Revised Syllabus of Courses of B.Com. (Banking & Insurance)
Programme at Semester III
with Effect from the Academic Year 2017-2018**

2B. Skill Enhancement Courses (SEC)

Foundation Course – III (An Overview of Banking Sector)

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	An Overview of Banking Industry	10
2	Commercial Banking and Customer – Banker Relationship	10
3	Universal Banking & Technology in Banking sector	10
4	Microfinance & Financial Inclusion	15
Total		45

Sr. No.	Modules / Units
1	An Overview of Banking Industry
	<ul style="list-style-type: none"> • Definition of Banks, Types of Banks, Principles of Banking • Banking System in India, Overview of RBI, Public, Private, Co-operative, Payment Bank, Regional Rural Banks • Emerging trends of banking - Universal banking, electronic banking, globalization of banking. • Brief history of banking sector reforms from 1991-2000 and Current developments in banking sector • Regulatory Architecture – Overview of Banking Regulation Act 1949, Banking Regulation Act(Amendment 2015), Payment and Settlement Act 2007, Negotiable Instrument Act 1881, BIS, Basel I, II and III. • Bank Crises in India • Critical Evaluation of Banking Industry in India
2	Commercial Banking and Customer – Banker Relationship
	<ul style="list-style-type: none"> • Definition and meaning of Commercial Bank, Evolution of Commercial Banking in India, Functions of Commercial Bank , Services offered by Commercial Bank. • Retail Banking – Meaning, Features, Significance of Retail Banking and Overview of its products • Corporate Banking -Meaning, Features, Significance of Corporate Banking and Overview of its products • Rural Banking - Meaning, Features, Significance of Rural Banking and Overview of its products • Banking Ombudsman – Meaning and Functions
3	Universal Banking & Technology in Banking sector
	<p>A) Universal Banking</p> <ul style="list-style-type: none"> • Concept of Universal Banking, Evolution of Universal banking ,Services to Government, Payment & Settlement, Merchant Banking, Mutual Fund, Depository Services, Wealth Management, Portfolio Management Bancassurance, NRI Remittance. <p>B) Technology in Banking</p> <ul style="list-style-type: none"> • Features, norms and Limitations of E- banking, Mobile Banking, Internet Banking, RTGS, POS Terminal, NEFT, IMPS, Brown Label ATM’s, White Label ATM’s, NUUP, AEPS, APBS, CBS, CTS, Digital Signature , M-Wallets , Online opening of bank accounts – savings & current, and application for credit cards, loan. • Applicability of KYC norms in Banking Sector.
4	Microfinance & Financial Inclusion
	<p>A) Microfinance</p> <ul style="list-style-type: none"> • Introduction, Need and Code of Conduct for Microfinance Institutions in India, • Advantages, Purpose, Limitations and Models of SHG – Bank Linkage Program. • Role of NABARD and SIDBI,

- Portfolio Securitization,
- SHG-2, NRLM and SRLM ,
- Priority Sector and its Classification

B) Financial Inclusion

- Need & Extent
- RBI Committee Report of Medium Term Path on Financial Inclusion 2015, World Findex Report 2015, NISM Report 2015, (Only Brief Extracts relating to bank account holdings and credit taken and contrast between developing and developed nations.)
- Features & Procedures of Pradhan Mantri Jan Dhan Yojana, and PM Mudra Yojana.
- Features, procedures and significance of Stand up India Scheme for Green Field

***Revised Syllabus of Courses of B.Com. (Banking & Insurance)
Programme at Semester III
with Effect from the Academic Year 2017-2018***

3. Core Courses (CC)

Direct Taxation

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Definitions and Residential Status	15
2	Heads of Income - I	15
3	Heads of Income - II	15
4	Computation of Total Income & Taxable Income	15
	Total	60

Sr. No.	Modules / Units
1	Definitions and Residential Status
	<p>A) Basic Terms (S. 2,3,4) Assesse, Assessment, Assessment Year, Annual Value, Business, Capital Assets, Income, Previous Year, Person, Transfer.</p> <p>B) Determination of Residential Status of Individual, Scope of Total Income (S.5)</p>
2	Heads of Income - I
	<p>A) Salary (S.15-17) B) Income from House Property (S. 22-27) C) Profit & Gain from Business and Profession (S. 28, 30,31,32, 35, 35D, 36, 37, 40, 40A and 43B)</p>
3	Heads of Income - II
	<p>A) Capital Gain (S. 45, 48, 49, 50 and 54) B) Income from other sources (S.56- 59) C) Exclusions from Total Income (S.10) (Exclusions related to specified heads to be covered with relevant heads of income)</p>
4	Computation of Total Income & Taxable Income
	<p>A) Deductions from Total Income S. 80C, 80CCC, 80D, 80DD, 80E, 80U, 80TTA B) Computation of Taxable Income of Individuals.</p>

Notes

1. The Syllabus is restricted to study of particular sections, specifically mentioned rules and notifications only.
2. All modules / units include Computational problems / Case Study.
3. The Law In force on 1st April immediately preceding the commencement of Academic year will be applicable for ensuing Examinations.

**Revised Syllabus of Courses of B.Com. (Banking & Insurance)
Programme at Semester IV
with Effect from the Academic Year 2017-2018**

1. Elective Courses (EC)

Entrepreneurship Management

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	The Entrepreneur	15
2	Business Planning	15
3	Key Areas of New Ventures	15
4	Evolving Concepts in Entrepreneurship	15
Total		60

Sr. No.	Modules / Units
1	<p data-bbox="331 208 584 241">The Entrepreneur</p> <p data-bbox="381 293 1402 472">A) Entrepreneur: Meaning, Nature, origin and development of entrepreneurship in India, Need and Importance, Core elements, Principles, Essentials, Types, Functions, Concept of entrepreneurship management, Motives behind being an entrepreneur, Entrepreneurial Process</p> <p data-bbox="381 517 1402 656">B) Theories of Entrepreneurship: Innovation Theory of Schumpeter, Need for Achievement Theory of McClelland, Risk Bearing Theory of knight, Hagen's Theory of Entrepreneurship, Economic Theory of Entrepreneurship.</p> <p data-bbox="381 701 1402 801">C) Entrepreneurial Values and Attitudes, Dominant characteristics of successful entrepreneurs, Internal and external factors for entrepreneurial motivation</p> <p data-bbox="381 846 1402 985">D) Entrepreneurial Skills, Identifying business opportunities, Role of creativity in Entrepreneurship, the creative process, the Innovation process, types of innovation, sources of innovation, principles of innovation, Sources of Business Ideas.</p>
2	<p data-bbox="323 1041 576 1075">Business Planning</p> <p data-bbox="368 1126 887 1160">A) Forms of Entrepreneurial structures:</p> <ul data-bbox="432 1167 1129 1339" style="list-style-type: none"> • Sole Proprietorship-meaning, merits and limitations. • Partnership-Meaning, Forms, merits and limitations. • Corporations-Meaning, merits and limitations. • Limited Liability partnerships and corporations. • Franchising-Meaning, types, merits and limitations. <p data-bbox="368 1384 1398 1485">B) Critical Factors for starting a new enterprise: Personal, Environmental, Sociological factors. Problems of a New Venture- Financial, administrative, marketing, production and other problems.</p> <p data-bbox="368 1529 1362 1630">C) Business Plan: Meaning, Benefits, Developing a business plan, Environment scanning, Elements/Areas to be covered in a Business Plan, Project Report preparation, Contents of a Project Report.</p>
3	<p data-bbox="323 1686 703 1720">Key Areas of New Ventures</p> <p data-bbox="323 1771 1398 1910">A) Marketing: New Product Development, Marketing Strategy for the new venture, Branding strategies, Distribution strategies, Pricing Strategies, Promotion strategies for new venture, Concept of Marketing Mix and Market segmentation, Marketing Plan</p> <p data-bbox="323 1955 1398 2022">B) Operations: Size and location of Enterprise, Layout, Inventory Control, Quality Control.</p>

	<p>C) Finance: Sources of long term and short term finance, Debt fund-Meaning, Merits and limitations, Equity Fund- Meaning, merits and limitations, Concept of Break Even analysis, Venture Capital-Meaning, Merits and Limitations, Criteria for Evaluating New Venture Proposals by Venture Capitalist</p> <p>D) Human Resource: Personnel Function, Important Labor Laws: Industrial Disputes Act, Factories Act, Provident Fund Act, Employee State Insurance Act, Payment of Wages Act, Minimum Wages Act, Payment of Gratuity Act, other related Acts and Role of HRD in new ventures.</p>
4	Evolving Concepts in Entrepreneurship
	<p>A) Social Entrepreneurship: Meaning, Social responsibility of an entrepreneur</p> <p>B) Barriers to entrepreneurship: Environmental, economic, non-economic, personal and entrepreneurial barriers.</p> <p>C) Intrapreneurship: Meaning, Characteristics, Intrapreneurs Activities, types of Corporate Entrepreneurs, Corporate V/s Intrapreneurial culture, Climate, Fostering Intrapreneurial culture, Promoting intrapreneurship- Pinchot's Spontaneous teams and Formal Venture teams, establishing intrapreneurial ventures.</p> <p>D) Ethics and Entrepreneurship: Defining Ethics, Approaches to Managerial ethics, ethics and business decisions, Ethical practices and code of conduct, Ethical considerations in corporate entrepreneurship.</p> <p>E) Institutional Support to Entrepreneurs: Importance, Incentives and facilities, Entrepreneurship Development Institute of India (EDI), NSIC, Small Industries Development Organization (SIDO), National Institute for Entrepreneurship and Small Business Development (NIESBUD), Others, Key features of National Policy on Skill Development and Entrepreneurship 2015.</p>

**Revised Syllabus of Courses of B.Com. (Banking & Insurance)
Programme at Semester IV
with Effect from the Academic Year 2017-2018**

2A. Ability Enhancement Courses (AEC)

Information Technology in Banking & Insurance II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	E-banking Business Models	15
2	Induction of TechnoManagement	20
3	IT Applications and Banking	05
4	MS-Office: Packages for Institutional Automation	20
Total		60

Sr. No.	Modules / Units
1	E-banking Business Models
	Various models- home banking, office banking, online banking, internet banking, mobile banking, SMS banking,- models of electronic payments, other business models
2	Induction of TechnoManagement
	<p>Development Life Cycle, Project Management, Building Data Centres, Role of DBMS in Banking, Data Warehousing and Data Mining, RDBMS Tools</p> <ul style="list-style-type: none"> • 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 • 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.
3	IT Applications and Banking
	Objectives, Electronic Commerce and Banking, Banking Software, Electronic Clearing and Settlement Systems, Plastic Money
4	MS-Office: Packages for Institutional Automation
	<ul style="list-style-type: none"> • 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: Introduction to e-mail, writing professional e-mails, 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.

***Revised Syllabus of Courses of B.Com. (Banking & Insurance)
Programme at Semester IV
with Effect from the Academic Year 2017-2018***

2B. Skill Enhancement Courses (SEC)

**Foundation Course – IV
(An Overview of Insurance Sector)
*Modules at a Glance***

Sr. No.	Modules	No. of Lectures
1	An Introduction to Life Insurance	15
2	An Introduction to Health Insurance	10
3	An Introduction to Home and Motor Insurance	10
4	Role of Insurance in Logistic	10
	Total	45

Sr. No.	Modules / Units
1	An Introduction to Life Insurance
	<p>A) Life Insurance Business – Components, Human Life Value Approach, Mutuality, Principle of Risk Pooling, Life Insurance Contract, Determinants of Risk Premium</p> <p>B) Products of LIC – Introduction of life insurance plans - Traditional Life Insurance Plans – Term Plans, Whole Life Insurance, Endowment Assurance, Dividend Method of Profit Participation Purpose of plans , Riders in plan - Introduction, Forms and procedures</p> <p>C) Non Traditional Life Insurance Products (Those of SBI and ICICI – Introduction, Forms and procedures)</p>
2	An Introduction to Health Insurance
	<p>A) Health Insurance – Meaning, IRDA Regulations, determinants of Health Insurance, Health Insurance Market in India and determinants of Risk Premium.</p> <p>B) SBI and ICICI Health Insurance Plans - Introduction and Forms and Procedures of Hospitalization, Indemnity Products, top up covers, cashless insurance, Senior citizen plans, critical illness plans and Micro Insurance.</p>
3	An Introduction to Home and Motor Insurance
	<p>A) Home Insurance - SBI and ICICI Plans – Introduction, Forms and Procedures, Inclusions and Exclusions in policies, Determinants of Risk Premium and Impact of Catastrophes on Home Insurance.</p> <p>B) Vehicle Insurance- SBI and ICICI Plans-Introduction, Forms and Procedures, Determinants of Risk Premium, Inclusions and Exclusions.</p>
4	Role of Insurance in Logistic
	<p>A) Role of Insurance in Logistic - Meaning & Importance, Hazards, Protection, Social Security – Type of Risks and Accidents.</p> <p>B) Fire Insurance – SBI and ICICI Plans – Introduction, Forms and Procedures, Standard Fire and Special Perils Policy, Tariff system and special policies.</p>

**Revised Syllabus of Courses of B.Com. (Banking & Insurance)
Programme at Semester IV
with Effect from the Academic Year 2017-2018**

3. Core Courses (CC)

Corporate and Securities Law

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Company Law – An Overview	15
2	Regulatory Framework Governing Stock Exchanges as per Securities Contracts Regulation Act 1956	15
3	Security Exchange Board of India	15
4	The Depositories Act, 1996	15
Total		60

Sr. No.	Modules / Units
1	Company Law – An Overview
	<p>A) Development of Company Law in India</p> <p>B) Doctrines Governing Corporates – Lifting the Corporate Veil, Doctrine of Ultra Vires, Constructive Notice, Indoor Management, Alter Ego. The Principle of Non Interference (Rule in Foss V/s Harbottle) – Meaning , Advantages , Disadvantages & Exceptions, Majority and Minority Rights under Companies Act</p> <p>C) Application of Company Law to Banking and Insurance Sector Application of Companies Act to Banking and Insurance sector governed by Special Acts. S.1(4) of Companies Act 2013 Exceptions provided (S.67(3), S.73(1), S.129(1), 179(3), S.180(1)(c), S.186, S.189</p>
2	Regulatory Framework governing Stock Exchanges as per Securities Contracts Regulation Act 1956
	<ul style="list-style-type: none"> • Definition of Securities, Spot Delivery Contract, Ready Delivery Contract, Stock Exchange. • Corporatisation and demutualisation of Stock Exchange –Meaning, Procedure & Withdrawal • Power of Recognised Stock Exchange to make rules restricting voting rights etc • Power of Central Government to Direct Rules or Make rules • Power of SEBI to make or amend bye laws of recognised stock exchange • Books and Accounts to be maintained by recognized stock exchange • Grounds on which stock exchange can delist the securities of a company. • Section 3 to Section 20
3	Security Exchange Board Of India
	<p>A) SEBI: Objectives-terms-establishment-powers-functions-accounts and audit- penalties –registration.</p> <p>B) Issues of Disclosure Investors Protection Guidelines: Pre & Post obligations-conditions for issue-Debt Security-IPO-E-IPO-Employee option-right-bonus-preferential allotment intermediary-operational-promoter lock in period requirements-offer document.</p>
4	The Depositories Act, 1996
	<ul style="list-style-type: none"> • Depository – Meaning , Benefits , Models, Functions Participants • The Depository Act 1996 – Objectives, Eligibility condition for depository services, Fungibility, Bye laws of depository , Governance of Depository and Internal audit of depository Participants • BSDA and single registration for depository participants.

Note: Relevant Law/Statute/Rules in force in force on 1st April immediately preceding commencement of Academic Year is applicable for ensuing examination after relevant year.

AC 24-06-2016

Item No. 4.76

University of Mumbai



**Bachelor of Commerce (B.Com)
Programme
Three Year Integrated Programme-
Six Semesters
*Course Structure***

Under Choice Based Credit System

**To be implemented from Academic Year- 2016-2017
Progressively**

Faculty of Commerce

B.Com. Programme

Under Choice Based Credit, Grading and Semester System

Course Structure

F.Y.B.Com.

(To be implemented from Academic Year- 2016-2017)

No. of Courses	Semester I	Credits	No. of Courses	Semester II	Credits
1	Elective Courses (EC)		1	Elective Courses (EC)	
1A	Discipline Specific Elective(DSE)Courses		1A	Discipline Specific Elective(DSE)Courses	
1	Accountancy and Financial Management I	03	1	Accountancy and Financial Management II	03
1B	Discipline Related Elective(DRE)Courses		1B	Discipline Related Elective(DRE)Courses	
2	Commerce I	03	2	Commerce II	03
3	Business Economics I	03	3	Business Economics II	03
2	Ability Enhancement Courses (AEC)		2	Ability Enhancement Courses (AEC)	
2A	Ability Enhancement Compulsory Courses (AECC)		2A	Ability Enhancement Compulsory Courses (AECC)	
4	Business Communication I	03	4	Business Communication II	03
5	Environmental Studies I	03	5	Environmental Studies II	03
2B	*Skill Enhancement Courses (SEC)		2B	**Skill Enhancement Courses (SEC)	
6	Any one course from the following list of the courses	02	6	Any one course from the following list of the courses	02
3	Core Courses (CC)		3	Core Courses (CC)	
7	Mathematical and Statistical Techniques I	03	7	Mathematical and Statistical Techniques II	03
Total Credits		20	Total Credits		20

*List of Skill Enhancement Courses (SEC) for Semester I (Any One)		**List of Skill Enhancement Courses (SEC) for Semester II (Any One)	
1	Foundation Course - I	1	Foundation Course - II
2	Foundation Course in NSS - I	2	Foundation Course in NSS - II
3	Foundation Course in NCC - I	3	Foundation Course in NCC - II
4	Foundation Course in Physical Education - I	4	Foundation Course in Physical Education - II
Note: Course selected in Semester I will continue in Semester II			

B.Com. Programme
Under Choice Based Credit, Grading and Semester System
Course Structure

(To be implemented from Academic Year- 2016-2017)

Semester I

No. of Courses	Semester I	Credits
1	Elective Courses (EC)	
1A	Discipline Specific Elective(DSE)Courses	
1	Accountancy and Financial Management I	03
1B	Discipline Related Elective(DRE)Courses	
2	Commerce I	03
3	Business Economics I	03
2	Ability Enhancement Courses (AEC)	
2A	Ability Enhancement Compulsory Courses (AECC)	
4	Business Communication I	03
5	Environmental Studies I	03
2B	*Skill Enhancement Courses (SEC)	
6	Any one course from the following list of the courses	02
3	Core Courses (CC)	
7	Mathematical and Statistical Techniques I	03
Total Credits		20

*List of Skill Enhancement Courses (SEC) for Semester I (Any One)	
1	Foundation Course - I
2	Foundation Course in NSS - I
3	Foundation Course in NCC - I
4	Foundation Course in Physical Education - I

**Revised Syllabus of Courses of B.Com. Programme at Semester I
with Effect from the Academic Year 2016-2017**

**Elective Courses (EC)-
Discipline Related Elective (DRE) Courses**

3.Business Economics I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction	10
2	Demand Analysis	15
3	Supply and Production Decisions	10
4	Cost of Production	10
Total		45

Sr. No.	Modules / Units
1	Introduction
	<p>Scope and Importance of Business Economics - 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,</p> <p>The basics of market demand, market supply and equilibrium price- shifts in the demand and supply curves and equilibrium</p>
2	Demand Analysis
	<p>Demand Function - 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</p> <p>Demand estimation and forecasting: Meaning and significance - methods of demand estimation : survey and statistical methods (numerical illustrations on trend analysis and simple linear regression)</p>
3	Supply and Production Decisions
	<p>Production function: 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 and economies of scope</p>
4	Cost of Production
	<p>Cost concepts: Accounting cost and economic cost, implicit and explicit cost, social and private cost, historical cost and replacement cost, sunk cost and incremental cost -fixed and variable cost - total, average and marginal cost - Cost Output Relationship in the Short Run and Long Run (hypothetical numerical problems to be discussed)</p> <p>Extensions of cost analysis: cost reduction through experience - LAC and Learning curve - Break even analysis (with business applications)</p>

**Revised Syllabus of Courses of B.Com. Programme at Semester I
with Effect from the Academic Year 2016-2017**

Ability Enhancement Courses (AEC)

4. Business Communication I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Theory of Communication	10
2	Obstacles to Communication in Business World	10
3	Business Correspondence	12
4	Language and Writing Skills	13
Total		45

Note:

*One tutorial per batch per week in addition to number of lectures stated above
(Batch size as per the University norms)*

Sr. No.	Modules / Units
1	<p>Theory of Communication</p> <p>Concept of Communication: Meaning, Definition, Process, Need, Feedback Emergence of Communication as a key concept in the Corporate and Global world Impact of technological advancements on Communication</p> <p>Channels and Objectives of Communication:Channels- Formal and Informal- Vertical, Horizontal, Diagonal, Grapevine</p> <p>Objectives of Communication: Information, Advice, Order and Instruction, Persuasion, Motivation, Education, Warning, and Boosting the Morale of Employees (A brief introduction to these objectives to be given)</p> <p>Methods and Modes of Communication: 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>
2	<p>Obstacles to Communication in Business World</p> <p>Problems in Communication /Barriers to Communication: Physical/ Semantic/Language / Socio-Cultural / Psychological / Barriers, Ways to Overcome these Barriers</p> <p>Listening: Importance of Listening Skills, Cultivating good Listening Skills – 4</p> <p>Introduction to Business Ethics: 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>
3	<p>Business Correspondence</p> <p>Theory of Business Letter Writing: Parts, Structure, Layouts—Full Block, Modified Block, Semi - Block Principles of Effective Letter Writing, Principles of effective Email Writing,</p> <p>Personnel Correspondence: 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>

Sr. No.	Modules / Units
4	Language and Writing Skills
	<p>Commercial Terms used in Business Communication</p> <p>Paragraph Writing: 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.]</p> <p>Activities</p> <ul style="list-style-type: none"> ▪ Listening Comprehension ▪ Remedial Teaching ▪ Speaking Skills: Presenting a News Item, Dialogue and Speeches ▪ Paragraph Writing: Preparation of the first draft, Revision and Self – Editing, Rules of spelling. ▪ Reading Comprehension: Analysis of texts from the fields of Commerce and Management

Sr. No.	Modules / Units
1	Shares and Mutual Funds
	<ul style="list-style-type: none"> • Shares: Concept of share, face value, market value, dividend, equity shares, preferential shares, bonus shares. Simple examples. • Mutual Funds: Simple problems on calculation of Net income after considering entry load, dividend, change in Net Asset Value (N.A.V.) and exit load. Averaging of price under the Systematic Investment Plan (S.I.P.)
2	Permutation, Combination and Linear Programming Problems
	<ul style="list-style-type: none"> • Permutation and Combination: Factorial Notation, Fundamental principle of counting, Permutation as arrangement, Simple examples, combination as selection, Simple examples, Relation between ${}^n C_r$ and ${}^n P_r$ Examples on commercial application of permutation and combination • Linear Programming Problem: Sketching of graphs of (i) linear equation $Ax + By + C = 0$ (ii) linear inequalities. Mathematical Formulation of Linear Programming Problems upto 3 variables. Solution of Linear Programming Problems using graphical method up to two variables.
3	Summarization Measures
	<ul style="list-style-type: none"> • Measures of Central Tendencies: Definition of Average, Types of Averages: Arithmetic Mean, Median, and Mode for grouped as well as ungrouped data. Quartiles, Deciles and Percentiles. Using Ogive locate median and Quartiles. Using Histogram locate mode. Combined and Weighted mean. • Measures of Dispersions: Concept and idea of dispersion. Various measures Range, Quartile Deviation, Mean Deviation, Standard Deviation, Variance, Combined Variance.
4	Elementary Probability Theory
	<ul style="list-style-type: none"> • Probability Theory: Concept of random experiment/trial and possible outcomes; Sample Space and Discrete Sample Space; Events their types, Algebra of Events, Mutually Exclusive and Exhaustive Events, Complimentary events. Classical definition of Probability, Addition theorem (without proof), conditional probability. Independence of Events: $P(A \cap B) = P(A) P(B)$. Simple examples. • Random Variable: Probability distribution of a discrete random variable; Expectation and Variance of random variable, simple examples on probability distributions.
5	Decision Theory
	Decision making situation, Decision maker, Courses of Action, States of Nature, Pay-off and Pay-off matrix; Decision making under uncertainty, Maximin, Maximax, Minimax regret and Laplace criteria; simple examples to find optimum decision. Formulation of Payoff Matrix. Decision making under Risk, Expected Monetary Value (EMV); Decision Tree; Simple Examples based on EMV. Expected Opportunity Loss (EOL), simple examples based on EOL.

B.Com. Programme
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Course Structure

(To be implemented from Academic Year- 2016-2017)

Semester II

No. of Courses	Semester II	Credits
1	Elective Courses (EC)	
1A	Discipline Specific Elective(DSE)Courses	
1	Accountancy and Financial Management II	03
1B	Discipline Related Elective(DRE)Courses	
2	Commerce II	03
3	Business Economics II	03
2	Ability Enhancement Courses (AEC)	
2A	Ability Enhancement Compulsory Courses (AECC)	
4	Business Communication II	03
5	Environmental Studies II	03
2B	**Skill Enhancement Courses (SEC)	
6	Any one course from the following list of the courses	02
3	Core Courses (CC)	
7	Mathematical and Statistical Techniques II	03
Total Credits		20

*List of Skill Enhancement Courses (SEC) for Semester II (Any One)	
1	Foundation Course - II
2	Foundation Course in NSS - II
3	Foundation Course in NCC - II
4	Foundation Course in Physical Education - II

**Revised Syllabus of Courses of B.Com. Programme at Semester II
with Effect from the Academic Year 2016-2017**

**Elective Courses (EC)-
Discipline Specific Elective(DSE) Courses**

1.Accountancy and Financial Management II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Accounting from Incomplete Records	15
2	Consignment Accounts	15
3	Branch Accounts	15
4	Fire Insurance Claim	15
Total		60

Sr. No.	Modules / Units
1	Accounting from Incomplete Records
	Introduction Problems on preparation of final accounts of Proprietary Trading Concern (conversion method)
2	Consignment Accounts
	Accounting for consignment transactions Valuation of stock Invoicing of goods at higher price(excluding overriding commission, normal/abnormal losses)
3	Branch Accounts
	Meaning/ Classification of branch Accounting for Dependent Branch not maintaining full books: Debtors method Stock and debtors method
4	Fire Insurance Claim
	Computation of Loss of Stock by Fire Ascertainment of Claim as per the Insurance Policy Exclude: Loss of Profit and Consequential Loss

**Revised Syllabus of Courses of B.Com. Programme at Semester II
with Effect from the Academic Year 2016-2017**

**Elective Courses (EC)-
Discipline Related Elective(DRE) Courses**

3. Business Economics II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Market structure: Perfect competition and Monopoly	10
2	Pricing and Output Decisions under Imperfect Competition	15
3	Pricing Practices	10
4	Evaluating Capital Projects	10
Total		45

Sr. No.	Modules / Units
1	Market structure: Perfect competition and Monopoly
	Perfect competition and Monopoly models as two extreme cases - profit maximisation and the competitive firm's supply curve - Short run and long run equilibrium of a firm and of industry - monopoly - Sources of monopoly power – short run and long- run equilibrium of a firm under Monopoly
2	Pricing and Output Decisions under Imperfect Competition
	<p>Monopolistic competition: competitive and monopolistic elements of monopolistic competition - equilibrium of a firm under monopolistic competition, monopolistic competition verses perfect competition- excess capacity and inefficiency - debate over role of advertising (topics to be taught using case studies from real life examples)</p> <p>Oligopolistic markets: key attributes of oligopoly - Collusive and non collusive oligopoly market - Price rigidity - Cartels and price leadership models (with practical examples)</p>
3	Pricing Practices
	Cost oriented pricing methods: cost – plus (full cost) pricing, marginal cost pricing, Mark up pricing, discriminating pricing, multiple – product pricing - transfer pricing (case studies on how pricing methods are used in business world)
4	Evaluating Capital Projects
	Meaning and importance of capital budgeting- steps in capital budgeting - +Techniques of Investment appraisal: Payback Period Method, Net Present Value Method, and Internal Rate of Return Method (with numerical examples)

**Revised Syllabus of Courses of B.Com. Programme at Semester II
with Effect from the Academic Year 2016-2017**

Ability Enhancement Courses (AEC)

4. Business Communication II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Presentation Skills	10
2	Group Communication	15
3	Business Correspondence	10
4	Language and Writing Skills	10
Total		45

Note:

*One tutorial per batch per week in addition to number of lectures stated above
(Batch size as per the University norms)*

Sr. No.	Modules / Units
1	Presentation Skills
	Presentations: (to be tested in tutorials only) 4 Principles of Effective Presentation Effective use of OHP Effective use of Transparencies How to make a Power-Point Presentation
2	Group Communication
	Interviews: Group Discussion Preparing for an Interview, Types of Interviews – Selection, Appraisal, Grievance, Exit Meetings: Need and Importance of Meetings, Conduct of Meeting and Group Dynamics Role of the Chairperson, Role of the Participants, Drafting of Notice, Agenda and Resolutions Conference: Meaning and Importance of Conference Organizing a Conference Modern Methods: Video and Tele – Conferencing Public Relations: Meaning, Functions of PR Department, External and Internal Measures of PR
3	Business Correspondence
	Trade Letters: Order, Credit and Status Enquiry, Collection (just a brief introduction to be given) Only following to be taught in detail:- Letters of Inquiry, Letters of Complaints, Claims, Adjustments Sales Letters, promotional leaflets and fliers Consumer Grievance Letters, Letters under Right to Information (RTI) Act [Teachers must provide the students with theoretical constructs wherever necessary in order to create awareness. However students should not be tested on the theory.]
4	Language and Writing Skills
	Reports: Parts, Types, Feasibility Reports, Investigative Reports Summarisation: Identification of main and supporting/sub points Presenting these in a cohesive manner

Tutorial Activities:

Presentations, Group Discussion, Mock Interviews, Mock Meetings / Conferences, Book Reviews/Summarization, Reading Comprehension: Analysis of texts from the field of Literature

[Suggested Books for Book Reviews: Books from the fields of Management, Finance, and Literature Like – Sun Tzu :The Art of War, Eliyahu M. Goldratt : The Goal , Eliyahu M. Goldratt: It's Not Luck , Spencer Johnson: Who Moved My Cheese, Stephen Lundin, Ph.D, Harry Paul, John Christen: Fish, ChetanBhagat One Night At A Call Center, ChetanBhagat My Three Mistakes , ArindamChoudhary: Count Your Chickens Before They Hatch ,Stephen Covey :Seven Habits of Successful People, George Orwell: Animal Farm, Dr. Abdul Kalam: Wings of Fire]

[N.B.: The above list is only indicative and not prescriptive.]

Revised Syllabus of Courses of B.Com. (Accounting and Finance)
Programme at Semester I
with Effect from the Academic Year 2016-2017

Ability Enhancement Courses (AEC)

4. Business Communication- I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Theory of Communication	15
2	Obstacles to Communication in Business World	15
3	Business Correspondence	15
4	Language and Writing Skills	15
Total		60

Sr. No.	Modules / Units
1	Theory of Communication
	<p>Concept of Communication: Meaning, Definition, Process, Need, Feedback Emergence of Communication as a key concept in the Corporate and Global world Impact of technological advancements on Communication</p> <p>Channels and Objectives of Communication: Channels- Formal and Informal- Vertical, Horizontal, Diagonal, Grapevine</p> <p>Objectives of Communication: Information, Advice, Order and Instruction, Persuasion, Motivation, Education, Warning, and Boosting the Morale of Employees (A brief introduction to these objectives to be given)</p> <p>Methods and Modes of Communication: 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>
2	Obstacles to Communication in Business World
	<p>Problems in Communication /Barriers to Communication: Physical/ Semantic/Language / Socio-Cultural / Psychological / Barriers, Ways to Overcome these Barriers</p> <p>Listening: Importance of Listening Skills, Cultivating good Listening Skills – 4</p> <p>Introduction to Business Ethics: 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>
3	Business Correspondence
	<p>Theory of Business Letter Writing: Parts, Structure, Layouts—Full Block, Modified Block, Semi - Block Principles of Effective Letter Writing, Principles of effective Email Writing,</p> <p>Personnel Correspondence: 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>

Sr. No.	Modules / Units
4	Language and Writing Skills
	<p>Commercial Terms used in Business Communication</p> <p>Paragraph Writing: 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.]</p> <p>Activities</p> <ul style="list-style-type: none"> ▪ Listening Comprehension ▪ Remedial Teaching ▪ Speaking Skills: Presenting a News Item, Dialogue and Speeches ▪ Paragraph Writing: Preparation of the first draft, Revision and Self – Editing, Rules of spelling. ▪ Reading Comprehension: Analysis of texts from the fields of Commerce and Management

**Revised Syllabus of Courses of B.Com. (Accounting and Finance)
Programme at Semester I
with Effect from the Academic Year 2016-2017**

Skill Enhancement Courses (SEC)

5. Foundation Course -I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Overview of Indian Society	05
2	Concept of Disparity- 1	10
3	Concept of Disparity-2	10
4	The Indian Constitution	10
5	Significant Aspects of Political Processes	10
	Total	45

Sr. No.	Modules / Units
1	Overview of Indian Society
	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
2	Concept of Disparity- 1
	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
3	Concept of Disparity-2
	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
4	The Indian Constitution
	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
5	Significant Aspects of Political Processes
	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

**Revised Syllabus of Courses of B.Com. (Accounting and Finance)
Programme at Semester I
with Effect from the Academic Year 2016-2017**

Core Courses (CC)

**6.Commerce-
Business Environment - I**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Business and its Environment	15
2	Business and Society	15
3	Contemporary Issues	15
4	International Environment	15
Total		60

Sr. No.	Modules / Units
1	Business and its Environment
	a) Business Objectives, Dynamics of Business and its Environment, Types of Business Environment b) Environmental Analysis: Importance, Factors, PESTEL Analysis, SWOT Analysis
2	Business and Society
	a) Business Ethics: Nature and Scope of Ethics, Ethical Dilemmas, Corporate Culture and Ethical Climate b) Development of Business Entrepreneurship: Entrepreneurship and Economic Development, Micro, Small and Medium Enterprises Development (MSMED) Act, 2006, Entrepreneurship as a Career Option c) Consumerism and Consumer Protection: Consumerism in India, Consumer Protection Act 1986
3	Contemporary Issues
	a) Corporate Social Responsibility and Corporate Governance: Social Responsibility of Business, Ecology and Business, Carbon Credit b) Social Audit: Evolution of Social Audit, Benefits of Social Audit, Social Audit v/s Commercial Audit
4	International Environment
	a) Strategies for going Global: MNCs and TNCs, WTO b) Foreign Trade in India- Balance of Trade, FDI Investment Flows and its Implication for Indian Industries

**Revised Syllabus of Courses of B.Com. (Accounting and Finance)
Programme at Semester II
with Effect from the Academic Year 2016-2017**

Ability Enhancement Courses (AEC)

4. Business Communication - II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Presentation Skills	15
2	Group Communication	15
3	Business Correspondence	15
4	Language and Writing Skills	15
Total		60

Sr. No.	Modules / Units
1	Presentation Skills
	<p>Presentations: (to be tested in tutorials only) 4 Principles of Effective Presentation Effective use of OHP Effective use of Transparencies How to make a Power-Point Presentation</p>
2	Group Communication
	<p>Interviews: Group Discussion Preparing for an Interview, Types of Interviews – Selection, Appraisal, Grievance, Exit Meetings: Need and Importance of Meetings, Conduct of Meeting and Group Dynamics Role of the Chairperson, Role of the Participants, Drafting of Notice, Agenda and Resolutions Conference: Meaning and Importance of Conference Organizing a Conference Modern Methods: Video and Tele – Conferencing Public Relations: Meaning, Functions of PR Department, External and Internal Measures of PR</p>
3	Business Correspondence
	<p>Trade Letters: Order, Credit and Status Enquiry, Collection (just a brief introduction to be given) Only following to be taught in detail:- Letters of Inquiry, Letters of Complaints, Claims, Adjustments Sales Letters, promotional leaflets and fliers Consumer Grievance Letters, Letters under Right to Information (RTI) Act [Teachers must provide the students with theoretical constructs wherever necessary in order to create awareness. However students should not be tested on the theory.]</p>
4	Language and Writing Skills
	<p>Reports: Parts, Types, Feasibility Reports, Investigative Reports Summarisation: Identification of main and supporting/sub points Presenting these in a cohesive manner</p>

Revised Syllabus of Courses of B.Com. (Accounting and Finance)
Programme at Semester II
with Effect from the Academic Year 2016-2017

Skill Enhancement Courses (SEC)

5. Foundation Course – II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Globalisation and Indian Society	07
2	Human Rights	10
3	Ecology	10
4	Understanding Stress and Conflict	10
5	Managing Stress and Conflict in Contemporary Society	08
Total		45

Sr. No	Modules /Units
1	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; rise in corporate farming and increase in farmers' suicides.
2	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
3	Ecology
	Importance of Environment Studies in the current developmental context; Understanding concepts of Environment, Ecology and their interconnectedness; Environment as natural capital and connection to quality of human life; Environmental Degradation- causes and impact on human life;Sustainable development- concept and components; poverty and environment
4	Understanding Stress and Conflict
	Causes of stress and conflict in individuals and society; Agents of socialization and the role played by them in developing the individual; Significance of values, ethics and prejudices in developing the individual; Stereotyping and prejudice as significant factors in causing conflicts in society. Aggression and violence as the public expression of conflict
5	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; Conflict-resolution and efforts towards building peace and harmony in society

**Revised Syllabus of Courses of B.Com. (Accounting and Finance)
Programme at Semester II
with Effect from the Academic Year 2016-2017**

Core Courses (CC)

**6. Business Law -
Business Regulatory Framework - I**

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Law of Contract 1872	15
2	Sale of Goods Act 1930	15
3	Negotiable Instrument Act 1881	15
4	Consumer Protection Act 1986	15
	Total	60

Sr. No.	Modules / Units
1	Law of Contract 1872
	<ul style="list-style-type: none"> (a) Nature of Contract (b) Classification of Contracts (c) Offer and Acceptance (d) Capacity of Parties to Contract (e) Free Consents (f) Consideration (g) Legality of Object (h) Agreement Declared Void (i) Performance of Contract (j) Discharge of Contract (k) Remedies for Breach of Contract (l) Indemnity (m) Guarantee (n) Bailment and Pledge (o) Agency
2	Sale of Goods Act 1930
	<ul style="list-style-type: none"> (a) Formation of Contract of Sale (b) Goods and their Classifications (c) Price, Conditions and Warranties (d) Transfer of Properties in Goods (e) Performance of Contract of Sales (f) Unpaid Seller and his Rights (g) Sale by Auction (h) Hire Purchase Agreement
3	Negotiable Instrument Act 1881
	<ul style="list-style-type: none"> (a) Definition of Negotiable Instruments (b) Features of Negotiable Instruments (c) Promissory Note (d) Bill of Exchange and Cheque (e) Holder and Holder in due Course (f) Crossing of a Cheque (g) Types of Crossing (h) Dishonour and Discharge of Negotiable Instruments
4	Consumer Protection Act 1986
	<ul style="list-style-type: none"> (a) Salient Features (b) Definition of Consumers (c) Deficiency in Service (d) Defects in Goods

**Revised Syllabus of Courses of B.Com. (Accounting and Finance)
Programme at Semester II
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Core Courses (CC)

7. Business Mathematics

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Ratio, Proportion and Percentage	15
2	Profit and Loss	15
3	Interest and Annuity	15
4	Shares and Mutual Fund	15
Total		60

Revised Syllabus of Courses of B.Com. (Financial Markets)
Programme at Semester I
with Effect from the Academic Year 2016-2017

4. Business Communication - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Theory of Communication	10
2	Obstacles to Communication in Business World	10
3	Business Correspondence	12
4	Language and Writing Skills	13
Total		45

Sr. No.	Modules / Units
1	<p>Theory of Communication</p> <p>Concept of Communication: Meaning, Definition, Process, Need, Feedback Emergence of Communication as a key concept in the Corporate and Global world Impact of technological advancements on Communication</p> <p>Channels and Objectives of Communication: Channels- Formal and Informal- Vertical, Horizontal, Diagonal, Grapevine</p> <p>Objectives of Communication: Information, Advice, Order and Instruction, Persuasion, Motivation, Education, Warning, and Boosting the Morale of Employees (A brief introduction to these objectives to be given)</p> <p>Methods and Modes of Communication: 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>
2	<p>Obstacles to Communication in Business World</p> <p>Problems in Communication /Barriers to Communication: Physical/ Semantic/Language / Socio-Cultural / Psychological / Barriers, Ways to Overcome these Barriers</p> <p>Listening: Importance of Listening Skills, Cultivating good Listening Skills – 4</p> <p>Introduction to Business Ethics: 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>
3	<p>Business Correspondence</p> <p>Theory of Business Letter Writing: Parts, Structure, Layouts—Full Block, Modified Block, Semi - Block Principles of Effective Letter Writing, Principles of effective Email Writing,</p> <p>Personnel Correspondence: 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>

Sr. No.	Modules / Units
4	Language and Writing Skills
	<p>Commercial Terms used in Business Communication</p> <p>Paragraph Writing: 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.]</p> <p>Activities</p> <ul style="list-style-type: none"> ▪ Listening Comprehension ▪ Remedial Teaching ▪ Speaking Skills: Presenting a News Item, Dialogue and Speeches ▪ Paragraph Writing: Preparation of the first draft, Revision and Self – Editing, Rules of spelling. ▪ Reading Comprehension: Analysis of texts from the fields of Commerce and Management

**Revised Syllabus of Courses of B.Com. (Financial Markets)
Programme at Semester I
with Effect from the Academic Year 2016-2017**

Skill Enhancement Courses (SEC)

5. Foundation Course - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Overview of Indian Society	05
2	Concept of Disparity- 1	10
3	Concept of Disparity-2	10
4	The Indian Constitution	10
5	Significant Aspects of Political Processes	10
	Total	45

Sr. No.	Modules / Units
1	Overview of Indian Society
	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
2	Concept of Disparity- 1
	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
3	Concept of Disparity-2
	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
4	The Indian Constitution
	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
5	Significant Aspects of Political Processes
	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

**Revised Syllabus of Courses of B.Com. (Financial Markets)
Programme at Semester I
with Effect from the Academic Year 2016-2017**

Skill Enhancement Courses (SEC)

5.Foundation Course in NSS - I

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Introduction to NSS	10
2	Concept of Society and Social Issues in India	15
3	Indian Constitution and Social Justice	10
4	Human Personality and National Integration	10
	Total	45

**Revised Syllabus of Courses of B.Com. (Financial Markets)
Programme at Semester I
with Effect from the Academic Year 2016-2017**

Core Courses (CC)

6.Business Environment

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Business and its Environment	15
2	Business and Society	15
3	Contemporary Issues	15
4	International Environment	15
Total		60

Sr. No.	Modules / Units
1	Business and its Environment
	a) Business Objectives, Dynamics of Business and its Environment, Types of Business Environment b) Environmental Analysis: Importance, Factors, PESTEL Analysis, SWOT Analysis
2	Business and Society
	a) Business Ethics: Nature and Scope of Ethics, Ethical Dilemmas, Corporate Culture and Ethical Climate b) Development of Business Entrepreneurship: Entrepreneurship and Economic Development, Micro, Small and Medium Enterprises Development (MSMED) Act, 2006, Entrepreneurship as a Career Option c) Consumerism and Consumer Protection: Consumerism in India, Consumer Protection Act 1986
3	Contemporary Issues
	a) Corporate Social Responsibility and Corporate Governance: Social Responsibility of Business, Ecology and Business, Carbon Credit b) Social Audit: Evolution of Social Audit, Benefits of Social Audit, Social Audit v/s Commercial Audit
4	International Environment
	a) Strategies for going Global: MNCs and TNCs, WTO b) Foreign Trade in India- Balance of Trade, FDI Investment Flows and its Implication for Indian Industries

**Revised Syllabus of Courses of B.Com. (Financial Markets)
Programme at Semester II
with Effect from the Academic Year 2016-2017**

Ability Enhancement Courses (AEC)

4. Business Communication - II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Presentation Skills	10
2	Group Communication	15
3	Business Correspondence	10
4	Language and Writing Skills	10
	Total	45

Sr. No.	Modules / Units
1	Presentation Skills
	<p>Presentations: (to be tested in tutorials only) 4 Principles of Effective Presentation Effective use of OHP Effective use of Transparencies How to make a Power-Point Presentation</p>
2	Group Communication
	<p>Interviews: Group Discussion Preparing for an Interview, Types of Interviews – Selection, Appraisal, Grievance, Exit Meetings: Need and Importance of Meetings, Conduct of Meeting and Group Dynamics Role of the Chairperson, Role of the Participants, Drafting of Notice, Agenda and Resolutions Conference: Meaning and Importance of Conference Organizing a Conference Modern Methods: Video and Tele – Conferencing Public Relations: Meaning, Functions of PR Department, External and Internal Measures of PR</p>
3	Business Correspondence
	<p>Trade Letters: Order, Credit and Status Enquiry, Collection (just a brief introduction to be given) Only following to be taught in detail:- Letters of Inquiry, Letters of Complaints, Claims, Adjustments Sales Letters, promotional leaflets and fliers Consumer Grievance Letters, Letters under Right to Information (RTI) Act [Teachers must provide the students with theoretical constructs wherever necessary in order to create awareness. However students should not be tested on the theory.]</p>
4	Language and Writing Skills
	<p>Reports: Parts, Types, Feasibility Reports, Investigative Reports Summarisation: Identification of main and supporting/sub points Presenting these in a cohesive manner</p>

**Revised Syllabus of Courses of B.Com. (Financial Markets)
Programme at Semester II
with Effect from the Academic Year 2016-2017**

Skill Enhancement Courses (SEC)

5. Foundation Course – II

Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Globalisation and Indian Society	07
2	Human Rights	10
3	Ecology	10
4	Understanding Stress and Conflict	10
5	Managing Stress and Conflict in Contemporary Society	08
	Total	45

Sr. No	Modules /Units
1	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; rise in corporate farming and increase in farmers' suicides.
2	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
3	Ecology
	Importance of Environment Studies in the current developmental context; Understanding concepts of Environment, Ecology and their interconnectedness; Environment as natural capital and connection to quality of human life; Environmental Degradation- causes and impact on human life;Sustainable development- concept and components; poverty and environment
4	Understanding Stress and Conflict
	Causes of stress and conflict in individuals and society; Agents of socialization and the role played by them in developing the individual; Significance of values, ethics and prejudices in developing the individual; Stereotyping and prejudice as significant factors in causing conflicts in society. Aggression and violence as the public expression of conflict
5	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; Conflict-resolution and efforts towards building peace and harmony in society

**Revised Syllabus of Courses of B.Com. (Financial Markets)
Programme at Semester II
with Effect from the Academic Year 2016-2017**

Core Courses (CC)

6.Environmental Science


Modules at a Glance

Sr. No.	Modules	No. of Lectures
1	Environment: An overview	15
2	Natural Resources	15
3	Environment and Economic Activities	15
4	Environment Management	16
Total		60

Sr. No.	Modules / Units
1	Environment : An overview
	Environment- structure, components and typology Ecosystem as part of environment- Functioning and levels of organisation Biodiversity- Classification, value, threats to biodiversity
2	Natural Resources
	Definition, importance and classification of natural resources Utilisation o and conservation of water, forest, soil and energy resources Issues associated with natural resources
3	Environment and Economic Activities
	Economic activities-nature and pattern- primary,secondary and tertiary Environmental problems associated with economic activities Case studies with reference to India
4	Environment Management
	Environment management- Concept, need and relevance of environmental education Environmental Impact Assessment, Environmental audit Role of technology in Environment Management- GIS,GPS, Remote sensing as tools

IQAC and ENTREPRENEURSHIP DEVELOPMENT CELL & INCUBATION CENTRE is organising a session on

Business Startup Idea: Find your Interest for Startup

 **Saturday , 30th July, 2022**
10:00 A.M. to 11:00 A.M.
Venue : Room No. 502

Resource Person:
AKSHAY DHAMAL
Life Coach | Business Coach | Motivational Speaker.

Here we will guide you on

- * Idea about unique product or service,
- * How to start selling your Product in Market
- * Startup Q&A Session



Thanks & Regards,
Dr. Pratima Singh
Principal

Dr. Vaishali B. Rajput
Convener -
Entrepreneurship Development Cell

IQAC and ENTREPRENEURSHIP DEVELOPMENT CELL & INCUBATION CENTRE is organising a session on
Business Startup Idea:
Find your Interest for Startup



DAILY ATTENDANCE SHEET

Day & Date: 30th July 2022 Time: 10 am a.m. & p.m. to 11 am a.m. & p.m.

Class: All departments Division: _____

Subject: EDC and incubation cell (Lecture / Practical / Tutorial) Room No.: 502

Name of Teacher (S) : 1. Mr. Akshay Dharmal 2. _____

Conducted by: Dr. Vaishali Rajput

Roll No.	Name of the Student	Signature of the Student	Roll No.	Name of the Student	Signature of the Student
TYBBI 001	Aman Mummli	<i>[Signature]</i>	030		
SYBMS 002	Ajay Kamble	<i>[Signature]</i>	031		
SYBMS 003	Vishal chavan	<i>[Signature]</i>	032		
SYBMS 004	Nandini Patil (19)	<i>[Signature]</i>	033		
SYBMS 005	Mayur Vaichya	<i>[Signature]</i>	034		
SYBMS 006	AKASH RAJBHAR	<i>[Signature]</i>	035		
SYBMS 007	Nirshant Praikwad	<i>[Signature]</i>	036		
SUBMS 008	Aniket Jain	<i>[Signature]</i>	037		
SUBMS 009	Ayush Metha	<i>[Signature]</i>	038		
SUBMS 010	Naveen Pichai	<i>[Signature]</i>	039		
SYBMS 011	Ganesh Patil	<i>[Signature]</i>	040		
SYBMS 012			041		
SYBMS 013	Praharan Bhasin	<i>[Signature]</i>	042		
SYBMS 014	Pinky Mavrya	<i>[Signature]</i>	043		
11 015	Bushra Shaikh	<i>[Signature]</i>	044		
11 016	Aliya Shaikh	<i>[Signature]</i>	045		
20 017	Shruti Patwa	<i>[Signature]</i>	046		
29 018	Sahil Thakur	<i>[Signature]</i>	047		
26 019	Chandan Singh	<i>[Signature]</i>	048		
24 020	Anubh Shukla	<i>[Signature]</i>	049		
31 021	Anjali Yadav	<i>[Signature]</i>	050		
27 022	Satyam	<i>[Signature]</i>	051		
17 023	Priyanka	<i>[Signature]</i>	052		
149 024	Chushi	<i>[Signature]</i>	053		
14 025	Yash Mhale	<i>[Signature]</i>	054		
90 026	Vighnesh Dawant	<i>[Signature]</i>	055		
144 027	Shubhesh Pawar	<i>[Signature]</i>	056		
028			057		
029			058		



**IQAC and Entrepreneurship Development Cell
&
Incubation Cell (2022-2023)**

NOTICE

Date: 27th July 2022

IQAC and Entrepreneurship Development Cell & Incubation Cell organizing session on "**Business Startup Idea: Find your Interest for Startup**" Students from all departments are requested to participate in the workshop.

Date: 30th July 2022

Venue: Room No: 502

Time: 10 :00 am



Ms. Manali Naik Convener
EDC & Incubation Cell

IQAC and Entrepreneurship Development Cell (EDC) & Incubation Cell (2022-23)

Particulars	Description
Name of the event :	Business Start-up Idea: Find your Interest for Start-up
Date of the event :	30 th July 2022
Time :	10:00am to 11:00am.
Venue :	5 th Floor-Room no 502
Stream / Class :	All Department
Faculty in charge :	Ms. Manali Naik
Faculty members :	Dr.Vaishali Rajput
No. of Participants :	27
No. of beneficiaries :	27
Resource Person :	Mr. Akshay Dhamal

Resource Person Details :	Contact no- Designation - Life Coach/Business Coach/ Motivational Speaker Email-
Description of the Event :	IQAC and Entrepreneurship Development Cell (EDC) and incubation cell organized a one day's session on Business start-up Idea on 30 th July 2022.
Outcome of the Event :	The main motive of this seminar was to make students understand about Business Start-up Idea and how they can find their Interest for Start-up, Also guided on Idea about unique product or service and How to start selling Product in Market. This session has boosted the morale and confidence of our students

Ms. Manali Naik Convener

EDC & Incubation Cell

Smt. Durgadevi Sharma Charitable Trust



Date: 29th July, 2022

To,

Mr. Akshay Dhamal

Life Coach/Business Coach/ Motivational Speaker

Subject: Invitation to be the Resource Person for a one-day seminar on "Business Startup Idea: Find your Interest for Startup"

Dear Sir,

The IQAC and Entrepreneurship Development Cell & Incubation Cell of the college is organizing a seminar on "**Business Startup Idea: Find your Interest for Startup**" on 30th July, 2022 at 10 am for all the students. On behalf of the Management and the teaching staff, I request you to be the "Resource Person" for the seminar.

We shall be honored if you share your valuable time and extensive experience with us. Your eminent presence will certainly boost the morale and confidence of our students.

Venue: Room No: 502

Thanking you,

Sincerely,

A handwritten signature in blue ink, appearing to read 'Pratima Singh', with a horizontal line underneath.

Dr. Pratima Singh

Principal

Date: 30th July, 2022

To.

Mr. Akshay Dhamal,

Life Coach/Business Coach/ Motivational Speaker

Subject: Appreciation letter

Dear Sir,

We wish to thank you for gracing the occasion as the resource person for the topic "**Business Startup Idea: Find your Interest for Startup**" organized by the IQAC and Entrepreneurship Development Cell & Incubation Cell of Chandrabhan Sharma College. We appreciate the time you took out of your busy schedule to join us. We once again thank you for your contribution and support to this seminar.

Thanking you,

Sincerely,

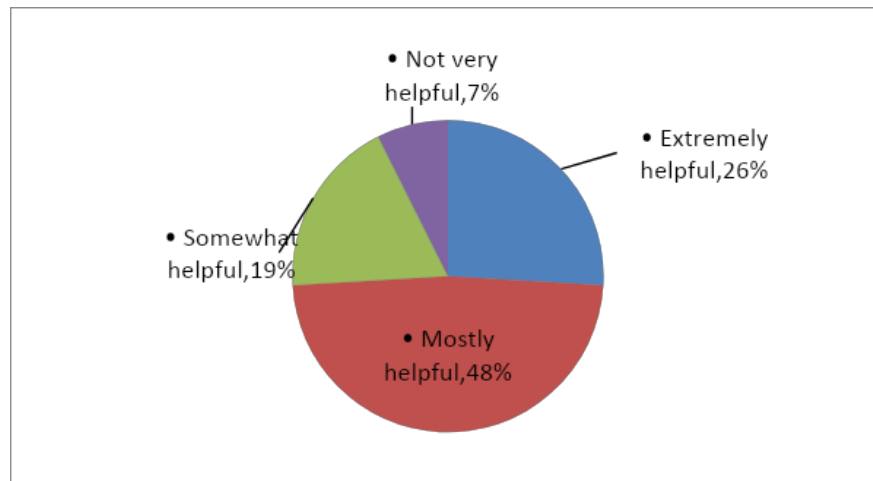


Dr. Pratima Singh

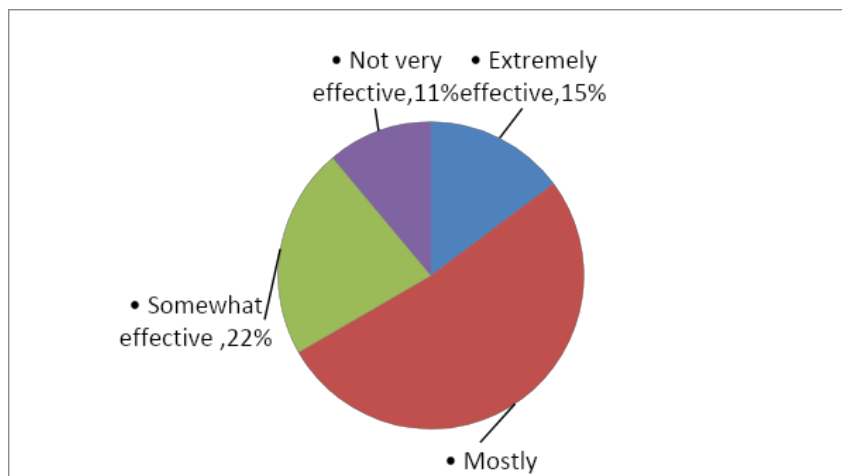
Principal

FEEDBACK ON BUSINESS STARTUP IDEA.

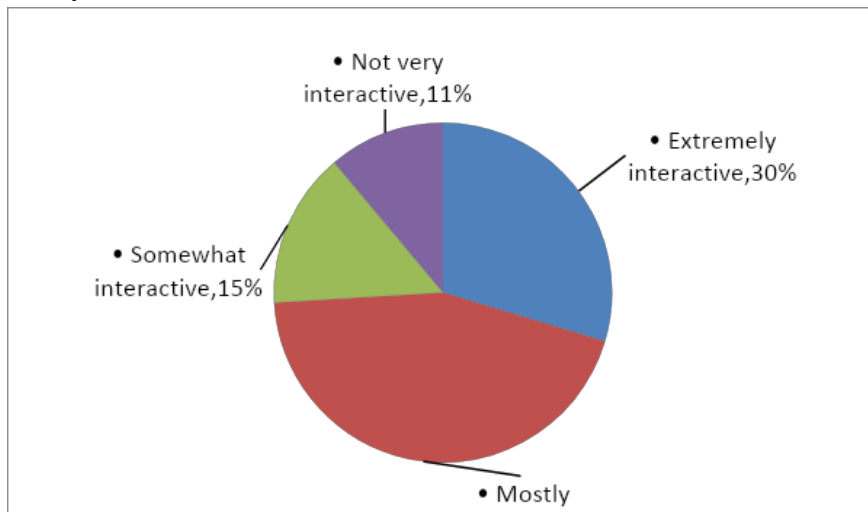
1. Was the Content of the Activity/Seminar helpful to you?



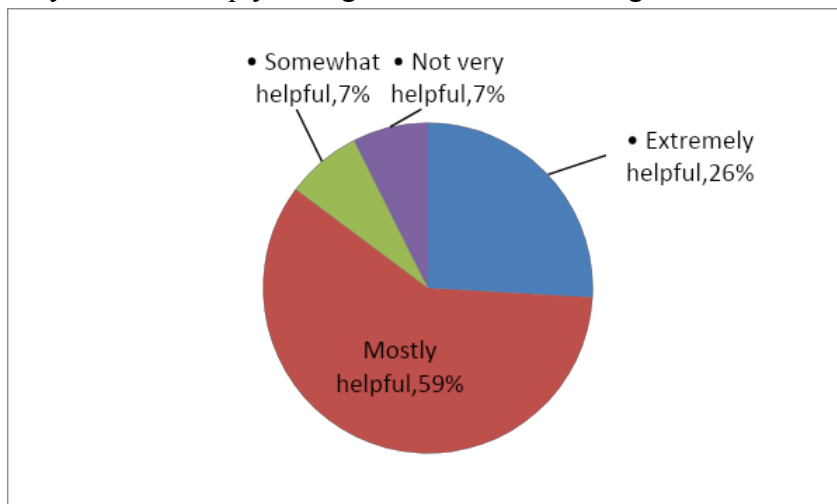
2. Was the presenter of the Activity/Seminar effective?



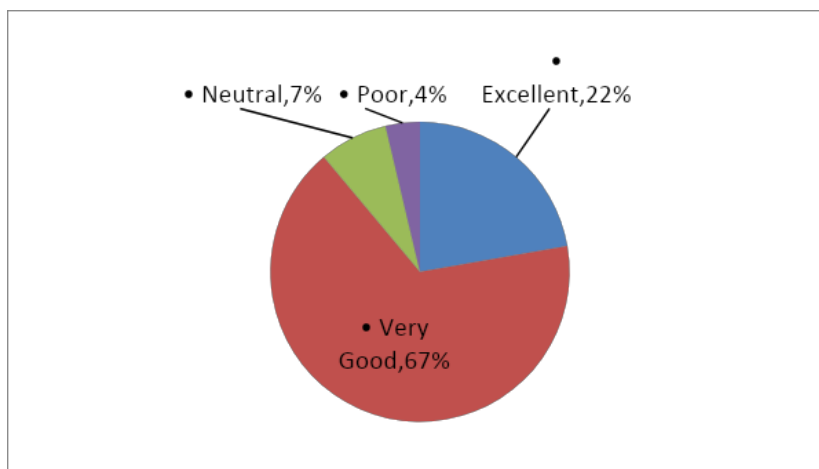
3. Was the Activity/Seminar interactive?



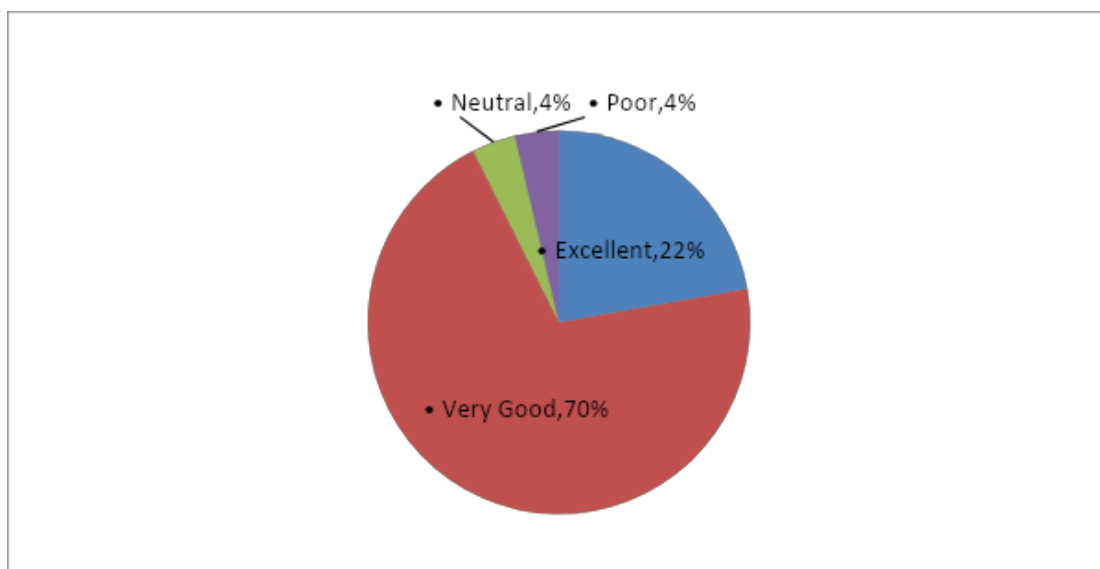
4. Did the Activity/Seminar help you to gain/enhance knowledge?



5. Rate the effectiveness/presentation of the resource person of the Activity/Seminar.



6. Please rate the overall experience of the Activity/Seminar.



Naik

Ms. Manali Naik Convener
EDC & Incubation Cell



Smt. Durgadevi Sharma Charitable Trust's

Chandrabhan Sharma College of Arts, Science & Commerce, Powai

(Affiliated with the University of Mumbai)

NAAC ACCREDITED 'B+' GRADE (FIRST CYCLE)

Notice

TABLE OF CONTENT (2023-24)

Sr. No	Date	Event Title	Description	Resource Person	No. of student's participations
1	25 th Feb. 2023	Happy Go Lucky	The resource person addressed the students on topics like social media pressure, career stress, exam pressure, breakup tension, feeling of being misunderstood by adults, peer pressure etc. This session emphasized to students that learning is a lifelong process and everyone is unique and amazing.	Ms. Priya Gajwani	57
2	10 th Feb. 2023	Effective Communication, Grooming Skills and Menstrual Hygiene	The resource person is also a soft skills trainer. She gave an insight on how to develop overall personality, and how to groom one's overall skill for career enhancement. She also mentioned menstruation and maintaining proper personal hygiene.	Ms. Yashika Ranglani	82
3	8 th March 2023	Meditation session for Girls	This session was intended to create a sense of calm, peace and balance amongst students in order to benefit emotional well-being and overall health of the students. Meditation helps change the structure and function of the brain	Mr. Ram Babu	49

			through relaxation and so it helped the students to calm down and relax during the entire session.		
4	16 th Sept. 2022	Personality Development and Menstrual Hygiene	The resource person is a soft skills trainer. She gave an insight on how to develop overall personality and also mentioned about menstruation.	Ms. Sanyukta Keluskar	71
5	1 st Aug. 2022	Menstrual Hygiene and Awareness about Uterus Cancer	The seminar was very informative as the resource person explained how sanitary pads are made from plastic which are harmful to our body and can lead to many kinds of infections one of which is Uterus Cancer too.	Mrs. Anushka Asolkar	93
6	1 st July 2022	Skin Care & Hygiene	The resource person is a co-founder of Path Breakerz. He gave an insight on daily skincare routines. He also gave a briefing on overall healthcare and hygiene and how to follow the same as a routine in our lives.	Mr. Ashish Rana	38

Women Development Cell in association with
Sri Sathya Sai International Organisation organizes
a Guest Lecture for girls on the topic of happiness
" Happy Go Lucky"



25th FEB, 2023
9:00 AM ONWARDS
Room No. 603



Resource person:
Ms. Priya Gajwani



Thanks & Regards,
Dr. Pratima Singh
I/C Principal

Ms. Sharlet Bhaskar
Convenor
Women Development Cell

Women Development Cell in association with
Sri Sathya Sai International Organisation organizes
A GUEST LECTURE FOR GIRLS ON THE TOPIC OF HAPPINESS
"HAPPY GO LUCKY"

25th FEB, 2023



Date:-20th February, 2023

NOTICE

This is to inform all the students that the Women Development cell of our college in association with Sathya Sai Seva International Organization is organizing a lecture especially for girls on the topic “**Happy Go Lucky**” on 25th February, 2023 from 9:00 a.m. to 10:00 a.m. in room no. 603. All the girls have to compulsorily attend the lecture.



Ms. Sharlet Bhaskar
Convenor,
Women Development Cell.



Dr. Pratima Singh,
I/C-Principal.

Women Development Cell in association with Sri Sathya Sai International Organisation organizes a Guest Lecture for girls on the topic of happiness " Happy Go Lucky".

Date- 25th February, 2023

9.00 am onwards.

Room no.- 603

Resource person: Ms. Priya Gajwani

Thanks & Regards,

Dr. Pratima Singh

Principal

Ms. Sharlet Bhaskar

Convenor

Women Development Cell



25th February, 2023**REPORT****Women Development Cell (2022-23)**

Particulars	Description
Name of the event :	Happy Go Lucky
Date of the event :	25 th February, 2023
Time :	9:00 am - 10.00 am
Venue :	603
Stream / Class :	B.COM
Faculty in charge :	Prof. Sharlet Bhaskar
Faculty members :	Ms. Neha Mishra , Mr. Krishnankant Pandey, Ms. Pratibha Jadhav
No. of Participants :	57
No. of beneficiaries :	57
Resource Person :	Ms. Priya Gajwani
Resource Person Details :	Contact No: 9867710329
Description of the Event :	The session was conducted by resource person Ms. Priya Gajwani, who is a Happiness coach and she inspires people to live their life to the fullest. She addressed the students on topics like social media pressure, career stress, exam pressure, breakup tension, feeling of being misunderstood by adults, peer pressure etc. She interacted with

	<p>the students and the students also asked ner many questions. This session emphasized to students that learning is a lifelong process and everyone is unique and amazing. 57 students participated in this session and found the lecture to be very useful.</p>
Outcome of the Event :	<p>The main objective of conducting this session was to make the students confident and happier in life and to pursue further career. This programme also helped them accept themselves and then address other stresses of life more confidently and easily.</p>



Ms. Sharlet Bhaskar

Convenor,

Women Development Cell.

20th February, 2023

To,
Ms. Priya Gajwani

Subject: Invitation as a guest speaker

We are pleased to invite you for a lecture for girls organized by the Women Development Cell in association with Sathya Sai Seva International Organization on the topic '**Happy Go Lucky**' to be held on 25th February, 2023 from 9:00 am onwards. Your presence will motivate our students. Please make it convenient to be present for the session.

Thank you.



Ms. Sharlet Bhaskar
Convenor,
Women Development Cell.



Dr. Pratima Singh
I/C-Principal

Date: 25/02/2023

To,
Ms. Priya Gajwani

Subject: Thank You Letter

Respected Madam,

On behalf of Chandrabhan Sharma College, we wish to thank you for the invaluable contribution you made towards the Guest Lecture organized by the Women Development Cell in association with Sathya Sai Seva International Organization on the topic “**Happy Go Lucky**” held on 25th February, 2023 for our college students.

It was really a very helpful programme for our students. We look forward to such beneficial sessions in future.

Thank You.

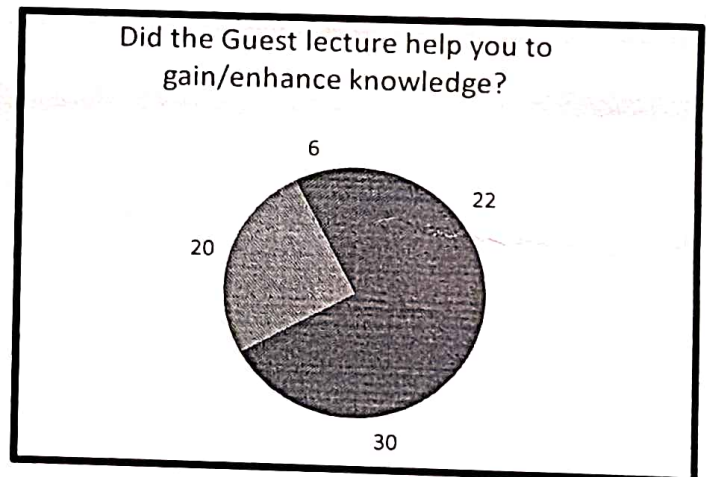
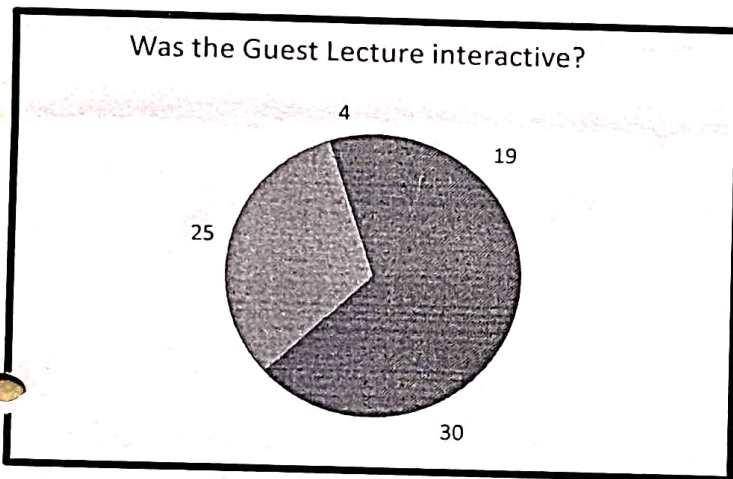
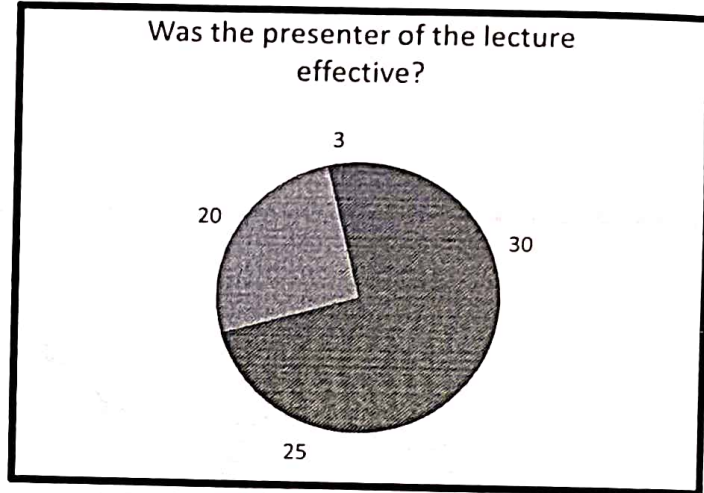
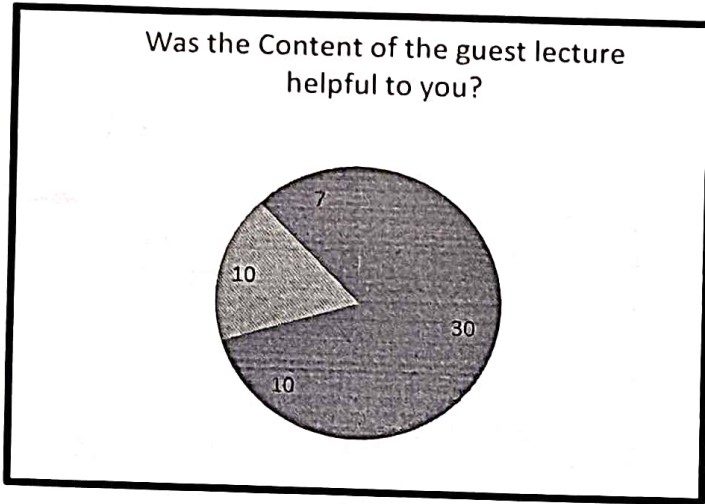


Ms. Sharlet Bhaskar
Convenor,
Women Development Cell.

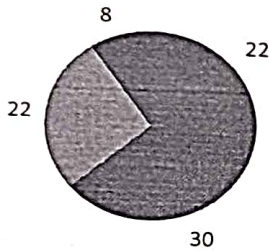


Dr. Pratima Singh
I/C-Principal

Feedback Analysis of "Happy Go Lucky"

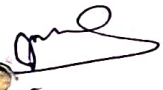


Rate the effectiveness/presentation of the resource person of the Activity/Seminar.



Please rate the overall experience of the Activity/Seminar.




Prof. Sharlet Bhaskar
WDC-Convenor

Women Development Cell of our college in association with
Millionminds is organising a session on

"Effective Communication, Grooming Skills and Menstrual Hygiene"



10th Feb, 2023, Friday
09:00 AM to 10:00 AM
ROOM NO. 502 5th Floor



Thanks & Regards,
Dr. Pratima Singh
Chandrabhan Sharma college of Arts,
Science & Commerce,
Powai, Mumbai.

For any query, kindly contact:
Prof. Sharlet Bhaskar
9821684153
(Convenor WDC)

Women Development Cell of our college in association with Millionminds is organising a session on

"EFFECTIVE COMMUNICATION, GROOMING SKILLS AND MENSTRUAL HYGIENE"

10th FEB, 2023



Date:-5th February, 2023

NOTICE

This is to inform all the students that the Women Development Cell of our college is organizing a lecture by an expert on “Effective Communication, Grooming Skills and Menstrual Hygiene” on 10th February, 2023 from 9:00 am - 10.00 am in room no. 502. All the girls are requested to attend the expert lecture.



Ms. Sharlet Bhaskar
Convenor,
Women Development Cell.



Dr. Pratima Singh
I/C Principal

Greetings!!!!

Women Development Cell of our college in association with Millionminds is organising a session on "Effective Communication, Grooming Skills and Menstrual Hygiene" for female students.

Date : Friday, 10th February, 2023

Time: 9:00 - 10.00 am

Room no. 502, 5th Floor

Thanks & Regards,

Dr. Pratima Singh

Principal

Chandraban Sharma college of Arts, Science & Commerce,

Powai, Mumbai.

For any query, kindly contact:

Prof. Sharlet Bhaskar

9821684153

(Convenor WDC)



Smt. Durgadevi Sharma Charitable Trust



Chandrabhan Sharma College
Arts, Science & Commerce

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

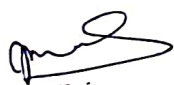
10th February, 2023

REPORT

Women Development Cell (2022-23)

Particulars	Description
Name of the event :	Effective Communication, Grooming Skills and Menstrual Hygiene
Date of the event :	10th February, 2023
Time :	9:00 am - 10.00 am
Venue :	502
Stream / Class :	All Streams
Faculty in charge :	Prof. Sharlet Bhaskar
Faculty members :	Ms. Neha Mishra , Mr. Krishnankant Pandey, Dr. Pratibha Jadhav
No. of Participants :	82
No. of beneficiaries :	82
Resource Person :	Ms. Yashika Ranglani
Resource Person Details :	—

Description of the Event :	The session was conducted by resource person Ms. Yashika Ranglani, who is also a soft skills trainer. She gave an insight on how to develop overall personality, specifically mentioning about interviews and how to face them boldly along with carrying a confident personality and how to groom one's overall skill for career enhancement. She also mentioned menstruation and maintaining proper personal hygiene. She also gave a briefing on overall healthcare and hygiene and how to follow the same as a routine in our lives. At the end of the session, their team also distributed a free sample of hair removing razor and whisper pads to the students. At the end of the lecture, there was a question and answer session and few students interacted with the speaker and clarified their doubts.
Outcome of the Event :	The main objective of conducting this session was to develop knowledge on personality development and menstrual hygiene. To help the students understand the links between personality development and personal hygiene and one's dignity, confidence and comfort. 82 students participated in this session and found the lecture to be very useful.



Mrs. Sharlet Bhaskar

Convenor,

Women Development Cell.



CHANDRABHAN SHARMA COLLEGE OF ARTS, SCIENCE AND COMMERCE

POWAI VIHAR, POWAI, MUMBAI - 400 076.

DAILY ATTENDANCE SHEET

Friday

Day & Date : 10/02/23 Time : 09:00 am a.m. & p.m. to _____ a.m. & p.m.

Class : All Stream (Girls) Division : _____

Subject : _____ (Lecture / Practical / Tutorial) Room No. : _____

Name of Teacher (S) : 1. _____ 2. _____

3. _____ 4. _____

Roll No.	Name of the Student	Signature of the Student	Roll No.	Name of the Student	Signature of the Student
001	Sejal Waman	Sejal	030	Aachal Gupta	Aachal
002	Aanchal Singh	Singh	031	Shikha Sarda	Shikha
003	Meenaksi Yadav	Meenaksi	032	Amisha Vishwakarma	Amisha
004	Susmita Kamde	Susmita	033	Sameen Shaikh	Sameen
005	Renu yadav	Renu yadav	034	Zeel Keniya	Zeel
006	Shrutika Chougale	Shrutika	035	Paurali Salve	Paurali
007	Ramni Vishwakarma	Ramni	036	Asmita Rane	Asmita
008	Jyoti Chaudhari	Jyoti	037	GAUTAMI BORADE	Gsborad.
009	Manisha Yadav	Manisha	038	Mariyam Ashrafi	Mariyam
010	Komal Yadav	Komal	039	Laxmi pandey	Laxmi
011	Khushi Vishwakarma	Khushi	040	muskan Jaiswal	Muskan
012	Manisha Tripathi	Manisha	041	Kiran Jaiswar	Kiran
013	Aditi Soni	Aditi	042	Shruti Kanjari	Shruti
014	Rakha chaudhary	Rakha	043	Aarti Tiwari	Aarti
015	Neha Khadas	Neha	044	Amra Siddiqui	Amra
016	Suman yadav	Suman y	045	Pooja chandani	Pooja
017	Shruti Singh	Shruti Singh	046	Pratibha Gupta	Pratibha
018	Nandini Singh	Nandini	047	Aarti pal	Aarti
019	Kumkum Patil	Kumkum	048	Gurjan Bera	Gurjan
020	Karishma Patil	Karishma	049	Rubkas. Shaikh	Rubkas
021	meherish.	meherish.	050	Tausi. Ghade	Tausi
022	Kavita Parmar	Kavita	051	Sakshi Panchal	Sakshi
023	Akanksha Sharma	Akanksha	052	Ashwini demore	Ashwini
024	Sharmal Redkar	Sharmal	053	Sneha Jadhav	Sneha
025	Nimisha Kinjalkar	Nimisha	054	Poochi Singh	Poochi
026	Samiksha Pawar	Samiksha	055	Afreen Shaikh	Afreen
027	Manisha K. Chaudhari	Manisha	056	Saloni nangwal	Saloni
028	Prema A. Patil	Prema	057	Jyoti Yadav	Jyoti
029	Simran Sharma	Simran	058	Sumittha Yadav	Sumittha



Roll No.	Name of the Student	Signature of the Student	Roll No.	Name of the Student	Signature of the Student
059	Riya Singh	Riya	093		
060	KUMKUM Singh	KUMKUM	094		
061	Shravani Maitkar	Shravani	095		
062	Sakshi Parab	Sakshi	096		
063	Purva malke	Purva	097		
064	Awarangi Naitkar	Awarangi	098		
065	Pranoti Jangam	Pranoti	099		
066	Srushiti Barve	Srushiti	100		
067	Vaishnavi Madane	Vaishnavi	101		
068	Taniya Rane	Taniya	102		
069	Pranali Mandavkar	Pranali	103		
070	Pranali Gaurande	Pranali	104		
071	Kajal Jha	Kajal	105		
072	Manisha gargile	Manisha	106		
073	Saniya Raen	Saniya	107		
074	Samruddhi Nibunde	Samruddhi	108		
075	Avantika Pokade	Avantika	109		
17	076 Priyanka Pal	Priyanka	110		
149	077 khushi singh	khushi	111		
31	078 Anjali vadav	Anjali	112		
32	079 Kajal VADAV	Kajal	113		
19	080 Nandini Patil	Nandini	114		
103	084 Lalita Suthar	Lalita	115		
62	082 Shrushti Jain	Shrushti	116		
	083		117		
	084		118		
	085		119		
	086		120		
	087		121		
	088		122		
	089		123		
	090		124		
	091		125		
	092		126		



Total Number of Students present

32

Signature of Head of the Department

Signature of the Teachers (S)

Smt. Durgadevi Sharma Charitable Trust



5th February, 2023

To,

Ms. Yashika Ranglani.

Subject: - Invitation for Guest Lecture.

Respected Madam,

We are pleased to invite you for a guest lecture on the topic “**Effective Communication, Grooming Skills and Menstrual Hygiene**” organized by Women Development Cell (WDC) to be held on Friday, 10th February, 2023 from 9.00 am- 10.00 am. Please make it convenient to be present for the session.

Thank you.

Regards,

Ms. Sharlet Bhaskar
Convenor,
Women Development Cell.

Dr. Pratima Singh
I/C Principal

Smt. Durgadevi Sharma Charitable Trust

10th February, 2023

To,

Ms. Yashika Ranglani.

Subject:-Thank You Letter

Respected Madam,

On behalf of the Women Development Cell of our college, we wish to thank you for honoring us with your presence and for the knowledgeable and motivational lecture.

We appreciate the time you took out of your busy schedule to enrich and share your knowledge to our girls.

Thank you.

Regards,



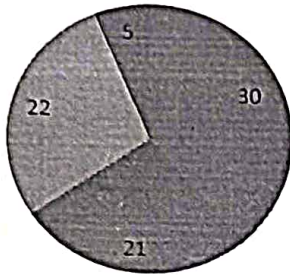
Ms. Sharlet Bhaskar
Convenor,
Women Development Cell.



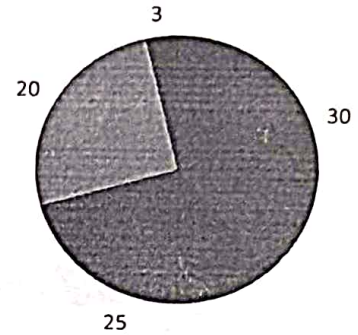
Dr. Pratima Singh
I/C Principal

Feedback Analysis of "Effective Communication, Grooming Skills and Menstrual Hygiene"

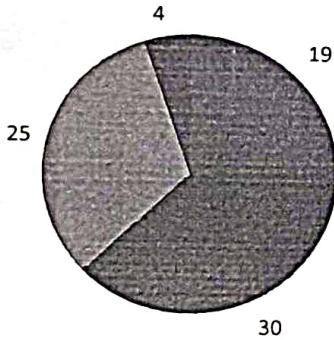
Was the Content of the guest lecture helpful to you?



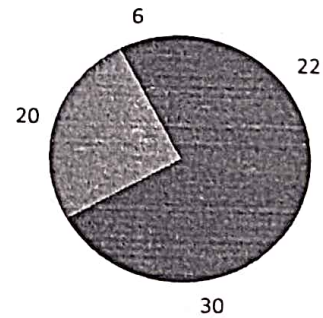
Was the presenter of the lecture effective?



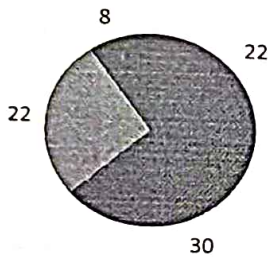
Was the Guest Lecture interactive?



Did the Guest lecture help you to gain/enhance knowledge?



Rate the effectiveness/presentation of the resource person of the Activity/Seminar.



Please rate the overall experience of the Activity/Seminar.



Sharlet Bhaskar
WDC-Convenor

On the occasion of International Women's Day Women Development Cell
in association with Pyramid Spiritual Society Movement organizes

Meditation Session for Girls



8th March, 2023
8:00 AM Onwards
Room No. 602



Resource person
Mr. Rambabu



Thanks and regards,
Dr. Pratima Singh
Principal

Ms. Sharlet Bhaskar
Convenor
Women Development Cell

On the occasion of International Women's Day Women Development Cell
in association with Pyramid Spiritual Society Movement organizes

MEDITATION SESSION FOR GIRLS

8th Mar, 2023



Date:-1st March, 2023

NOTICE

This is to inform all the students that the Women Development cell of our college in association with Pyramid Spiritual Society Movement is organising a meditation session especially for girls on the occasion of International Women's Day on 8th March, 2023 from 8:00 a.m. to 9:00 a.m. in room no. 602. All the girls have to compulsorily attend the lecture.



Ms. Sharlet Bhaskar
Convenor,
Women Development Cell.



Dr. Pratima Singh
I/C-Principal

8th March, 2023

REPORT

Women Development Cell (2022-23)

Particulars	Description
Name of the event :	Meditation session for Girls
Date of the event :	8 th March, 2023
Time :	8.00 am to 9.00 am
Venue :	602
Stream / Class :	B.COM
Faculty in charge :	Prof. Sharlet Bhaskar
Faculty members :	Mr. Krishnankant Pandey, Ms. Pratibha Jadhav, Ms. Neha Mishra
No. of Participants :	48
No. of beneficiaries :	48
Resource Person :	Mr. Ram Babu
Resource Person Details :	-

<p>Description of the Event :</p>	<p>On the occasion of International Women's Day, the Women Development Cell of our college in association with Pyramid Spiritual Society Movement organized a meditation session on 8th March, 2023 for the first students of Bachelor of Commerce from 8.00 am to 9.00 am in room no. 602.</p> <p>The session was conducted by resource person Mr. Ram Babu, who started practising and teaching Meditation from 2004. In his guidance, thousands of people have come out of their physical and mental health issues in Mumbai since the year 2008. This session was intended to create a sense of calm, peace and balance amongst students in order to benefit emotional well-being and overall health of the students. Meditation helps change the structure and function of the brain through relaxation and so it helped the students to calm down and relax during the entire session. 49 students participated and found this session to be very useful.</p>
<p>Outcome of the Event :</p>	<p>The main objective of conducting this session was to help students overcome anxiety and depression related issues. Also to improve focus and learning concentration, improve memory and attention span. This program also helped them accept themselves and address other stress related problems more confidently and easily.</p>



Ms. Sharlet Bhaskar

Convenor,

Women Development Cell.

CSC CHANDRABHAN SHARMA COLLEGE OF ARTS, SCIENCE AND COMMERCE

POWAI VIHAR, POWAI, MUMBAI - 400 076.

DAILY ATTENDANCE SHEET

Day & Date: 3 May 2023 Time: 9:00 a.m. & p.m. to _____ a.m. & p.m.Class: B Com Division: -Subject: Women Dev. + Cell. (Lecture / Practical / Tutorial) Room No.: 602Name of Teacher (s): 1. Mr. Ram Babu. 2. _____

Resource Person: _____ (118) _____

Roll No.	Name of the Student	Signature of the Student	Roll No.	Name of the Student	Signature of the Student
001	Shircha Yalga	<u>Shircha</u>	030		
002			031	Sumit Jhore	<u>Sumit</u>
003	Anjali Acharya	<u>Anjali</u>	032		
004	Harigundan Acharya	<u>H/A</u>	033		
005	Arsan Mahmood	<u>Arsan</u>	034		
006	Angori Kaur	<u>Angori</u>	035	Khan Shekhar	<u>Shekhar</u>
007			036	Ashar Khan	<u>Ashar</u>
008			037	Sidd Khan	<u>Sidd</u>
009	Gurjan Bera	<u>Gurjan</u>	038		
010	Mehwish Chaudhary	<u>Mehwish</u>	039	Durgam Kotturi	<u>Durgam</u>
011			040	Kunal Lonke	<u>Kunal</u>
012			041	Rohit Nangulkh	<u>Rohit</u>
013	Rajani Chaudhary	<u>Rajani</u>	042	Jagati Mishra	<u>Jagati</u>
014			043	Rakesh Mishra	<u>Rakesh</u>
015			044	Rishikesh Narde	<u>RNarde</u>
016	Bhuvini Jangme	<u>Bhuvini</u>	045		
017			046		
018	Sanjana Diwatar	<u>Sanjana</u>	047	Anali Pol	<u>Anali</u>
019	Madhu Dabey	<u>Madhu</u>	048	Dalshi Panchal	<u>Dalshi</u>
020	Muskan Dabey	<u>Muskan</u>	049		
021	Rushika Sengulhi	<u>Rushika</u>	050	Kavita Pannar	<u>Kavita</u>
022	Tamara Shinde	<u>Tamara</u>	051		
023			052	Sahwal Dalket	<u>Sahwal</u>
024	Savita Landge	<u>Savita</u>	053		
025			054	Chanda Rajapati	<u>Chanda</u>
026			055		
027	Kishor Pandya	<u>Kishor</u>	056	Rajam Bhose	<u>Rajam</u>
028			057		
029	Sheba Jadhav	<u>Sheba</u>	058		



Roll No.	Name of the Student	Signature of the Student	Roll No.	Name of the Student	Signature of the Student
059			093		
060	Axif Shaikh	<i>Axif</i>	094		
061			095		
062	Akmal Shaikh	<i>Akmal</i>	096		
063	Rukhsar Shaikh	<i>Rukhsar</i>	097		
064			098		
065	shikh shakila	<i>shakila</i>	099		
066			100		
067	Dinesh Jaa	<i>Dinesh</i>	101		
068			102		
069	Sidique Sumaiya	<i>Sumaiya</i>	103		
070	Abhishek Singh	<i>Abhishek Singh</i>	104		
071			105		
072	Singh Karon	<i>Karon</i>	106		
073			107		
074	Rohit SURYANANSHI	<i>Rohit</i>	108		
075			109		
076	Arti Jiwari	<i>Arti</i>	110		
077			111		
078			112		
079	Amishavishwakarma	<i>Amisha</i>	113		
080			114		
081	Abbas Bagwan	<i>Abbas</i>	115		
082			116		
083	Rajesh shukla	<i>Rajesh</i>	117		
084			118		
085	Aojun Chuahian	<i>Aojun</i>	119		
086	Nitesh Bargaole	<i>Nitesh</i>	120		
087			121		
088			122		
089			123		
090			124		
091			125		
092			126		



Total Number of Students present _____

48

[Handwritten Signature]

Signature of Head of the Department _____

Signature of the Teachers (S) _____

Smt. Durgadevi Sharma Charitable Trust

CSC  Chandrabhan Sharma College
Arts, Science & Commerce
(Affiliated to the University of Mumbai)
Accredited by NAAC 'B+'

1st March, 2023

To,
Mr. Ram Babu.

Subject: Invitation as a guest speaker

We are pleased to invite you for a meditation session organized by the Women Development Cell on the topic '**Meditation session for Girls**' to be held on 8th March, 2023 from 8:00 am onwards. Your presence will motivate our students. Please make it convenient to be present for the session.

Thank you.



Ms. Sharlet Bhaskar
Convenor,
Women Development Cell.



Dr. Pratima Singh
I/C-Principal

Date: 8th March, 2023

To,
Mr. Ram Babu.

Subject: Thank You Letter

Respected Sir,

On behalf of Chandrabhan Sharma College, we wish to thank you for the invaluable contribution you made towards the meditation session organized by the Women Development Cell on the topic “**Meditation session for Girls**” held on 8th March, 2023 for our college students.

It was really a very helpful session for our students. We look forward to such beneficial sessions in future.

Thank You.



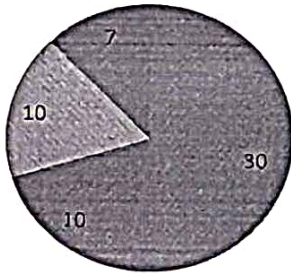
Ms. Sharlet Bhaskar
Convenor,
Women Development Cell.



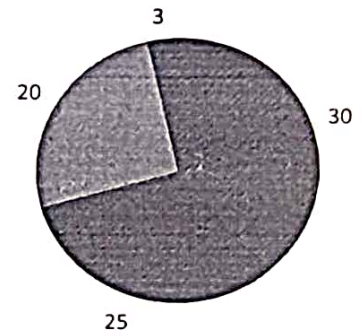
Dr. Pratima Singh
I/C-Principal

Feedback Analysis of "Meditation session for Girls"

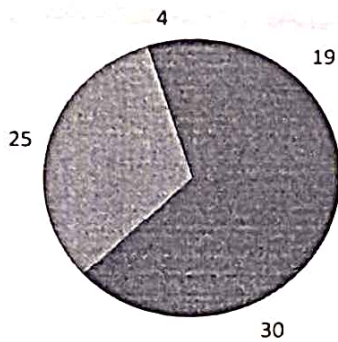
Was the Content of the guest lecture helpful to you?



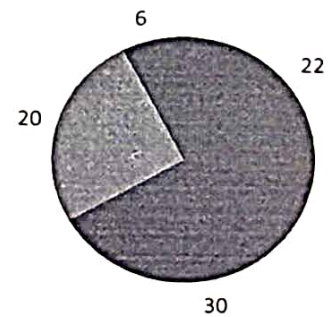
Was the presenter of the lecture effective?



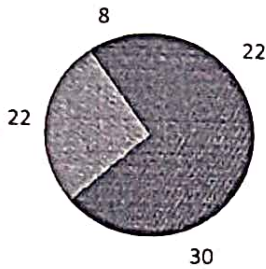
Was the Guest Lecture interactive?



Did the Guest lecture help you to gain/enhance knowledge?



Rate the effectiveness/presentation of the resource person of the Activity/Seminar.



Please rate the overall experience of the Activity/Seminar.



Sharlet Bhaskar
WDC-Convenor



The Women Development Cell of our college in association with Graphene Campus Connect Pvt Ltd is organising a lecture on

Personality development & Menstrual Hygiene

for female students.

FRIDAY | 16th SEPTEMBER 2022

9:45 AM to 10:45 AM | ROOM NO : 603 6th Floor



Interested girls will have to register on the below link:

Registration Link: <https://tinyurl.com/2pouke2r>

Thanks & Regards,
Dr. Pratima Singh (Principal)
Chandrabhan Sharma college of
Arts, Science & Commerce, Powai, Mumbai.

For any query, kindly contact:
• Prof. Sharlet Bhaskar
9821684153
(Convenor WDC)

Personality development and Menstrual Hygiene for female students.

16th September, 2022



Date:-6th September, 2022

NOTICE

This is to inform all the students that the Women Development cell of our college is organizing a lecture by an expert on “**Personality Development and Menstrual Hygiene**” on 16th September, 2022 from 9:45 a.m. to 10:45 a.m. in room no. 603. All the girls have to compulsorily attend the lecture.



Ms. Sharlet Bhaskar
Convenor,
Women Development Cell.



Dr. Pratima Singh
I/C Principal

16th September, 2022

REPORT

Women Development Cell (2022-23)

Particulars	Description
Name of the event :	Personality Development and Menstrual Hygiene
Date of the event :	16 th September, 2022
Time :	9.45 am to 10.45 am
Venue :	603
Stream / Class :	B.COM
Faculty in charge :	Ms. Sharlet Bhaskar
Faculty members :	Ms. Neha Mishra , Mr. Krishnankant Pandey, Ms. Pratibha Jadhav
No. of Participants :	71
No. of beneficiaries :	71
Resource Person :	Ms. Sanyukta Keluskar
Resource Person Details :	---
Description of the Event :	The session was conducted by resource person Ms. Sanyukta Keluskar, who is also a soft skills trainer. She gave an insight on how to develop overall personality specifically mentioning about interviews and how to face them boldly along with carrying a

confident personality. She also mentioned about menstruation and maintaining proper personal hygiene which is one of the essentials of our daily life. She talked about unwanted hair removal. She also gave a briefing on overall healthcare and hygiene and how to follow the same as a routine in our lives. At the end of the session, their team also distributed a free sample of hair removing razor and whisper pads to the students. 71 students participated in this session and found the lecture to be very useful.

Outcome of the Event :

The main objective of conducting this session was to develop knowledge on personality development and menstrual hygiene. To help the students understand the links between personality development and personal hygiene and one's dignity, confidence and comfort.



Ms. Sharlet Bhaskar
Convenor,
Women Development Cell.

CSC

CHANDRABHAN SHARMA COLLEGE OF ARTS, SCIENCE AND COMMERCE

POWAI VIHAR, POWAI, MUMBAI - 400 076.

DAILY ATTENDANCE SHEET

Day & Date : 16-9-2022 Time : 9.45 a.m. & p.m. to 10.45 a.m. & p.m.

Class : _____ Division : _____

Subject : PERSONALITY DEVELOPMENT AND MENSTRUAL HYGIENE (Lecture / Practical / Tutorial) Room No. : _____

Name of Teacher (S) : 1. _____ 2. _____
3. _____ 4. _____

Roll No.	Name of the Student	Signature of the Student	Roll No.	Name of the Student	Signature of the Student
001	Varsha Grovel.	<u>Varsha</u>	030	Pooja Sagar	<u>Pooja</u>
002	Renu Pasi	<u>Renu</u>	031	Khun Shajida	<u>Khun</u>
003	Neha Kanajiya.	<u>Neha</u>	032	Tejal s.khasvi	<u>Tejal</u>
004	Riya Shing.	<u>Riya</u>	033	Nandini Singh	<u>Nandini</u>
005	Payal Pradhan	<u>Payal</u>	034	Manisha K. Chandel	<u>Manisha</u>
006	Durga Saralki	<u>Durga</u>	035	Prerna Patil	<u>Prerna</u>
007	Seem Kanajiya	<u>Seem</u>	036	Simran Sharma	<u>Simran</u>
008	Kiran Jaiswar	<u>Kiran</u>	037	Rachana Sharma	<u>Rachana</u>
009	Ayurama Harimanti	<u>Ayurama</u>	038	Aarti sharma	<u>Aarti</u>
010	Kajal Jha	<u>Kajal</u>	039	Shreya Singh	<u>Shreya Singh</u>
011	Neha Khadas	<u>Neha</u>	040	Suman yadav	<u>Suman y</u>
012	Manisha Gargile	<u>Manisha</u>	041	Mahima Chauhan	<u>Mahima</u>
013	Shamal Redkar	<u>Shamal</u>	042	Shagufta - Ch	<u>Shagufta</u>
014	Sheher Khan	<u>Sheher</u>	043	Raina Ahmed	<u>Raina</u>
015	Sakshi Shejwal	<u>Sakshi</u>	044	Prisho Mishra	<u>Prisho</u>
016	POONAM KESHARWANI	<u>Poonam</u>	045	Kanya Bejanki	<u>Kanya</u>
017	Preeti Mishra	<u>Preeti</u>	046	Anha & Anha	<u>Anha</u>
018	Jagriti Shinde	<u>Jagriti</u>	047	Ancha Sahani	<u>Ancha</u>
019	Nimisha Kinjalkar	<u>Nimisha</u>	048	Manya Ritika	<u>Ritika</u>
020	Prachi Patil	<u>Prachi</u>	049	Kumkum Patil	<u>Kumkum</u>
021	Nidhi Bagga	<u>Nidhi</u>	050	Amra Siddiqui	<u>Amra</u>
022	Varsha Khosroo	<u>Varsha</u>	051	Gupta Pratibha	<u>Pratibha</u>
023	Arshviya Ansari	<u>Arshviya</u>	052	Avantina. Ronade	<u>Avantina</u>
024	Alfiya Shaikh	<u>Alfiya</u>	053	Swati Patil	<u>Swati</u>
025	Samani Shabher	<u>Samani</u>	054	Yashoda Wadhwa	<u>Yashoda</u>
026	Ansari Alkushada	<u>Alkushada</u>	055	Shobhany Surilkum	<u>Shobhany</u>
027	Pammi Vishwakarma	<u>Pammi</u>	056	Shilpa Rajbhar	<u>Shilpa</u>
028	Bekha Choudhary	<u>Bekha</u>	057	Swati yadav	<u>Swati</u>
029	Arti Tiwari	<u>Arti</u>	058	Manushi Sarda	<u>Manushi</u>

Roll No.	Name of the Student	Signature of the Student	Roll No.	Name of the Student	Signature of the Student
059	Kiran jaiswal		093		
060	Nikita prajapati		094		
061	Somikha Patil		095		
062	Kiran Pradhan		096		
063	Bharti Rajput		097		
064	Lalita Suthar		098		
065	Jyoti Jha		099		
066	Shrutika Changa		100		
067	Rukhsar shah		101		
068	Gurjan Bera		102		
069	Manavi Singhania		103		
070	Ashwini Gehlot		104		
071	Manvi Kori				
072					
073					
074			108		
075			109		
076			110		
077			111		
078			112		
079			113		
080			114		
081			115		
082			116		
083			117		
084			118		
085			119		
086			120		
087			121		
088			122		
089			123		
090			124		
091			125		
092			126		



Total Number of Students present

71

Signature of Head of the Department



Signature of the Teachers (S)

16th September, 2022

To,

Ms. Sanyukta Keluskar.

Subject:-Thank You Letter

Respected Madam,

On behalf of the Women Development Cell of our college, we wish to thank you for honouring us with your presence and for the knowledgeable and motivational lecture.

We appreciate the time you took out of your busy schedule to enrich and share your knowledge to our girls.

Thank you.

Regards,



Ms. Sharlet Bhaskar.

Convenor,

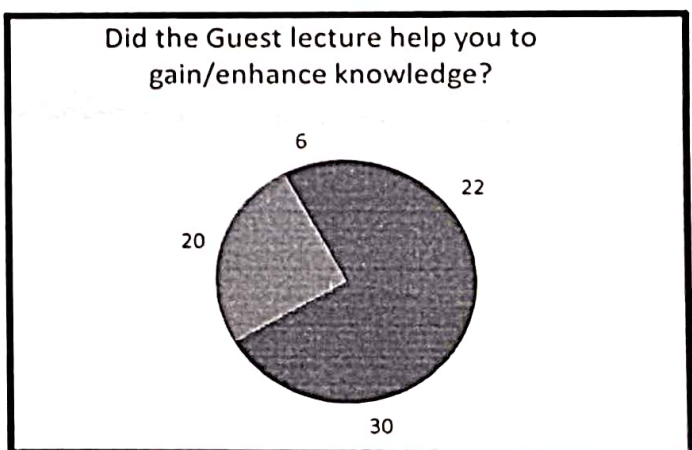
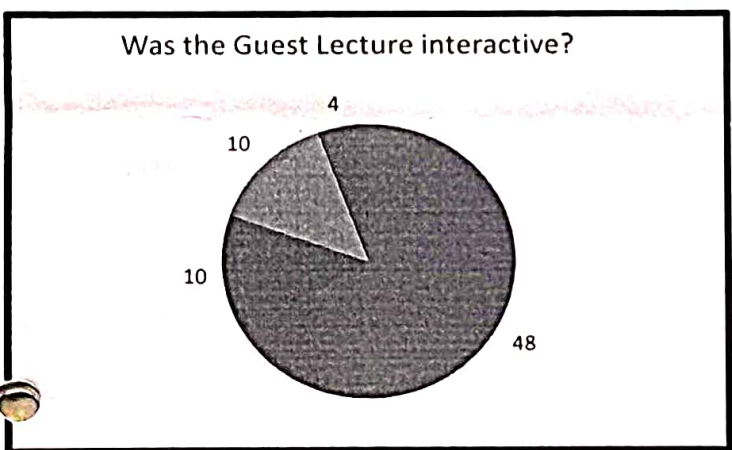
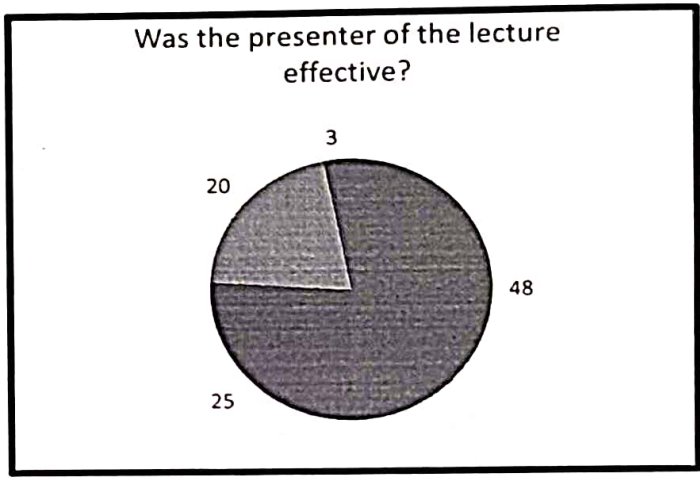
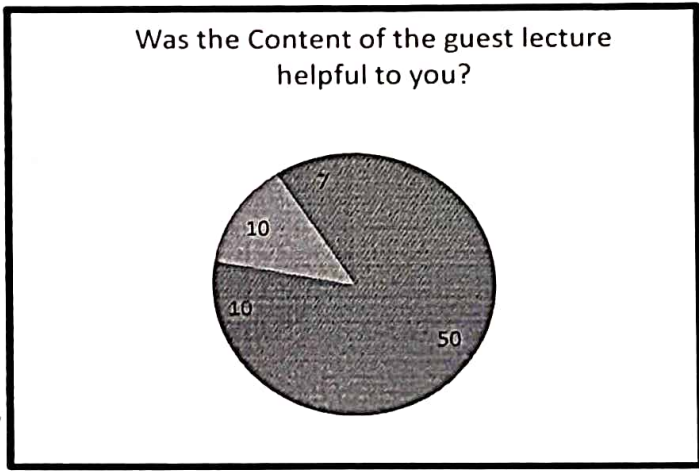
Women Development Cell.



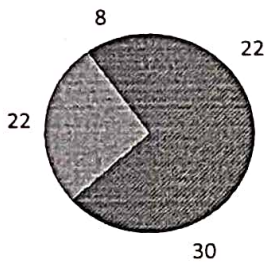
Dr. Pratima Singh

I/C- Principal

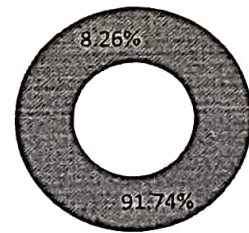
Feedback Analysis of "Personality Development and Menstrual Hygiene"



Rate the effectiveness/presentation of the resource person of the Activity/Seminar.



Please rate the overall experience of the Activity/Seminar.



Sharlet Bhaskar
WDC-Convenor



Health and Counselling in Association with
Women Development Cell is organising

Menstrual Hygiene and Awareness about Uterus Cancer



1st August, 2022
10:00 A.M. to 11:00 A.M.
Venue : Room No. 603

Resource Person:
Anushka Asolkar



Thanks & Regards,
Dr. Pratima Singh
Principal

WDC
Convenor
Ms. Sharlet Bhaskar

Health and Counselling
Convenor
Ms. Neha Mishra



Health and Counselling in Association with
Women Development Cell is organising
**Menstrual Hygiene and Awareness
about Uterus Cancer**



Date: 29th July, 2022

NOTICE

This is to inform all the faculty members that the Health and Counselling Cell along with Women Development Cell is organising a Guest lecture on 'Menstrual Hygiene and Awareness about Uterus Cancer' on Monday, 01st August, 2022 from 10:00 am to 11:00 am. All the girls are requested to attend the lecture.



Ms. Sharlet Bhaskar
Convenor, Women Development Cell



Dr. Pratima Singh
I/C Principal



Ms. Ncha Mishra
Convenor, Health and Counselling Cell

01st August, 2022

REPORT

Women Development Cell (2022-23)

Particulars	Description
Name of the event :	Menstrual Hygiene and Awareness about Uterus Cancer
Date of the event :	01 st August, 2022
Time :	10:00 am to 11:00 am
Venue :	603
Stream / Class :	B.COM
Faculty in charge :	Prof. Sharlet Bhaskar , Ms. Neha Mishra
Faculty members :	Mr. Krishnankant Pandey, Ms. Pratibha Jadhav, Ms. Sushmita Rajpurohit
No. of Participants :	93 girls
No. of beneficiaries :	93 girls
Resource Person :	Mrs. Anushka Ankush Asolkar
Resource Person Details :	Mobile No. 7666695442

<p>Description of the Event :</p>	<p>The Health & Counseling in association with Women Development Cell of Chandrabhan Sharma College of Arts, Science & Commerce organized a Seminar on Menstrual Hygiene and Awareness about Uterus Cancer on 1st August, 2022. The resource person for the seminar was Mrs. Anushka Ankush Asolkar. The programme started with a welcome note and introduction by Ms. Sharlet Bhaskar, Convenor of Women Development Cell followed by Ms. Neha Mishra, Convenor Health and Counseling.</p> <p>The seminar was very informative as Mrs. Anushka explained how sanitary pads are made from plastic which are harmful to our body and can lead to many kinds of infections one of which is Uterus Cancer too. She also gave a good demo about the usage of pads which are purely made with cotton cloth and with a proper gel based property which not only has health benefits but also environmental benefits as they are biodegradable sanitary pads. The session ended with a vote of thanks by our TYBCOM student Ms. Nimisha Kinjalkar. A total of 93 girls from S.Y & T.Y.B.COM attended the session.</p>
<p>Outcome of the Event :</p>	<p>The poor knowledge and understanding of menstruation may lead to unsafe hygienic practice that in turn increases the risk of reproductive and genito-urinary tract infections, cervical cancer and overall poor quality of life. Despite such clinical and academic effects, the knowledge and hygienic practice of adolescent girls towards menstruation is not well addressed particularly among adolescent girls. Therefore, the main objective of conducting this session was to inculcate and share the knowledge and menstrual hygiene practices among the students of the college.</p>



Ms. Sharlet Bhaskar

Convenor,

Women Development Cell



CHANDRABHAN SHARMA COLLEGE OF ARTS, SCIENCE AND COMMERCE

POWAI VIHAR, POWAI, MUMBAI - 400 076.

DAILY ATTENDANCE SHEET

Day & Date : 01 Aug 2022 Time : 10:00 a.m. & p.m. to 11:00 a.m. & p.m.

Class : FY. SY and Tj Division : _____

Subject : Women Development Cell (Lecture / Practical / Tutorial) Room No. : _____

Name of Teacher (S) : 1. _____ 2. _____
3. _____ 4. _____

Roll No.	Name of the Student	Signature of the Student	Roll No.	Name of the Student	Signature of the Student
001	Giresee Ibdar	Giresee	030	Achal Singh	Achal
002	Jyoti Jha	Jyoti	031	Sakshi Panchal	Sakshi
003	NISHITA YADAV	Nadav	032	Ashwini Damane	Ash
004	Gudiyachauhan	Gudiyachauhan	033	Naina Rana	Naina
005	Shrutika Chorge	Shrutika	034	Poonam Yadav	Poonam
006	Kajal Bansode	Kajal	035	prachi yada	Prachi
007	Khan Sheharbano	Behan	036	Sonal Tivari	Sonal
008	Leevita Qureshi	Leevita	037	Ansari Shruaiya	Shruaiya
009	Manek Shaukh	Manek	038	manisha Kchanda	Manisha
010	Samanvi Shabhar	Samanvi	039	Siddique Sumaiya	Sunaiya
011	Ansari Akshada	Akshada	040	Simran Sharma	Simran
012	Arpudhary Arora	Arpudhary	041	Rachana Sharma	Rachana
013	Karisma Paikar	Karisma	042	Aarti Sharma	Aarti
014	Kavita Parmar	Kavita	043	Renu Pasi	Renu
015	Akanksha Sharma	Akanksha	044	Neha Khadas	Neha
016	Jagruhi Shinde	Jagruhi	045	Vansha Goeml	Vansha
017	Sakshi Shajwal	Sakshi	046	Riya Singh	Riya
018	Nimisha Kinakar	Nimisha	047	Neha Kanajiya	Neha
019	Saniya Raees	Saniya	048	Shaikh Rukhsar	Rukhsar
020	Swarangi Nataraj	Swarangi	049	Muskan Dubey	Muskan
021	Priyanka Jaiswal	Priyanka	050	Shrisha Yallappa	Shrisha
022	Jagruhi Mishra	Jagruhi	051	Mrunal Rane	Mrunal
023	Amisha Vishwakarma	Amisha	052	Rafat Shaikh	Rafat
024	Manisha Tripathi	Manisha	053	PRITYA SHUKLA	Priya
025	Neha Kanajiya	Neha	054	Karuna Nigal	Karuna
026	Khushi Vishwakarma	Khushi	055	Chauhan Mayur	Mayur
027	Tanvi Jhade	Tanvi	056	Bhumi Gurto	Bhumi
028	Sneha Jadhav	Sneha	057	Ankita Padwal	Ankita
029	Gurjan Bera	Gurjan	058	Sanjana Diwakar	Sanjana



Roll No.	Name of the Student	Signature of the Student	Roll No.	Name of the Student	Signature of the Student
059	Chanda Prajapati		093		
060	Jyoti Chauhan		094		
061	Aanchal Gupta	Aanchal	095		
062	Siddhi		096		
063	Mitala	Mitala	097		
064	Seher	Seher	098		
065	Sayana Jogaal	Sayana	099		
066	Parveen Khan	Parveen	100		
067	Priya Gupta	Priya	101		
068	Neha Kariyala	Neha	102		
069	Preeti Mishra	Preeti	103		
070	POONAM KESHARWAN	POONAM	104		
071	SNEHAL VISHWAKARMA	Snehal	105		
072	Renu Kanoyya	Renu	106		
073	Shilpa Sha	Shilpa	107		
074	Riya Gupta	Riya	108		
075	Muskan Choudhary	Muskan	109		
076	MAP IASHA	Mapasha	110		
077	Shagufta	Shagufta	111		
078	Nitu Singh	Nitu	112		
079	Raina Ahmed	Raina	113		
080	Sajida Khan	Sajida	114		
081	Anjali Acharya	Anjali	115		
082	Madhu Dubey	Madhu	116		
083	Manisha Gargile	Manisha	117		
084	Kajal Jha	Kajal	118		
085	Makima Clark	Makima	119		
086	Seema Kanoyya	Seema	120		
087	Bhavana Mishra	Bhavana	121		
088	Kiran Jaiswar	Kiran	122		
089	Meenalshi Groudo	Meenalshi	123		
090	Heer Pal	Heer	124		
091	Shammi Redkar	Shammi	125		
092	Shikha Shakila	Shikha	126		



1093 Swalika Salkar

Total Number of Students present _____

Signature of Head of the Department

Signature of the Teachers (S)

29th July, 2022

Invitation Letter

To,

Anushka Asolkar,

Health Advisor

Subject: - Invitation for Guest Lecture.

Respected Madam,

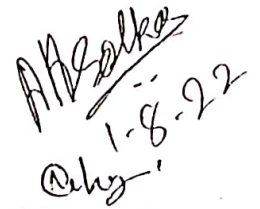
We are pleased to invite you for a session organized by the Health and Counselling with Women Development Cell of our college on 'Menstrual Hygiene and Awareness about Uterus Cancer' to be held on 01st August, 2022 from 10.00 am to 11.00 a.m. Your presence will motivate our students. Please make it convenient to be present for the session.

Thank you.



(Convenor)
Ms. Sharlet Bhaskar

Women Development Cell



(Convenor)
Ms. Neha Mishra

Health and Counselling





Thank You Letter

29th July, 2022

To,

Anushka Asolkar.

Health Advisor

Dear Madam,

On behalf of Chandrabhan Sharma College, we wish to thank you for the invaluable contribution you made at the session on the topic 'Menstrual Hygiene and Awareness about Uterus Cancer' on 01st August, 2022 for our college students.

It was really a very helpful programme for our students. We look forward for such beneficial sessions in future.

Thanking You.

(Convenor)
Ms. Sharlet Bhaskar

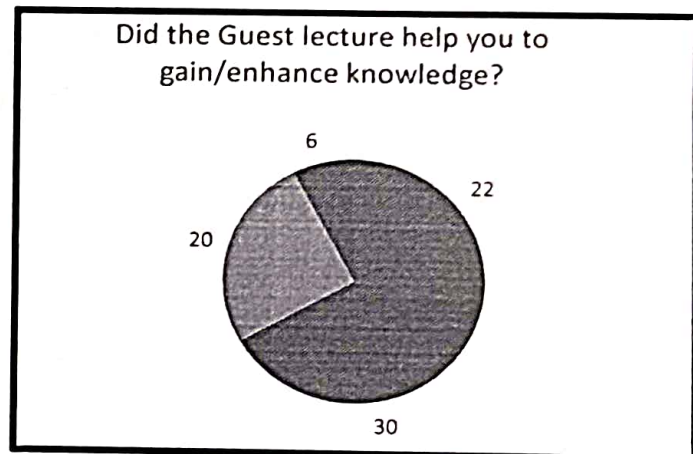
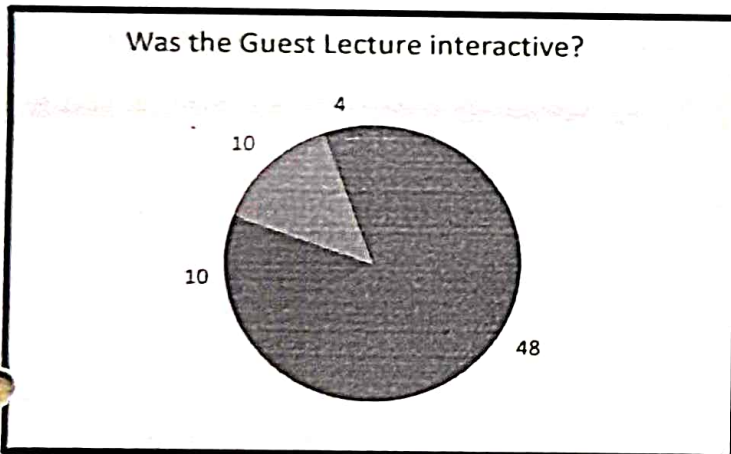
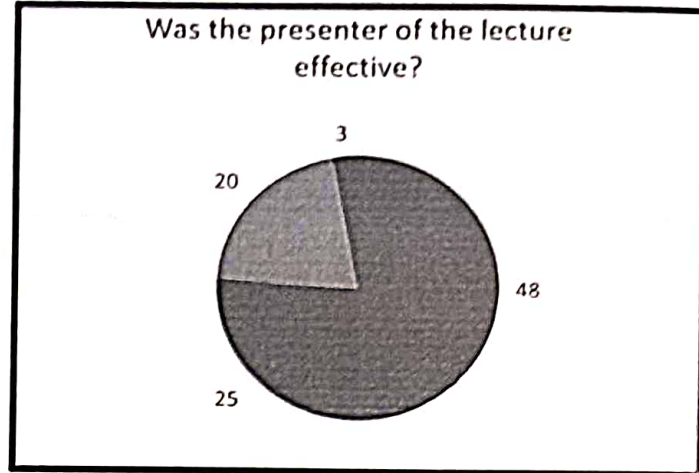
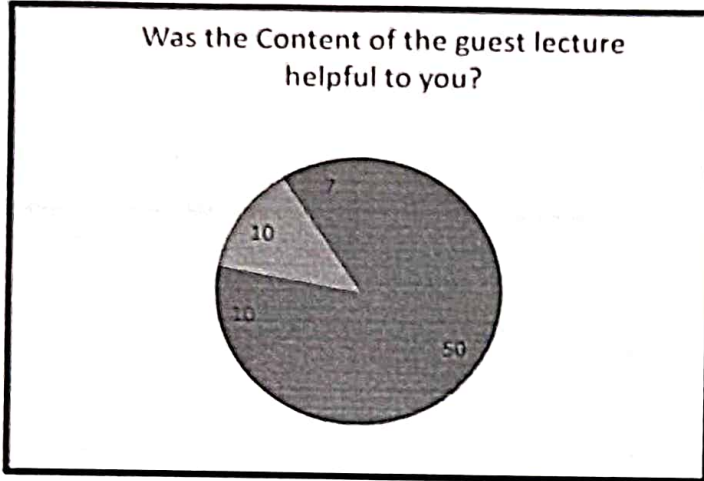
Women Development Cell

(Convenor)
Ms. Neha Mishra

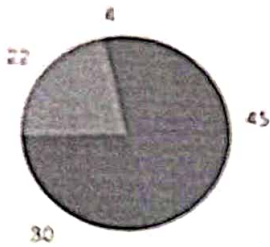
Health and Counselling



Feedback Analysis of "Menstrual Hygiene and Awareness about Uterus Cancer"



Rate the effectiveness/presentation of the resource person of the Activity/Seminar.



Please rate the overall experience of the Activity/Seminar.



Prof. Sharlet Bhaskar
WDC-Convenor



**Women Development cell of our college
is organizing**

a lecture by an expert on
“Skin Care and Hygiene”



Friday, 1st July, 2022

9.00 AM to 10.00 AM

Venue – ROOM NO. 603

**Resource person: Mr. Ashish Rana
Co - Founder PathBreakerz**



Thanks & Regards,
Dr. Pratima Singh
Principal

Ms. Sharlet Bhaskar
Convenor
Women Development Cell



Smt. Durgadevi Sharma Charitable Trust's
Chandrabhan Sharma College of Arts Science & Commerce, Powai
(Affiliated to the University of Mumbai)
NAAC ACCREDITED 'B+' GRADE (FIRST CYCLE)

**Chandrabhan Sharma College Women Development Cell
Organized a lecture by an expert on
"Skin Care and Hygiene " for Girl Students
on 1st July, 2022 from 9.00 am to 10.00 am.**



Date:-30th June, 2022

NOTICE

This is to inform all the students that the Women Development Cell of our college is organising a guest lecture by an expert on "Skin Care and Hygiene" on 1st July, 2022 from 9:00 a.m. to 10:00 a.m. in room no. 603. All the girls have to compulsorily attend the lecture.



Ms. Sharlet Bhaskar
Convenor,
Women Development Cell.



Dr. Principal Singh
I/C Principal

1st July, 2022

REPORT

Women Development Cell (2022-23)

Particulars	Description
Name of the event :	Skin Care & Hygiene
Date of the event :	1 st July, 2022
Time :	9.00 am to 10.00 am
Venue :	603
Stream / Class :	B.COM
Faculty in charge :	Ms. Sharlet Bhaskar
Faculty members :	Ms. Neha Mishra , Mr. Krishnankant Pandey, Ms. Pratibha Jadhav
No. of Participants :	38
No. of beneficiaries :	38
Resource Person :	Mr. Ashish Rana
Resource Person Details :	—

Description of the Event :	The session was conducted by resource person Mr. Ashish Rana, who is also a co-founder of PathBreakerz. He gave an insight on daily skincare routines. He mentioned that the exercise of proper personal hygiene is one of the essentials of our daily life. He also gave a briefing on overall healthcare and hygiene and how to follow the same as a routine in our lives. 38 students participated in this session and found the lecture to be very useful.
Outcome of the Event :	The main objective of conducting this session was to develop a professional attitude and knowledge of skin care. To help the students understand the links between personal hygiene and one's dignity, confidence and comfort.



Ms. Sharlet Bhaskar

Convenor,

Women Development Cell.

CSC

SKIN CARE AND HYGIENE CHANDRABHAN SHARMA COLLEGE OF ARTS, SCIENCE AND COMMERCE

POWAI VIHAR, POWAI, MUMBAI - 400 076.

DAILY ATTENDANCE SHEET

Day & Date : FRIDAY 01/07/2022 Time : _____ a.m. & p.m. to _____ a.m. & p.m.

Class : SYBCOM Division : _____

Subject : _____ (Lecture / Practical / Tutorial) Room No. : _____

Name of Teacher (S) : 1. _____ 2. _____
3. _____ 4. _____

Roll No.	Name of the Student	Signature of the Student	Roll No.	Name of the Student	Signature of the Student
001	Aditi Shiude	<u>Aditi Shiude</u>	030		
002	Neha Kanjija	<u>Neha Kanjija</u>	031		
003	Aditi soni	<u>Aditi soni</u>	032		
004	Khushi Vishwakarma	<u>Khushi Vishwakarma</u>	033		
005	Rekha Choudhary	<u>Rekha Choudhary</u>	034		
006	Shaguffa Ch	<u>Shaguffa Ch</u>	035		
007	Nitin Singh	<u>Nitin Singh</u>	036		
008	Muskan Choudhary	<u>Muskan Choudhary</u>	037		
009	Saloni Dangwal	<u>Saloni Dangwal</u>	038		
010	MANASA	<u>MANASA</u>	039		
011	Shamal Redkar	<u>Shamal Redkar</u>	040		
012	Manisha Goringile	<u>Manisha Goringile</u>	041		
013	Ayyamma Hemamathi	<u>Ayyamma Hemamathi</u>	042		
014	Suman yadav	<u>Suman yadav</u>	043		
015	kiran yadav	<u>kiran yadav</u>	044		
016	Shreya Singh	<u>Shreya Singh</u>	045		
017	Tejal S. Kharvi	<u>Tejal S. Kharvi</u>	046		
018	Varsha Gaud.	<u>Varsha Gaud.</u>	047		
019	tl		048		
020	Renu Das	<u>Renu Das</u>	049		
021	Riya Gupta	<u>Riya Gupta</u>	050		
022			051		
023			052		
024			053		
025	Seema Kanjija	<u>Seema Kanjija</u>	054		
026	Neha Kanjija	<u>Neha Kanjija</u>	055	Ahleen Shrikh	<u>Ahleen Shrikh</u>
027			056		
028	Shreya Kharve	<u>Shreya Kharve</u>	057		
029			058		



Roll No.	Name of the Student	Signature of the Student	Roll No.	Name of the Student	Signature of the Student
059			093		
060			094		
061			095		
062			096		
063			097		
064			098		
065			099		
066			100		
067			101		
068			102		
069			103		
070			104		
071	Singh Riya	Riya	105		
072			106		
073			107		
074			108		
075			109		
076			110	Kiran Jaiswar	Kiran
077			111		
078			112		
079			113		
080			114	Neha Khadas	Neha
081			115		
082			116		
083			117		
084			118		
085			119		
086			120		
087			121		
088			122		
089			123		
090			124		
091			125		
092			126		

Total Number of Students present

97

136 Khushi Vishwakarma

Khushi

Signature of Head of the Department

Signature of the Teachers (S)

Smt. Durgadevi Sharma Charitable Trust

CSC  Chandrabhan Sharma College
Arts, Science & Commerce
(Affiliated to the University of Mumbai)
Accredited by NAAC 'B+'

3rd September, 2022

To,

Ms. Sanyukta Keluskar.

Subject: - Invitation for lecture on Skin Care and Hygiene.

Respected Madam,

We are pleased to invite you for a guest lecture on the topic "Skin Care and Hygiene" organized by Women Development Cell (WDC) to be held on Friday, 16th September, 2022 from 9.45 am- 10.45 am. Please make it convenient to be present for the session.

Thank you.

Regards,



Ms. Sharlet Bhaskar.

Convenor

Women Development Cell



Dr. Pratima Singh

I/C- Principal

1st July, 2022

To,

Mr. Ashish Rana.

Subject:-Thank You Letter

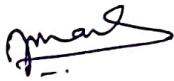
Respected Sir,

On behalf of the Women Development Cell of our college, we wish to thank you for honouring us with your presence and for the knowledgeable and motivational lecture.

We appreciate the time you took out of your busy schedule to enrich and share your knowledge to our girls.

Thank you.

Regards,



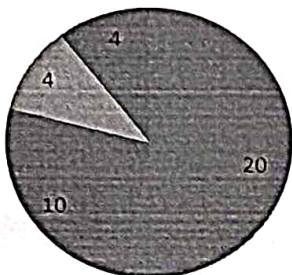
Ms. Sharlet Bhaskar
Convenor,
Women Development Cell.



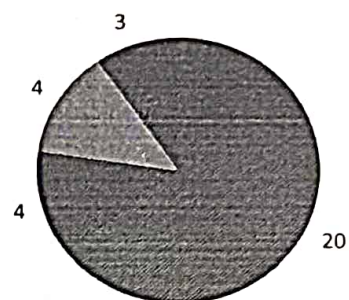
Dr. Principal Singh
I/C Principal

Feedback Analysis of "Skin Care & Hygiene"

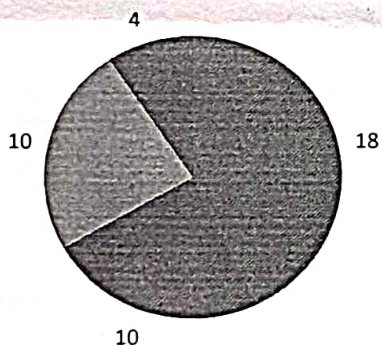
Was the Content of the guest lecture helpful to you?



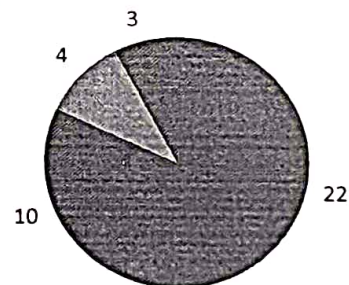
Was the presenter of the lecture effective?



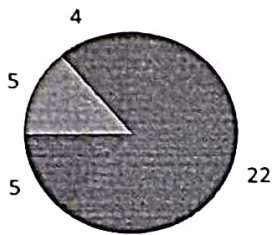
Was the Guest Lecture interactive?



Did the Guest lecture help you to gain/enhance knowledge?



Rate the effectiveness/presentation of the resource person of the Activity/Seminar.



Please rate the overall experience of the Activity/Seminar.



Sharlet Bhaskar
WDC-Convenor

Event List (2022 – 23)

Sr No	Event Name	Date / Day	Time	Venue	No of Participants
1	Eco – Friendly Ganesha Idol Making Workshop	25 August, 2022 Friday	10 am to 12 pm	Min Auditorium, college Ground Floor	46
2	WORKING TOWARDS CARBON NEUTRAL PLANET	10 September, 2022, Saturday	10:30 am to 11:30 am	704, 7th Floor	62
3	Dhangar Waterfall Trek - Badlapur	19 September, 2022	7:30 am – 5:00 pm	Dhangar Waterfall Badlapur	47
4	No Vehicle day	22 September 2022	Full day	College Campus	–
5	E-Waste Week	17 october - 21 october 2022	9:00 am- 12 :00 pm	College ground floor Main Gate	25
6	World Wetlands Day	2 February, 2023	10:30 am - 11:30 am	603, 6th Floor	40
7.	Seminar on Awareness about "E-waste"	29 March 2023	8:00 am onwards	704 , 7th Floor	63
8.	Webinar on International Biodiversity Day	22 May 2023	11:00 am	Online google meet	113
9.	Webinar on World Turtle Day	23 May 2023	11:00 am	Online google meet	66
10	Webinar on Anti Tobacco Day	31 May 2023	11:00 am	Online google meet	72


Mr. Rajesh Maisalge
Convener, Nature Club

**Nature Club in Association with
Young Environmentalist Programme organises**

Eco-friendly Ganesha Idol making workshop



**Thursday, 25th August, 2022
10:00 AM Onwards**

VENUE : POWAI LAKE



Thanks & Regards,
Dr. Pratima Singh
Principal

Mr. Rajesh Maisalge
Nature club convener

Nature Club in Association with Young Environmentalist Programme organises Eco-friendly Ganesha Idol making workshop

25th August, 2022



Date – 18/08/2022

Notice

Nature club

This is to inform all the students that Nature Club in association with Young Environmental Programme is organising “**Eco Friendly Ganesha Idol Making Workshop**” at Powai lake and it will be conducted to guide students in various areas of interest associated with Powai lake.

Activity includes a nature trail, lecture on Powai Lake environmental issues by Environmentalist Elsie Gabriel.

We cordially invite all the students to participate in this Workshop.
Registration is free of cost.

Link for Registration is:


<https://forms.gle/3pbe49258b1MmwoT8>

Date – Thursday, 25th August 2022

Time – 10 am onwards

Reporting Time - 9.45 am

Venue – Powai Garden


Dr. Pratima Singh
(Principal)

REPORT**NATURE CLUB**

Particulars	Description
Name of the event	“Eco-friendly Ganesh Idol Making Workshop”
Date of the event	25 th August, 2022
Time	10 am to 12 pm
Venue	Mini Auditorium (Powai lake venue was cancelled due to rain).
Stream/ Class	ALL DEPARTMENTS
Faculty in charge	Mr. Rajesh Maisalge
Faculty members	-
No. of Participation	46
No. of beneficiaries	46
Resource Person	Elsie Gabriel
Resource Person Details	Environmentalist/ 9967347511
Description of the Event	<p>The workshop started with a prayer for Lord Ganesha. Later Environmentalist Elsie Gabriel asked a few questions related to powai lake then distributed t-shirts as a prize to the winners who have answered correctly. After that students formed groups and started making eco-friendly idols of Lord Ganesha using silt removed from the lake.</p> <p>There were 46 Students who also interacted with each other and worked as a team. More than 10 Lord Ganesha Idols were made. The session concluded with declaring 1st, 2nd and 3rd winners who made beautiful Idols of Lord Ganesha.</p>

Outcome of the Event	<ol style="list-style-type: none">1) Students understood the importance of eco-friendliness in our life2) They understood harmful effect of non-eco friendly idols on the water bodies3) Workshop helped in showing ways of celebrating festival using eco-friendly means.
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Mr. Rajesh Maisalge
Convener, Nature Club

Feedback (Responses) EcoFriendly Ganesha idol making workshop on 25-8-22

Timestamp	Email address	Full Name	Class	Roll number	How would you rate the workshop?	The workshop activities will help me to understand	The instructor was well prepared and helpful	I will be able to use what I learned in this workshop.	The workshop was a good way for me to learn the art.	This workshop lived up to my expectations
8/26/2022 11:24:27	shivambari2728@	Shivam Kumar Bari	SY BSC IT	01	5	5	5	5	5	5
8/26/2022 14:45:45	nisha2312004@gn	Nisha Rai Sharma	Sy Bsc-IT	29	5	5	5	5	5	5
8/26/2022 15:09:39	keniyazee@gmail.	Zeel Keniya	FYBAMCC	9	5	5	5	5	5	4
8/26/2022 15:10:37	kv73481@gmail.cc	Krishna Kumar Vishwakai	Fy Bsc.it	52	5	5	5	5	5	5
8/26/2022 15:12:21	mishrasujal963@g	Mishra Sujal manoj	Fybammc	13	5	5	5	5	5	5
8/26/2022 15:13:05	cmabhishek50@gr	Abhishek Chandra Prakash	FYBSC-IT	22	4	5	5	4	4	4
8/26/2022 15:13:24	atulc3719@gmail.c	Rinku sheshram chaudha	Bscit	03	3	2	3	3	3	4
8/26/2022 15:16:36	sameenshai237@	Sameen yasin shaikh	FYBAMMC	20	5	5	5	5	5	5
8/26/2022 15:16:41	sakshipadhyay27	Sakshi Rohitkumar Upadl	Fyit	61	5	5	5	5	5	5
8/26/2022 15:18:31	pavanayadav9820@	Pavan yadav	FYBSCIT	58	5	5	5	5	5	5
8/26/2022 15:18:32	yashvpatole@gma	Yash vitthal patole	Mass media	16	5	5	5	5	5	5
8/26/2022 15:30:39	lp626381@gmail.c	Laxmi pandey	Fybammc	15	5	5	5	5	5	5
8/26/2022 15:30:39	shrushitihakur04@	Shrushti gajanan thakur	Fy it	49	5	5	4	5	5	5
8/26/2022 15:37:41	gautamborade24@	Gautami sunil borade	Fybammc	4	5	5	5	5	5	5
8/26/2022 15:43:04	shaikhussain725@	Hussain ibrar shaikh	FYIT	41	5	5	5	5	5	5
8/26/2022 15:46:09	deepeshrawai08@	Deepesh Arvind Rawat	FYBscIT	33	4	4	5	4	4	4
8/26/2022 15:48:24	asthatiwari134@gr	Ashta Tiwari	FYBSCIT	65	4	4	4	4	4	3
8/26/2022 15:56:06	karanracer111@gn	GANESH RAMESH RATH	TY-BSCIT	13	5	5	5	5	5	5
8/26/2022 16:05:31	harsh22vmc@gma	Harsh vishal chaubey	FYBAMMC	A-5	5	5	5	5	5	5
8/26/2022 16:08:42	patilmegha760@g	Megha Pradip Patil	FYIT	29	1	1	1	1	1	1
8/26/2022 16:25:17	tamannanityanand	Tamanna Nityanand	FYBSCIT	01	4	5	4	5	4	4
8/26/2022 16:42:57	rv238502@gmail.c	Ranjeet vishwakarma	SY BSC. IT	41	5	5	5	5	5	5
8/26/2022 17:19:37	vp911388@gmail.c	Vikash prajapati	Syboom	47	5	5	5	5	5	5
8/26/2022 17:46:19	rakeshmishra0096	Rakesh mishra	F.y.b.com	43	5	5	5	5	5	5
8/26/2022 20:16:38	shrividhargaonkar36	Shridhar Prakash Gaonke	Ty.boom	08	5	5	5	5	5	5
8/26/2022 21:55:01	raneasmita077@gi	ASMITA SANJAY RANE	Fybammc	18	5	5	5	5	5	5
8/27/2022 13:50:53	guptayogesh0123@	Yogesh kumar Nandatal	FYBSC.IT	12	4	4	4	4	4	4

Patil





CHANDRABHAN SHARMA COLLEGE OF ARTS, SCIENCE AND COMMERCE

POWAI VIHAR, POWAI, MUMBAI - 400 076.

DAILY ATTENDANCE SHEET

Day & Date: Thu 25-8-22 Time: 10:00 a.m. & pm. to 12:00 a.m. & p.m.

Class: _____ Division: _____

Subject: Nature club- Eco friendly workshop (Lecture / Practical / Tutorial) Room No.: _____

Name of Teacher(S) : 1. Rajesh Maisalge 2. _____

3. [Signature] 4. _____

class	Roll No.	Name of the Student	Signature of the Student	Roll No.	Name of the Student	Signature of the Student
FY Bcom	001	Rakesh Mishra	[Signature]	030	Pooja Tiwari	[Signature]
FY IT	002	Yogesh Guppte	[Signature]	031	Shrushti Thakur	[Signature]
TY IT	003	Pankaj Yadav	[Signature]	032	Zeel Keniya	[Signature]
FY IT	004	Hussain chailsh	[Signature]	033	Sameer Shaikh	[Signature]
FY IT	005	Rinku chaudhan	[Signature]	034	Harsh Chaug	[Signature]
FY II	006	KRISHNA VESH	[Signature]	035	Sujal M Meshra	[Signature]
	007	Akhilak Mishra	[Signature]	036	Nitesh Chavasiya	[Signature]
	008	Pavan Yadau	[Signature]	037	Ahree Kenth	[Signature]
FY IT	009	shah manish	[Signature]	038	Yash Patole	[Signature]
FY Bcom	010	Nitesh Bargale	[Signature]	039	Jasni Pardey	[Signature]
FY Bcom	011	Aman jaiswal	[Signature]	040	Asmita Rane	[Signature]
FY Bcom	012	Kom Singh	[Signature]	041	Antani Borade	[Signature]
FY Bcom	013	Ashish jaiswal	[Signature]	042	Monika Matto	[Signature]
	014	Manish Yadav	[Signature]	043	Ranjeet Kshurkhan	[Signature]
SY Bcom	015	Shamal Redkar	[Signature]	044	Arijun meurya	[Signature]
SY Bcom	016	Harish Gorgile	[Signature]	045	Nisha Rai Sharma	[Signature]
	017	Nirali Pardey	[Signature]	046	Shivam Bari	[Signature]
	018	Suney Jaiswal	[Signature]	047		
FY IT	019	Sakshi Upadhyay	[Signature]	048		
FY IT	020	Ashta Tiwari	[Signature]	049		
FY IT	021	Anchal Singh	[Signature]	050		
FY IT	022	Tamanna Nityanand	[Signature]	051		
FY Bcom	023	Sumit Sahil	[Signature]	052		
SY Bcom	024	Vikas Poulapoti	[Signature]	053		
B BSCI	025	Saarebh m'sirav	[Signature]	054		
	026	GANESH RATHOD	[Signature]	055		
TY BAF	027	Pavandeepsingh	[Signature]	056		
	028	Suraj Lohia	[Signature]	057		
FY IT	029	Megha Patil	[Signature]	058		



[Signature]



Smt. Durgadevi Sharma Charitable Trust's
Chandraban Sharma College
of Arts, Science & Commerce
(Affiliated to the University of Mumbai)
NAAAC ACCREDITED 'B+' GRADE (FIRST CYCLE)



This is to certify that Mr./Miss. Nisha Rai Sharma

*from Sy Bsc-IT has participated in "Eco-friendly Ganesha idol
making" workshop conducted by Nature Club in association with Young
Environmentalist Programme Trust on 25/08/2022.*

Convener, Nature Club

President,
Young Environmentalist Programme
Trust

Principal

The Nature Club in association with My Green Society is organising
Seminar on "Working towards Carbon - Neutral Planet"
by **Mr. Vishal Tibarewala**



Saturday, 10th September, 2022
10:35 AM , at Room No : 704 (7th Floor)



Thanks and Regards
Dr. Pratima Singh
Principal

Mr. Rajesh Maisalge
Convener
Nature Club

The Nature Club in association with My Green Society is organising
Seminar on "Working towards Carbon - Neutral Planet"
by **Mr. Vishal Tibarewala**

10th September, 2022



Mumbai, Maharashtra, India

Ground floor, Chandrabhan Sharma College, Near Gopal Sharma School, Powai
Complex, Powai, MHADA Colony 20, Powai, Mumbai, Maharashtra 400076, India
Lat 19.11654°

Long 72.902815°

10/09/22 10:22 AM GMT +05:30



Mumbai, Maharashtra, India

Ground floor, Chandrabhan Sharma College, Near Gopal Sharma School, Powai Vihar
Complex, Powai, MHADA Colony 20, Powai, Mumbai, Maharashtra 400076, India
Lat 19.11654°

Long 72.902815°

10/09/22 10:01 AM GMT +05:30



Date –08/09/2022

Notice

Nature Club


This is to inform all the students that **Nature Club in association with My Green Society** is organising a seminar on '**Working towards Carbon-neutral planet**'. It will be conducted by Mr. Vishal Tibarewala to guide students about the importance of going green and how it will help the environment.

We Cordially invite all the students to attend this seminar.

Date –Saturday, 10th September, 2022

Time – 10:30 am

Venue – Classroom 704(7th Floor)


Dr. Pratima Singh
(Principal)

REPORT
Nature Club

Particulars	Description
Name of the event	" SEMINAR ON WORKING TOWARDS CARBON NEUTRAL PLANET"
Date of the event	10th September, 2022
Time	10:30 am – 11:30 am.
Venue	Class 704, 7 th FLOOR
Stream/ Class	ALL DEPARTMENTS
Faculty in charge	Mr. Rajesh Maisalge
Faculty members	-
No. of Participation	62
No. of beneficiaries	62
Resource Person	Mr. Vishal Tibarewala
Resource Person Details	Founder- My Green Society India
Description of the Event	Seminar was started with a welcome speech by a student then principal Dr. Pratima Singh welcomed the guest. Many students were dressed in green cloth. Mr. Vishal Tibarewala started the seminar with his introduction and motto of "My Green Society". He explained to students about the need to save the environment and actions we should take in favour of it. He also cleared some students' doubts and answered them. He motivated them to work to save the environment. 62 students were present from all departments in the seminar.

Outcome of the Event	1) Students get to know about various organisations working to protect the environment. 2) Students get to know the importance of going green. 3) Awareness spread among students about the dangers faced by the planet earth and the measures that need to be taken to preserve the ailing planet.
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Mr. Rajesh Maisalge
Convener, Nature Club

DAILY ATTENDANCE SHEET

Day & Date : Sat 10-9-22 Time : 10:30 a.m. & p.m. to 11:30 a.m. & p.m.

Class : _____ Division : _____
Subject : "working towards carbon-Neutral planet" (Lecture / Practical / Tutorial) Room No. : _____

Name of Teacher (S) : 1. Rajesh maisalge 2. _____
3. Vishal Tibarewala 4. _____

Roll No.	Name of the Student	Signature of the Student	Roll No.	Name of the Student	Signature of the Student
001	GANESH RATHOD	<u>Rajesh</u>	030	Shruti wankhede	<u>Shruti</u>
002	Suraj Lohia	<u>Suraj</u>	031	singh Angali	<u>Angali</u>
003	Nisha Rai Sharma	<u>Nisha</u>	032	Roshni Kerkar	<u>Roshni</u> FYIT
004	Srivani Bari	<u>Srivani</u>	033	Tamanna Nityanand	<u>Tamanna</u> FYIT
005	Nisali Pandey	<u>Nisali</u>	034	Abhishek Mishra	<u>Abhishek</u>
006	Phoolchand Yadav	<u>Phoolchand</u>	035	Adarsh Dhawan	<u>Adarsh</u>
007	Shrushti Thakur	<u>Shrushti</u>	036	Nilesh Madhale	<u>Nilesh</u> FYIT
008	Shoaib Salmani	<u>Shoaib</u>	037	Surya Mukherjee	<u>Surya</u>
009	Nadeem Ali	<u>Nadeem</u>	038	Shah Manish	<u>Manish</u>
010	Lavanya Karkar	<u>Lavanya</u>	039	Vedant Salasakar	<u>Vedant</u> FYIT
011	Shilpa Bhutara	<u>Shilpa</u>	040	Charanya Mestry	<u>Charanya</u>
012	Ritika Kanodia	<u>Ritika</u>	041	Sahil Joshi	<u>Sahil</u>
013	Riya Jiwari	<u>Riya</u>	042	Manasi sharma	<u>Manasi</u>
014	Manshad Jadhav	<u>Manshad</u>	043		
015	Pooja Gokulwar	<u>Pooja</u>	044		
016	Pratik Pradhan	<u>Pratik</u>	045	Anchal Singh	<u>Anchal</u>
017	Shulshan Purohit	<u>Shulshan</u>	046	Omprakash Singh	<u>Om</u>
018	ARJUN RATHOD	<u>Arjun</u>	047		
019	Farhan Khan	<u>Farhan</u>	048	Tanvini Sune	<u>Tanvini</u> FYIT
020	Ranjeet Vishwakarma	<u>Ranjeet</u>	049		
021	Pooja Tiwari	<u>Pooja</u>	050		
022	Khya Amreen	<u>Amreen</u>	051		
023	Samitha Theras	<u>Samitha</u>	052	Krishna. VISH	<u>Krishna</u>
024	Archana Rai	<u>Archana</u>	053		
025	Chanchal Gupta	<u>Chanchal</u>	054	Ankita Yadav	<u>Ankita</u>
026	Trupti Sawant	<u>Trupti</u>	055		
027	Shweta Singh	<u>Shweta</u>	056	Nehraj yadav	<u>Nehraj</u>
028	Tarisha Upale	<u>Tarisha</u>	057	Poojati M. Yadav	<u>Poojati</u> FYIT
029	Sakshi Upadhyay	<u>Sakshi</u>	058		



FYIT

Roll No.	Name of the Student	Signature of the Student	Roll No.	Name of the Student	Signature of the Student
76 059	Abhijeet Pal	Abhijeet	093		
14 060	Abhay Jain	Abhay	094		
21 061	Rishu B. Mawrya	Rishu	095		
062			096		
063	Priya Yadav	Priya	097		
064			098		
065			099		
066	Ansari Shoaib	Shoaib	100		
067			101		
068	MALIK ABDUL BASTI	Malik	102		
FVI 069	Palak	Palak	103		
FYI 59 070	Shubham Yadav	Shubham	104		
04 FYI 071	Rajveer Chauhan	Rajveer	105		
08 FYI 072	Krishna Gaud	Krishna	106		
07 FYI 073	Hitesh Gaud	Hitesh	107		
04 FYI 074	Siddiqui Majidi	Siddiqui	108		
13 FYI 075	Siddiqui Farman	Siddiqui	109		
076			110		
077			111		
078			112		
079			113		
080			114		
081			115		
082			116		
083			117		
084			118		
085			119		
086			120		
087			121		
088			122		
089			123		
090			124		
091			125		
092			126		

Total Number of Students present 62

Signature of Head of the Department

Signature of the Teachers (S)

mt. Durgadevi Sharma Charitable Trust

CSC

Chandrabhan Sharma College

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

Date: 6th Sept, 2022

To,

Mr. Vishal Tibarewala,

Founder - My Green Society India.


Subject: - Invitation for Guest Lecture.

Respected Sir,

We are pleased to invite you for a seminar organized by the **Nature Club of Chandrabhan Sharma College of Arts, Science and Commerce** to be held on 10th September, 2022 from 10:30 am – 11:30 am on the topic of “**WORKING TOWARDS CARBON NEUTRAL PLANET**”. Our goal is to bring an awareness among students about the dangers faced by the planet earth and the measures that need to be taken to preserve the ailing planet. Your presence will motivate our students. Please make it convenient to be present for the session.

Thank you.

Regards,



Principal

Dr. Pratima Singh
PRINCIPAL

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



Date: 10th Sept, 2022.

To,

Mr. Vishal Tibarewala,

Founder - My Green Society India,

Subject: Thank You Letter

Dear Sir,

It gives us immense pleasure to thank you for your valuable inputs on seminar organised by the Nature Club of Chandrabhan Sharma College of Arts, Science and Commerce on "WORKING TOWARDS CARBON NEUTRAL PLANET" Saturday, 10th September, 2022 at 10:30am.

Looking forward to many more such opportunities in future.

Thank you.

Yours sincerely,

Principal

Dr. Pratima Singh

PRINCIPAL

**Chandrabhan Sharma College
of Arts, Science & Commerce**

Powai, Powai, Mumbai - 400 076.

Tel. 25704526 / 25704530



THE NATURE CLUB ORGANISED A NATURAL TREK TO

Dhangar Waterfall



Monday, 19th September, 2022
07:00 AM

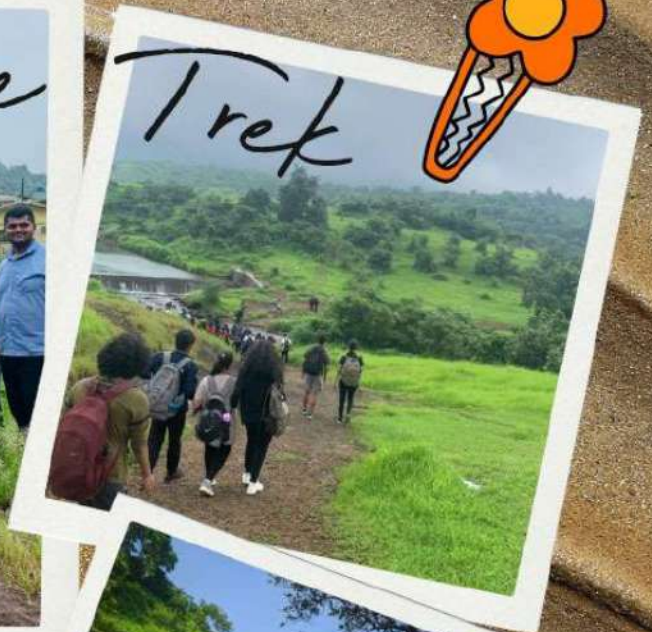
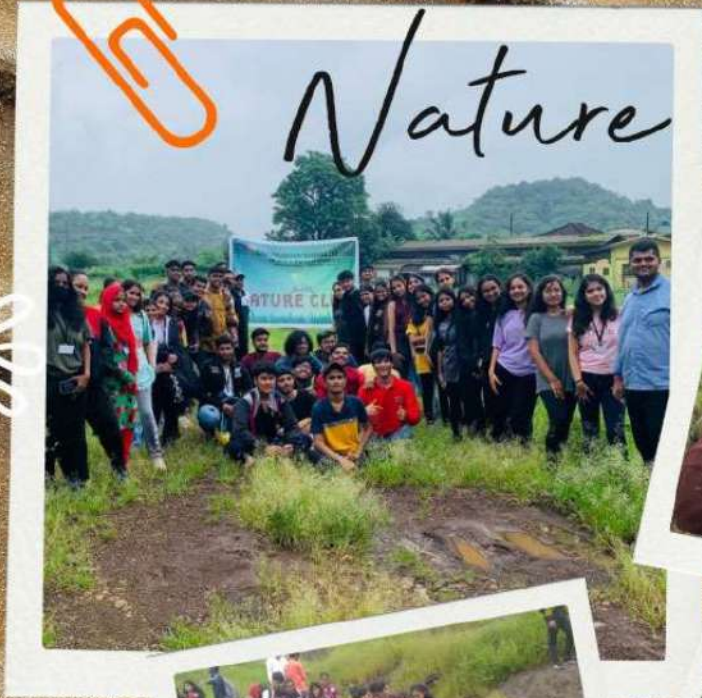
Venue: Dhangar Waterfall, Badalapur



Thanks and Regards
Dr. Pratima Singh
Principal

Mr. Rajesh Maisalge
Convener, Nature Club

19th, Sep 2022



Date – 14/09/2022

Notice

Nature club

This is to inform all the students that Nature Club is organising “Trek to Dhangar Waterfalls, Badlapur”.

Activity includes a nature trail, environmental issues as well as awareness about the hidden beauty of the unknown places.

The most unforgettable things about this place is the deep forest and waterfalls nearby, especially in the rainy season.

We cordially all the student to participate.

Registration :

At Room no: 703 time: 9:50 to 10:30 from 14-9-22 to 16-9-22.

Contact: 8454063036(Ganesh Rathod -TYIT)

Registration Fee : 550

Trek Includes


- Local tasport from college to badlapur
- Breakfast and lunch
- First aid & Expertise
- Guide/ Rescue person

Date – 17th September, 2022

Time – 7:00 am

Reporting Time - 6.30 am

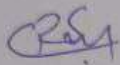
Meet point – Chandrabhan Sharma College Ground floor.


Dr. Pratima Singh
(Principal)

REPORT**Nature Club**

Particulars	Description
Name of the event	"Dhangar Waterfall Trek - Badlapur"
Date of the event	19th September, 2022
Time	7:30 am - 5:00 pm
Venue	Dhangar Waterfall - Badlapur
Stream/ Class	For all students
Faculty in charge	Mr. Rajesh Maisalge
Faculty members	Mr. Rajesh Maisalge, Ms. Pratibha Jadhav
No. of Participation	47
No. of beneficiaries	-
Resource Person	Mr. Vaibhav Sarode (Guide)
Resource Person Details	8879753622
Description of the Event	<p>The guide showed up soon enough, and the class set out on its Venture. Some ran up ahead, others walked at their own pace. The trees were still, displaying nature's pride along with the rustle of green plants. The walking continued for an hour till we reached the Waterfall spot. All the students began filing in, one by one, the water made a heaven for them. It's the climb that enhances the beauty of the top of the mountain; it was that for the students. Except of course, the mountain top was replaced by a lovely waterfall. They played with the water and they played with one another, then they clicked pictures in the water.</p> <p>Then the walk back down began reaching back to where the bus stood positioned, had lunch in base village and back to college by same bus. The Trek ended on a good note with an informative and interactive session.</p>

Outcome of the Event	<ol style="list-style-type: none">1. Students get to know about various organizations working to protect the environment.2. Students get to know the importance of green environment.3. Awareness spread among students about the dangers faced by the planet earth and the measures that need to be taken to preserve the ailing planet.
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Mr. Rajesh Maisalge

Convener, Nature Club

SR. NO	FIRST NAME	MIDDLE NAME	SURNAME	STREAM	YEAR	ROLL NO	MOBILE	EMAIL ADDRESS
	Prof Rajesh Maiselge							
	Dr Pratibha							
	Lab Assit Suraj							
1	Ganesh	Ramesh	Rathod	BScIT	Third Year	13	8454063036	karanracer111@gmail.com
2	Arjun	Ramesh	Rathod	BAF	Third Year		8108963097	
3	Shrushti	Gajanan	Thakur	BScIT	First year	49	9321253116	shrushtithakur04@gmail.com
4	Alfiya	Yunus	Shaikh	BMS	First year	58	9594653115	alfiyyshk@gmail.com
5	Zainab	Abdul Salam	Khan	BMS	First year	31	9699088199	khanzainab1228@gmail.com
6	Arshiya	Shakil	ansari	BMS	First year	2	919152681504	arshiyaansari400@gmail.com
7	Poonam	Shyambabu	Kesharwani	B.Com	Third Year	98	9372340277	kesharwanipoonam234@gmail.com
8	Preeti	Laxmishankr	Mishra	B.Com	Third Year	106	8657262796	preetimishra0630@gmail.com
9	Palak	Parmanand	Gupta	BScIT	First year	10	9004510039	Valentinaloyat@gmail.com
10	Sadiya	Rafique	Shaikh	BFM	First year	9	8779005305	sadiyasmpl2003@gmail.com
11	Jasmine	Asif	Sayyed	BMS	First year	57	8452906367	sayyedjasmine2005@gmail.com
12	Sneha	Ramniwas	Sahani	BMS	First year	55	8652432466	snehasahani26072004@gmail.com
13	Sanika	Subhash	Ghadge	BMS	First year	17	7208156989	sanikaghadge16@gmail.com
14	Kavya	Laxman	Bejjenki	BMS	First year	5	7400461710	kavvyaaaa005@gmail.com
15	Anurag	Arvind	Rawat	BMS	First year	102	9082291919	anuragarawat276@gmail.com

Prof

16	Sonaligupta2001r@gmail.com	Sonali	Gupta	BMS	Third Year	22	70218 05357	Sonaligupta2001r@gmail.com
17	Prasanjit	Pradeep	Kharat	BBI	Third Year	8	9326102300	prasanjitkharat0202@gmail.com
18	Sahili	Baliram	Bhosale	BMS	First year	86	8591007338	sahilibhosale7@gmail.com
19	Devang	Sharad	Parab	BMS	First year	85	9967492877	parabdevang444@gmail.com
20	Rohan	Hariram	Yadav	BMS	First year	82	7021042408	rohanyadav0496@gmail.com
21	Shreya	Kamlakar	Tiwari	BMS	Third Year	103	8652430598	shreya400072@gmail.com
22	Kshama	Pradeep	Tiwari	BMS	Third Year	102	9769361251	tiwankshama2002@gmail.com
23	Kenneth	Leji	Abraham	BMS	First year	1	9372640862	ken04abe@gmail.com
24	Riya	Devendra	Chauhan	BAF	First year	7	8097254942	riyachauhan0509@gmail.com
25	MUSKAN	Ajay	Singh	BBI	First year	18	9321610875	musky2106@gmail.com
26	Mushtaque	Mukhtar ahmed	Ansari	BMS	First year	3	9082405920	ansarimushtaque17@gmail.com
27	Atul	Shyamdhar	Pandey	BMS	First year	93	7081065807	atulp2150@gmail.com
28	Megha		Manoharan	BMS	Third Year	126	7506015058	manohamegha3@gmail.com
29	Yogita	Somnath	Ghanwat	BMS	Third Year	132	8850004146	ghanwatyogita@gmail.com
30	Lino	Yohannan		BMS	Third Year	1	9137408025	linojohn2001@gmail.com
31	Vivek	Anand	Tripathi	BMS	First year	76	9633804827	dipeshtripathi2808@gmail.com
32	Amit kumar	Dinesh	Rajbhar	BMS	First year	53	7506814116	amitkumarajbhar04@gmail.com
33	Sachin	Dhananjay	Singh	BMS	First year	71	8425058078	Sskshatriya2004@gmail.com
34	Shivam	Mahesh	Tiwari	BMS	First year	75	773861213	mayurtiwari115@gmail.com
35	Ayush	Vikram	Kajania	BBI	First year	4	7400227705	kajaniaayush@gmail.com

Paly



36	Sakshi Hegde	Jayaraj	Hegde	BMS	First year	22	9594512619	sakshihegde1001@gmail.com
37	Saurabh	Raghunandan	Sahu	BMS	First year	97	8707042996	Saurabhsahu792@gmail.com
38	Akhilesh	Rajesh	Yadav	BScIT	Third Year	25	8879406512	aykenney26@gmail.com
39	Brijesh	Dayaram	Chaudhary	BMS	First year	10	9321866924	brijeshchaudhary1308@gmail.com
40	Nidhi	Kaur	Bagga	BAF	Third Year	4	8628366833	nidhibagga2002@gmail.com
41	Rayyan	Ali	Shaikh	BAF	Third Year	47	8976434043	shaikhrayyanali@gmail.com
42	Diksha	Sushil	Mishra	BMS	First year	37	8208020454	diksham1804@gmail.com
43	Ranjeet	Shambhunath	Vishwakarma	BScIT	Second year	41	8081490641	rv238502@gmail.com
44	Sneha	Sanjay	Gupta	BMS	First year	20	9594812775	gsnehagupta9898@gmail.com
45	Amar	Moneshwar	Mumu	BBI	Third Year	10	9326297645	noobking653@gmail.com
46	Rakesh	Satyaprakash	Mishra	Boom	First Year	43	9372054135	
47	Sumit			BScIT	54		9324367155	

Roh



Foot to Dhangee waterfall Registration

Timestamp	First Name	Middle name	Surname	Section	Year	Roll n	Mobile Number	Email Id
9/16/2022 1C	Alfiya	Yunus	Shaikh	BMS	First year	58	9594653115	alffyyshk@gmail.com
9/16/2022 1C	Zainab	Abdul Salam	Khan	BMS	First year	31	9699088199	khanzainab1228@gmail.com
9/16/2022 11	Pooja	Madhukar	Yadav	BBI	First year	24	9372036730	Poojayadav10576@gmail.com
9/16/2022 11	Deepika	Sanjay	Gouda	BScIT	Second year	48	7208103478	dpa0526@gmail.com
9/16/2022 11	Arshiya	Shakil	ansari	BMS	First year	02	+91915268150	arshiyaansari400@gmail.com
9/16/2022 11	Prasanjit	Pradeep	Kharat	BBI	Third Year	08	09326102300	prasanjitkharat0202@gmail.com
9/16/2022 11	Poonam	Shyambabu	Kesharwani	B.Com	Third Year	98	9372340277	kesharwanipoonam234@gmail.com
9/16/2022 11	Preeti	Laxmishankr	Mishra	B.Com	Third Year	106	8657262796	preetimishra0630@gmail.com
9/16/2022 11	Muskan	Sanjay	Jaiswal	BAMMC	First year	8	9142646911	muskanjaiswal421@gmail.com
9/16/2022 11	Ganesh	Ramesh	Rathod	BScIT	Third Year	13	8454063036	karanracer111@gmail.com
9/16/2022 1C	Akhilesh	Rajesh	Yadav	BScIT	Third Year	25	8879406512	aykeny26@gmail.com
9/16/2022 1C	Muskan	Sanjay	Jaiswal	BAMMC	First year	8	9142646911	muskanjaiswal421@gmail.com
9/16/2022 1C	Naziya	Nisar	Shaikh	BAMMC	Second year	18	9373600483	sadiyashaikh0510@gmail.com
9/16/2022 1C	Palak	Parmanand	Gupta	BScIT	First year	10	9004510039	Valentinaloyat@gmail.com
9/16/2022 1C	Nitesh	Lalbahadur	Yadav	BScIT	First year	69	9136231028	ny566830@gmail.com
9/16/2022 2C	Saif khan	Israel	Khan	BAMMC	First year	10	7715017159	Saifukhan3859@gmail.com
9/17/2022 9C	Sadiya	Rafique	Shaikh	BFM	First year	9	8779005305	sadiyasmpl2003@gmail.com
9/17/2022 1C	Shrushti	Gajanan	Thakur	BScIT	First year	49	9321253116	shrushtithakur04@gmail.com
9/17/2022 1C	Jasmine	Asif	Sayyed	BMS	First year	57	8452906367	sayedjasmine2005@gmail.com
9/17/2022 1C	Sneha	Ramniwas	Sahani	BMS	First year	55	8652432466	snehasahani26072004@gmail.com
9/17/2022 1C	Sanika	Subhash	Ghadge	BMS	First year	17	7208156989	sanikaghadge16@gmail.com
9/17/2022 1C	Kavya	Laxman	Bejenki	BMS	First year	5	7400461710	kavvyaaaa005@gmail.com
9/17/2022 1C	Diksha	Sushil	Mishra	BMS	First year	37	8208020454	diksham1804@gmail.com
9/17/2022 1C	Anurag	Arvind	Rawat	BMS	First year	102	9082291919	anuragarawat276@gmail.com
9/17/2022 1C	Sneha	Sanjay	Gupta	BMS	First year	20	9594812775	gsnehagupta9898@gmail.com
9/17/2022 1C	Sonaligupta2001	Sonali	Gupta	BMS	Third Year	22	7021805357	Sonaligupta2001r@gmail.com
9/17/2022 1C	Arshiya	Shakil	ansari	BMS	First year	02	+91915268150	arshiyaansari400@gmail.com
9/17/2022 1C	Sahili	Baliram	Bhosale	BMS	First year	86	8591007338	sahilibhosale7@gmail.com
9/17/2022 1C	Devang	Sharad	Parab	BMS	First year	85	9967492877	parabdevang444@gmail.com
9/17/2022 1C	Rohan	Hariram	Yadav	BMS	First year	82	7021042408	rohanyadav0496@gmail.com
9/17/2022 1C	Shreya	Kamlakar	Tiwari	BMS	Third Year	103	8652430598	shreya400072@gmail.com
9/17/2022 1C	Kshama	Pradeep	Tiwari	BMS	Third Year	102	9769361251	tiwarikshama2002@gmail.com
9/17/2022 1C	Kenneth	Leji	Abraham	BMS	First year	01	9372640862	ken04abe@gmail.com
9/17/2022 1C	Riya	Devendra	Chauhan	BAF	First year	07	8097254942	riyachauhan0509@gmail.com
9/17/2022 1C	MUSKAN	Ajay	Singh	BBI	First year	18	9321610875	musky2106@gmail.com
9/17/2022 1C	Mushtaque	Mukhtar ahmed	Ansari	BMS	First year	03	9082405920	ansarimustaque17@gmail.com
9/17/2022 1C	Atul	Shyamdhara	Pandey	BMS	First year	93	7081065807	atulp2150@gmail.com
9/17/2022 1C	Megha	Somnath	Ghanwat	BMS	Third Year	132	8850004146	ghanwatyogita@gmail.com
9/17/2022 1C	Yogita	Yohannan		BMS	Third Year	01	09137408025	linojohn2001@gmail.com
9/17/2022 1C	Lino	Anand	Tripathi	BMS	First year	76	9833804827	dipeshtripathi2808@gmail.com
9/17/2022 1C	Vivek	Dinesh	Rajbhar	BMS	First year	53	7506814116	amitkumarrajbhar04@gmail.com
9/17/2022 1C	Amit kumar	Dhananjay	Singh	BMS	First year	71	8425058078	Sskshatriya2004@gmail.com
9/17/2022 1C	Sachin	Mahesh	Tiwari	BMS	First year	75	773861213	mayurtiwari115@gmail.com
9/17/2022 1C	Shivam	Vikram	Kajania	BBI	First year	04	7400227705	kajaniaayush@gmail.com
9/17/2022 11	Ayush	Jayaraj	Hegde	BMS	First year	22	09594512619	sakshihegde1001@gmail.com
9/17/2022 1C	Sakshi Hegde	RaghuNandan	Sahu	BMS	First year	97	8707042996	Saurabhsahu792@gmail.com
9/17/2022 1C	Saurabh	Kaur	Bagga	BAF	Third Year	04	8828366833	nidhibagga2002@gmail.com
9/17/2022 17	Nidhi	Ali	Shaikh	BAF	Third Year	47	8976434043	shaikhrayyanalii@gmail.com
9/17/2022 17	Rayyan	Dayaram	Chaudhary	BMS	First year	10	9321866924	brijeshchaudhary1308@gmail.com
9/17/2022 17	Brijesh	Devendra	Chauhan	BAF	First year	07	8097254942	riyachauhan0509@gmail.com
9/17/2022 17	Riya	Sushil	Mishra	BMS	First year	37	8691917421	diksham1804@gmail.com
9/17/2022 17	Diksha	Devendra	Chauhan	BAF	First year	07	8097254942	riyachauhan0509@gmail.com
9/17/2022 17	Riya	Parmanand	Gupta	BScIT	First year	10	9004510039/91	Palakguptq87@gmail.com
9/17/2022 17	Palak	Sanjay	Gupta	BMS	First year	20	9594812775	gsnehagupta9898@gmail.com
9/17/2022 1C	Sneha	Shambhunath	Vishwakarr	BScIT	Second year	41	8081490641	rv238502@gmail.com
9/17/2022 1C	Ranjeet	RAMESH	RATHOD	BAF	Third Year	38	8108963097	arjunracer111@gmail.com
9/17/2022 2C	ARJUN	Moneshowar	Murmu	BBI	Third Year	10	9326297645	noobking653@gmail.com
9/18/2022 1C	Amar	SATYAPRAKASI MISHRA	B.Com	First year	43	9372054135	rakeshmishra0096@gmail.com	
9/18/2022 1C	RAKESH							

Raj





NO VEHICLE DAY



22nd Sep, 2022

VENUE: COLLEGE PREMISES

Thanks & Regards
Dr. Pratima Singh
Principal

Mr. Rajesh Maisalge
Convener



 GPS Map Camera

Mumbai, Maharashtra, India

Amber-101 , Gempowai Vihar, MHADA Colony 20, Powai, Mumbai,
Maharashtra 400076, India

Lat 19.116517°

Long 72.902916°

22/09/22 11:10 PM GMT +05:30



Date – 16/09/2022

Notice

Nature Club

We are excited to announce that the Nature Club of Chandrabhan Sharma College of Arts, Science & Commerce will be observing World Car Free Day on September 22nd by organizing a "No Vehicle Day" event.

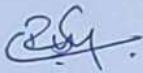
The aim of this event is to raise awareness about the importance of sustainable transportation and reducing our carbon footprint. By encouraging alternative modes of transportation such as walking, cycling, carpooling, and public transportation, we can collectively contribute to a greener and healthier environment.

We cordially invite all the students and staff to participate and request them not to bring any vehicle inside college premises.

Date – Thursday, 22 Sept 2022

Time – Full day

Venue – College Premises



Mr Rajesh Maisalge
Convener, Nature Club



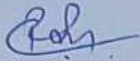
Dr. Pratima Singh
Principal

Date: 22/09/2022

Report Nature Club

Particulars	Description
Name of the event :	No Vehicle day
Date of the event :	22/09/2022
Time :	7:00 am to 4:00 pm
Venue :	College Premises
Stream / Class :	All Stream and all Class
Faculty in charge :	Rajesh Maisalge
Faculty members :	Kushali Gupta
No. of Participants :	-
No. of beneficiaries :	-
Resource Person :	-
Resource Person Details :	-
Description of the Event :	On September 22nd, our college observed World Car Free Day by organizing a successful "No Vehicle Day" event. The initiative, led by our esteemed Nature Club, aimed to promote sustainable transportation practices and raise awareness about reducing carbon emissions for a greener and healthier environment. The "No Vehicle Day" event witnessed enthusiastic participation from both staff and students.

Outcome of the Event :	<ol style="list-style-type: none">1. Increased Awareness: The event generated significant awareness about the environmental impact of excessive car usage and the importance of sustainable transportation options.2. Reduced Carbon Emissions: The active participation and cooperation of staff and students resulted in a noticeable reduction in vehicular traffic on the college campus for the duration of the event.
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Mr. Rajesh Maisalge
Convener, Nature Club

The Nature Club in association with WE- The Recycling Company
is organising

E-Waste Week



17 Oct to 21 Oct , 2022

8:30 AM to 12:00 PM

Venue : Ground Floor


E-Waste dustbin



Thanks & Regards,
Dr. Pratima Singh
Principal

Convener, Nature Club
Mr. Rajesh Maisalge



 GPS Map Camera

Mumbai, Maharashtra, India

Chandrabhan Sharma College, Near Gopal Sharma School, Powai Vihar Complex, Powai, MHADA Colony 20, Powai, Mumbai, Maharashtra 400076, India.

Lat 19.116557°

Long 72.902788°

08/12/22 11:05 AM GMT +05:30



Google



Date -12/10/2022

Notice

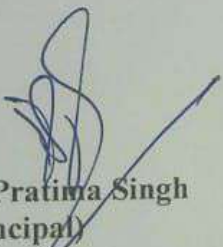
Nature Club

This is to inform all the students, teaching and non-teaching staff that **Nature Club in association with WE- The Recycling Company** is organising an "E-Waste Week" from 17 October to 21 October 2022. All students, teaching and non-teaching staff are requested to bring any e-waste material, register their name and drop e-waste in a dustbin kept for e-waste at the ground floor.

Date -Monday 17 October 2022- Friday 21 October 2022.

Time - 8:30 am - 12:00 pm

Venue - Ground Floor E-waste Dustbin.


Dr. Pratima Singh
(Principal)

REPORT

Nature Club

Particulars	Description
Name of the event	"E-Waste Week"
Date of the event	17th October, 2022 to 21st October 2022
Time	8:30 am and 12 pm
Venue	College Ground Floor
Stream/ Class	For all students
Faculty in charge	Mr. Rajesh Maisalge
Faculty members	Mr. Rajesh Maisalge, Ms. Pratibha Jadhav
No. of Participation	25
No. of beneficiaries	-
Resource Person	-
Resource Person Details	-
Description of the Event	Nature Club in association with "WE- The Recycling Company" organized the "E-waste Week" from 17th October, 2022 to 21st October 2022. All students, Teaching staff and non-teaching staff were invited to bring e-waste materials from their houses and drop the same in the Blue colour drums kept at college ground floor between 8:30 am and 12 pm. There were 25 Students who donated e-waste materials, & even the teachers gave their contribution to this activity by donating e-waste materials. Collected material then handed over to "WE- The Recycling Company" on 16-02-23 at 1.30 pm at the ground floor of college.

Outcome of the Event	<ol style="list-style-type: none">1. Students understood the harmful effect of E-Waste2. Student understood how to dispose E-waste Safely.
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Mr. Rajesh Maisalge
Convener, Nature Club



CHANDRABHAN SHARMA COLLEGE OF ARTS, SCIENCE AND COMMERCE

POWAI VIHAR, POWAI, MUMBAI - 400 076.

DAILY ATTENDANCE SHEET

Day & Date : 17-10-21 to 21-10-21 Time : _____ a.m. & p.m. to _____ a.m. & p.m.

Class : _____ Division : _____

Subject : "E-waste week" (Lecture / Practical / Tutorial) Room No. : _____

Name of Teacher (S) : 1. Rajesh Nairalge 2. _____
3. _____ 4. _____

Roll No.	Name of the Student	Signature of the Student	Roll No.	Class Name of the Student	Roll No. Signature of the Student
001	Krishna Vich.	<u>KRISHNA</u>	030	FY BSC. IT	52
002	shubham yadav	<u>Shubham</u>	031	FY BSC. IT	59
003	Poojati Yadav	<u>Poojati Y.</u>	032	FY BSC. IT	57
004	Abhishek Mishra	<u>Abhis</u>	033	FY BSC. IT	22
005	Shivam gupta	<u>Shivam</u>	034	FY BSC. IT	11
006	Chanchal Gupta	<u>chanchal</u>	035	FY BSC. IT	09
007	Aman Yadav	<u>Aman</u>	036	FY BSC. IT	58
008	Omprakash Singh	<u>Om</u>	037	FY BSC. IT	46
009	Sakshi V	<u>Sakshi</u>	038	FY BSC. IT	61
010	Rishu R. Mawrya	<u>Rishu</u>	039	FY BSC. IT	21
011	Nilesh modhale	<u>Nilesh</u>	040	FY BSC. IT	23
012	Amol kalel	<u>Amol</u>	041	FY BSC. IT	73
013	Adarsh Dhawan	<u>Dhawan</u>	042	FY BSC. IT	05
014	Uvanya A. Kulkarni	<u>Uvanya</u>	043	SY BSC. IT	11
015	Shivani Tiwari	<u>Shivani Tiwari</u>	044	SY BSC. IT	39
016	Kunal singh	<u>Kunal</u>	045	SY BSC. IT	35
017	Shweta Singh	<u>Shweta</u>	046	SY BSC. IT	38
018	Phalchand yadav	<u>Phalchand</u>	047	SY BSC. IT	46
019	Rizwan Shaikh	<u>Rizwan</u>	048	SY BSC. IT	27
020	Sujal sharma	<u>Sujal</u>	049	SY BSC. IT	30
021	Preepika Gouda	<u>Preepika</u>	050	SY BSC. IT	48
022	Manjit singh	<u>Manjit</u>	051	SY BSC. IT	27
023	Ayali Singh	<u>Ayali</u>	052	SY BSC. IT	34
024	GANESH RAJOD	<u>Ganesh</u>	053	TY IT	13
025	Janhavi Sanye	<u>Janhavi</u>	054	FY BSC. IT	48
026	Santosh Mishra	<u>Santosh</u>	055	TY IT	11
027			056		
028			057		
029			058		



Student Council Department and Nature Club of Chandrabhan Sharma College Organizing
Open Platform for Discussion and Creating New Ideas for
safeguarding available Wetlands near Powai.

World Wetlands Day It's Time for Wetlands Restoration



2nd FEB, 2023
10:30 AM TO 11:30 AM
Class Room 604

Resource Person
Ms. Elsie Gabriel
Environmentalist



It's time for
wetland restoration

Thanks & Regards,
Dr. Pratima Singh
I/C Principal

Mr. Rajesh Maisalge
Convener - Nature Club

Dr. Avadhesh Yadav
Convener - Student Council

Student Council Department and Nature Club of Chandrabhan Sharma College Organizing
**OPEN PLATFORM FOR DISCUSSION AND CREATING NEW IDEAS FOR
SAFEGUARDING AVAILABLE WETLANDS NEAR POWAI.**

2nd FEB, 2023



Mumbai, Maharashtra, India
Shri Chandrabhan Sharma College Powai Vihar
Complex, 4W83+J4X, MHADA Colony 20,
Powai, Mumbai, Maharashtra 400076, India



Mumbai, Maharashtra, India
Shri Chandrabhan Sharma College Powai Vihar
Complex, 4W83+J4X, MHADA Colony 20,
Powai, Mumbai, Maharashtra 400076, India

Date – 23/01/2023

Notice

Nature Club

This is to inform all the students that the Student Council and Nature Club in association with Young Environmental Programme is organizing open platform for Discussion and Creating New ideas for safeguarding available Wetlands near Powai, "World Wetlands Day" under the theme 'It's a Time for Wetlands Restoration' at room no. 603, 6th floor College building.

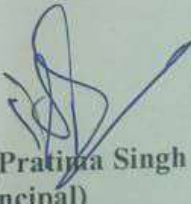
Activity includes a lecture on Powai Lake and Wetlands near lake and its environmental benefit by Environmentalist Elsie Gabriel.

We cordially invite all the students to participate in this seminar.

Date – 2nd February 2023

Time – 10:30 am onwards

Venue – class room no.604.



Dr. Pratima Singh
(Principal)

REPORT

Nature Club

Particulars	Description
Name of the event	"World Wetland Day"
Date of the event	2nd February, 2023
Time	10:30 am to 11:30
Venue	class room no. 603.
Stream/ Class	ALL DEPARTMENTS
Faculty in charge	MR. RAJESH MAISALGE
Faculty members	-
No. of Participation	40 Students
No. of beneficiaries	-
Resource Person	Elsie Gabriel
Resource Person Details	Environmentalist/ 9967347511
Description of the Event	The seminar started with a prayer for Lord Ganesha. Later Environmentalist Elsie Gabriel asked a few questions related to Powai lake and its surrounding Wetland area, then distributed t-shirts as a prize to the winners who have answered correctly. Later Discussed with students related to Wetlands and Creating New ideas for safeguarding available Wetlands near Powai.
Outcome of the Event	<ol style="list-style-type: none"> 1) Students understood the importance of Wetland for Ecosystem. 2) Students understood the importance of Wetland for green environment.

Dr. Avadhesh Yadav
Convenor, Student Council


Mr. Rajesh Maisalge
Convenor, Nature Club

Date: 2nd February, 2023.

To,

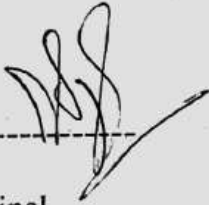
Ms. Elsie Gabriel,

Respected madam,

On behalf of Chandrabhan Sharma College, we wish to thank you for the invaluable contribution you made at the seminar on the topic 'WORLD WETLANDS DAY' held on 2nd February, 2023 for our college students.

It was really a very helpful program for our students. We look forward for such beneficial sessions in future.

Thanking You.



Principal

(Dr. Pratima Singh)

PRINCIPAL

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



Received
Elsie Gabriel

Smt. Durgadevi Sharma Charitable Trust



Chandrabhan Sharma College
Arts, Science & Commerce

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

Date: 1st February, 2023.

To,

Ms. Elsie Gabriel,

Subject: - Invitation for Guest Lecture.

Respected Madam,

We are pleased to invite you for a seminar "WORLD WETLANDS DAY" organized by the Student Council and Nature Club of our college to be held on 2nd February, 2023 from 10:30 am – 11.30 am. Your presence will motivate our students. Please make it convenient to be present for the session.

Thank you.

Regards,

Principal

(Dr. Pratima Singh)

PRINCIPAL

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





CHANDRABHAN SHARMA COLLEGE OF ARTS, SCIENCE AND COMMERCE

POWAI VIHAR, POWAI, MUMBAI - 400 076.

DAILY ATTENDANCE SHEET

Day & Date : 2-2-2023 Time : _____ a.m. & p.m. to _____ a.m. & p.m.

Class : _____ Division : _____

Subject : World Wetlands Day (Lecture / Practical / Tutorial) Room No. : _____

Name of Teacher (S) : 1. Rajesh Kairalge 2. _____
3. _____ 4. _____

Sl. No.	Roll No.	Name of the Student	Signature of the Student	Roll No.	^{class} Name of the Student	^{Roll No.} Signature of the Student
1	001	GANESH RATHOD	<u>Ganesh</u>	030	TYIT	13
2	002	Suyog Mulukh	<u>Suyog</u>	031	FYIT	25
3	003	Sahil Toshi	<u>Sahil</u>	032	FYIT	15
4	004	Chaitanya Meltry	<u>Chaitanya</u>	033	FYIT	70
5	005	Vedant Salaskar	<u>Vedant</u>	034	FYIT	34
6	006	Tamanna N	<u>Tamanna</u>	035	FYIT	01
	007	samirha	<u>samirha</u>	036	FYIT	64
	008	Archana Rai	<u>Archana</u>	037	FYIT	32
	009	Khan Amreen	<u>Amreen</u>	038	FYIT	17
	010	Mulsham fujari	<u>Mulsham</u>	039	FYIT	87
	011	Shobhit. Singh	<u>Shobhit</u>	040	FYIT	74
	012	priyg yadav	<u>Priyga</u>	041	FYIT	63
	013	Chanchal Gupta	<u>Chanchal</u>	042	FYIT	09
	014	Janhi surve	<u>Janhi</u>	043	FYIT	48
	015	Rajveer abhakar	<u>Rajveer</u>	044	FYIT	04
	016	khan Afzal	<u>Afzal</u>	045	FYIT	16
	017	Krishna Goud	<u>Krishna</u>	046	FYIT	08
	018	Shaikh Rizwan	<u>Shaikh</u>	047	SYIT	27
	019	Deepika Gouda	<u>Deepika</u>	048	SYIT	48
	020	Sujal Sharma	<u>Sujal</u>	049	SYIT	30
	021	Mansi Kayate	<u>Mansi</u>	050	FY BCA	64
	022	Manjit Singh	<u>Manjit</u>	051	SYBSCIT	37
	023	Lavanyashankar	<u>Lavanya</u>	052	SYBSCIT	11
	024	Hitesh Goud	<u>Hitesh</u>	053	FYIT	07
	025	Shreeta Singh	<u>Shreeta</u>	054	SYIT	38
	026	Shivani Timari	<u>Shivani</u>	055	SYIT	39
	027	Kunal Singh	<u>Kunal</u>	056	SYIT	35
	028	Prashant Yalav	<u>Prashant</u>	057	SYIT	46
29	029	Megha Patel	<u>Megha</u>	058	FYIT	29

Roll No.	Name of the Student	Signature of the Student	Roll No.	Name of the Student	Signature of the Student
30	058 Abhishok Chaudhary		093	TYIT	31
31	060 Saurabh Mishra		094	TYIT	11
32	061 Suraj Lohia		095	TYIT	09
33	062 Suyash Mishra		096	TYIT	12
34	063 Zoya Scifi		097	TYIT	14
35	064 Ruchika Yadav		098	TYIT	27
36	065 Vertika Sood		099	TYIT	22
37	066 Saurabh Mishra		100	TYIT	19
38	067 Manish Chauhan		101	TYIT	04
39	068 Mahesh Kambale		102	TYIT	07
40	069 Nikhil Chandanshi		103	TYIT	02
	070		104		
	071		105		
	072		106		
	073		107		
	074		108		
	075		109		
	076		110		
	077		111		
	078		112		
	079		113		
	080		114		
	081		115		
	082		116		
	083		117		
	084		118		
	085		119		
	086		120		
	087		121		
	088		122		
	089		123		
	090		124		
	091		125		
	092		126		



Total Number of Students present _____

Signature of Head of the Department

Signature of the Teachers (S)

The Nature Club in association with Techecho Waste Management LLP Organising

Seminar on "Awareness about E-Waste"



29th March 2023
8.30 am onward
Class room no. 704



Mr. Satish Saini and
Ms. Bhavika Waghela



Thanks and regards,
Dr. Pratima Singh
Principal

Convener, Nature Club
Mr. Rajesh Maisalge



Smt. Durgadevi Sharma Charitable Trust's
Chandrabhan Sharma College of Arts Science & Commerce, Powai
(Affiliated to the University of Mumbai)
NAAC ACCREDITED 'B+' GRADE (FIRST CYCLE)

The Nature Club in association with Techecho Waste Management LLP Organising

"AWARENESS ABOUT E-WASTE"

29th Mar, 2023



Date -25/03/2023

Notice
Nature Club

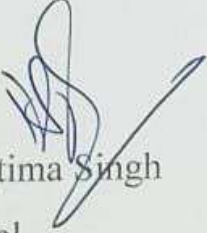
This is to inform all the students that **Nature Club in association with Techeco Waste Management LLP** is organising a seminar on 'Awareness about E-Waste'. It will be conducted by Mr. Bhushan and Ms. Pooja Lahare from Techeco Waste Management LLP to guide students about the ill effect of E-Waste on the environment and prevention methods for the same.

We cordially invite all the students to attend this seminar.

Date -Wednesday, 29th March, 2023

Time - 8:30 am onwards

Venue - Classroom 704(7th floor)


Dr. Pratima Singh
Principal

REPORT
Nature Club

Particulars	Description
Name of the event	E-waste.
Date of the event	29th March 2023
Time	8:30 am
Venue	classroom 704
Stream/ Class	All departments
Faculty in charge	Mr. RAJESH MAISALGE
Faculty members	MR. RAJESH MAISALGE, MS. KUSHALI GUPTA
No. of Participation	56
No. of beneficiaries	-
Resource Person	Mr. Bhushan and Ms. Pooja Lahare
Resource Person Details	Executive Manager Techeco Management LLP
Description of the Event	The keynote speaker Mr. Bhushan and Ms. Pooja Lahare are from Techeco Waste Management LLP and e-waste expert, who provided an in-depth insight into the issue. They talked about the rapid growth in the use of electronic devices worldwide and the subsequent increase in the generation of e-waste. The speaker explained how e-waste can be a major environmental hazard if not disposed of properly, and highlighted the risks posed by the toxic substances contained in electronic devices, such as lead, cadmium, and mercury. He also discussed the negative impacts of e-waste on human health and the ecosystem, including soil and water pollution. The seminar also covered sustainable practices in disposing of electronic devices, such as recycling and reusing electronic components. The speaker emphasized the importance of responsible

CSC CHANDRABHAN SHARMA COLLEGE OF ARTS, SCIENCE AND COMMERCE

POWAI VIHAR, POWAI, MUMBAI - 400 076.
DAILY ATTENDANCE SHEET

Day & Date: 29/03/23 - wed. Time: -8:30 a.m. & p.m. to 10:00 a.m. & p.m.

Class: _____ Division: _____

Subject: E-waste Awareness Guest (Lecture / Practical / Tutorial) Room No.: 702

Name of Teacher (S) : 1. Kushali Gupta 2. _____
3. _____ 4. _____

Roll No.	Name of the Student	Signature of the Student	Roll No.	Name of the Student	Signature of the Student
001	Abhay Jaiswar	Abhay	030	Sujal Sharma	Sujal
002	Nirbhil Chandan Shiv	Nirbhil	031	Sabil Joshi	Sabil
003	Sabi Akhan	Sabi	032	Gautami Borade	Gautami
004	Abhulash Singh	Abhulash	033	Samanna Sharma	Samanna
005	Adarsh Dhawan	Adarsh	034	Tamanna N	Tamanna
006	Prathamesh	Prathamesh	035	Anchal Singh	Anchal
007	Suyash Mishra	Suyash	036	Shah Sir	Shah Sir
008	Harsh Singh	Harsh	037	Manjit Singh	Manjit
009	Ritvik Anand	Ritvik	038	Shah Manish	Shah Manish
010	Saif Khan	Saif	039		
011	Farman Siddiq	Farman	040		
012	Jahir Mandal	Jahir	041	Hussain Sheikh	Hussain
013	Rohan Singh	Rohan	042	Rhivem Gupta	Rhivem
014	Sujal Sharma	Sujal	043		
015	Palak Gupta	Palak	044		
016	Khan Afzal	Afzal	045	Prakash Singh	Prakash
017	Anirudh Yadav	Anirudh	046		
018	Megha Patil	Megha	047		
019	Somali Sahib	Somali	048	Deepika Gouda	Deepika
020	Khan Anam	Anam	049		
021	Rishi R. Maurya	Rishi	050		
022			051		
023	Nitesh Madhok	Nitesh	052	Krishna Vish.	Krishna
024			053		
025			054		
026	Abhijeet Pal	Abhijeet	055	Rohan Yadav	Rohan
027	Shaikh Rizwan	Shaikh	056	Nazeem Yadav	Nazeem
028			057	Shivam Bari	Shivam
029			058	Nisha Rai Sharma	Nisha

FYIT
FYIT
FYIT
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FYIT

FYIT
FYIT

Roll No.	Name of the Student	Signature of the Student	Roll No.	Name of the Student	Signature of the Student
059	Archana Rai		093		
060			094		
061			095		
062			096		
063			097		
064	Samidha		098		
065			099		
066	Ansari Sheeb		100		
067			101		
068			102		
069	Nitesh Yadav		103		
070	Chaitanya Mestry		104		
071	Shubham Yadav		105		
072			106		
073	Amel Khat		107		
074			108		
075	Chanchal Gupta		109		
076	Jankari Surve		110		
077	Maniyam Ashraf		111		
078	Sanika Syyed		112		
079	Jasmi P.		113		
080	Asmita Rane		114		
081	Aanali		115		
082			116		
083			117		
084			118		
085			119		
086			120		
087			121		
088			122		
089			123		
090			124		
091			125		
092			126		

FYIT

FC
SIZ

FYIT

FYIT

FYBMM

FYBMM

FYBMM

FYBMM

Total Number of Students present

56

Signature of Head of the Department

Signature of the Teachers (S)

29/03/25



Date: 25th Mar, 2023.

To,
Mr. Satish Saini,
Techeco Waste Management LLP,

Subject: - Invitation for Guest Lecture.

Respected Sir,

We are pleased to invite you for a seminar organised by the **Nature Club of Chandrabhan Sharma College of Arts, Science and Commerce** to be held on 29th Mar, 2023 from 8:30 am onwards on the topic of 'AWARENESS ABOUT E-WASTE'. Our goal is to bring awareness among students about the dangers faced by the planet earth and the measures that need to be taken to preserve the ailing planet. Your presence will motivate our students. Please make it convenient to be present for the session.

Thank you.

Regards,

Principal

Dr. Pratima Singh

PRINCIPAL

**Chandrabhan Sharma College
of Arts, Science & Commerce**

Powai-Vihar, Powai, Mumbai - 400 076.

Tel. 25704526 / 25704530

Received.
Bhavika.



Date: 29th Mar, 2023.

To,
Ms. Bhavika Waghela,
Techeco Waste Management LLP,

Subject: Thank You Letter

Dear Ma'am,

It gives us immense pleasure to thank you for your valuable inputs on seminar organised by the Nature Club of Chandrabhan Sharma College of Arts, Science and Commerce on 'AWARENESS ABOUT E-WASTE' on wednesday, 29th March, 2023 from 8:30 am onwards.

Looking forward to many more such opportunities in future.

Thank you.

Yours sincerely,

Principal

Dr. Pratima Singh

PRINCIPAL

**Chandrabhan Sharma College
of Arts, Science & Commerce**

Powai-Vihar, Powai, Mumbai - 400 076.

Tel. 25704526 / 25704530



*Received
Satish Gaisi*

Nature Club is organizing
"International Biodiversity Day"



22nd May, 2023

Mode: Google Meet

Thanks & Regards
Dr. Pratima Singh
Principal

Mr. Rajesh Maisalge
Convener



shivam gupta

MOHAMMED REHAN SHAIKH

Trupti Sawant

Faiyyaz Khan

Parooh Gaikwad

vishal yadav

Choudhary Akhlaq

43 others

You

People

Mute all Add people

- Rajesh Maisalge (You) Meeting host
- 29-Raj Sawant
- 3 Shilpa Bhukta
- 41 Kunal Singh
- 45 Shivani Tiwari
- ABHJEET PAL
- Abhishek Mishra
- Adarsh Dhawan
- Anchal Singh
- Anishkumar Pasi_23

Date -16/05/2023

Notice


Nature Club

This is to inform all the students that "Nature Club" is organizing a Webinar on "International Biodiversity day". There will be a quiz competition and the participants will get a certificate. We cordially invite all the students to participate.

Date : 22nd May 2023

Time : 11:00 am

<https://meet.google.com/izk-xoba-sbs>


Dr. Pratima Singh
(Principal)

REPORT

Nature Club

Particulars	Description
Name of the event	" Biodiversity day Webinar"
Date of the event	22 May 2023
Time	10:30 am – 11:30 am.
Venue	Online
Stream/ Class	ALL DEPARTMENTS
Faculty in charge	Mr. Rajesh Maisalge
Faculty members	-
No. of Participation	113 Students
No. of beneficiaries	-
Resource Person	-
Resource Person Details	-
Description of the Event	As part of the World Biodiversity Day webinar organized by the Nature Club, an interactive quiz session was conducted to test the participants' knowledge and engage them in a fun and educational manner. The quiz aimed to reinforce the information shared during the presentations and encourage active participation. Participants were given a specific amount of time to answer the questions. This quiz session allowed participants to assess their understanding of Conservation of nature while promoting engagement and knowledge retention. The webinar ended with a pleasant vote of thanks.
Outcome of the Event	<ol style="list-style-type: none"> 1. The World Biodiversity Day awareness about the significance of biodiversity and the need for its conservation. 2. The inclusion of an online quiz provided an interactive element, enabling participants to test their knowledge and deepen their understanding of biodiversity-related topics. 3. By emphasizing the importance of individual actions, the webinar aimed to inspire the college community to become active participants in biodiversity conservation efforts.



Mr. Rajesh Maisalge
Convener, Nature Club

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patilmegha760@gmail.com	Megha Pradip Patil	SYI.T

Chandrabhan Sharma College

of Arts, Commerce & Science

(Hindi Linguistic Minority Institution)

(Affiliated to the University of Mumbai)

Accredited by NAAC 'B+'

Email id	Full Name	CLASS
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singhshubham2928@gmail.com	Shubham singh	SybaF
arjunchoohan123@icloud.com	Arjun Chauhan	Sy. Bcom
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sheetalkenchgunde@gmail.com	KENCHGUNDE SHEETAL LAXMAN	TYBAF
upadhyayrishabh289@gmail.com	Rishabh prakash upadhyay	SYBAF
nikhilmkothari2124@gmail.com	Nikhil Mahesh Kothari	SYBMS
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Sahanisneha55@gmail.com	Sneha Ramniwas sahani	SY
jy541055@gmail.com	Jyoti Rajesh Yadav	TYBMS
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suraj88505@gmail.com	Suraj Maurya	Sy B.Com
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yogeshnandlalgupta01@gmail.com	yogesh gupta	Sybscit
rumeshrandive11@gmail.com	Rumesh Ravindra Randive	Tybcom

muskanjaiswal421@gmail.com	Muskan Jaiswal	Sy bammc
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Shaikhussain7255@gmail.com	Hussain shalkh	Sycit
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kanojian816@gmail.com	Neha kanojia	Tybcorn
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ajitmaurya030305@gmail.com	Ajit Kumar Vijay Bahadur Maurya	SYBAF
duggu0286@gmail.com	Durga solanki	Tybcorn
payalpradhan951@gmail.com	Payal Pradhan	TyBcorn
mayurtambe111@gmail.com	Mayur Hemant Tambe	Bsc IT
rekachoudhary9819@gmail.com	Rekha choudhary	Tybcorn
priyankaaladar75@gmail.com	Priyanka Ganesh Aldar	Sybms
twisha.upale@gmail.com	Twisha Vijay Upale	Sy
chavanabhishek944@gmail.com	Chavan Abhishek	BAMMC
Jaikhule08@gmail.com	Jai santosh khule	SY. BAMMC
kishanyadav81120@gmail.com	Kishan yadav	Ty bscit
mishrasujal363@gmail.com	Sujal Manoj Mishra	Sybammc
k.r.singh2501@gmail.com	Karan rakash singh	Tyfaf

Rajesh

Mr. Rajesh Maisalge
Convener, Nature Club

CSC CHANDRABHAN SHARMA COLLEGE
OF ARTS, SCIENCE AND COMMERCE

POWAI VIHAR, POWAI, MUMBAI - 400 076.

DAILY ATTENDANCE SHEET

Day & Date: 04-08-2022 Time: 10:00 a.m. & p.m. to _____ a.m. & p.m.

Class: _____ Division: _____

Subject: Nature club meeting (Lecture / Practical / Tutorial) Room No.: _____

Name of Teacher (S) : 1. Rajesh mairalgje 2. _____
3. Roh 4. _____

Roll No.	Name of the Student	Signature of the Student	Roll No.	Mobile No.	Stream
001	Shubham Gadage	<i>Shub</i>	030	8652708160	TYBM
002	Shrushti	<i>albakus</i>	031	9321253116	FYIT
003	Pooja Tiwari	<i>Pooja</i>	032	7506504937	FYIT
004			033		
005	Ranjeet Vishwakarma	<i>Ranjeet</i>	034	8081490641	SYIT
006	Layanya A. Katkar	<i>Layk</i>	035	7039884023	SYIT
007	Dyul Sharma	<i>Dyul</i>	036	9324356974	SYIT
008	Shilpa Bhukta	<i>Shilpa</i>	037	9967965645	SYIT
009	Shweta Singh	<i>Shweta</i>	038	8652817561	SYIT
010	Shivani Tewari	<i>Shivani</i>	039	70455900864	SYIT
011	Shakib Rizwan	<i>Rizwan</i>	040	9326250821	SYIT
012	Kunal Singh	<i>Kunal</i>	041	9167230511	SYIT
013	Phodchandel Yadav	<i>Phod</i>	042	9324667939	SYIT
014	Singh Anjali	<i>Anjali</i>	043	8356960205	SYIT
015	Singh Mansit	<i>Mansit</i>	044	9024648429	SYIT
016	Farman Siddique	<i>Farman</i>	045	8433757432	FYIT
017	Nisha Rai Sharma	<i>Nisha</i>	046	9222027789	SY-BscIT
018	Shivam Bari	<i>Shivam</i>	047	8454042376	SY-BscIT
019			048		
020			049		
021			050		
022			051		
023			052		
024			053		
025			054		
026			055		
027			056		
028			057		
029			058		



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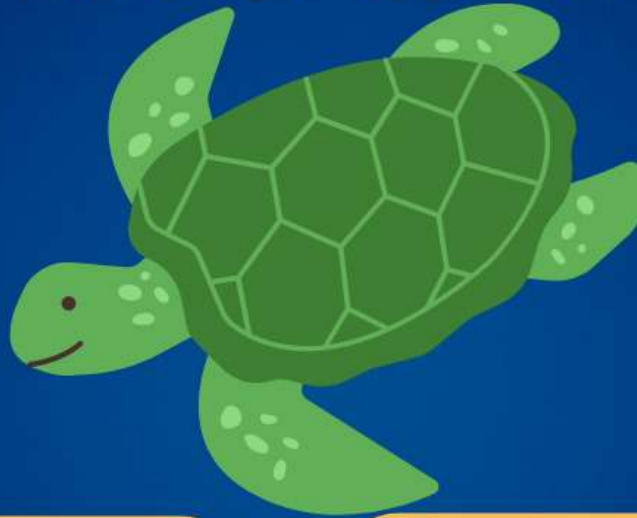


*This is to certify that Mr./Miss. Ajit Kumar Vijay Bahadur Maurya
from SYBAF has participated in "Quiz Competition on
Biodiversity" conducted by Nature Club on 22/05/2023.*

Convener, Nature Club

Principal

Nature Club is organizing
"WORLD TURTLE DAY"



23rd May, 2023

Mode: Google Meet

Thanks & Regards
Dr. Pratima Singh
Principal

Mr. Rajesh Maisalge
Convener

41 Kunal Singh

Chanchal Gupta

Trupti Sawant

Deepesh Rawat

Venom

vishal yadav

Abhishek Mishra

37 others

You

People

All muted

Add people

Let everyone turn on their microphone

Turning this off might remove people using an outdated Meet app or non-Google meeting hardware. They can rejoin when it's turned on again.

- Rajesh Maisalge (You) Meeting host
- 29-Raj Sawant
- 3 Shiipa Bhukta
- 41 Kunal Singh
- 45 Shivani Tiwari
- ABHIJEET PAL
- Abhishek Mishra

Date – 18/05/2023

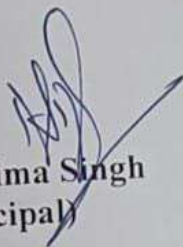
Notice

Nature Club

This is to inform all the students that “**Nature Club**” is organizing a Webinar on “**World Turtle Day**”. There will be a quiz competition and the participants will get a certificate. We cordially invite all the students to participate.

Date – 23rd May 2023

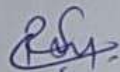
<https://meet.google.com/izk-xoba-sbs>


Dr. Pratima Singh
(Principal)

REPORT

Nature Club

Particulars	Description
Name of the event	World Turtle Day webinar
Date of the event	23 May 2023
Time	11:00 am
Venue	google meet.
Stream/ Class	All departments
Faculty in charge	Mr. Rajesh Maisalge
Faculty members	-
No. of Participation	66 Students
No. of beneficiaries	-
Resource Person	-
Resource Person Details	-
Description of the Event	As part of the World Turtle Day webinar organized by the Nature Club, an interactive quiz session was conducted to test the participants' knowledge and engage them in a fun and educational manner. The quiz aimed to reinforce the information shared during the presentations and encourage active participation. Participants were given a specific amount of time to answer the questions. This quiz session allowed participants to assess their understanding of turtle conservation while promoting engagement and knowledge retention. The webinar ended with a pleasant vote of thanks.
Outcome of the Event	<ol style="list-style-type: none"> 1. The World Turtle Day webinar successfully raised awareness about turtle conservation and generated a sense of responsibility among the participants. 2. By showcasing the expertise of renowned speakers and captivating visuals, the event educated attendees about the plight of turtles and motivated them to take action. 3. Knowledge gained from the webinar will inspire individuals to contribute towards protecting these remarkable creatures and their ecosystems.



Mr. Rajesh Maisalge
Convener, Nature Club



Smt. Durgadevi Sharma Charitable Trust's
Chandrabhan Sharma College

of Arts, Commerce & Science

(Hindi Linguistic Minority Institution)

(Affiliated to the University of Mumbai)

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Attendance Turtle Day

EMAIL ID	FULL NAME	CLASS
sharmadeepanshu2701@gmail.com	Deepanshu Sharma	TYBMS
sy420975@gmail.com	Shivam Udaybhan Yadav	SYBAF
sejalpadaya02@gmail.com	Sejal Devji Padaya	TYBBI
aaryachavan01@gmail.com	Aarya Dhananjay Chavan	SYBBI
sg4731652@gmail.com	Sonali Sanjay Gupta	SY BAF
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IBAHM2930@GMAIL.COM	Choudhary mohd Ibrahim	Tybcom
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rohitsoni7045@gmail.com	Rohit Anil Kumar Soni	T.Y.B.M.S
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payalpradhan951@gmail.com	Payal Pradhan	TyBcom
duggu0286@gmail.com	Durga solanki	Tybcom
patilmegha760@gmail.com	Megha Pradip Patil	SYI.T
rekhaChoudhary9819@gmail.com	Rekha choudhary	Tybcom
rjanchalsingh238@gmail.com	Anchal Vinod Singh	Syit
salik8171@gmail.com	SALIK KHAN	SYBMS
Jaikhule08@gmail.com	Jai santosh khule	Sy. Bammc
k.r.singh2501@gmail.com	Karan rakesh singh	Tybfaf
mishrasujal363@gmail.com	Sujal Manoj Mishra	Sybammc
ankitbhandare2221@gmail.com	Ankit Arun Bhandare	TYBAF
Irams3044@gmail.com	Iram sartaj shaikh	SYBBI
krishnanrohini94@gmail.com	Rohini Krishnan	SYBAF
vaidehirane903@gmail.com	Vaidehi Mahendra Rane	SYBAF
pnandini608@gmail.com	Nandini Mahadev Patil	Tybms



Smt. Durgadevi Sharma Charitable Trust's

Chandrabhan Sharma College

of Arts, Commerce & Science

(Hindi Linguistic Minority Institution)

(Affiliated to the University of Mumbai)

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Mr. Rajesh Maisalge
Convener, Nature Club

Timestamp	Email address	Score	EMAIL ID
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6/15/2023 16:49:38	sy420975@gmail.com		3 / 10 sy420975@gmail.com
6/15/2023 16:53:05	sejalpadaya02@gmail.()		9 / 10 sejalpadaya02@gmail.()
6/15/2023 16:53:44	aaryachavan01@gmail		7 / 10 aaryachavan01@gmail
6/15/2023 16:54:36	sg4731652@gmail.com		5 / 10 sg4731652@gmail.com
6/15/2023 16:54:47	nikhilmkothari2124@gr		6 / 10 nikhilmkothari2124@gr
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6/15/2023 16:57:12	yadavsumidha@gmail.()		7 / 10 yadavsumidha@gmail.()
6/15/2023 16:57:54	ry414941@gmail.com		9 / 10 ry414941@gmail.com
6/15/2023 16:58:17	anikettsingh733@gma		3 / 10 anikettsingh733@gma
6/15/2023 16:58:38	rohitsoni7045@gmail.c		4 / 10 rohitsoni7045@gmail.c
6/15/2023 17:04:59	bhavika200802@gmail		6 / 10 bhavika200802@gmail
6/15/2023 17:10:45	partu1407@gmail.com		5 / 10 prathameshghavali007()
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6/15/2023 17:40:57	patilmegha760@gmail.		7 / 10 patilmegha760@gmail.
6/15/2023 17:41:36	rekhachoudhary9819@		9 / 10 rekhachoudhary9819@
6/15/2023 17:43:43	singhanchal6907@gm:		6 / 10 rjcanchalsingh238@gr
6/15/2023 17:59:48	salik8171@gmail.com		8 / 10 salik8171@gmail.com
6/15/2023 18:01:58	jaikhule67@gmail.com		8 / 10 Jaikhule08@gmail.com
6/15/2023 18:05:16	k.r.singh2501@gmail.c		6 / 10 k.r.singh2501@gmail.c
6/15/2023 18:08:00	mishrasujal363@gmail		6 / 10 mishrasujal363@gmail
6/15/2023 18:22:48	ankitbhandare2221@g		5 / 10 ankitbhandare2221@g
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6/15/2023 18:29:31	krishnanrohini94@gma		6 / 10 krishnanrohini94@gma
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6/15/2023 19:34:13	manojsharma835581@		4 / 10 manojsharma835581@
6/15/2023 19:44:35	wankhedeshruti15@grr		7 / 10 wankhedeshruti15@grr
6/15/2023 19:55:14	shaikhallu789@gmail.c		3 / 10 shaikhallu789@gmail.c
6/15/2023 19:55:14	taniyarane2801@gmail		7 / 10 taniyarane2801@gmail.

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6/15/2023 21:42:28 himanshumishra0803@
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6/15/2023 22:33:36 shreyakhaire4@gmail.c
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6/15/2023 22:45:59 kanojian816@gmail.co
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6/16/2023 9:12:07 vaishnavimadane05@c
6/16/2023 9:47:37 muskanexe@gmail.cor
6/16/2023 10:07:38 aniket.gupta2103@gm:
6/16/2023 10:30:39 aniketsahani758@gma
6/16/2023 10:49:02 sarikarodda@gmail.cor
6/16/2023 12:27:47 neerajyadav38075@gn
6/16/2023 14:34:54 maityamit9702805661@
6/16/2023 15:00:32 sachinpandey05736@c

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9 / 10 Sherekarkrutika04@ga
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5 / 10 mauryaatul960@gmail.
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8 / 10 aniketsahani758@gma
9 / 10 sarikarodda@gmail.cor
0 / 10 neerajyadav38075@gn
5 / 10 maityamit9702805661@
5 / 10 sachinpandey05736@c

FULL NAME	CLASS	Turtles are _____.	Turtles have a hard she
Deepanshu Sharma	TUBMS	Reptiles	carapace
Shivam Udaybhan Yad	SYBAF	Mammals	exoskeleton
Sejal Devji Padaya	TYBBI	Reptiles	carapace
Aarya Dhananjay Chav	SYBBI	Reptiles	carapace
Sonali Sanjay Gupta	SY BAF	Reptiles	carapace
Nikhil Mahesh Kothari	SYBMS	Reptiles	shell
Choudhary mohd Ibrah	Tybcom	Fish	exoskeleton
Sumidha ramnaresh ya	TYBMS	Reptiles	carapace
rohit jiyalal yadav	T.Y BMS	Reptiles	carapace
Aniket singh	BMMC	Mammals	shell
Rohit Anil Kumar Soni	T.Y.B.M.S	Mammals	armour
Bhavika Pandey	TYBAMMC	Reptiles	carapace
Prathamesh	Tybscit	Reptiles	armour
Muskan Jaiswal	Sy bammc	Reptiles	shell
Varun Naran Vaviya	T. Y. B. A. F.	Reptiles	carapace
Shirsha yallappa	Syb. Com	Mammals	armour
Payal Pradhan	TyBcom	Reptiles	carapace
Durga solanki	Tybcom	Reptiles	carapace
Megha Pradip Patil	SYI.T	Reptiles	shell
Rekha choudhary	Tybcom	Reptiles	shell
Anchal Vinod Singh	Syt	Fish	carapace
SALIK KHAN	SYBMS	Reptiles	carapace
Jai santosh khule	Sy. Bammc	Reptiles	carapace
Karan rakesh singh	TybaF	Mammals	shell
Sujal Manoj Mishra	Sybammc	Reptiles	armour
Ankit Arun Bhandare	TYBAF	Reptiles	carapace
Iram sartaj shaikh	SYBBI	Reptiles	carapace
Rohini Krishnan	SYBAF	Reptiles	carapace
Vaidehi Mahendra Ran	SYBAF	Reptiles	armour
Nandini Mahadev Patil	Tybms	Reptiles	carapace
Abhishek Nadar	Tybcom	Reptiles	carapace
Meenakshi Gouda	SY Bcom	Reptiles	carapace
Nikhat Shaikh	SYBBI	Reptiles	carapace
Riya singh	TYBAF	Mammals	shell
SAVARKAR SNEHA BI	SYBBI	Reptiles	carapace
Qureshi Abu sufiyan za T y B com		Mammals	shell
Ashwini prabhakar Ghc	SY BAF	Birds	carapace
Parveen khan	Sybcom	Mammals	armour
Nitesh Sanjay bargale	SY.Bcom	Reptiles	carapace
Manoj sharma	SYBcom	Fish	shell
Shruti Vinayak Wankhe	SY Data Science	Reptiles	carapace
SHAIKH ALIYA ALTAF	TYBMS	Fish	armour
Taniya Dinesh Rane	Tybms	Reptiles	carapace

Lavanya Anil Katkar	Tybscit	Mammals	carapace
Lubna Suraj shaikh	Sybms	Reptiles	exoskeleton
Shaikh Bushra Ansar A	TYBMS	Reptiles	carapace
Mohammed kaif	Tybcom	Reptiles	carapace
Neha Ramchandra kha	TYBCOM	Reptiles	carapace
Rahul choudhary	SYBAF	Reptiles	armour
Mahek Munshi	TYBMS	Mammals	exoskeleton
Krutika subhash shere	Tybcom	Reptiles	carapace
Himanshu mishra	Tybaf	Reptiles	shell
Anish Santosh malusar	Tybcom	Reptiles	carapace
Aditya Sharma	TyBcom	Reptiles	carapace
Shreya vijay khair	Sybcom	Reptiles	shell
NABI SHAHAB ZAKIR	T.Y.B.COM	Reptiles	carapace
Neha kanojia	Tybcom	Mammals	shell
Maurya Atul kumar Sar	Tybcom	Reptiles	carapace
Vaishnavi sachin mada	TYBMS	Reptiles	carapace
Muskan Ayub Shaikh	Tubbi	Reptiles	carapace
Aniket gupta	Ty bms	Mammals	armour
Ankit sahani	Sy data science	Reptiles	carapace
SARIKA RAMESH ROI	TYBMS	Reptiles	carapace
Neeraj yadav	Syit	Birds	exoskeleton
Amit srikant maity	Tybfm	Reptiles	carapace
Sachin Kumar pandey	Tybms	Fish	armour

Which of these is a rea	Which of these things c	How long have turtles k	What's the main functio
Blue turtle	Octopuses	100 million years	To protect them
Yellow turtle	Jellyfish	10,000 years	To protect them
Green turtle	Octopuses	100 million years	To protect them
Green turtle	Jellyfish	100 million years	To protect them
Blue turtle	Shrimp	100 million years	To help them swim
Green turtle	Octopuses	100 million years	To protect them
Green turtle	Jellyfish	100 million years	To protect them
Green turtle	Jellyfish	100 million years	To protect them
Green turtle	Octopuses	100 million years	To protect them
Green turtle	Jellyfish	300 years	To protect them
Green turtle	Seaweed	100 million years	To protect them
Green turtle	Jellyfish	10 million years	To protect them
Green turtle	Octopuses	300 years	To protect them
Green turtle	Octopuses	100 million years	To protect them
Green turtle	Octopuses	100 million years	To protect them
Green turtle	Shrimp	100 million years	To help them swim
Green turtle	Octopuses	100 million years	To help them swim
Green turtle	Octopuses	100 million years	To help them swim
Green turtle	Octopuses	100 million years	To help them swim
Green turtle	Seaweed	100 million years	To help them swim
Green turtle	Octopuses	100 million years	To protect them
Green turtle	Shrimp	100 million years	To protect them
Green turtle	Seaweed	100 million years	To protect them
Green turtle	Octopuses	100 million years	To help them swim
Green turtle	Octopuses	300 years	To protect them
Green turtle	Jellyfish	100 million years	To help them swim
Green turtle	Jellyfish	100 million years	To help them swim
Green turtle	Shrimp	300 years	To help them swim
Yellow turtle	Jellyfish	100 million years	To protect them
Green turtle	Octopuses	100 million years	To protect them
Blue turtle	Jellyfish	100 million years	To protect them
Green turtle	Seaweed	100 million years	To protect them
Green turtle	Octopuses	100 million years	To protect them
Green turtle	Octopuses	100 million years	To protect them
Green turtle	Octopuses	100 million years	To help them swim
Green turtle	Octopuses	100 million years	To protect them
Green turtle	Octopuses	300 years	To protect them
Green turtle	Jellyfish	100 million years	To protect them
Green turtle	Octopuses	100 million years	To protect them
Green turtle	Seaweed	300 years	To protect them
Green turtle	Jellyfish	300 years	To protect them
Green turtle	Jellyfish	100 million years	To help them swim
Green turtle	Jellyfish	100 million years	To help them swim
Green turtle	Octopuses	100 million years	To protect them

Green turtle	Octopuses	100 million years	To protect them
Green turtle	Seaweed	100 million years	To protect them
Green turtle	Seaweed	100 million years	To protect them
Green turtle	Octopuses	300 years	To protect them
Yellow turtle	Jellyfish	10 million years	To protect them
Yellow turtle	Jellyfish	100 million years	To protect them
Green turtle	Octopuses	100 million years	To protect them
Green turtle	Octopuses	100 million years	To protect them
Green turtle	Octopuses	10 million years	To protect them
Green turtle	Octopuses	100 million years	To protect them
Green turtle	Octopuses	100 million years	To protect them
Green turtle	Octopuses	100 million years	To protect them
Green turtle	Octopuses	100 million years	To protect them
Green turtle	Seaweed	100 million years	To help them swim
Green turtle	Jellyfish	10 million years	To protect them
Green turtle	Jellyfish	100 million years	To help them swim
Green turtle	Seaweed	100 million years	To protect them
Green turtle	Shrimp	100 million years	To help them swim
Green turtle	Shrimp	100 million years	To protect them
Green turtle	Octopuses	100 million years	To protect them
Pink turtle	Seaweed	10,000 years	To look cool
Green turtle	Jellyfish	100 million years	To protect them
Yellow turtle	Octopuses	300 years	To protect them

What is the name for a	The Pacific green turtle	The upper part, or back	All sea turtles nest in th
Omnivore	somewhat green sea tu	plastron	temperate & subtropica
Herbivore	black sea turtle	carapace	temperate & subtropica
Omnivore	black sea turtle	carapace	subtropical & tropical w
Omnivore	black sea turtle	carapace	temperate & subtropica
Omnivore	somewhat green sea tu	carapace	subtropical & tropical w
Herbivore	somewhat green sea tu	plastron	temperate & subtropica
Omnivore	blue sea turtle	carapace	temperate & subtropica
Omnivore	black sea turtle	carapace	temperate & subtropica
Omnivore	black sea turtle	carapace	subtropical & tropical w
Camivore	somewhat green sea tu	scale	arctic & temperate wate
Omnivore	blue sea turtle	plastron	arctic & temperate wate
Omnivore	somewhat green sea tu	carapace	subtropical & tropical w
Omnivore	somewhat green sea tu	scale	tropical & arctic waters
Omnivore	black sea turtle	carapace	subtropical & tropical w
Omnivore	black sea turtle	carapace	arctic & temperate wate
Omnivore	blue sea turtle	plastron	arctic & temperate wate
Omnivore	black sea turtle	carapace	subtropical & tropical w
Omnivore	black sea turtle	carapace	subtropical & tropical w
Omnivore	black sea turtle	carapace	temperate & subtropica
Omnivore	somewhat green sea tu	carapace	subtropical & tropical w
Omnivore	black sea turtle	carapace	tropical & arctic waters
Omnivore	black sea turtle	carapace	subtropical & tropical w
Omnivore	black sea turtle	carapace	subtropical & tropical w
Herbivore	black sea turtle	carapace	temperate & subtropica
Herbivore	black sea turtle	carapace	subtropical & tropical w
Omnivore	black sea turtle	plastron	temperate & subtropica
Camivore	black sea turtle	carapace	temperate & subtropica
Camivore	black sea turtle	carapace	subtropical & tropical w
Omnivore	somewhat green sea tu	carapace	arctic & temperate wate
Omnivore	black sea turtle	carapace	tropical & arctic waters
Omnivore	black sea turtle	carapace	subtropical & tropical w
Omnivore	black sea turtle	carapace	subtropical & tropical w
Omnivore	black sea turtle	carapace	subtropical & tropical w
Gluten free	black sea turtle	carapace	tropical & arctic waters
Omnivore	black sea turtle	carapace	subtropical & tropical w
Omnivore	black sea turtle	scale	subtropical & tropical w
Omnivore	black sea turtle	carapace	temperate & subtropica
Omnivore	black sea turtle	carapace	subtropical & tropical w
Omnivore	black sea turtle	carapace	subtropical & tropical w
Herbivore	black sea turtle	plastron	arctic & temperate wate
Omnivore	black sea turtle	carapace	subtropical & tropical w
Camivore	blue sea turtle	carapace	temperate & subtropica
Gluten free	black sea turtle	carapace	temperate & subtropica

Omnivore	black sea turtle	carapace	subtropical & tropical w
Omnivore	blue sea turtle	carapace	subtropical & tropical w
Herbivore	black sea turtle	carapace	tropical & arctic waters
Omnivore	blue sea turtle	carapace	tropical & arctic waters
Gluten free	black sea turtle	carapace	subtropical & tropical w
Omnivore	black sea turtle	carapace	tropical & arctic waters
Omnivore	blue sea turtle	plastron	subtropical & tropical w
Omnivore	black sea turtle	carapace	subtropical & tropical w
Omnivore	black sea turtle	plastron	tropical & arctic waters
Omnivore	black sea turtle	carapace	subtropical & tropical w
Omnivore	blue sea turtle	carapace	subtropical & tropical w
Omnivore	black sea turtle	carapace	subtropical & tropical w
Omnivore	black sea turtle	carapace	subtropical & tropical w
Herbivore	black sea turtle	carapace	tropical & arctic waters
Omnivore	black sea turtle	carapace	subtropical & tropical w
Omnivore	black sea turtle	carapace	subtropical & tropical w
Omnivore	blue sea turtle	plastron	arctic & temperate wate
Omnivore	black sea turtle	carapace	subtropical & tropical w
Omnivore	black sea turtle	carapace	subtropical & tropical w
Camivore	somewhat green sea tu	scute	temperate & subtropica
Omnivore	somewhat green sea tu	scale	temperate & subtropica
Herbivore	black sea turtle	carapace	subtropical & tropical w

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us - Turtle day

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*This is to certify that Mr./Miss. **Amit srikant maity***
*from **Tybfm** has participated in “**Quiz Competition on World***
***Turtle Day**” conducted by Nature Club on **23/05/2023**.*

Convener, Nature Club

Principal

Nature Club is organizing “Anti Tobacco Day”

Mode: Google Meet



31st May, 2023



Thanks & Regards
Dr. Pratima Singh
Principal

Mr. Rajesh Maisalge
Convener

41 Kunal Singh

Chanchal Gupta

Trupti Sawant

Deepesh Rawat

Venom

vishal yadav

Abhishek Mishra

37 others

You

11:35 | izk-xoba-sbs

People

All muted

Add people

Let everyone turn on their microphone

Turning this off might remove people using an outdated Meet app or non-Google meeting hardware. They can rejoin when it's turned on again.

- Rajesh Maisalge (You) Meeting host
- 29-Raj Sawant
- 3 Shilpa Bhukta
- 41 Kunal Singh
- 45 Shivani Tiwari
- ABHIJEET PAL
- Abhishek Mishra

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Date -25/05/2023

Notice

Nature Club

This is to inform all the students that "Nature Club" is organizing a Webinar on "Anti Tobacco Day". There will be a quiz competition and the participants will get a certificate. We cordially invite all the students to participate.

Date - 31st May 2023

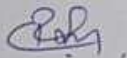
<https://meet.google.com/izk-xoba-sbs>

Dr. Pratima Singh
(Principal)

REPORT
Nature Club

<u>Particulars</u>	<u>Description</u>
Name of the event	Anti-Tobacco Day
Date of the event	31 st May 2023
Time	11:00 am
Venue	Google meet
Stream/Class	All stream
Faculty in Charge	Rajesh Maisalge
Faculty members	-
No. of Participants	72 Participants
No. of Beneficiaries	-
Resource Person	-
Resource Person Details	-
Description of the event	<p>Nature Club organised a webinar on Anti Tobacco Day to commemorate Anti-Tobacco Day, a global initiative aimed at raising awareness about the harmful effects of tobacco and promoting a tobacco-free lifestyle. The event took place on 31st May, 2023 and attracted participants from various age groups. The primary objective of the event was to educate and empower individuals to make informed choices regarding tobacco use, raise awareness about the health risks associated with tobacco consumption, and advocate for effective tobacco control measures. 72 students participated in the webinar.</p> <p>As part of the Anti Tobacco Day webinar organised by the Nature Club, an interactive quiz session was conducted to test the participants' knowledge and engage them in a fun and educational manner. The quiz aimed to reinforce the information shared during the presentations and encourage active participation. Participants were given a specific amount of time to answer the questions. This quiz session allowed participants to</p>

	assess their understanding about the harm that tobacco causes. The webinar ended with a pleasant vote of thanks.
Outcome of the Event	<ol style="list-style-type: none">1. The Anti Tobacco Day webinar successfully remains dedicated to promoting health, raising awareness, and advocating for effective tobacco control measures.2. We look forward to organising more impactful events in the future as we strive towards a healthier and smoke-free society.



Mr. Rajesh Maisalge
Convener, Nature Club



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Anti Tobacco Day Attendance

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sg4731652@gmail.com	Sonali Sanjay Gupta	SY BAF
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bhavika200802@gmail.com	Bhavika Pandey	TYBAMMC
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niralipandey0902@gmail.com	Nirali pandey	Tybscit
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shreyasawant241@gmail.com	Shreya Avinash Sawant	Sybammc
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snehasavarkar8@gmail.com	SAVARKAR SNEHA BHAGWANT	SYBBI



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crahulkumar88@gmail.com	Rahul choudhary	SYBAF
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sachinpandey05736@gmail.com	Sachin Kumar pandey	Tybms
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leannjessica21@gmail.com	Leann Jessica Lobo	TY BMS
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pd3939060@gmail.com	Prince Dubey	SYBMS
Prachiaingh8928@gmali.com	Prachi singh	Sy bcom
vaishnavimadane05@gmail.com	Vaishnavi sachin madane	TYBMS
muskanexe@gmail.com	Muskan Ayub Shaikh	Tybbi

Mr. Rajesh Maisalge
Convener, Nature Club

Sr. No	Date	Event Title	Description	Resource Person	No. of student's participation
1	09 th July 2022	Orientation of Human Value cell	An introductory session conducted by BK Asha Bharadwaj , the students get an insight about the Human Value Cell in Academics. .	BK Asha Bharadwaj , Prajapita brahmakumaris Ishwariya Vishwa Vidwalaya	70
2	26 th September 2022	Mind Control Techniques	An Online one day session was organized to sensitize the students about understand , control and guide their emotions and thoughts in a positive and right way.	HG Nama Nishtha Das Prabhuji – ISKON , Managuluru.	23
3 .	8 th February 2023	Vastram & Personality	The event was organised to demonstrate the various impact of different attire on the human personality .	Mr. kumar Swami – Sanskrit Bharti.	41
4.	5 th April	Sanskrit Sambhashana	An event organised to inculcate the habit of	Dr. Prasad –	40

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	2023		practicing ancient language ' Sanskrit' in day to day life.	Sanskrit Bharti	
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Shalini Kashyap

Convenor

Human Value Cell

Date: 7th July, 2022

NOTICE

ORIENTATION – HUMAN VALUE CELL

All the students are hereby informed that IQAC and Human Value Cell in association with Prajapita Brahma Kumaris Ishwariya Vishwa Vidhyalaya is organising an introductory session for all the students on 9th July, 2022 (Saturday) from 10 am to 12 pm to sensitize the students about the significance and need of human values in our lives. All the students are requested to attend program.



Neelam Agarwal
(Convenor, Human Value Cell)



Dr. Pratima Singh
Principal



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IQAC & HUMAN VALUESS CELL Is organising

Orientation of Human Value Cell



15th July, 2023

10:00 am TO 12:00 pm

Venue : Room 502,703,704

Guest Speaker

Dr. AS Prasad

Mr. Pranav Gogate

Mr. Kumari Swami

**Thanks & Regards,
Dr. Pratima Singh
Principal**

**Prof. Umesh Kabadi
(IQAC, Coordinator)**

**Ms. Shalini Kashyap
Convener-
Human Values Cell**

Department of Management Studies (2022-23)**Human Value Cell (2022-23)**

Particulars	Description
Name of the event :	Orientation of Human Value Cell
Date of the event :	9 th July, 2022.
Time :	10.00 am – 12:00 pm
Venue :	502
Stream / Class :	All streams
Faculty in charge :	Ms. Neelam Agarwal
Faculty members :	Ms. Ghanshree Chilka
No. of Participants :	-
No. of beneficiaries :	70
Resource Person :	Asha Bharadwaj
Resource Person Details :	Member , Brahma Kumaris , Powai Centre.
Description of the Event :	Ms. Asha Bharadwaj (Asha Didi) addressed the students and gave some real life examples to explain about the significance and need of human values in our life.
Outcome of the Event :	It enabled the students as well as the teachers to inculcate human values in the present and future life.



Ms. Shalini Kashyap

Convenor



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IQAC & HUMAN VALUESS CELL Is organising
Orientation of Human Value Cell



Thanks & Regards,
Dr. Pratima Singh
Principal

Prof. Umesh Kabadi
(IQAC, Coordinator)

Ms. Shalini Kashyap
Convener-
Human Values Cell





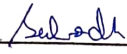
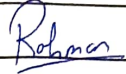

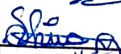
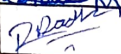
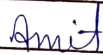
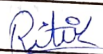
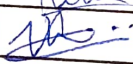
CSC CHANDRABHAN SHARMA COLLEGE OF ARTS, SCIENCE AND COMMERCE

POWAI VIHAR, POWAI, MUMBAI - 400 076

DAILY ATTENDANCE SHEET

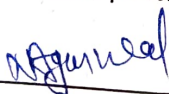
Day & Date Saturday 9.7.22 Time 10:00 am & pm to 12:00 am & pm
 Class All fy Synty Division _____
 Subject Orientation of HVC (Lecture / Practical / Tutorial) Room No. 502
 Name of Teacher (S) : 1. Ms. Neelam Agarwal
 3. Ms. Chanshree Chelga

Roll No.	Name of the Student	Signature of the Student	Roll No.	Name of the Student	Signature of the Student
001	Manojan Pradhan		030	Sahil Khan	
002	Om Sharma		031	Zainab Khan	
003	Umar Khan		032	Mushtaq Ansari	
004	Prince Dubey		033	Payal Negi	
005	Priyanshu Singh		034	Bhushan Manojkar	
006	Manoj Sarmat		035	Shivam Singh	
007	Aksh Bharushali		036	Yash Sharma	
008	Ritu Bishwakarma		037	Manoj Crupker	
009	Sayyed Jamine		038	Santosh Singh	
010	Ashwika Ansari		039	Aalok	
011	Bhumi Datt		040	Shreshth Lohari	
012	Kenneth Abraham		041	Richa Sharma	
013	Prince Dixit		042	Jaijal Patel	
014	Friya Sharma		043	Diksha Manya	
015	Sakshi Hegde		044	Prem Patil	
016	Varshnavi K.		045	Sujal Sharma	
017	Rishav		046	Riya Singh	
018	Priyanka		047	Sahil Shalch	
019	Rehka Gupta		048	Kritika Sin	
020	Neha Sable		049	Shruti Prajapati	
021	Avantika K.		050	Om Varshija	
022	Tejas Mane		051	Nareem Qureshi	
023	Ashutosh Hemade		052	Poathmesh	
024	Rohit Jadhav		053	Sneha Patase	
025	Muskan Singh		054	Kandhan Patil	
026	Kritika Singh		055	Ankit Rajbhar	
027	FAISAL KHAN		056	Laiba Shaikh	
028	Harshid Khan		057	Jasmine Ali	
029	Rafael Shaikh		058	Rohit Rajbhar	

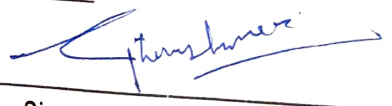
Roll No.	Name of the Student	Signature of the Student	Roll No.	Name of the Student	Signature of the Student
059			093		
060			094		
061			095		
062	Shaikh Sahil		096		
063			097		
064			098		
065			099		
066			100		
067			101		
068			102	Anurag Rawal	
069			103	SANJ SANCHETI	
070			104	Nikhil Kothari	
071			105		
072	Sulochi Sarawane		106	Ubaidurrahman Teli	
073			107		
074	Ranu Suthar		108		
075	Shivam Tiwari		109		
076	Rushikesh		110		
077			111		
078			112		
079			113		
080			114		
081	Amit Yadav		115		
082			116		
083			117		
084			118		
085			119		
086			120		
087			121		
088	Ritik Tiwari		122		
089	Varsha Kharwara		123		
090			124		
091			125		
092			126		

Total Number of Students present _____

(70)



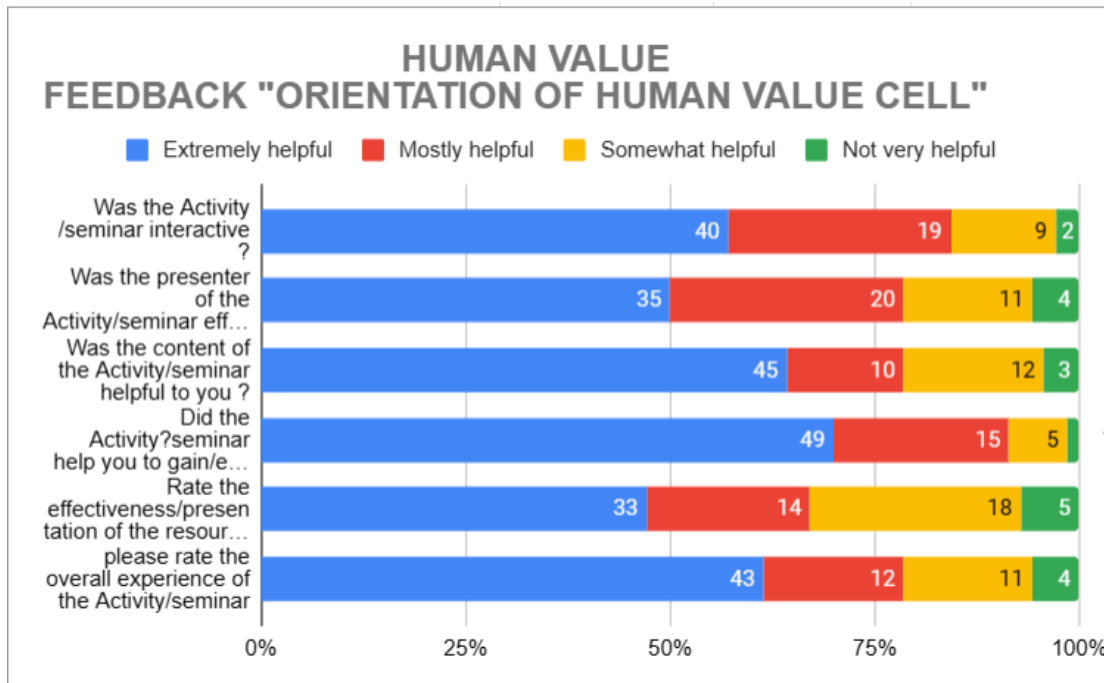
Signature of Head of the Department



Signature of the Teachers (S)

HUMAN VALUE CELL 2022-23 "ORIENTATION OF HUMAN VALUE CELL "

DATE : 9 th JULY 2022



24th September, 2022.

NOTICE

Human Value Cell

Mind Control Techniques

All the students are hereby informed that IQAC and Human Value Cell in association with **Shri Nama Nistha Das Prabhujji, President, ISKON Mangaluru**, is organizing a free online brain storming program on Mind Control Techniques to teach the students about the different ways to deal with their emotions in different situations on 26th September, 2022 from 11:00 am to 1:00 pm. All the students are requested to attend this seminar.

Mode – Online , Google Meet Platform



Ms. Shalini Kashyap
Convenor, Human Value Cell



Dr. Pratima Singh
I/C Principal

**IQAC and Human Values Cell in Association
with ISKON MANGALURU Organizes**

Brain Storming Session

for Nurturing Human Values and Revitalize the Mind .



Monday, 26th September, 2022
11:00 AM Mode: Online

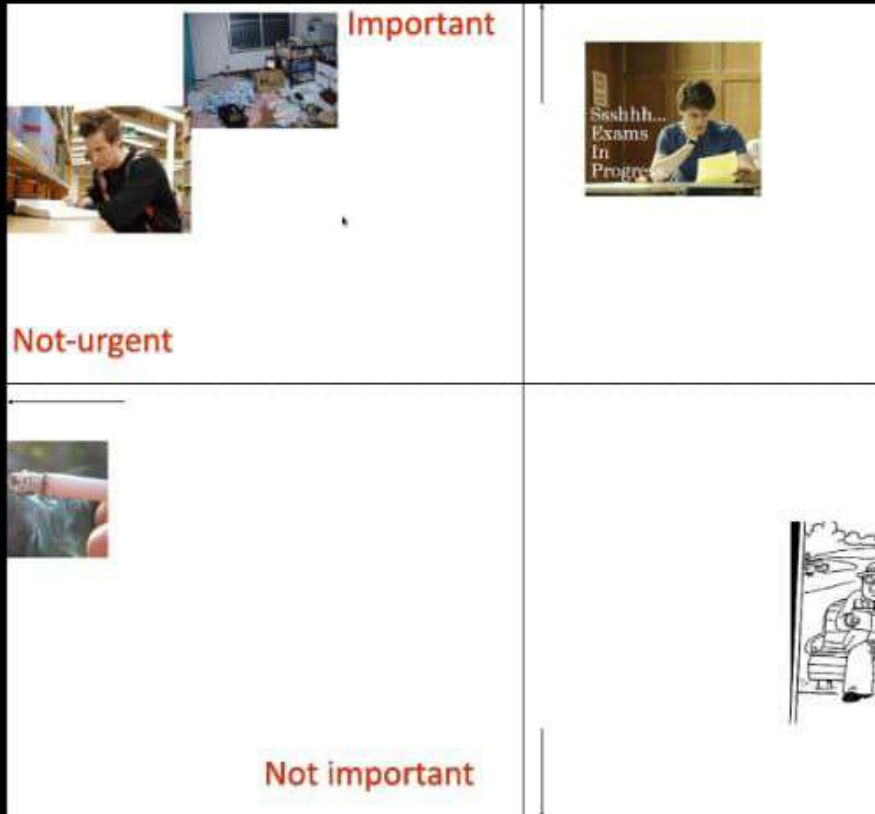
Resource person
SHRI NAMA NISHTHA DAS PRABHUJI
President ISKON Mangaluru

Topic
MIND CONTROL TECHNIQUES



Thanks and Regards
Dr. Pratima Singh
Principal

Ms. Shalini Kashyap
Convener
Human Values Cell.

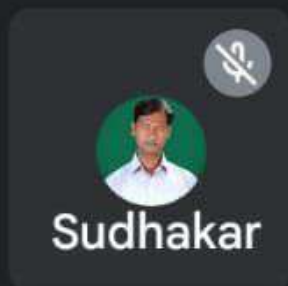
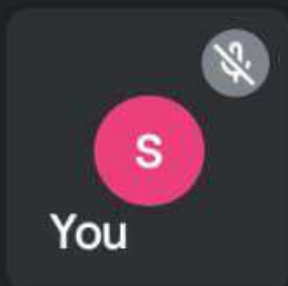


Not-urgent

Important

Not important

ISKCON Radha Govinda T...





Gourav

Vanali

Monu

Brijesh

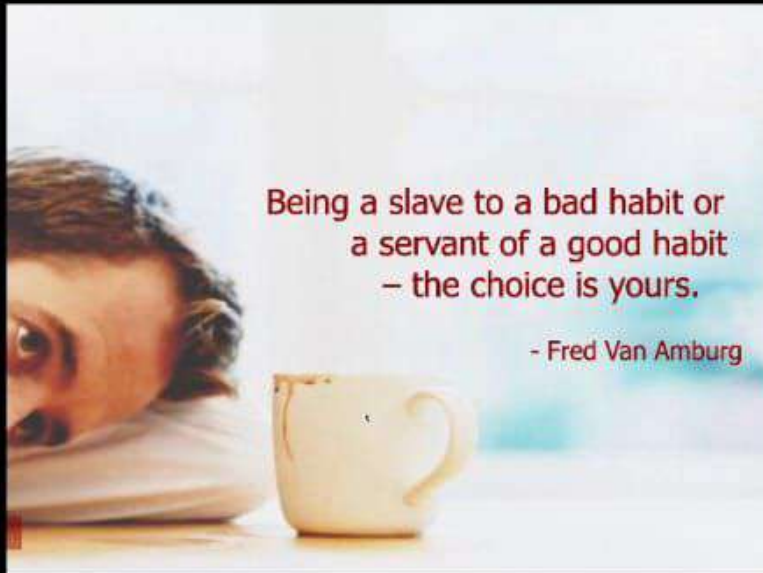
Akash

Bushra

You

Raiya 6 others





ISKCON Radha Govinda T...



Pra...



Go...



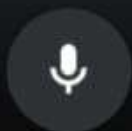
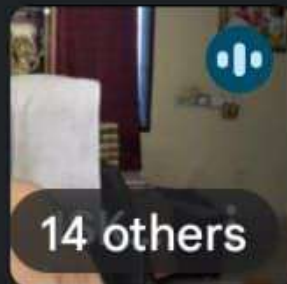
Brij...

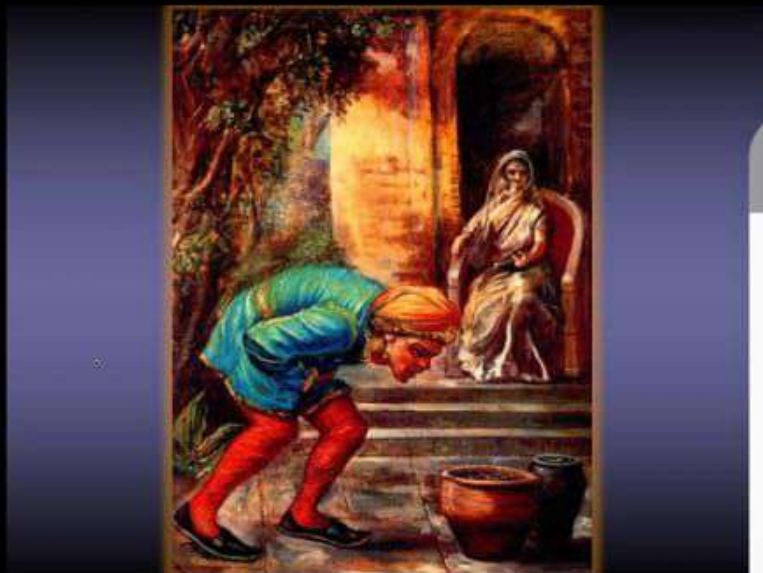


You



Sa...







ISKCON Radha Govinda T...




ISK...
⋮


Sa...
⋮


Vai...
⋮


You


Su...
⋮


20 others



Pragnya MVM 20 me se aadhe to h...



ISKCON Radha Govinda T...

ISK... :
⋮

V
Vai... :
⋮

Pra... :
⋮

S
You

G
Go... :
⋮

19 others

Call, Mute, Do Not Disturb, Tap to Reply, More options



ISKCON Radha Govinda T...



ISK... ⋮



Vai... ⋮



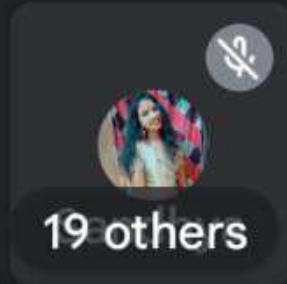
Pra... ⋮



You



Su... ⋮

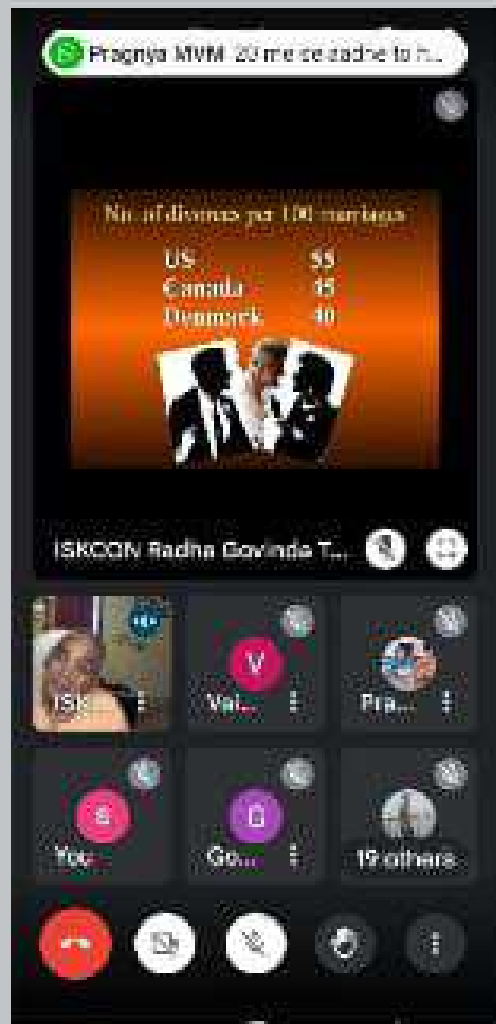


19 others



Mind Control Techniques

26th September 2022



Human Value Cell (2022-23)

Particulars	Description
Name of the event	Mind Control Techniques
Date of the event	26 th September, 2022
Time	11:00 am – 1:00 pm
Venue	Online- Google Meet Platform
Stream / Class	All Streams
Faculty in charge	Ms. Shalini Kashyap
Faculty members	Ms. Jalpa Dave
No. of beneficiaries	23
Resource Person	Shri Nama Nishtha Das Prabhuji.
Resource Person Details	President - ISKCON Mangaluru
Description of the Event	The program Mind Control Techniques was designed to help for the students to understand and control their minds and emotions in different critical situations of life and for the students to get knowledge about how the environment around them works if they have control over their minds and emotions.
Outcome of the Event	<ol style="list-style-type: none"> 1. Students understood the various concepts taught to them in the program. 2. Students learned the skills of how they can control their thoughts and emotions. 3. Students also learned various techniques to deal with unpredictable situations around them.



Ms. Shalini Kashyap

Convener

Smt. Durgadevi Sharma Charitable Trust

CSC 
Chandrabhan Sharma College
Arts, Science & Commerce
(Affiliated to the University of Mumbai)
Accredited by NAAC 'B+'

Date- 23rd September 2022

To,

Shri Nama Nishtha Das Prabhuji,
President ISKCON Mangaluru.

Subject – Invitation as a Resource Person For a 'Mind Control Techniques.'

Respected Prabhuji,

It gives us an immense pleasure to invite you as a Resource Person For ' Mind Control Techniques.' to be held on the 26th Sept' 2022. The purpose of this Program is to make Students aware about the concept of Mind Control Techniques and Human Values lessons. This program also act as an explorer mode for both the parties i.e. faculties and Students

We fully anticipate your participation and contribution will add a valuable asset to the Students' Careers. We are requesting you to grace the event with your presence and guide the students for a better future. Kindly acknowledge our request so that we can proceed ahead.to make this session a great learning endeavour for all.

Looking forward for your Positive response.

Thanking you,

Your faithfully,



Dr. Pratima Singh
Principal



Date- 26th September, 2022

To,

Shri Nishtha Das Prabhuji

President- ISKCON Mangaluru

Subject: Thank you for being a Resource person for Mind Control Techniques.

Respected Prabhuji,

We extend our gratitude for accepting our Invitation and being the resource person for Mind Control Techniques on 26th September, 2022.

We are very grateful for your valuable guidelines and the time you invested in this training programme.

Looking forward to your association with our Institute in future

Thanking you,

Yours faithfully.



Dr. Pratima Singh

Principal



HUMAN VALUE CELL/ ISKON MANGALURU

Mind Control Techniques

Guest Speaker – Shree NamaNistha Das Prabhuj

List of the students attended the program

Mode of Conduct – Google Meet Platform

S. No.	Name of Student	Class
1	SHAIKH UMME JAVERIYA SHAFIQ	FYBMS
2	GAWARI PRATHMESH SUNIL	FYBMS
3	GHADGE SANIKA SUBHASH	FYBMS
4	ANSARI MOHAMMED SAMI IMTIYAZ	FY BAF
5	BHANUSHALI SOMIL ARVIND	FY BAF
6	CHAUHAN RIYA DEVENDRA	FY BAF
7	CHAUHAN SHIVAM KALICHARAN	FY BAF
8	KOKANE SEJAL BALASAHEB	FYBMS
9	KORI MARIA MADAN	FYBMS
10	MANSURI AKRAM MUMTAZ	FYBMS
11	MAURYA AJIT KUMAR VIJAY BAHADUR	FYBMS
12	MISHRA SHIVAM SANJAY	FYBMS
13	MORE AKSHADA MANOHAR	FYBMS
14	NADAR DUSHANT RAJ YOUAN	FYBMS
15	NISHAD ANKIT RAJNET	FYBMS
16	PATHAN AMAAN ANWAR	FYBMS
17	PHADALE RAHUL ANIL	FYBMS
18	RAM PREMPRAKASH TUFANI	FYBMS
19	KUTAR RISHABH PRAMOD	MSC IT
20	PANDEY RICHA RAKESH	MSC IT
21	PEDNEKAR DEVIKA VILAS	MSC IT
22	SAHANI ANKIT PURUSHOTTAM	MSC IT
23	SAYYED SAHIL MOHD ATEEQ	MSC IT



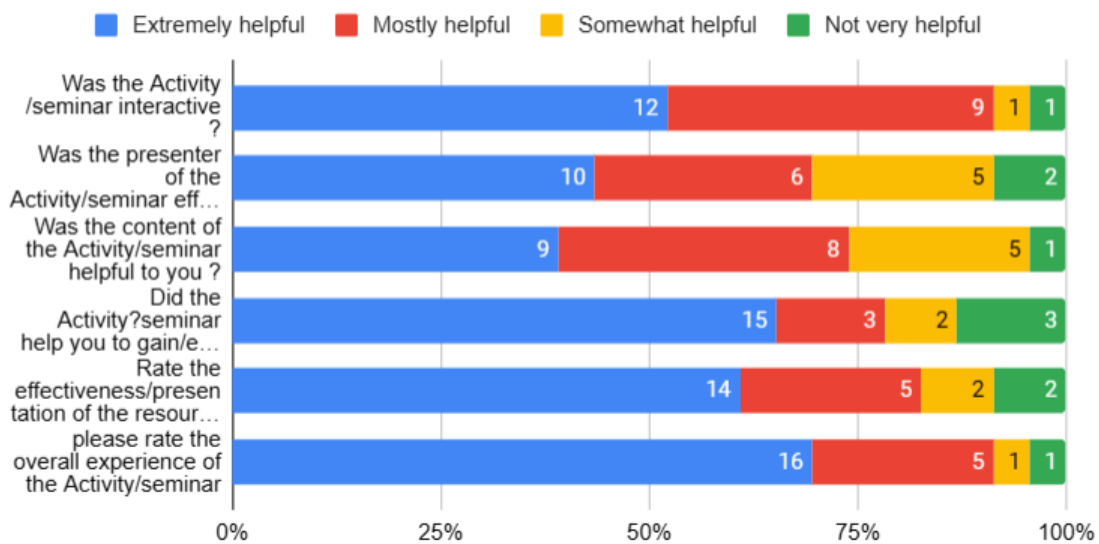
ShaliniKashyap

Convenor , Human Value Cell

HUMAN VALUE CELL 2022-23 "MIND CONTROL TECHNIQUES "

DATE : 26 SEPTEMBER 2022

HUMAN VALUE FEEDBACK ANALYSIS " MIND CONTROL TECHNIQUES"



Smt. Durgadevi Sharma Charitable Trust

CSC  Chandrabhan Sharma College
Arts, Science & Commerce
(Affiliated to the University of Mumbai)
Accredited by NAAC 'B+'

5th February, 2023.

NOTICE

Human Value Cell

All the students are hereby informed that IQAC and Human Value Cell is organising an event "Vastram and Personality." to demonstrate positive impact of traditional attires, over the personality on Wednesday, 8th February, 2023 at 11:00 am in 504. All the students are requested to attend the program .



Ms. Shalini Kashyap
(Convener, Human Value)



Dr. Pratima Singh
I/C Principal

**IQAC & HUMAN VALUESS CELL In Association With SANSKRIT
BHARTI organising**



राष्ट्रवाले आने personality

**Resources Person
Mr. Kumar Swami**



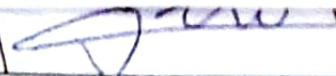
**8th February, 2023
11:00 am TO 12:00 pm
Venue : Room 605**



**Thanks & Regards,
Dr. Pratima Singh
Principal**

**Prof. Umesh Kabadi
(IQAC, Coordinator)**

**Prof. Shalini Kashyap
Convener-
Human Values Cell**

Prince Dixit		058	
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Human Value Cell (2022-23)

Particulars	Description
Name of the event :	Vastram and Personality.
Date of the event :	8 th February, 2023
Time :	11:00 am – 12:00 pm
Venue :	605
Stream / Class :	All Streams
Faculty in charge :	Asst. Prof Shalini Kashyap
Faculty members :	Asst. Prof. Swaranjit Kaur
No. of beneficiaries :	41
Resource Person :	Mr. Kumar Swami.
Resource Person Details :	Varg Sanchalak – Sanskrit Bharti
Description of the Event :	This event was organized to demonstrated positive impact of traditional attires in the minds of students. Mr. Kumar Swami addressed the students on this topic.
Outcome of the Event :	<ul style="list-style-type: none">➤ The students are sensitized to prefer Wearing traditional ethnic wears occasionally to express love, respect, and regard to each other along with acknowledging the traditional values.➤ Students understand the impact of traditional cloth on their personality.



Ms. Shalini Kashyap

Convenor

Human Value Cell



Smt. Durgadevi Sharma Charitable Trust's
Chandrabhan Sharma College
of Arts, Science & Commerce
(Affiliated to the University of Mumbai)
NAAC ACCREDITED 'B+' GRADE (FIRST CYCLE)

Vastram and Personality

8th February 2023





CHANDRABHAN SHARMA COLLEGE OF ARTS, SCIENCE AND COMMERCE

POWAI VIHAR, POWAI, MUMBAI - 400 076.

DAILY ATTENDANCE SHEET

Day & Date: Wed. 8/2/23 Time: 11 a.m & p.m. to: 12:30 a.m & p.m.

Class: All Fy. 84.74 Division: _____

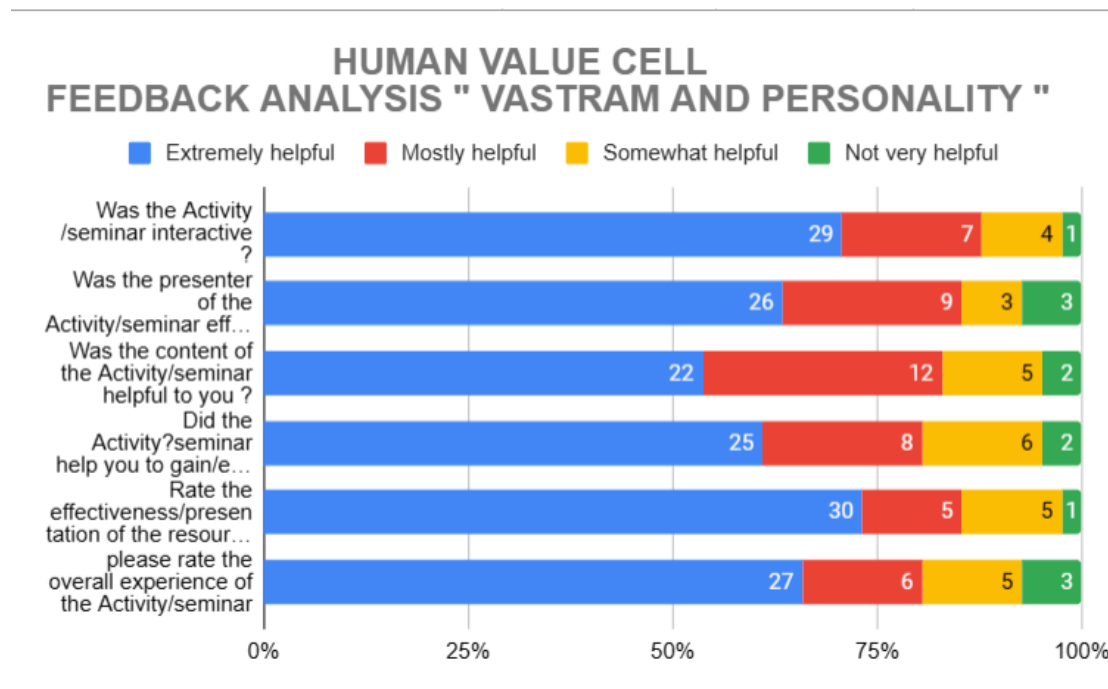
Subject: Vasudha and Personality Lecture / Practical / Tutorial Room No.: 605

Name of Teacher (S) : 1. Ms. Shalini Kashyap 2. _____
3. _____ 4. _____

Roll No.	Name of the Student	Signature of the Student	Roll No.	Name of the Student	Signature of the Student
001	Bikash Patil	<u>Bikash Patil</u>	030	SANI SANDEVI	<u>Sani</u>
002	Roheda A. Suresh	<u>Roheda</u>	031	Faiyaz Patel	<u>Faiyaz</u>
003	Sagun Kalyankar	<u>Sagun</u>	032	Harshid Khan	<u>Harshid</u>
004	Mauyga Ritika	<u>Ritika</u>	033	Tanavi Parab	<u>Tanavi</u>
005	Zoya Shaikh	<u>Zoya</u>	034	Yash Surve	<u>Yash</u>
006	Subra Shakh	<u>Subra</u>	035	Om V	<u>Om</u>
007	Sahili Bhosale	<u>Sahili</u>	036	Mansi Waghmare	<u>Mansi</u>
008	Taiba Shaikh	<u>Taiba</u>	037	Rustikesk Badhe	<u>Rustikesk</u>
009	Kanya Bejjanki	<u>Kanya</u>	038	Salik Khan	<u>Salik</u>
010	Snaha Sahani	<u>Snaha</u>	039	Prem Patil	<u>Prem</u>
011	Riksha Mishra	<u>Riksha</u>	040	Ubaidurrahman Tel:	<u>Ubaidurrahman</u>
012	Prince Ruben	<u>Prince</u>	041	Vishal Nadar	<u>Vishal</u>
013	Mangl Sawant	<u>Mangl</u>	042		
014	Jasmine Sayyed	<u>Jasmine</u>	043		
015	Ashwini Khawari	<u>Ashwini</u>	044		
016	Ashutosh Nemate	<u>Ashutosh</u>	045		
017	Rohit Jadhav	<u>Rohit</u>	046		
018	Mansurajirbadhan	<u>Mansurajir</u>	047		
019	Om Sharma	<u>Om</u>	048		
020	Umar Khan	<u>Umar</u>	049		
021	Priyanshu Singh	<u>Priyanshu</u>	050		
022	<u>Priyanshu</u>		051		
023	Ashwini Pringapati	<u>Ashwini</u>	052		
024	Bhumi Datt	<u>Bhumi</u>	053		
025	Sulodh Saravane	<u>Sulodh</u>	054		
026	Sakshi Hegde	<u>Sakshi</u>	055		
027	Kenneth Abraham	<u>Kenneth</u>	056		
028	Gaurav Sh. Gaud	<u>Gaurav</u>	057		
029	Prince Dixit	<u>Prince</u>	058		

HUMAN VALUE CELL 2022-23 "VASTRAM AND PERSONALITY "

DATE : 8 th FEBRUaRY 2023



Smt. Durgadevi Sharma Charitable Trust

CSC Chandrabhan Sharma College
Arts, Science & Commerce
(Affiliated to the University of Mumbai)
Accredited by NAAC 'B+'

Date- 3rd April, 2023.

NOTICE

All the students are hereby informed that IQAC and Human Value Cell in association with Sanskrit Bharti is organizing an event on "Sanskrit Sambhashana" to help the students learn Sanskrit and understand the importance and demand of Sanskrit conversant peoples..on 5th April, 2023 at 11:00 am in 504. All the students are requested to attend the event.



Ms. Shalini Kashyap
(Convener, Human Value)



Dr. Pratima Singh
I/C Principal

028	<i>Xeshmika</i>	<i>Xeshmika</i>	057	
029	<i>Sahel Chawale</i>	<i>Sahel Chawale</i>	058	

**IQAC & HUMAN VALUESS CELL In Association With SANSKRIT
BHARTI organising**

इसंस्कृत इसल्लोभाशहाना



**Resources Person
Mr. Prasad**



**5th April, 2023
10:30 am TO 12:00 pm
Venue : Room 504**

**Thanks & Regards,
Dr. Pratima Singh
Principal**

**Prof. Umesh Kabadi
(IQAC, Coordinator)**

**Prof. Shalini Kashyap
Convener-
Human Values Cell**

Human Value Cell (2022-23)

Particulars	Description
Name of the event :	Sanskrit Sambhashana.
Date of the event :	5 th April, 2023
Time :	10.30 am – 12:00 pm
Venue :	504
Stream / Class :	All Streams
Faculty in charge :	Asst. Prof. Shalini Kashyap
Faculty members :	Asst. Prof. Swaranjit Kaur
No. of beneficiaries :	40
Resource Person :	Mr. Prasad.
Resource Person Details :	Sanchalak , Sanskrit Bharti
Description of the Event :	Mr. Prasad from 'Sanskrit Bharti' shared his knowledge , wisdom, experience and ideas about the Sanskrit language speaking thus encouraging the students to learn and speak the language.
Outcome of the Event :	<ul style="list-style-type: none">➤ The students were motivated to learn and start communicating in Sanskrit Language.➤ They also understood the importance and demand of Sanskrit conversant peoples.



Ms. Shalini Kashyap

Convenor



CHANDRABHAN SHARMA COLLEGE OF ARTS, SCIENCE AND COMMERCE

POWAI VIHAR, POWAI, MUMBAI - 400 076.

DAILY ATTENDANCE SHEET

Day & Date: 9/9/23 Time: 10:30 a.m. & p.m. to 12:00 a.m. & p.m.

Class: Human Value Division: Sanskrit Sambhashna

Subject: Vadanta Sanskrit (Lecture / Practical / Tutorial) Room No. : _____

Name of Teacher (S) : 1. Kumar Swarni (S.B.)
3. Ms Prasad 4. _____

Roll No.	Name of the Student	Signature of the Student	Roll No.	Name of the Student	Signature of the Student
001	Avantika Pokale	<u>Pokale</u>	030	Arti Jaiswal	<u>Aj</u>
002	Prathamesh	<u>P</u>	031	Gunjan Bera	<u>G</u>
003	Satyam Singh	<u>Satyam</u>	032	Arjun Chauhan	<u>A</u>
004	Anjali Yadav	<u>Anjali</u>	033	Sahil Jaiswal	<u>S</u>
005	Khushi Singh	<u>K Singh</u>	034	Sumit Yadav	<u>S</u>
006	Priyanka Patil	<u>Priyanka</u>	035	Sahil Jaiswal	<u>Sahil</u>
007	Devansh Mishra	<u>Devansh</u>	036	Varun	<u>Varun</u>
008	Adarsh Yadav	<u>Adarsh</u>	037	Chander Singh	<u>C</u>
009	Chander Singh	<u>C</u>	038	Deepak Rai	<u>D</u>
010	Mahesh Munkhi	<u>M</u>	039	Shreshth Haberi	<u>S</u>
011	Ajy.	<u>Ajy.</u>	040	Avantika R.	<u>Avantika</u>
012	Ritika May.	<u>R</u>	041		
013	Hebat Chowade	<u>H</u>	042		
014	Soniya Gupta	<u>S Gupta</u>	043		
015	Arjun M.	<u>A</u>	044		
016	Rucha S.	<u>R</u>	045		
017	Amyra Siddique	<u>A</u>	046		
018	Sahil Jaiswal	<u>S</u>	047		
019	Kavita Kumar	<u>K</u>	048		
020	Avantika	<u>A</u>	049		
021	Prathamesh	<u>P</u>	050		
022	Vishal	<u>V</u>	051		
023	Mehak Munkhi	<u>M</u>	052		
024	Varshani Masi	<u>V</u>	053		
025	Rivet	<u>R</u>	054		
026	Ashish Yadav	<u>A</u>	055		
027	Priya Yadav	<u>P</u>	056		
028	Sushmita	<u>S</u>	057		
029	Sahil Chowade	<u>S</u>	058		



HUMAN VALUE CELL 2022-23 "SANSKRIT SAMBHASHANA"

DATE : 5 th APRIL 2023

HUMAN VALUE CELL FEEDBACK ANALYSIS " SANSKRIT SAMBHASHANA "

